



SOCIAL IMPACTS OR PROFIT? BOTH?

Industry Overview 6

Solving the world's problems profitably

Rethinking Your Business Model 10

How can you incorporate social purpose into your business model and reap further rewards and dividends?

Most Businesses
Choose One Over
The Other?



WHAT IF BUSINESSES COULD ACHIEVE BOTH?

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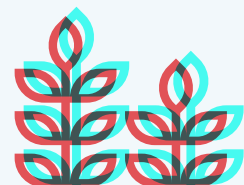
Social Impact Disrupt





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Your Guide





THE BUSINESS OF DOING GOOD



Most entrepreneurs start a business doing something they love; whether it's serving up great food or manufacturing computer equipment. A growing number of entrepreneurs today are also passionate about making a positive impact on people's lives around them. It is this broader social mission that gives their businesses a deeper meaning.

However, I don't need to tell you that entrepreneurship is hard. From having to keep the cash flowing, paying creditors on time and trying to grow your market share, the daily grind of running a business can often make you forget why you wanted to be your own boss in the first place. The big picture can easily get lost amid the spreadsheets and customer calls.

The good news is that you are reading this guide on the business of doing good. This means that the spark to contribute to society is still very much alive. The better news is that it is very possible for companies to balance both social impact and profit; we at DBS have seen plenty of examples of this. To successfully achieve this balance, entrepreneurs need to re-think their business models, seek out like-minded businesses to collaborate within, and find the support you need with the growing social enterprise ecosystem.

With this in mind, I encourage you to look at your business and the world around you in a new light. Are there challenges in the world you feel your business can tackle? Are there aspects of your operations where you can introduce socially-minded practices? Why not start today with something small?

You may be wondering why a bank is getting involved in helping social enterprise. Well, at DBS we believe that the private sector should take a proactive role in contributing to the community. As such, we strive to be a purposeful bank with an agenda to make banking joyful. After all, when we started as the Development Bank of Singapore, we had a social mission to help grow the country's economy.

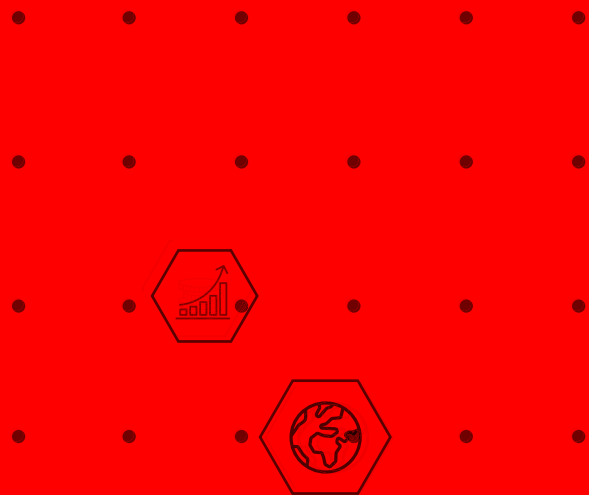
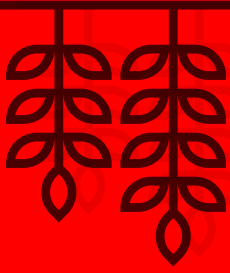
Fifty years after we embarked on that journey, our mission has evolved to enable our customers to live more and bank less. One way to do that is to support your dreams of making the world a better place. We hope this guide can point you in the right direction.

Joyce Tee

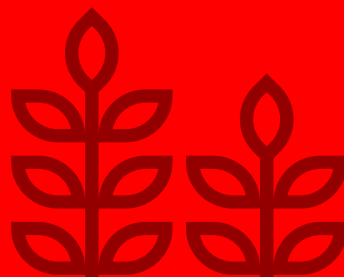
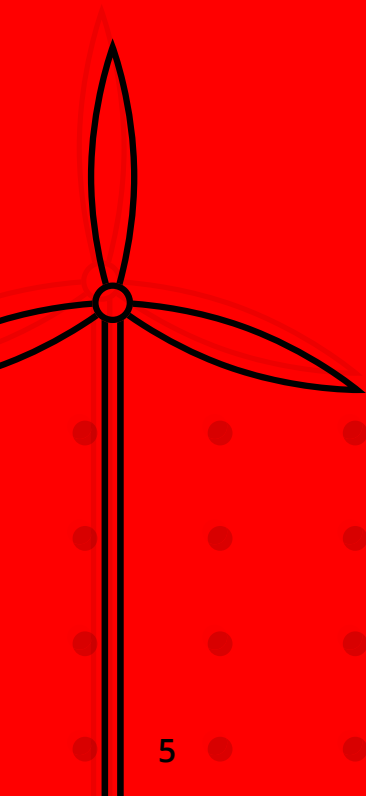
Managing Director,
Head of SME Banking, DBS



Foreword



Industry Overview



SOLVING THE WORLD'S PROBLEMS PROFITABLY

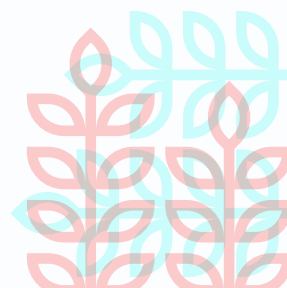
Someone once said that “the world’s biggest problems are also the world’s biggest business opportunities.” As more entrepreneurs come to see the truth in this statement, there has been a surge of businesses that measure success not just by the profits they make but also by the good they do in the world.

These social enterprises that work to improve society are more sustainable and profitable in the long term than those focused on creating profits for shareholders, according to Harvard Professor Michael Porter, whose concept of creating “shared value” was a catalyst for the growth of social entrepreneurship around the world. The concept of businesses doing good have come a long way over the past decade, transforming from a niche endeavour to a core pillar of many businesses.

“No longer niche but a necessary heart of alternative models of doing business, social enterprise is now recognised globally as a fast-growing, inclusive business model, operating at scale, altering supply chains and influencing economic ecosystems around the world,” wrote Dr Mairi Mackay, Director Social and Creative Economies, British Council, on the Social Enterprise World Forum 2018 website.



“Social enterprise is unleashing the entrepreneurial spirit of women, offering post conflict solutions, addressing youth unemployment and providing the narrative and tools to inspire a new generation and include previously excluded individuals and communities in the design and development of a better world,” she added.



The growth of social enterprises around the world in recent years has been driven largely by the social, economic and political changes that resulted from the global financial crisis a decade ago. Many people believed that the economic recovery since 2008 had failed to improve the lives of individuals or address social problems.

What's more, people have less trust in their governments today to tackle growing social problems, and are turning to the private sector to respond to these challenges. Today, the need for a social mission permeates even the largest for-profit organisations around the world.

A survey of business and HR leaders around the world by Deloitte found that 65% of companies surveyed now rate "inclusive growth" as one of their top three goals, surpassing strategies like "growing market share" or "being the category leader." Meanwhile, "Citizenship and social impact" were rated critical or important by 77% of the respondents.

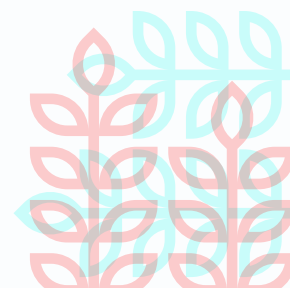
Focusing on a social mission today is no longer a nice to have, but rather key to maintaining an organisation's reputation; attracting, retaining, and engaging critical workers; as well as cultivating loyalty among customers.

Closer to home, DBS Foundation Chairman Euleen Goh defines social enterprises as a business first, but with a social mission at its core that is not just an afterthought. These businesses use sustainable commercial models to achieve their social mission and do not depend on handouts or charity to fund their operations. This definition has then informed and guided DBS Foundation's strategy in supporting and growing social enterprises across the region.

THE STATE OF SOCIAL ENTERPRISE IN ASIA

The movement of businesses doing good, which began in the West, has in recent years made its way to Asia, and is today experiencing explosive growth. With the region's huge growth potential being weighed down by increasing inequality and other social problems, social enterprises have a meaningful role to play in solving these issues in a sustainable manner.

Some of these problems - which are beyond the public sector's ability to fully tackle - include poverty, rural development, improving the livelihoods of women and waste management. These issues are especially acute in large developing countries such as India and Indonesia. Yet growing affluence in many Asian markets means that there is plenty of capital available to address these issues. It is this combination of rapid wealth accumulation and social problems that is driving the creation and funding of social enterprises in Asia.



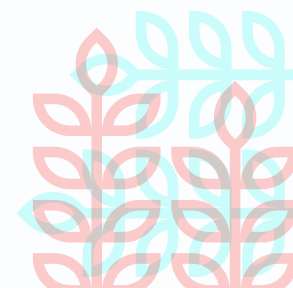
It is hard to estimate the number of social businesses in Asia given their diverse natures and scope of activities. Many organisations may not identify as a social enterprise even though that is what they are essentially operating as.

While the numbers are still likely to be small compared to developed economies in the West, there is no doubt that the concept is spreading in Asia. For instance, some 75 companies in the Asia-Pacific region responded to the Business Call to Action, a United Nations initiative launched in 2008 that challenged companies to develop inclusive business models. The global alliance has since grown to over 200 companies.

Other networks of social entrepreneurs in the region are also growing. There are about 800 fellows in Asia supported by Ashoka, a group that identifies and invests in social entrepreneurs, out of 2,962 fellows globally. There are also around 50 Asian-based B Corporations – which are businesses certified as meeting standards for social and environmental performance, accountability and transparency by U.S. non-profit B Lab – out of over 2,300 globally.

This growth is being fueled by a younger generation of entrepreneurs who seek more from their careers than merely making money. For instance, a 2015 study led by Deloitte showed that two-thirds of millennials globally cited their organisation's purpose as a reason they chose to work there. Only 27% believed businesses should focus on profit, while the rest said the focus should be shifted to business strategy and impact.

BUILDING AN ECOSYSTEM

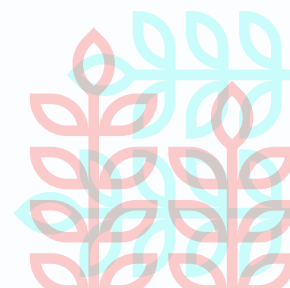
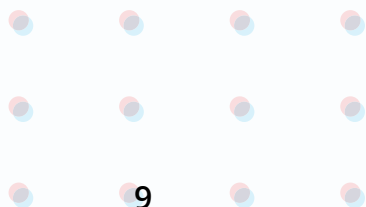


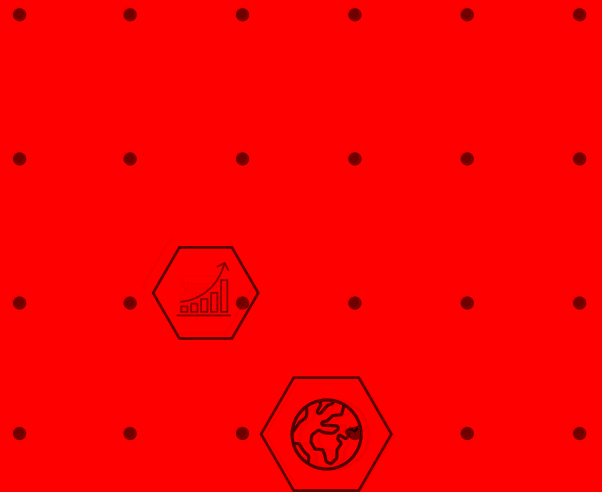
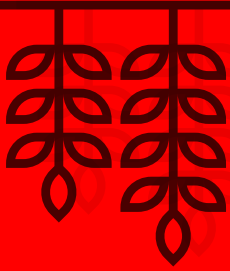
The concept of social enterprise is very much aligned to DBS Bank's view of the future of Asia, which is centered around entrepreneurship, innovation and impact. Social enterprises are evidence of these forces coming together in the form of a new way of doing business with positive community impact.

In 2015, the bank dedicated S\$50 million to create the DBS Foundation with the aim of shaping a better and more inclusive future for Asia by championing social entrepreneurship. The foundation has worked with social enterprises and social entrepreneurs in Singapore, India, Indonesia, China, Taiwan and Hong Kong with programmes ranging from venture challenges, learning forums, intensive incubation, project grant support, financing and skilled volunteer mentoring.

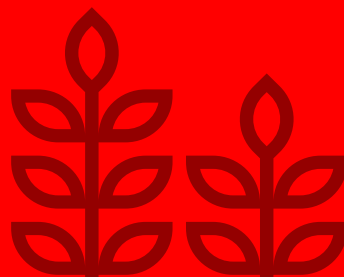
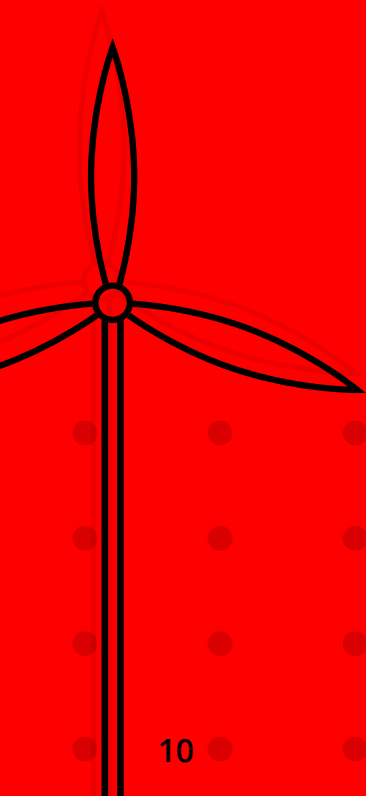
The long-term goal is to create an ecosystem of companies which have been created with a dual agenda of driving business as well as positive social outcomes.

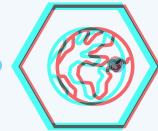
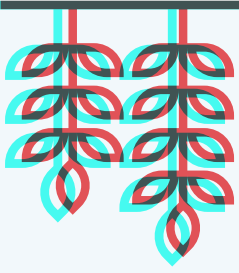
In the following pages, we will be exploring key trends in blurring social impact and profit, inspiring stories of those who have made an impact with their businesses, and resources to help you get on your way to introducing social impact to your business model.





How can business owners balance between social impact and profit?

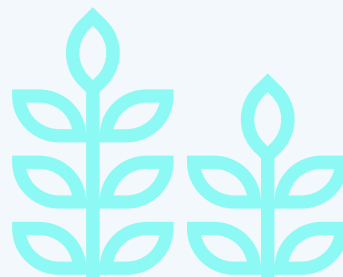
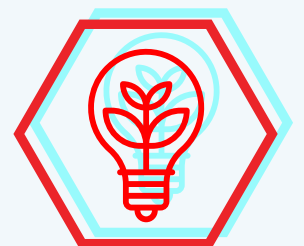
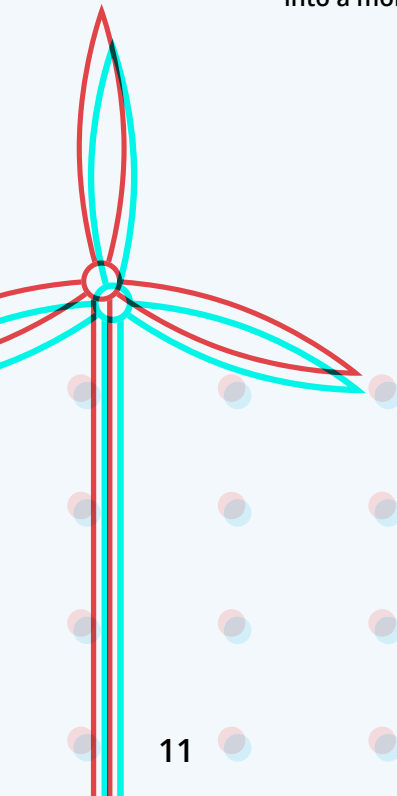




Section 1

Rethinking Your Business Model

How can you incorporate social purpose into your business model and reap further rewards and dividends? Social enterprise integrates social-mindedness into your business model and KPIs, bringing strategy and operations together within a framework with human value at its core. Think about how to reframe your current business practice into a more civic-minded venture.



RETHINKING BUSINESS

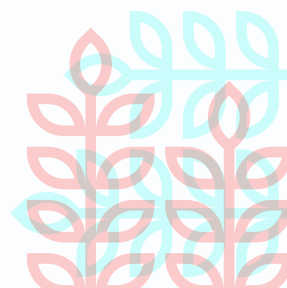


Social enterprise is no longer a niche field reserved for a select number of individuals who are passionate about righting certain social wrongs. Rather, there is a growing body of evidence to suggest that running a business profitably while making a positive social impact is not only increasingly feasible, but necessary to sustain an enterprise over the long run. Simply put, doing good is simply good business. This phenomenon is forcing CEOs and entrepreneurs around the world to re-think the way they conduct their businesses in a fundamental way.

There have been a number of key drivers behind the growth of social enterprise worldwide in recent years. These include the widening gap between the haves and have-nots brought about by globalisation and new disruptive technologies, as well as the rising threat of climate change to the sustainability of the planet.

Speaking at the opening of DBS Social Enterprise Week in October, DBS CEO Piyush Gupta said that these issues have led to a host of social problems that governments alone are not equipped to address. “We need collective participation to resolve these problems. The private sector has a fundamental role to play,” he said.

Kickstarting Social Enterprise Week was the Social Impact Disrupt event organised by DBS BusinessClass, the event saw participants from across Asia; including India, Indonesia, Hong Kong, China, Taiwan and, of course, Singapore.





DBS CEO Piyush Gupta speaking at the opening of DBS Social Enterprise Week.

One key insight that emerged from the event was the blurring of the lines between for-profit companies and organisations focused on social impact in recent years. Over time, “social enterprises” may be known as just “enterprises” as having a social mission becomes a norm in the corporate world. Already, many of the world’s biggest corporations, such as Unilever and Danone, have incorporated social and sustainability goals into their businesses.

Emmanuel Faber, the CEO of French food giant Danone, said that companies are being forced to change their behaviour due to the new habits of consumers in developed countries. “People are walking out of brands that they’ve been consuming for decades,” he told the Economist in a recent interview. Millennials in particular are buying organic, plant-based or GM-free products, he added.

A study by Nielsen’s The Sustainability Imperative showed that consumers around the world are willing to pay more for sustainable consumer brands. As a result, sales of consumer brands that have demonstrated their commitment to sustainability have grown more than 4% globally, while those without grew less than 1%.

This change in corporate behaviour is starting to filter down to smaller companies globally. In 2014, DBS created the DBS Foundation to support businesses that were aiming for a “double bottom line”. While it initially focused on helping pure social enterprises adopt for-profit models, the foundation has since shifted its attention towards helping commercial businesses integrate social missions into the core of their operations.

Said Mr Gupta: “Are shareholders willing to accept a blurring of the lines between profit and social mission? The answer is a resounding ‘Yes’. A business can only be there for the long term if civil society gives you a licence.”

MEASURING IMPACT

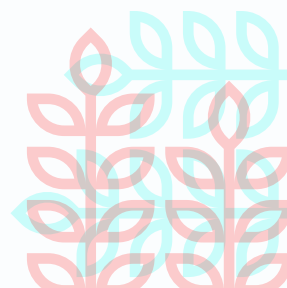
One key concern of many social enterprises is measuring the impact of their efforts to do good, and how they can communicate this performance to its stakeholders and the wider public. One platform which helps companies do this is B Corp Certification, a third-party audited designation for companies that meet standards of social and environmental performance, accountability, and transparency.



To be eligible for the certification, companies must complete the B Impact Assessment, a comprehensive survey of company practices covering six major themes — governance, workers, community, environment, customers, and industry-specific impact business models — that measure factors such as greenhouse gas emissions, board diversity, employee benefits, and corporate transparency.

As at September 2018, there were over 2,000 certified B Corporations across 130 industries in 50 countries, including Canada, Australia and Singapore. Certified B Corporations enjoyed greater revenue growth rate than public firms of comparable size during the Great Recession and in each year of 2006-2011.

Companies keen to assess their own performance can take the free B Impact Assessment service that is used to benchmark a company by either comparing it to internal performance over time or to the scores of others that have taken the assessment. See our Resources section on page XX for more information on the assessment [here](#).



MAKING A REAL DIFFERENCE



Indian social entrepreneur Ankit Agarwal is one individual who has successfully built a thriving business while addressing two social issues he felt passionate about: underprivileged women in India and cleaning up the River Ganges.

Mr Agarwal, who shared his inspiring story at the Social Impact Disrupt event, is the founder of HelpUsGreen, which aims to preserving the River Ganges by recycling the floral-waste from temples and mosques in India and Bangladesh.

The organisation collects 8.4 tons of floral-waste from temples in Uttar Pradesh, India every day. These flowers are then handcrafted into charcoal-free incense, as well as organic and biodegradable packaging material through its 'Flowercycling®' technology. All products are handmade by female employees who come from underprivileged backgrounds.

Mr Agarwal has received the UN Momentum of Change Award and the UN Young Leader Award to champion Women's Rights. He is also a DBS Foundation grant awardee.

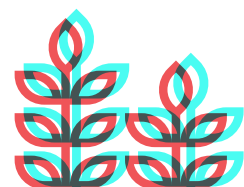


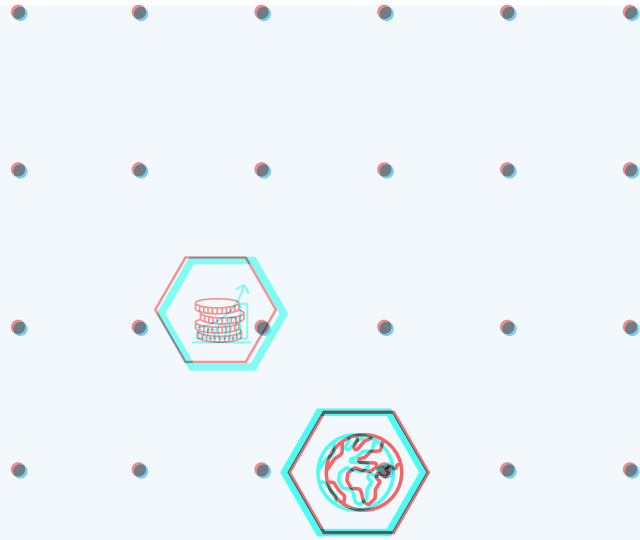
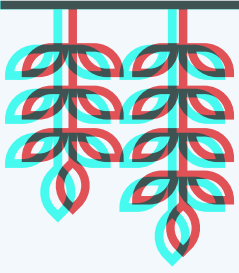


Founder of HelpUsGreen Ankit Agarwal, in his opening address at Social Impact Disrupt.

In his address at the Social Impact Disrupt, Mr Agarwal said that it was important for social enterprises to be close to the people they are trying to help, to better understand their problems. He also urged entrepreneurs to be prepared to do things that are “uncomfortable” if they are serious about making a change, and also to believe in the power of hope.

He said: “Social entrepreneurs have a lot of self-doubt but I believe that social enterprises can change the world.”

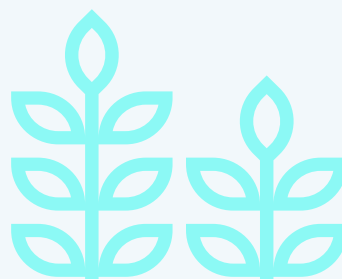
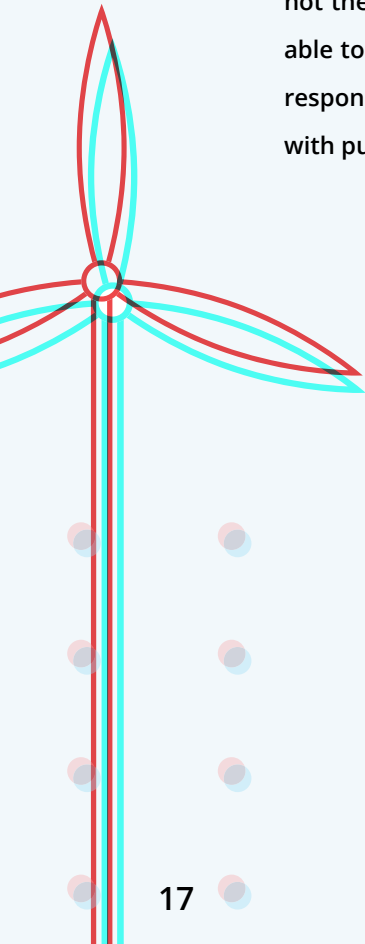




Section 2

Partnering Social Enterprises

Partner. Collaborate. Build coalitions. Governments do the same for bilateral trade; so why not the same with social enterprises? Companies who leverage on joint-operations are able to make more informed decisions about businesses, investments, corporate social responsibility and social trends. Effective engagement starts by building partnerships with purpose.



DIFFERENT APPROACHES TO MAKING SOCIAL IMPACT

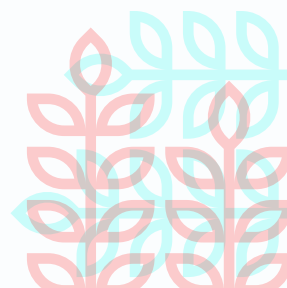


At the Social Impact Disrupt Panel on blurring the lines between profit and social impact from L to R: Mark Cheng, Senior Advisor, Ashoka; Pornthida Wongphathakrui, Co-founder and CMO of Siam Organic; Ang Kian Peng, Director, Samsui Supplies and Services; Nichol Ng, CEO and Managing Director, FoodXerivices Inc

Whether it's through a non-profit charity, a social enterprise, or a social mission embedded within a commercial entity, there are different routes that can be taken when it comes to doing good.

A panel of entrepreneurs at the Social Impact Disrupt event discussed the implications for businesses of blurring the lines between commercial considerations and a social mission, and gave their insights into how they have managed to achieve success in their chosen areas.

Moderated by Mark Cheng, Senior Advisor at global social enterprise organisation Ashoka, the panel touched on a range of issues, from the ability of social enterprises to scale to what these organisations can learn from commercial entities.



SCALE WITH QUALITY OFFERINGS

As many social enterprises work to solve issues in their local communities, there is a concern that they may have a hard time expanding to overseas markets. However, Pornthida Wongphathakrul, Co-founder and CMO of Siam Organic, said that if social enterprises have high-quality products and services, they will be able to scale their business across borders.



Her company works to alleviate poverty among farmers in Thailand by distributing organic rice to global consumers, including those in the U.S., where there is a huge market for organic products. Besides earning higher income from their produce, farmers also benefit from lower production costs and increased yields. In addition, they are trained to grow certified organic Jasberry rice under international standards, ensuring that their products are of a safe and high quality.

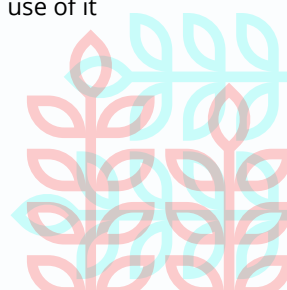
Starting with just 25 farmers when it started in seven years ago, Siam Organic is currently working with over 1,000 small-scale farmers who are achieving 14 times higher incomes compared to an average Thai rice farmer. The company also won the DBS-NUS Social Venture Challenge Asia 2016, where they competed against 600 applicants. Siam Organic's experience shows that even a start-up can create a global presence with the right business model and quality offerings.

SPREADING GOOD ACROSS THE VALUE CHAIN

Social enterprises that are part of a commercial entity have the opportunity to spread their social mission to others within their sector. Ang Kian Peng, Director, Samsui Supplies and Services, shared his story of running a social enterprise as a subsidiary of local restaurant chain the Soup Restaurant. Samsui provides about 4,000 to 5,000 meals a day to beneficiaries such as the elderly and children in homes and care centres. Samsui also hires people with disabilities.



Using its leverage as part of a large commercial group, Samsui has managed to convince its suppliers to also incorporate elements of social enterprise into their business. "We arm-twist our suppliers into sharing our philosophy," he said with a laugh. SMEs who have such influence over their stakeholders can make use of it to increase the impact that they achieve in their businesses.



ACT LIKE A BUSINESS FOR RESULTS

The third panellist, Nichol Ng, decided to set up a non-profit charity Food Bank Singapore, alongside her family business, food distributor FoodXervices Inc, where she is the CEO and Managing Director.

Food Bank — which is Asia's only accredited food bank — receives donations of surplus food items from retailers, wholesalers and manufacturers. These food items, which are still safe and fit to eat but have lost their commercial value, are then distributed to over 130 member beneficiaries.

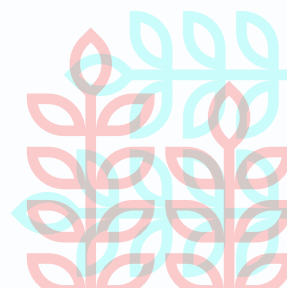
Ms Ng decided to go for the pure charity route — rather than the social enterprise model — when setting up Food Bank, as she felt it allowed them to focus better on their social mission without the distraction of the profit motive.

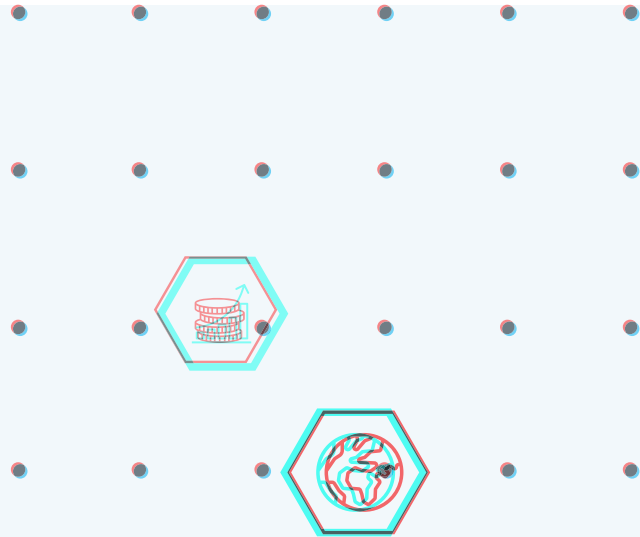
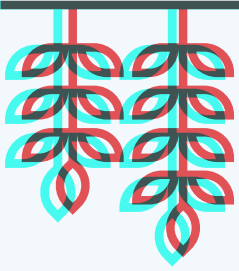


Nichol Ng, CEO and Managing Director, FoodXervices Inc on setting up Food Bank - Asia's only accredited food bank.

Yet, while Food Bank is a non-profit organisation, it is still important that it presents an attractive proposition to its stakeholders, just like a for-profit commercial entity, if it is to achieve its goals, said Ms Ng.

The inspiring stories of the panellists show that it is possible for businesses with a social mission to achieve the double bottom line of profit and social impact. As more consumers today seek out brands and organisations who are doing good, there is no better time for SMEs to take the leap into introducing a social impact to their business model.

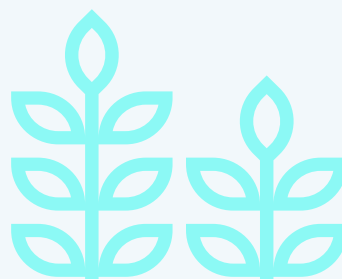
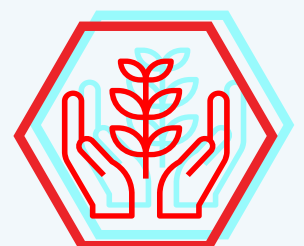
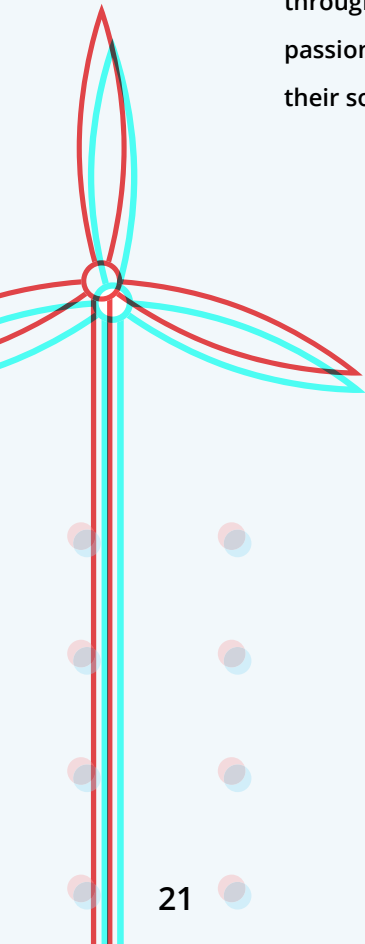




Section 3

Supporting Social Enterprises

Short of directly working with social enterprises, the simple act of acknowledging them through purchasing their wares keeps their cause afloat. Supporting organisations and passionate individuals via initiatives, exhibitions and events helps to further explore their social mission and bring awareness to their goals.



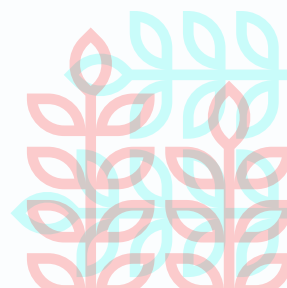
SUPPORTING SOCIAL ENTERPRISES



For SMEs looking to take the leap into social impact, the good news is that a vibrant ecosystem of social enterprises has emerged across Asia in recent years that can offer opportunities for support or collaboration. To help you connect with these like-minded partners, we have compiled a list of some of the most dynamic social enterprises in the region.

The social enterprises in the list below were adopted by mentors from DBS as part of the bank's 50th anniversary in 2018. The initiative aims to help these these businesses overcome their challenges in order to grow and, more significantly, become sustainable.

Visit go.DBS.com/SE50 for more information.









Education

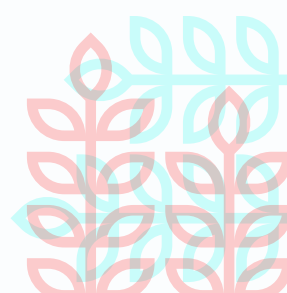
Social enterprises that raise the bar on levelling the playing field

<p>AESIR </p> <p>Creating interactive solutions for people with special needs</p> <p>www.aesir.hk</p>	<p>Be Better </p> <p>Teaching financial literacy to children and youth</p> <p>www.bebetter.org.cn</p>	<p>Innovation Open House </p> <p>Sharing inspiring stories with future generations</p> <p>www.ioh.tw</p>	<p>Nara Kreatif </p> <p>Empowering children through skills training and education</p> <p>www.narakreatif.co.id</p>
<p>PlayMoolah </p> <p>Building a positive relationship and practice of money</p> <p>www.playmoolah.com</p>	<p>Rice Donate </p> <p>Making it easy and scalable for individuals, companies and charities to do good</p> <p>www.ricedonate.com</p>	<p>TEACH4HK </p> <p>Teaching underprivileged children to become true leaders</p> <p>www.tfhk.org</p>	<p>Zaya Learning Labs </p> <p>Providing personalised, high-quality education to low-income schools in emerging markets</p> <p>www.zaya.in www.teachaclass.org</p>

Health

Social enterprises working towards a healthier, happier tomorrow

<p>Boxgreen </p> <p>Making it easy to snack well and do good</p> <p>www.boxgreen.co</p>	<p>Echoing Healthy Ageing </p> <p>Improving quality of life for people living with dementia</p> <p>www.echoinghealthyageing.com</p>	<p>Eldpathy </p> <p>Promoting empathy towards the elderly in a fun and interactive way</p> <p>www.eldpathy.hk</p>	<p>Homage </p> <p>Leveraging technology to provide on-demand healthcare services for the elderly</p> <p>www.homage.sg</p>
<p>Jeevtronics </p> <p>Developing the world's first hand-cranked defibrillator to help save lives in remote areas</p> <p>www.jeevtronics.com</p>	<p>LongGood </p> <p>Adding fun and ease to patient rehabilitation</p>	<p>Tware </p> <p>Providing relief for those with sensory disorders through wearable technology</p> <p>www.mytjacket.com</p>	<p>Rovnost Healthcare </p> <p>Providing quality healthcare services in rural India through a mobile app</p> <p>www.rovnost.in</p>
<p>Yi Bao Ji Hua </p> <p>Protecting the welfare of low-income earners by providing affordable insurance</p> <p>www.yibaojihua.com</p>	<p>WaterOAM </p> <p>Developing water filtration solutions for places that lack clean water</p> <p>www.wateroam.com</p>		



Environment

Sustainable businesses that ensure a limitless future

Alchemist Creations 

Upcycling soda cans to create high quality goods

www.alchemisthk.com

Asher International eco-Health 

Using natural aquaculture methods to reduce environmental impact

www.asher.com.tw

Aurora 

Helping aborigines lead lives with dignity and happiness

www.aurorase.com

Earth Friend Organic 

Promoting organic farming for sustainable living

www.facebook.com/earthfriend.organic

Eco-Greenergy 

Embracing simple, practical and sustainable solutions to upcycle food waste

www.eco-greenergy.com

Greensole 

Recycling discarded shoes for underprivileged children

www.greensole.in

Krishi Naturals 

Bringing consumers closer to farmers and fresh produce

www.facebook.com/krishinaturals

Lytyfy 

Providing microfinance and village-based renewable energy hubs in underserved rural areas

www.lytyfy.org

Made in Sample 

Upcycling leftover sample patches into high quality design pieces

www.madeinsample.com

Mycotech 

Creating innovative and sustainable building materials from agricultural waste

www.mycote.ch

Pandawa Agri Indonesia 

Providing environmentally-friendly natural pesticides for sustainable agriculture

www.pandawaid.com

Pure Milk 

Reforming Taiwan's dairy industry

www.ilovemilk.com.tw

Re-Materials 

Recycling agricultural and packaging waste to create unique, modular roofing systems

www.re-materials.com

Salam Rancage 

remium crafts from recycled newspaper that improve income of women

www.salamrancage.com

Sampurn (e)arth 

Tackling Mumbai's massive waste challenges

www.sampurnearth.com

The Kommon Goods 

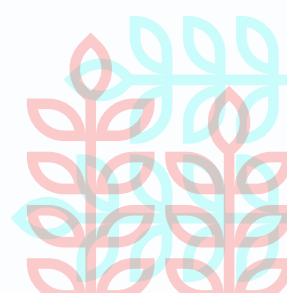
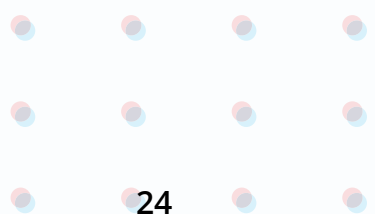
Eco-friendly everyday products

www.thekommongoods.com

Waste4 Change 





















Providing ethical and responsible waste management for a "Zero Waste Indonesia"

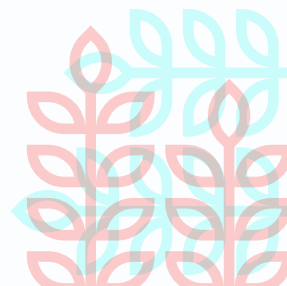
www.greeneration.org

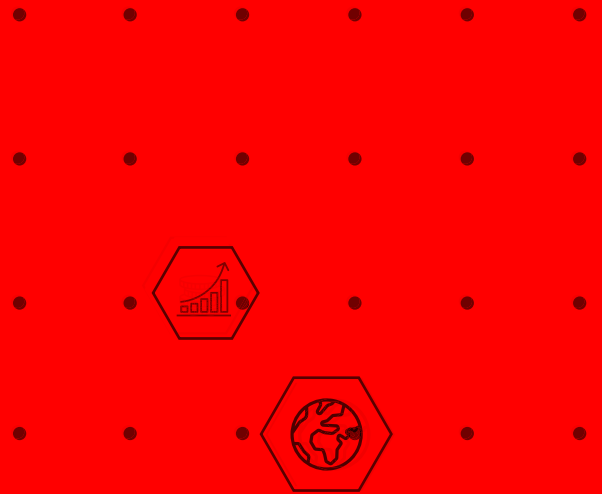
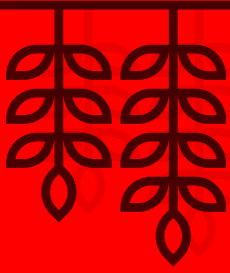


Inclusion

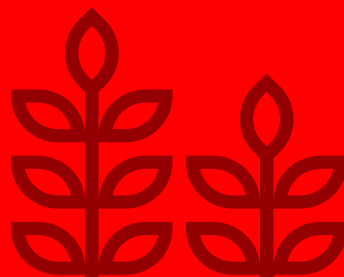
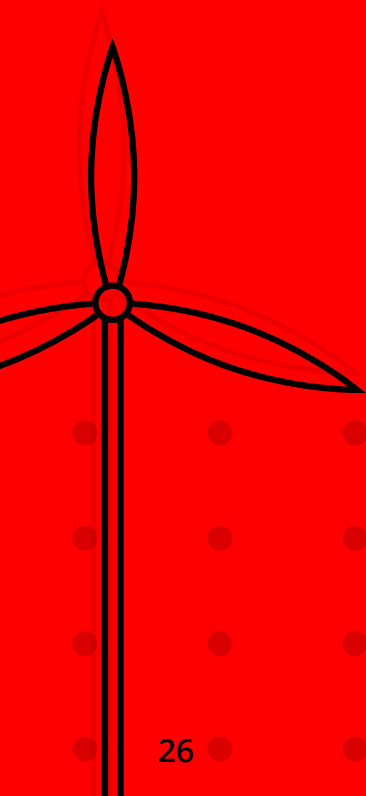
Presenting businesses that are more equal than others

<p>Adrenalin </p> <p>Training and employing disadvantaged youth in events management</p> <p>www.adrenalin.com.sg</p>	<p>AgriSocio </p> <p>Helping small farmers to earn more</p> <p>www.facebook.com/agrisocio</p>	<p>Bettr Barista </p> <p>Changing lives through coffee</p> <p>www.bettrbarista.com</p>	<p>Billion Bricks </p> <p>Building lives, one brick at a time</p> <p>www.billionbricks.org</p>
<p>Buy Directly from Farmers </p> <p>Connecting farmers to customers through an online platform</p> <p>www.buydirectlyfromfarmers.tw</p>	<p>Dialogue in the Dark </p> <p>Facilitating social inclusion for visually-impaired people</p> <p>www.dialogueinthedark.com.c</p>	<p>Dialogue in the Dark </p> <p>Providing opportunities for the blind and visually-impaired people</p> <p>www.did-tpe.com</p>	<p>Du'Anyam </p> <p>Reviving the weaving culture of indigenous women for economic gain</p> <p>www.duanyam.com</p>
<p>Duofu </p> <p>Giving people with mobility challenges the freedom to travel</p> <p>www.duofu.com.tw</p>	<p>Eliv </p> <p>Design and implement social service projects with volunteers</p> <p>www.eliv.com.tw</p>	<p>E&I Food Concepts </p> <p>Empowering ex-offenders with culinary training</p> <p>www.garcons.sg</p>	<p>Gandeng Tangan </p> <p>Enabling micro entrepreneurs to access low interest loans</p> <p>www.gandengtangan.org</p>
<p>Heycoins </p> <p>Rejuvenating the coin ecosystem</p> <p>www.heycoins.com</p>	<p>Limakilo </p> <p>Leveraging technology to connect small farmers to retailers and consumers</p> <p>www.limakilo.id</p>	<p>OurCity Love </p> <p>Promoting inclusion through information on accessibility</p> <p>www.ourcitylove.com</p>	<p>Shokay </p> <p>Creating social impact in remote Himalayan communities through premium yak products</p> <p>www.shokay.com</p>
<p>The Can </p> <p>Community development through art, creativity and design</p> <p>www.thecan.com.tw</p>	<p>Toraja Melo </p> <p>Empowering women and preserving traditional woven fabrics of Toraja</p> <p>www.torajamelo.com</p>	<p>WABC </p> <p>Improving the quality of life of special needs children through art</p> <p>www.wabcchina.org</p>	<p>Wedo Global </p> <p>Improving social integration and cultural understanding of ethnic minorities</p> <p>www.wedoglobal.com</p>
<p>Xiao Long Bao </p> <p>Creating a better future for the deaf community</p> <p>www.pukidesign.org</p>			





Industry Resources



RESOURCES

raiSE

The Singapore Centre for Social Enterprise (raiSE) was set up in 2015 to develop the social enterprise sector in Singapore.

As a sector developer, we seed and nurture new enterprises by providing advisory services, programmes, training and resources. We enable existing social enterprises to grow and become sustainable by providing financing options, capacity building and mentorship. Where possible, raiSE seeks to connect with social enterprises and intermediary bodies in the region and share best practices with each other. We also raise awareness of what a social enterprise is and their contributions to the society, as well as the goods and services they provide.

As a membership body, raiSE supports over 400 social enterprise members in their social enterprise journeys, from set-up to growth and expansion.

Ultimately, raiSE hopes to bring together the larger community of social enterprises, aspiring social entrepreneurs, supportive organisations and individuals through our various programmes, initiatives and events to help build a vibrant social enterprise sector. Through our work within our social enterprise family and our growing networks, our goal is for the local social enterprise sector to be an active part of a more caring and inclusive society in Singapore.

To find out more about raiSE, check out <https://www.raise.sg/>

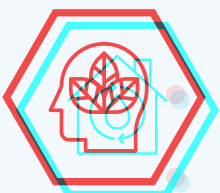
B Corp

B Lab is a non-profit organisation that serves a global movement of people using business as a force for good. B Lab's initiatives include B Corp Certification, administration of the B Impact Management programs and software, and advocacy for governance structures like the benefit corporation.

Across the world, purpose driven organisations are leading a global movement to be a force for good. Our vision is that all companies will compete to be best for the world and society will enjoy a more shared and durable prosperity.

Take the complimentary impact assessment today at <https://bimpactassessment.net/>

To get in touch with us, drop us an email at carolineseow@mac.com



RESOURCES

Eden Strategy Institute

We are a strategy consulting firm that specialises in business system innovation. Our distinctive approach to sustainable advantage helps organisations achieve social and commercial impact in achieving their mission while growing productivity. Eden creates impact through five key areas:

- Inclusive innovations: We help organisations grow capabilities that ensure sustainable returns on innovation investments
- Emergent segments: Using robust statistical approaches to identify target segments, investigate hyperlocal contexts with ethnographic techniques, and co-create meaningful propositions to penetrate emerging markets effectively
- Alternative channels: Helping organisations to expand their reach by forging public-private partnerships with channel partners that extend beyond traditional distributors
- Resilient operations: Inspiring organisations with global good practices, identify value chain vulnerabilities, align constituents around governance approaches that optimise shared performance, and plan pathways that deliver corporate and societal impact
- Social capital: Crafting authentic value propositions, including strategies, offerings, networks, collaboration models, organisational cultures that resonate deeply with purpose-driven aspirations

To get in touch with us, drop us an query at query@edenstrategyinstitute.com

DBS Foundation

As a corporate foundation in Asia solely dedicated to championing social entrepreneurship, DBS Foundation contributes towards building a more inclusive society in the region so that those at society's margins can enjoy productive and rewarding lives. DBS Foundation works with Social Enterprises and Social Entrepreneurs in Singapore, India, Indonesia, China, Taiwan and Hong Kong with programmes ranging from venture challenges, learning forums, project grant support, financing and skilled volunteer mentoring



RESOURCES

DBS Foundation works towards:

- Building awareness and advocacy for social enterprises through initiatives such as the DBS-NUS Social Venture Challenge Asia, annual DBS Social Enterprise Summit, bootcamps, workshops and learning forums.
- Nurturing promising social enterprises through grant funding and mentorship.
- Growing high potential social enterprises through customised support, advisory and integrating them into the bank's culture and operations.

Know more about our programmes for social enterprises at go.dbs.com/socialenterprise

DBS BusinessClass

At DBS SME banking, we connect businesses like yours across Asia and the world, for the sharing of ideas, and building of partnerships through innovative solutions and relationship driven initiatives such as DBS BusinessClass — an engagement platform to support all SMEs by helping you grow both your business and network.

- Consult Asia's brightest business minds and seasoned advisors including DBS SME Specialists
- Learn about market trends and business insights to constantly evolve your business
- Grow your network and business capabilities at exclusive events and learning workshops
- Access business deals

Join Asia's fastest growing business community today at go.dbs.com/bcsubscribe



Join

DBS BusinessClass

and grow your business network, and connect
with Asia's brightest business minds!

go.dbs.com/bcsubscribe



CONNECT

Connect with over 70,000 entrepreneurs and business experts in the region.



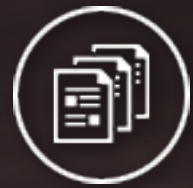
CONSULT

Gain valuable insights, guidance and advice from our 45 advisors.



NETWORK

Get invited to exclusive events with industry leaders and disruptors from all over the world.



TRENDS

Access the latest trends, market movers and economic insights in Asia.

