

A Year at SEED | 2018



SEED

promoting entrepreneurship
for sustainable development

Founding Partners



Eco-inclusive innovation motivates us.

At SEED, we **build the capacity of eco-inclusive enterprises** and **cultivate a supportive ecosystem** which empowers enterprises to succeed and scale up.

Explore SEED achievements across both our **Direct Enterprise Support** and **Ecosystem Building** programmes, read more about our involvement in key high-level green economy dialogues with **SEED on the Global Stage**, and celebrate with us major aspects of our **Organisational Development at SEED**.



Direct Enterprise Support

Our **Direct Enterprise Support** programmes enable eco-inclusive enterprises to start-up and scale-up while awarding achievements in entrepreneurship.



Ecosystem Building

Our **Ecosystem Building** activities cultivate an enabling environment for eco-inclusive entrepreneurship by facilitating collaboration and financing and policy mechanisms.

Throughout this overview of achievements in promoting eco-inclusive entrepreneurship for sustainable development, we invite you to explore SEED-supported enterprises, news, blogs and publications via website links throughout to www.seed.uno.

Direct Enterprise Support

Our **Enterprise Support** programmes directly assist individual enterprises at multiple levels of business development – from the early stages of inspiration and concept-building to scaling up or the replication of proven, successful eco-inclusive business models in other geographical locations.



7,000+

Jobs created by SEED-supported
eco-inclusive enterprises*

*Results of 2018 reporting



2,500+

SEED Direct Enterprise Support programme
participants & Award Winners*

*Results of 2018 reporting



SEED Starter incubates fresh ideas into eco-inclusive enterprises.



SEED Replicator matches proven business models with aspiring entrepreneurs.



SEED Awards recognises the achievements of eco-inclusive enterprises globally.



SEED Catalyser refines business models to optimise impacts and investment readiness.

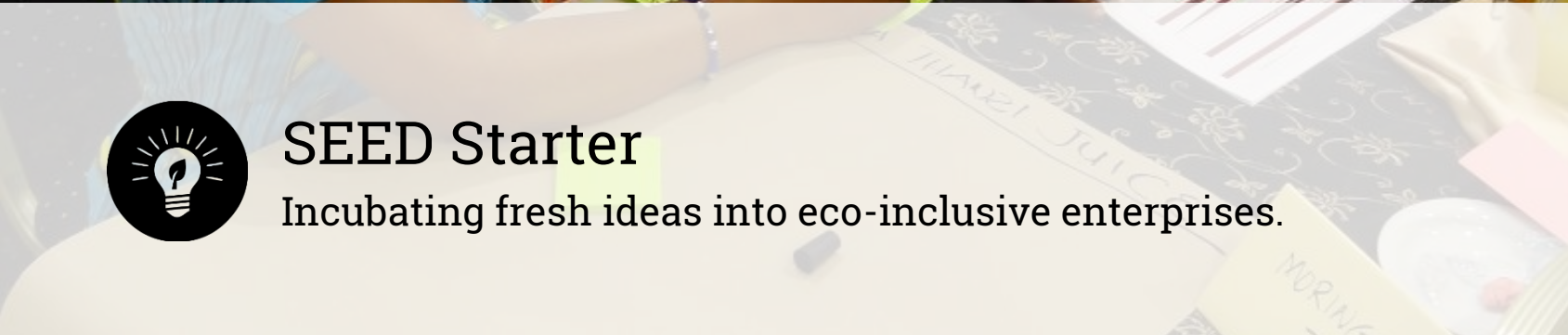


SEED Accelerator equips enterprises with financial literacy and support to scale up.



SEED Starter

Incubating fresh ideas into eco-inclusive enterprises.





SEED Starter

87 Starter Teams trained (with 25 either female or youth-led)

as part of **SEED Starter Workshops** in 2018 supported by SAG, Conservation SA, SEA and SmartXchange.

Of the Starter Teams across Malawi, Zambia, and Zimbabwe who participated in SEED workshops in 2018, **fifty teams have handed in draft business plans** and announced their **intention to apply for 2019 SEED Awards**.

More than 30 SEED Starter Team profiles showcased

Our newly re-launched SEED website showcases **over thirty active SEED Starter Teams** who have successfully developed, tested and refined their innovative business ideas. These teams are at varying stages of development and many seek the funding and partnerships necessary to fully realise their business objectives. The newly relaunched SEED website aims to facilitate these partnerships.

[Explore SEED Starter Team profiles here.](#)



Iscom Tradelink Enterprises

SEED Starter Team
Clean Energy | Eldoret, Kenya



Kwanzaa Eco Farm Initiative

SEED Starter Team
Biodiversity | Kampala, Uganda



Launch of SEED Starter Platform

The Starter platform (launched this year) can be reached by applicants directly from the [SEED Platform](#) where all calls for applications for the SEED Starter are published. The Starter platform has greatly improved the application process for both SEED and applicants to the SEED Starter programme.



SEED Replicator

Matching proven business models with aspiring entrepreneurs.



SEED Replicator

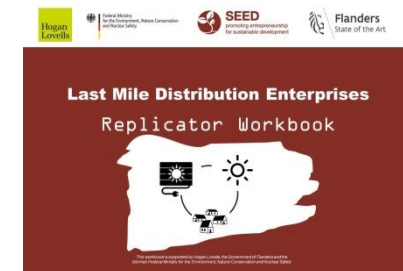
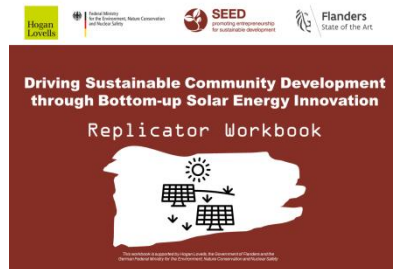
This year we held **14 SEED Replicator Workshops** across South Africa, Malawi, Kenya, Ghana, Zambia, Zimbabwe, Malawi, Thailand, India, Colombia, Uganda and Tanzania. Additionally, 2018 has witnessed the growth of replication plans outlining the next steps for the start-up of eco-inclusive enterprises.

201 Replication plans uploaded to the SEED Platform

with 44 Replicator pairs matched since 2017.

Release of Replicator Workbooks on low carbon business models

In 2018, 3 additional Replicator Workbooks were published which outline the business model insights of SEED Low Carbon Award Winners.



[Explore previews for all 15 Replicator Workbooks here.](#)

Creating opportunities for collaboration

6 April 2018 | Peer learning event with 9 replicator participants from South Africa in Cape Town (co-financed by the Government of Flanders) offered a platform for alumni of the SEED Replicator Workshops to exchange, team up and boost the transfer of successful business models to South Africa.

17-18 March 2018 | Replicator – Adopter meeting in Kampala, Uganda was organised in partnership with [SAI Sustainable Agro](#), a Business Model Originator from India who is building partnerships with several business model adopters in Uganda.



SEED Awards

Recognising the achievements of eco-inclusive enterprises.



SEED Awards

5 SEED Low Carbon Award Winners 2018 selected from more than 240 applicants

who contribute to climate change adaptation and mitigation across Colombia, India, Thailand, Tanzania and Uganda.

2018 SEED Low Carbon Award Winners – supported by the International Climate Initiative (IKI) of the German Ministry for the Environment, Nature Conservation and Nuclear Safety – offer closed-loop, circular economy innovations which span from a mobile app that eases waste management and green consumption, decentralised organic fertilizer production, urban composting solutions, upcycled and durable construction materials, to eco-efficient cooking fuel and appliances.






Daily Dump
India

[Learn more about urban solutions to separate and compost waste](#)




Corporación Acción Semilla
Colombia

[Learn more about converting organic waste into fertiliser for smallholder farmers](#)

EcoAct
Tanzania

[Learn more about upcycling plastic waste into durable, affordable construction timber](#)




Khainza Energy Limited
Uganda

[Learn more about high-purity methane from organic waste for clean energy](#)




Amazónico
Colombia

[Learn more about collaborative recycling web-app incentivising green consumption](#)



SEED Catalyser

Refining business models to optimise impact and investment readiness.



SEED Catalyser

Catalyser Support delivered to 5 SEED Low Carbon Award Winners 2018

from Colombia, India, Thailand, Tanzania, Uganda.

Additional beneficiaries of Catalyser support

To capitalise on the success of the Catalyser support and tools, SEED implemented another version of the Catalyser. The following 5 enterprises were provided with an adjusted Catalyser support co-financed by the **Siemens Stiftung's SAM4SE programme**.



Adapt Plus
Uganda
SAG-SEED Starter



Alin
Kenya
Siemens Stiftung
Network Member



MakaPads
Uganda
Siemens Stiftung
Network Member



Envirocook
Uganda
SAG-SEED Starter



Niko Green Travels
Kenya
SAG-SEED Starter

Supporting Enterprises through Collaboration



An advisory support process aligned with the SEED Catalyser toolbox was launched to facilitate the uptake of **SAMforSE (a Self-Assessment Manual for Social Entrepreneurs)** by eco-inclusive enterprises. SAMforSE is a tool that helps eco-inclusive enterprises optimise value creation and social impacts and gain insights about the surrounding ecosystem. It was developed by Siemens Stiftung in cooperation with the German Institute of Global and Area Studies (GIGA).

Ecosystem Building

Our **Ecosystem Building** programmes enable the growth of supportive networks of stakeholders and instruments for improved success and impact maximisation around eco-inclusive enterprises.



320+

Business Development Support+ Advisors
trained & active on our SEED BDS+ Platform*

*Results of 2018 reporting



10

Innovative Climate Finance product prototypes
designed & developed in 2018*

*Results of 2018 reporting



Business Development Support+ fortifies a network of BDS+ Providers to facilitate eco-inclusive enterprise growth.



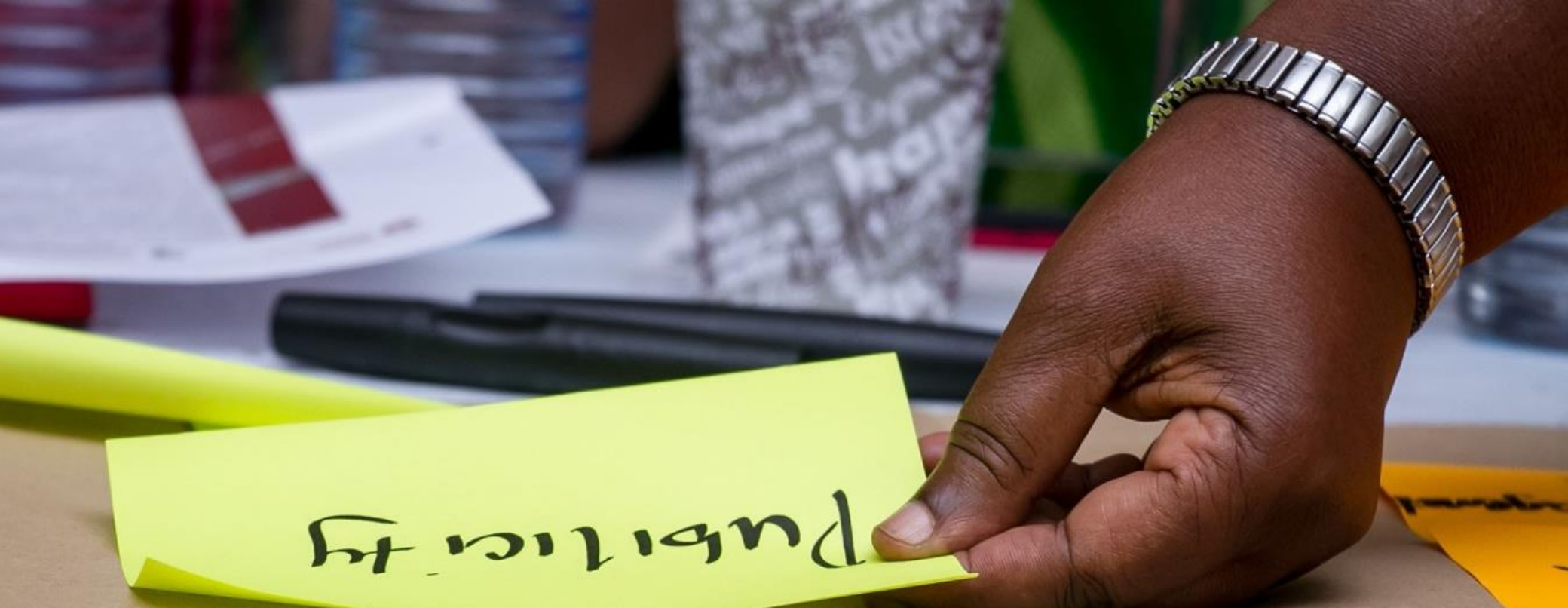
Symposia & Dialogue Fora facilitate collaboration and direct global green economy agendas.



Finance enables eco-inclusive enterprises to start up and scale up with targeted climate-smart financing solutions.



Policy Advocacy champions the role of eco-inclusive entrepreneurship for a green economy transition.



Business Development Support+

Fortifying a network of BDS+ Providers to facilitate the growth of eco-inclusive enterprises.



Business Development Support+

42 BDS+ Advisors equipped with tools & skills in SEED Training of Trainers

in Malawi (with participants from Malawi, Zambia and Zimbabwe) and in South Africa.

Launch of SEED BDS+ Advisors Platform



This year we launched the SEED BDS+ Advisors Platform. There are currently **more than 300 BDS+ Advisors in our database** that have participated in one of our SEED Training-of-Trainers on business development services for eco-inclusive enterprise (BDS+). Around 50 Advisors have decided to show their profile on this platform. Through individual profiles BDS providers will be able to demonstrate their experience, skills and their track record while they attract new clients.

[Explore our database and connect with SEED BDS+ Advisors here.](#)

Sharing lessons of excellence in BDS+

The SEED Eco-Inclusive Business Development Standard work for South Africa has gained momentum through coordination with various stakeholders including the Department of Small Business Development, Services SETA, IBASA and the SABS. On 13 March 2018, SEED hosted – alongside the SEED Symposium – a consultative session that brought together the highest numbers of participation since the start of the BDS Standard development process.

Lessons from effective and high quality business development support targeted at small and growing eco-inclusive enterprises will be [showcased during the SEED South Africa Symposium 2019](#).



Encouraging multi-stakeholder collaboration

SEED implemented two further **BDS+ marketplace events** in Polokwane (29th August) and Queenstown (10th September) in 2018 which joined together leading business development support advisors in the regions.



SEED Symposia & Dialogue Fora

Facilitating multi-stakeholder collaboration and directing global agendas.



SEED South Africa Symposium 2018

brought together
180 stakeholders
(enterprises, financial institutions,
policy-makers and BDS+ advisors)

to discuss pathways to a low-carbon economy by identifying impactful climate-smart business models and seizing ideas to support, finance and replicate these enterprises and scale-up their impacts in the region and globally.

[Read more about Symposium outcomes here.](#)





SEED Uganda Dialogue Forum 2018

joined together
80 stakeholders
(enterprises, financial institutions,
policy-makers and BDS+ advisors)

to fortify partnerships and jointly prototype tangible instruments that address central challenges and capitalise on the successes of eco-inclusive entrepreneurship in Uganda and the region.

[Read more about Dialogue Forum outcomes here.](#)





SEED Finance

Enabling eco-inclusive enterprises to start up and scale up with targeted climate-smart financing solutions.



SEED Practitioner Labs Climate Finance

200+ Practitioners
joined together for
SEED Climate Finance Labs

to design targeted climate-smart financing solutions for the missing middle in Uganda, India and Thailand.

The 2018 SEED Practitioner Labs Climate Finance series in India, Thailand and Uganda brought together around **200 leading investors, banks, development finance institutions, foundations, governments, innovators and intermediaries** to jointly prototype tangible solutions to major climate finance challenges, facilitated by *SEED Prototyping Tools*.

[Learn more about the SEED Practitioner Labs Climate Finance here.](#)





SEED Practitioner Labs Climate Finance

10 innovative
climate finance product
prototypes developed

to increase deal flow to missing middle of eco-inclusive entrepreneurship in India, Thailand and Uganda.

[Learn more about the 10 climate finance products developed in 2018 here.](#)



Green MSME Finance Tool

Portfolio Level Debt Facility
for Clean Energy Enterprises

Debt Linkages for
Waste Management Start-Ups



Global Mangrove Trust

Last of Ours: Biodiversity Tracker

Blockchain for Automation of
Carbon Credit MRV

Smart-Irrigation-as-a-Service
Financing Vehicle



Mobile-Enabled Microinsurance
for Climate-Resilient Agriculture

Irrigation System Microleasing
for High-Value Crops

Syndicate for Renewable Energy
Infrastructure Financing



10 SEED programme alumni of SEED Replicator & Starter programmes selected to receive SEED Grants

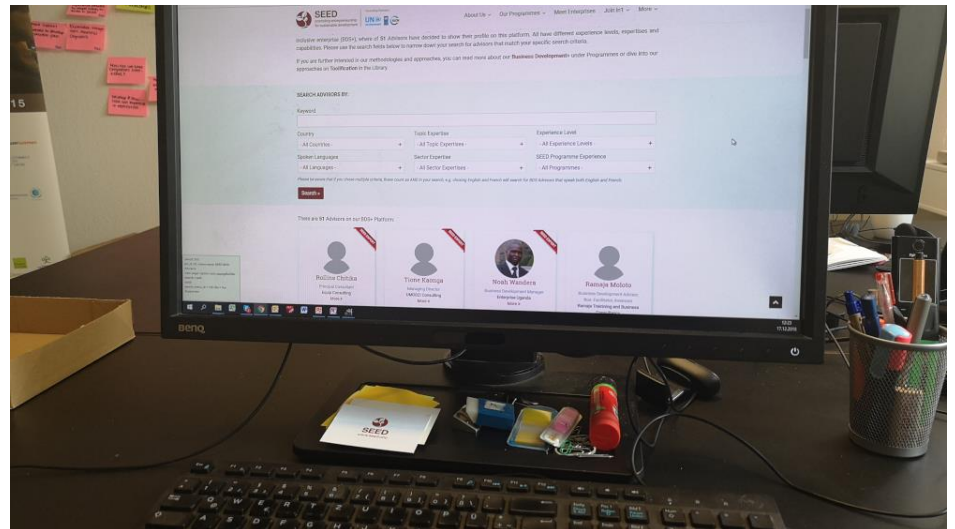
to support their enterprise development, including for investment in capacity building and equipment or materials.

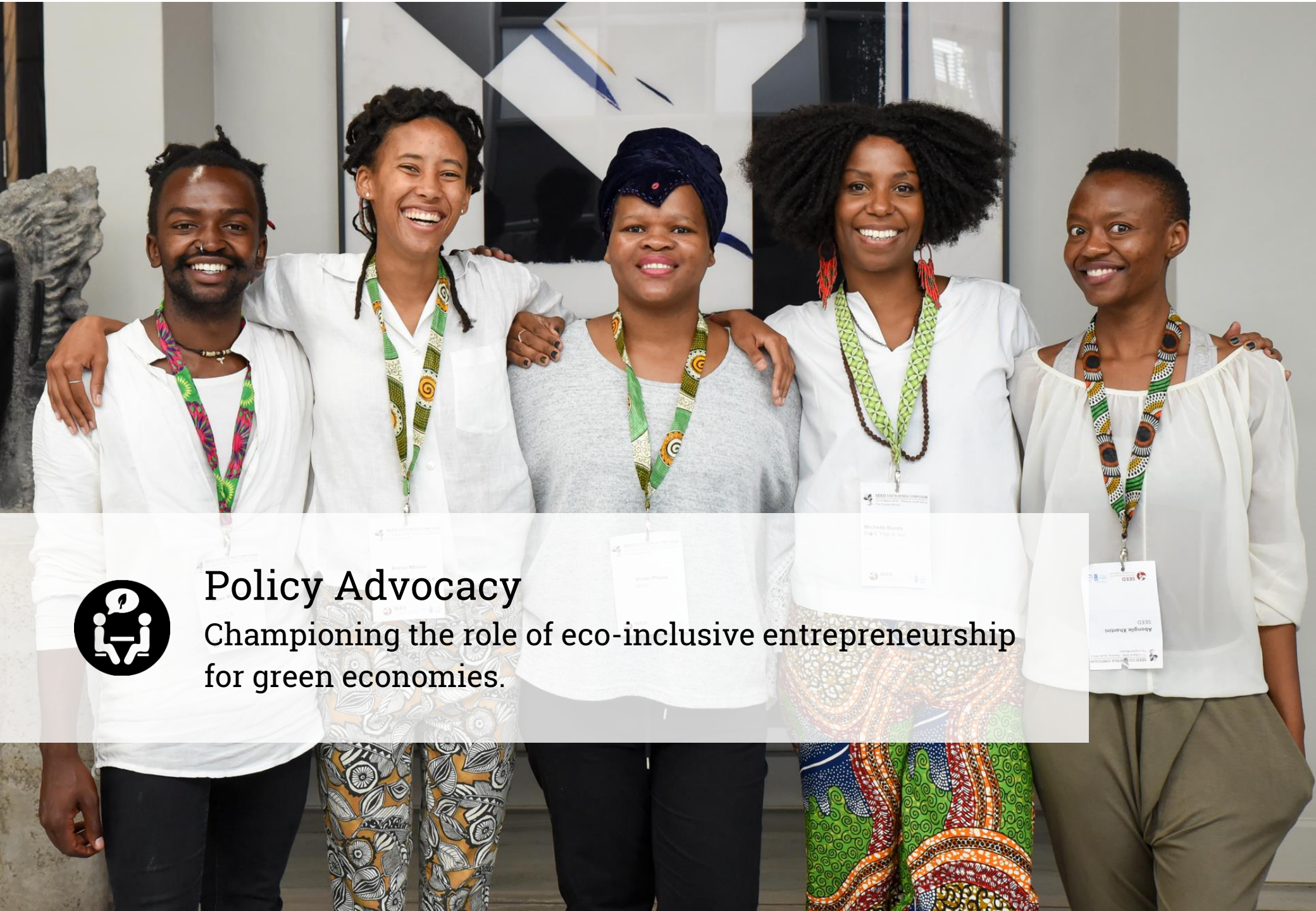
Leveraging SEED Platform to engage programme alumni



The SEED Platform has been leveraged to advertise and process applications to SEED Grants cycles. Digital support via our online platform ensures ease of access and has been central in reaching out to programme alumni.

[Visit SEED Platform to view any current SEED Grant openings.](#)





Policy Advocacy

Championing the role of eco-inclusive entrepreneurship for green economies.

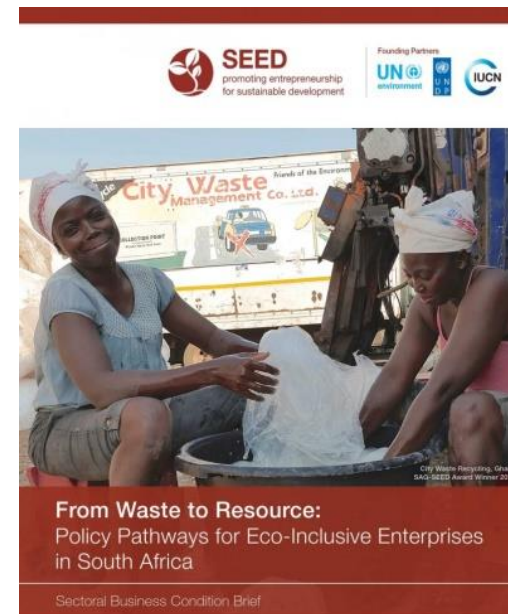
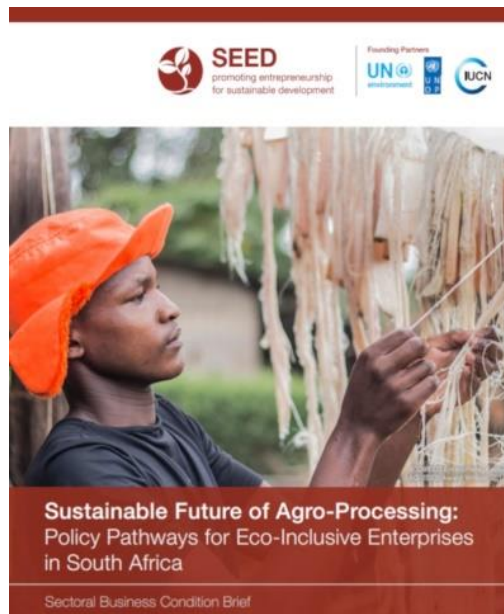


Sectoral Business Conditions Briefs

extended portfolio of in-depth policy insights to
2 strategic business sectors

through a further two sectoral business conditions briefs containing sector-specific insights and policy proposals developed through the SEED Policy Prototyping Lab process in South Africa.

[Read all 4 of our business sectoral business conditions briefs here.](#)





Enterprise Case Studies Series

+6 Case Studies of excellence in eco-inclusive entrepreneurship

published during the SEED South Africa Symposium 2018 provide valuable insights into the successful business models and needs of SEED-supported small and growing eco-inclusive enterprises and strengthen the case for policy action that supports eco-inclusive entrepreneurship as part of national, regional and global green economy agendas.

[Read all our SEED Case Studies here.](#)



WASHKing
Upgrading sanitation in low-income urban households in Ghana



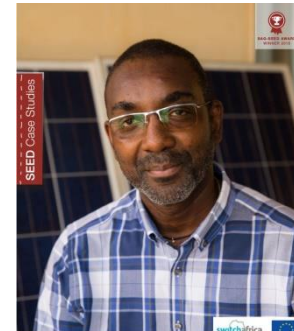
YICE Uganda
Improving access to training, funding and markets for rural farmers



Safi Organics
Empowering smallholder farmers in Kenya through an agricultural circular economy



Unique Quality Product Enterprise
Empowering marginalised women in Ghana through reviving the cultivation of indigenous crops



Sahelia Solar
Increasing clean and affordable energy access in rural areas in Burkina Faso



Belle Verte
Creating sustainable communities in Mauritius through a closed-loop waste management system





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On the Global Stage



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On the Global Stage



SEED-supported enterprises applauded as green economy innovators at PAGE

The 2019 PAGE Ministerial Conference drew attention to "Advancing Inclusive and Sustainable Economies" on 10 and 11 January 2019. By participating in the conference in Cape Town, South Africa, SEED highlighted the importance of supporting small and medium sized enterprises (SMEs) to realise and strengthen inclusive and green economies. During a side event, SEED outlined success stories of SMEs contributing to the Green Economy with inspiring case studies, including from the 2018 SEED Low Carbon Award Winners sponsored by the BMU and in South Africa by the Government of Flanders. The SEED Exhibition Booth featured these SEED Award Winners and welcomed many inspiring visitors, including Nomvula Mokoyane, South African Minister for Environment. During the PAGE session on Insights and Green Awards, United Nations representative, Iraís Martínez, lauded SEED for its various Enterprise Support programmes that help innovators and entrepreneurs to put sustainability-thinking into practice. [Read more here about multi-stakeholder commitments to furthering the role of SMEs in green economy agendas.](#)

Eco-inclusive enterprises get a stake in green economy agendas at GEC Meeting

SEED backed smaller eco-inclusive enterprises to #GetAStake in the Green Economy transition during action-oriented discussions at the Green Economy Coalition Global Meeting 2019. Rainer Agster, SEED Director of Operations, alongside other SEED Team members shared stories of the transformative power of the unsung heroes of SEED-supported enterprises during the *Stories of Change* meeting session. Furthermore, SEED hosted a parallel policy group session on *Small & Informal Business in a Green Economy*. SEED guided session participants to share experiences of best practice in support for SMEs and apply hands-on SEED Policy Prototyping Tools to design new multi-stakeholder support instruments inspired by these lessons of good practice.

Following the meeting, a delegation from the BMU visited the site of All Women Recycling (2014 SEED South Africa Award Winner), which revives discarded plastic bottles collected from landfills into unique gift boxes through its socially inclusive and environmentally sustainable business model.

[Read more here about multi-stakeholder commitments to furthering the role of SMEs in green economy agendas following the GEC Global Meeting 2019.](#)





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On the Global Stage

SEED Exhibition booth at COP24 advocated for Climate Action that is eco-inclusive.

The 2018 SEED Low Carbon Award Winners and Climate Finance product prototyped during the SEED Practitioner Labs Climate Finance across Thailand, India and Uganda were showcased at COP24 in Katowice with an exhibition booth of SEED and SEED's host adelphi. The booth received visitors ranging from government officials, NGOs, small environmental consultancies and academics and a former SEED Low Carbon Award Winner, EcoTrust from Uganda. [Read more](#)



ASA Kaleidoskop offered SEED opportunity to engage ecosystem supporters.

SEED hosted a workshop at the ASA Kaleidoskop on 26th October 2018 in Stuttgart. During the workshop SEED also showcased the Low Carbon Awards scheme and 2018 Award Winner Amazónico. [Read more about the ASA Kaleidoskop](#) annual dialogue and networking event.

SEED side event at UN High-Level Political Forum announced SEED Low Carbon Award Winners 2018.

SEED announced the SEED Low Carbon Award Winners 2018 on 16 July during a SEED side event as part of the UN High-Level Political Forum on Sustainable Development at the UN Headquarters in NYC. The event was attended in person by Award Winner Arthur Woniala, Khainza Energy Limited from Uganda. Together with 2014 Low Carbon Award Winner Ajaita Shah, Frontier Markets from India, Arthur spoke during the panel discussion "The Potential of Eco-inclusive SMEs Contributions for the SDG Achievement". [Read more](#)





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On the Global Stage



Innovate4Climate served as platform for SEED to promote Climate Finance for SMEs.

SEED represented the interests of small and medium climate-smart enterprises at Innovate4Climate, held on May 22 and 24, 2018 in Frankfurt, Germany. SEED was represented during the Pitch Hub at the high-level event by Rainer Agster, Director of Operations. Innovate4Climate's Pitch Hub is aimed at leveraging and scaling up private-sector finance for climate change mitigation and/or adaptation. [Read more](#)

World Environment Day was celebrated at SEED by showcasing enterprises that #BeatPlasticPollution.

On World Environment Day, we gave a shout out to SEED-supported enterprises who #BeatPlasticPollution everyday through their innovative products and eco-inclusive value chains. The enterprises showcased are only a small selection inspirational enterprises that create value from waste, and lead the global transition to closed-loop, circular economies. [Read more](#)





SEED SOUTH AFRICA SYMPOSIUM

13-14 March 2018 Pretoria, South Africa

Community Solar Innovation Awards

Recognizing outstanding co-inclusive businesses and not-for-profit organizations in developing countries that use solar energy technologies



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Organisational Development at SEED



SEED South Africa | Hosting Partner Indalo Inclusive South Africa NPC moves into own offices in Pretoria.

We were pleased to announce the inauguration of Indalo Inclusive in January 2018 as a host for SEED South Africa, located at the [Innovation Hub](#) in Pretoria and established in partnership with the [Climate Innovation Centre](#). To kick-off the year, Indalo recently implemented a [START-UP! PASCH-Camp in Durban](#) in partnership with the Goethe Institute. The inauguration was attended by representatives from various ministries, e.g. Department of Environmental Affairs, Department of Small Business Development, Department of Tourism etc.

[Find out more about Indalo Inclusive \(SEED South Africa\) here.](#)

SEED Thailand | SEED expands its presence in Asia to cultivate a wider network of eco-inclusive enterprises.

As part of a new strategy to cultivate partnerships, strong local presence, and launch collaboration centers in key regions across the world, SEED is happy to announce the launch of SEED Thailand. We established a presence in Bangkok, Thailand at the end of 2017 and activities have kickstarted in January 2018. The first year of SEED's Asia programme focused fully on Thailand and identified the promising Thai eco-inclusive enterprises as part of the SEED Low Carbon Awards; disseminated selected tried-and-tested business models from around the globe, and offered aspiring Thai eco-entrepreneurs the opportunity to implement such business models through the Replicator programme.

[Find out more about SEED Thailand here.](#)





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Organisational Development

The new [SEED Platform](#) and [SEED Marketing Website](#) will continue to facilitate increased programme participation and opportunities for collaboration.

SEED Marketing Website showcases and facilitates collaboration

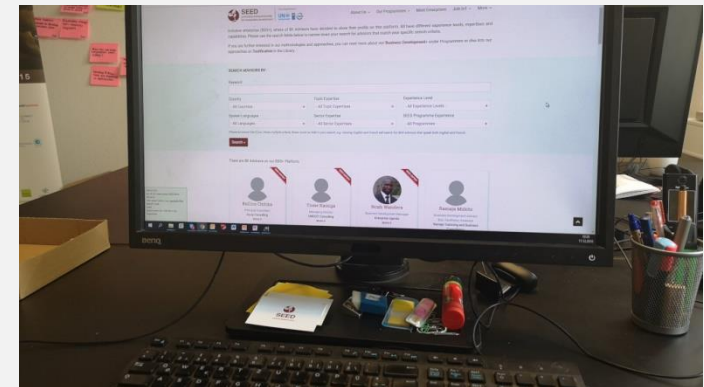


SEED has newly launched its **rejuvenated website and updated marketing strategy**. The new website:

- Adopts a cleaner structure and more engaging language that inspires collaboration around eco-inclusive entrepreneurship;
- Integrates SEED more directly into global debates around the SDGs, Circular Economy and Climate Action;
- Highlights SEED-supported enterprises through the use of videos and improved communications which directs users to enterprise profiles;
- Displays the “invisible part of the iceberg” (used Toolkits, Workbooks, Starter Teams, etc.); and,
- Provides interactive opportunities to directly contact relevant SEED team members and collaborate with enterprises.

SEED Platform improves digital support and opens new opportunities for collaboration

Alongside the launch of the SEED Low Carbon Awards 2018 call for applications, the interactive [SEED Platform](#) was activated. This platform is a centralised, single access point for receiving more information about SEED Awards and Support Programmes, submitting applications to SEED programmes and accessing Toolkits and other resources. The platform will be further refined in 2019, as the central portal for SEED applications and partnership matchmaking.





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Organisational Development

The new SEED website inspires
Innovators & supporters of eco-inclusive entrepreneurship to...

SEED website homepage showing the search bar and filter options. The main heading is "Meet Eco-Inclusive Enterprises" with the subtitle "Innovating business models for socially inclusive and environmentally sustainable products and services." Below the heading are search and filter options, including "Search by keyword", "Search", and filters for "All Format Types", "All SDGs", "All Sectors", "All Countries", and "2018 SEED Low Carbon Award".

Featured enterprises include:

- Amazóniko: 2018 SEED Low Carbon Award Winner, Green Technologies | Bogotá, Colombia
- Corporación Acción Semilla: 2018 SEED Low Carbon Award Winner, Waste Management | Marinilla, Colombia
- Daily Dump: 2018 SEED Low Carbon Award Winner, Waste Management | Bengaluru, India

Meet enterprises
and collaborate by contacting with
SEED-supported enterprises
directly via our website!



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Organisational Development

The new SEED website inspires
Innovators & supporters of eco-inclusive entrepreneurship to...

Join in

upcoming Enterprise Support and
Ecosystem Building programmes!

(and much more...)

The screenshot displays the SEED website's 'Current Enterprise Support Openings' section. At the top, the SEED logo and tagline are on the left, and navigation links for 'About Us', 'Our Programmes', 'Meet Enterprises', 'Join in', and 'More' are on the right. The main content area features three award cards, each with a header image showing people celebrating and flags of participating countries. The first card is for the 'SEED Low Carbon Award' (Ghana, India, Indonesia, South Africa, Thailand, Uganda), the second for the 'SEED Africa Award' (Malawi, Zambia, Zimbabwe), and the third for the 'SEED South Africa Award' (South Africa). Each card includes the dates '12 February - 02 April 2019', a brief description of the award, and a yellow 'Opening Soon' button. A dark red footer bar at the bottom contains the text 'Visit our SEED Platform to create an account and apply for upcoming Awards, Direct Enterprise Support programmes, Grants and more.' and a 'Visit SEED Platform' button with a right-pointing arrow.



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SEED Hosting Partner



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