

Programme of Projects for Social Entrepreneurship in Sub-Saharan Africa Anesvad Foundation

1. Objectives of the Programme

Anesvad Foundation, located at C/Henao 31 in Bilbao, Spain, provides an opportunity to identify Social Entrepreneurship initiatives in sub-Saharan Africa that need financial and non-financial support. The Foundation's aim is to support **companies and projects** whose activity has a social impact on the African continent, and whose focus is on **supporting Neglected Tropical Diseases (NTDs) and their associated social determinants**.

2. Geographic Priority

Côte d'Ivoire and **Ghana**. Anesvad Foundation is currently carrying out projects to combat NTDs in these two countries. Furthermore, we are aware that their ecosystems are more apt for developing social entrepreneurship actions than others.

Nigeria is a benchmark in the sector in sub-Saharan Africa, and for being in our main region of intervention, West Africa.

Anesvad Foundation does not rule out the possibility of including other sub-Saharan African countries: these may be identified during the analysis and evaluation process of the applications received.

3. Thematic Priorities

The mission of Anesvad Foundation focuses on combating NTDs, particularly skin-related diseases. The social determinants of these diseases, together with a premise based on the Right to Health, Universal Health Coverage and Public Health, are the starting points for fulfilling this Mission.

Within this framework, and **always taking into account the link with NTDs**, the **areas of intervention in social entrepreneurship to be diagnosed** are the following:

1. Supporting public health in the field of technology and digitization (including disease mapping and behavioural health technologies) related to NTDs.
2. Water and Sanitation and/or environment with impact on a community level in areas where NTDs are endemic.

3. Entrepreneurship with gender equity regarding social determinants of health in areas where NTDs are endemic.
4. Reintegration of the disabled population into the labour market.
5. Improving the mental health of the population affected by NTDs.
6. Improving Universal Health Coverage.
7. Socio-economic reintegration (at family or on an individual level) in population areas affected by NTDs.

Link to social determinants associated with NTDs:

https://www.who.int/neglected_diseases/Social_determinants_NTD.pdf

WHO mapping of areas where NTDs are endemic:

<https://www.who.int/data/gho/map-gallery-search-results?&maptopics=910b5dfc-ce2e-4440-8b43-8d83f4a85485>

WHO website of each country.

WHO Côte d'Ivoire: <https://www.afro.who.int/fr/countries/cote-divoire>

WHO Ghana: <https://www.afro.who.int/countries/ghana>

WHO Nigeria: <https://www.afro.who.int/countries/nigeria>

4. Requirements of the Entities

Applicants can be from any sector, industry and of any size, and must meet the following requirements:

- Be legally constituted and registered in the corresponding registry in their country. The types of organization can be:
 - ✓ Cooperatives
 - ✓ Commercial organizations
 - ✓ Non-profit/social economy organizations (cooperatives, insertion companies, special employment centres, etc.)
 - ✓ Foundations and associations if at least 25% of their income is from a commercial activity
- Must be up to date with their financial, labour and tax obligations.
- Have a permanent registered office in one of the prioritized African countries and have recognized legal standing or capacity to act legally in that country in accordance with its legislation.
- Have records of their final accounts for the last two financial years, or since the beginning of their activity if they have been operative for less than two years.
- Have a team with verifiable experience in social impact projects.

- Entrepreneurs and teams of African origin will be positively valued.
- Have the sufficient structure and capacity to manage the selected project.
- Demonstrate sufficient technical solvency, in terms of experience, personnel and technical means to properly implement the project.
- Furnish a proven business plan with information regarding the previous year or two years.
- Demonstrate how the requested investment will be used based on a business plan and its objectives.
- The ability that the entity applying has when it comes to relating with other social agents, such as funders, specialized organizations, administrations, etc., will be taken into consideration.
- Entities must appoint someone as a contact person for the programme and guarantee that they will have enough time to dedicate to following up the programme.

Participating in this programme implies full acceptance of these terms and conditions. Anesvad Foundation reserves the right to modify any condition of this Call for Proposals. Should the rules be modified, the Foundation agrees to publish new terms and conditions.

5. Submit an Application

Applications will be accepted from 5 November 2021 until 30 November 2021.

Applications must be made via the platform set up for the programme at the following address:

<http://www.weconomyimpact.org/>

If you have any questions regarding the process for completing the information, please email us at:

weconomyimpact@anesvad.org

6. Project Typology and Selection Criteria

The aim of the projects must be to fulfil the Objectives and Priorities of the Call for Proposals in points 1, 2 and 3 outlined above, and therefore must produce a significant social impact. The necessary criteria to evaluate and select projects are as follows:

- **Measurable and relevant social impact related to the problem of NTDs** and specifically focused on improving the issues indicated as priorities in point 3. There must be a defined and measurable Social Impact proposal with a concrete intervention strategy and the entity must have the resources and activities necessary for the project's success: what is your theory of change, which group is it aimed at, what change or results are aimed for? Those that tackle problems or challenges with a systemic approach will be taken into consideration: this includes companies that identify and work on the root causes of the problems affecting vulnerable groups or those at risk of exclusion, and that also create partnerships with a structural impact.

- **Validated business model, product or service and market** with proven sales, even if at an early stage commercially. Business models that promote innovation will be taken into consideration.
- **Financial plan** Figures for the last two fiscal years should be provided, or since the beginning of their activity if they have been operative for less than two years, as well as a financial projection with consistent assumptions for the next 3 years. Break-even projects or close to break-even will be taken into consideration. Scalability and capacity for growth, whether territorial, customer base, new products, etc., will also be taken into consideration.
- **Team and governance** Companies led by social entrepreneurs, whose project is committed to the medium term. We value diversity and experience in social projects. We will take into consideration companies or projects that promote the significant participation of other stakeholders or actors (for example, employees, NGOs or other specific groups such as women or young people) in the governance and management of the company, and which also have a good team.
- **Creation of strategic alliances** Projects that have – or wish to establish – innovative relationships with foundations, associations or other institutions with non-profit social purposes will be taken into consideration.
- **IT and legal projects** that are technologically independent, have a stable legal structure and a significant focus on regulatory control and compliance will be taken into consideration.
- **Measurable results** Assessment and monitoring of the progress of the project in line with the objectives, impact and profitability indicators established at the outset. Measuring the social impact generated (performance evaluation metrics based on the objectives set) is an essential part of the project selection, financing and reporting process.

7. Economic Investment and Non-Financial Relationship

- At the discretion of Anesvad Foundation, the chosen projects could receive:
 - Up to €10,000 in non-returnable financial support in the form of technical help.
 - Economic support with return on the capital + a % interest rate in debt format of up to €40,000.
 - Support in setting up partnerships and networks in their ecosystem.
- In addition to the direct financial support provided, Anesvad Foundation may try to coordinate with other investors to raise higher amounts of funding as further support.
- The amount requested must guarantee a stable medium-term financing structure that is in line with the project's financial projections.
- Flexible investment terms; however, the form and terms of repayment/disinvestment must be established from the outset.
- The chosen initiatives will be fully or partially financed at the discretion of Anesvad Foundation.

Recipient entities must justify the funding to be received in order for the project to commence.

- The exact amount granted and its use will depend on the amount requested by the entity. The characteristics of the project will be taken into account; these must be devoted entirely to direct expenses for executing the project presented.

Anesvad Foundation hopes that its collaboration with entities applying will go beyond just a financial aspect. The Foundation will promote technical support for the project, as well as networking and support for the visibility and reputation of the project, and may provide an additional budget if deemed necessary.

8. Documentation to be Submitted

Entities applying must submit the following documentation:

- The **completed participation** form, which must include:
 - ✓ The name of the project
 - ✓ The person heading the project, their position and contact details
 - ✓ Partner or contact person, their position and contact details
 - ✓ The financing requested, format and term. Planned disinvestment formula
 - ✓ Social impact strategy (theory of change and description of the quantitative and qualitative impact generated, and the SDGs it impacts). All this must be related to the issue to be developed based on what is set out in point 3
 - ✓ Summary of the project
 - Business model, product, market
 - Business plan with at least a P&L statement and balance sheet, records, and financial projections for the next three years. As much detail as possible should be provided
 - Balance sheet: assets and liabilities
 - Innovation and scalability
 - ✓ Team and Governance CV entrepreneurs/project leaders
 - ✓ Technological solution and aspects related to management, legal structure and regulatory compliance
 - ✓ Main indicators of its two aspects: social impact and evolution of profit
 - ✓ Breakdown of the specific purpose of the funds provided
 - ✓ Short video of less than one minute explaining the project (optional)
 - ✓ Corporate dossier
 - ✓ Reputation and visibility of the company: awards, communications plan for the project (social

media, website and other media), strategic partnerships, etc.

• **Documents to be provided about the entity applying**

- ✓ Copy of the company's constituent documents: articles of incorporation, registration details, duly registered by-laws, members of the governing body
- ✓ Copy of the identification number of the entity in the register of their country
- ✓ The entity's annual report for the last fiscal year
- ✓ Annual accounts and audit report (if available) for the last two fiscal years, if any
- ✓ Budget for the current year and the progress made to date
- ✓ Letter of application, stamped and signed by the CEO of the organization

9. Presentation, Selection and Formalization of Projects

- **PHASE 1:** From 5 November 2021 to 30 November 2021 Anesvad Foundation and its partners in this initiative will analyse the projects received and carry out a pre-selection in accordance with the criteria of the call.
- **PHASE 2:** During this period entities will be contacted and informed whether they have been pre-selected or not. Pre-selected entities will be asked to provide additional information so that due diligence can be carried out. Entities that pass the due diligence will proceed to Phase 3.
- **PHASE 3:** Q1 2022. During this phase, the entities chosen will be called for a final presentation to the Foundation, which may be public. After the different projects have been presented, the Foundation will decide – in accordance with the criteria of this call – which projects will be financed. During this phase, the specific aspects of the capital and/or debt contribution will also be negotiated (equity valuation, partners' agreement, loan contract, etc.). The final decision will be communicated in January 2022.
- **PHASE 4:** Q1-Q2 2022. Communication to the entities, drawing up contracts, supporting the entrepreneurs to identify the main areas to improve by carrying out a strategic-financial diagnosis and making disbursements as per the agreed terms.
- **PHASE 5:** Financial and social impact monitoring of the initiatives. As well as providing support for the issues identified as priorities.

10. General Provisions

- Participation in the management and development of the financed project by persons linked to Anesvad Foundation in no way constitutes a labour relationship.
- Anesvad Foundation is not responsible for any claims or adverse consequences that may arise

directly or indirectly during the execution of the project, and it may take the appropriate legal action should it be affected by them.

- Nothing in these rules authorizes the use of the trademarks or logos of Anesvad Foundation by the companies chosen.
- Participation in this programme means that applicants expressly authorize, without any consideration whatsoever, that Anesvad Foundation may disseminate in any internal or external media the name of the companies that have applied as well as their main collaborators, even before they have been formally approved.
- Confidentiality: Anesvad Foundation undertakes not to disclose the information provided that has been expressly specified as confidential by participants in this Call for Proposals.
- Data protection: All data provided by applicants that is derived from their participation in this call will be managed for the sole purpose of carrying out said call. Participants must state their express consent to its use. Anesvad Foundation will be responsible for the submitted data for the duration of the call and will be legally responsible for the data up to the end of the limitation period.
- This programme, as well as any controversy derived from it, will be subject to the provisions of the Spanish legislation in force that may be applicable. If a controversy cannot be resolved amicably, it shall be submitted to the competent courts or administrative tribunals of Bilbao, Spain.