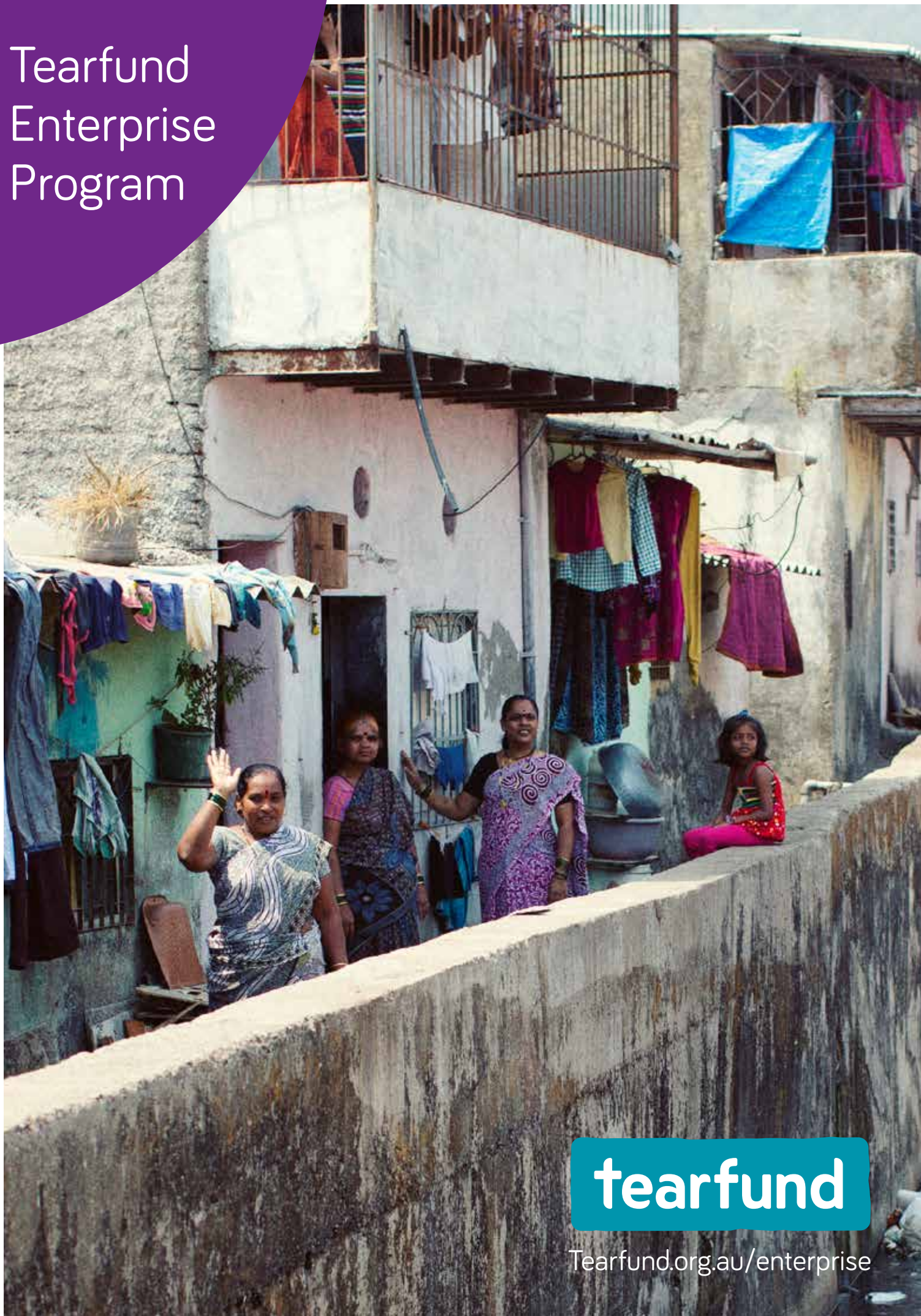


Tearfund Enterprise Program



tearfund

[Tearfund.org.au/enterprise](https://tearfund.org.au/enterprise)



About Tearfund

We're focused in places of great need, partnering with local Christian agencies to end poverty, challenge inequality and build sustainable communities. Together, we act with courage, tackling injustice in order that all may experience fullness of life.

Tearfund Australia...



729,075
people
directly*
participate in



96
projects



through
53
Christian
partners



in
20
countries
across Africa,
Asia and the
Pacific

* For every person directly involved, we expect a further 4-5 people in their household to be indirectly reached.

W: Tearfund.org.au/enterprise

New possibilities to overcome poverty

Over the past two decades the global community has made significant progress in eliminating extreme poverty. But we cannot stand still. Poverty and marginalisation remain prevalent across the globe.

Tearfund and our partners believe that more can be done to help us all achieve our God-given potential. We believe that along with grassroots community development initiatives, entrepreneurship and enterprise can unlock new opportunities for people facing poverty.

For more than 2 years, Tearfund has been exploring how social enterprise can complement our development initiatives to create opportunities for people to achieve more of their God-given potential.

Tearfund's Enterprise Program is a newly developed program that helps create and grow entrepreneurial responses to global poverty.

Introducing the Tearfund Enterprise Program

Tearfund's Enterprise Program allocates your tax-deductible gifts to help build, grow, and scale viable enterprises that help people take steps out of poverty.

The power of enterprise

Tearfund's Enterprise Program has been developed on the understanding that employment and business are powerful vehicles that help people take steps out of poverty and to live lives of value and dignity.

The Tearfund Enterprise Program provides training, seed funding and opportunities for entrepreneurs in developing countries to build viable businesses that have a positive social impact.

Tearfund's Enterprise Program

Our Mission is to develop and empower faith and mission-aligned social entrepreneurs and enterprises to build sustainable and scalable enterprise approaches that intentionally support people experiencing poverty or injustice.

Our Vision is to be a leading non-profit enterprise program that is releasing philanthropic capital at scale to support early stage social enterprises that help people take steps out of poverty and make a positive contribution to communities.

Why an Enterprise Program?

1 Long-Term Relationships in communities around the globe

For over 50 years, Tearfund has partnered with local, national and international NGOs in more than 20 countries where we have long-term relationships. The Tearfund Enterprise Program has been created in response to partners who are developing new initiatives that complement existing development work and help people overcome poverty. The Tearfund Enterprise Program leverages Tearfund's partner relationships and experience in developing leaders to help create relevant and sustainable businesses that will thrive in their communities.

2 Blended Finance

Tearfund's position as a well-established NGO allows us to access grants and philanthropic capital to support social enterprises who have difficulty accessing traditional funding mechanisms. At the same time, the program aims to attract new capital that would otherwise not be available to these social enterprises.

3 Impact-focused

Tearfund has decades of experience in impact measurement across a variety of different programs. The Tearfund Enterprise Program will leverage on Tearfund's strengths in establishing a holistic and robust impact generation and measurement approach as well as promoting financial sustainability.

The Tearfund Enterprise Program works in three ways



Stage	Create & Build	Grow	Scale
	<ul style="list-style-type: none"> • Create new enterprise approaches within development work • Build pipeline of social enterprises 	<ul style="list-style-type: none"> • Support ventures with promising business models that face challenges accessing traditional financing mechanisms to grow • Develop strategic partnerships to leverage on to amplify impact of Tearfund's development work 	
Eligibility	<ul style="list-style-type: none"> • Existing Tearfund Partners 	<ul style="list-style-type: none"> • Faith & mission-aligned social enterprises 	
Funding Support	<ul style="list-style-type: none"> • Grants 	Grants & Investments (equity, debt or hybrid)	Investments (equity, debt or hybrid)
Funding Size	Up to \$30,000	Up to \$50,000	\$50,000-\$250,000
Other Support	Participation in a "Design Lab" program, a nine-month incubator program that facilitates learning, designing and building new social enterprise models	<ul style="list-style-type: none"> • Business advisory, financial analysis, impact measurement, board membership and other relevant initiatives as deemed fit 	
Advisors, partners and other funders	Australian Aid, Seed	Brightlight, Philanthropic Funds, Impact Investors	

“Without Tearfund it's hard to imagine we would have got to the point where we are today. Tearfund have helped us turn a nice idea into a business model on the cusp of changing the lives of many people facing poverty, and providing quality care for a growing middle class in India.”
- Eddie Mall, GladRose

Case study: Create + Build

Tearfund's first foray into supporting social enterprise work has been to nurture the development of GladRose Personal Nursing Care in Pune, India. Developed by Tearfund's long-term partner Saahasee, GladRose provides dignified employment from low income communities through the provision of personal care services in homes.

The GladRose social enterprise builds on Saahasee's existing development work. Saahasee will draw on its large network of women and youth residing in urban slums to provide home-based care support for a growing and increasingly wealthy middle class who is demanding and willing to pay for such services.

Tearfund supported GladRose through its business model design phase and to access a grant that will be used to fund initial establishment costs. The first grant is also helping fund the operating costs associated with training selected candidates from local communities as personal-carers. Tearfund will continue to work with GladRose through this pilot phase and assist them to proof their business model.





Case study: Grow + Scale

Despite progress made in law enforcement and community awareness, human trafficking remains a key issue in many countries globally. Women who have been rescued or who are at risk face a real threat of being trapped in a harmful cycle without a clear path of restoration.

Regenesys BPO is a social enterprise in Cebu, Philippines that provides business process outsourcing (BPO) services to companies globally, with a focus on digital media editing. They train, employ and support women who have been rescued or are at risk of being trafficked. These technology-based jobs - when combined with life-skill training and support - are creating transformation in the lives of women and a sustainable path to restoration. Over the past five years, the strong and growing business has proven their social impact model with measurable positive changes.

Tearfund's future investment will help to fund the expansion of the business to employ more women and respond to growing demand for Regenesys' services. Tearfund is collaborating with various funders including mission-aligned organisations and other impact investors to raise the required funds. Tearfund is also working closely with Regenesys BPO as they expand into Nepal by advising and linking them with Tearfund's network of partners in Nepal with an interest in growing this initiative.

Our Team + Advisors

Tearfund's Enterprise Program is governed by an Impact Investment Committee who will advise Tearfund's Board on all investment proposals. Members of the Impact Investment Committee consists of individuals who bring a good understanding of Tearfund's operating history and values as well as experience in impact investing, business strategy and finance.

Phil Wilkerson



Head of Strategic Projects

Phil is Head of Strategic Projects at Tearfund Australia. He works alongside implementing partners who are interested in developing innovative social enterprises, and oversees Tearfund Australia's impact investing program. In addition, Phil's work involves contributing to the closer collaboration of the global Tearfund Family. For 12 years until June 2022, Phil was Tearfund Australia's International Program Director and has previously lived and worked in Vietnam and Myanmar. Central to Phil's work is that local organisations are best placed to understand, influence and respond to their communities.



Our Advisors + Partners



Australian Government
Department of Foreign Affairs and Trade



The Australian NGO Cooperation Program (ANCP) is a partnership aid program between the Australian Government and accredited Australian NGOs. For over 40 years, this partnership has contributed to sustainable economic growth and poverty reduction in some of the world's poorest countries. The ANCP is the Australian Government's longest running and largest NGO program.

ANCP has been a key partner of Tearfund in funding capacity building and proof of concept grants to Tearfund's partners.

Brightlight Impact Advisory have been working with Tearfund for close to twelve months to develop a robust impact investment approach. Brightlight provide tailored investment consulting and management services to institutional clients across the private, philanthropic and government sectors. The mission of Brightlight Impact Advisory is to change the world by creating an environment in which long-term investing, human flourishing and environmental stewardship go hand in hand.

Seed is a design and innovation consultancy that helps organisations address the problems at the heart of their mission. Seed's distinctive approach to design is deeply embedded in the Christian story and focuses on achieving positive social change.

In partnership with Tearfund, Seed are working to help incubate viable business concepts in developing economies.

Frequently Asked Questions

Why is Tearfund doing this?

The Tearfund Enterprise Program is part of a broader strategy that Tearfund is pursuing that aims to unlock opportunities for people facing poverty and marginalization. While traditional donations mechanisms and aid funding arrangements are under increasing public and political pressure, this model can unlock new forms of capital that looks to solve social challenges in a sustainable way. By creating and growing enterprises, Tearfund aims to help people earn an income and lift themselves out of poverty while also creating opportunities for commercially viable social enterprise to scale their operations.

The program is an imaginative response to poverty that blends Tearfund's proud track record of good development practice with an increasing demand for investment vehicles that achieve positive social impact.

Is anyone else doing this?

The Tearfund Enterprise Program is part of our funding commitment to broader work in the field of Impact Investing. Tearfund is part of an International NGO Impact Investing Network which was formed in 2015 to gather and share knowledge about how INGOs are using private investment capital to advance their work in solving pressing global development challenges. More than 55 international NGOs have joined the global network and have participated in activities, information sharing and regular network forums.

For more information we recommend reading the Amplify Impact Investing Report, which can be found at <https://humentum.org/blog-news/press-releases/amplify-impact-investing-next-mile-impact-investing-ingos>

Are you seeking tax-deductible gifts, or investments?

Tearfund is seeking tax-deductible gifts designated to fund impact investments that create, grow, build and scale social enterprises. Funding will also help implement robust monitoring and impact measurement strategies to help enterprises perform to plan.

What about exchange rates?

Most investments will be made in the local currency. Tearfund works with an external provider to manage foreign exchange risk consistent with our existing development work.

What happens to earnings from an investment?

Depending on the deal size and structure, Tearfund achieves a return on investment through loan interest or dividends. In other instances Tearfund may take an equity stake in an operation that is sold to other investors at a profit. In each instance, the return on these investments is returned into the Impact Investing Program. In the near future, Tearfund also hopes to establish a separate vehicle to attract private impact investment capital that also provides a financial return to investors.

How does Tearfund manage the risk associated with this new program?

Tearfund recognizes that this is a relatively new area for Tearfund and the importance of having a robust strategy and suitable resources to help manage risks.

Tearfund has appointed an Impact Investment Committee consisting of individuals with the relevant skills and expertise to advise and oversee Tearfund's impact investing activities. Tearfund has also recruited staff with impact investing experience and continue to work with experienced advisors. Tearfund will collaborate with other NGOs and mission-aligned organisations when pursuing impact investments opportunities to leverage resources and knowledge where possible when assessing and managing them.

How does Tearfund identify successful enterprises?

Tearfund's Impact Investing Program model consists of three pillars that aim to identify viable businesses and to provide funding to enable growth whilst at the same time managing risk.

The 'Create and Build' and 'Grow' pillars allows Tearfund to work with partners to learn, explore and build scalable enterprises with a proof of concept grant. Our long-term relationship with partners helps us identify trusted and capable partners with the capacity to participate in guided workshops and apply for a grant to start and prove their business model.

The 'Grow' and 'Scale' pillars leverage blended capital to fund growth of faith-aligned seed and early stage social enterprises, who often face challenges accessing traditional financing models. In this phase, Tearfund's support would extend to strategy, business advisory and technical expertise. Tearfund may also be represented in the board of these enterprises.

Tearfund will also work in partnership with Brightlight, a highly experienced impact investing and advisory company, who will support and advise Tearfund in the areas of fundraising, deal sourcing, deal structuring, due diligence, risk and mitigation and others.

Does this replace Tearfund's development work?

No. Tearfund views the Impact Investing Program as an extension of our work to pursue a more just and compassionate world. The Tearfund Impact Program is a creative response to poverty that seeks to leverage our significant relationships with our Christian partners around the globe and to source new forms of capital for work that reduces global poverty.

Does the program allow smaller investments?

The program will make investments between the range of \$50,000 to \$500,000 in seed and early-stage social enterprises.



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