

# Our theory of change

An equitable and sustainable world

Our vision

Advancing global equity through inclusive entrepreneurship

Our mission

Aligned with SDG 10.2, our goal is to empower and promote in particular the social and economic inclusion of all

Our impact

## Micro - impacting lives

**Directly supporting inclusive entrepreneurship at the individual level**

Increased capacity and agency of entrepreneurs to sustain flourishing businesses

- Increased capacity of entrepreneurs
- Increased number of new ventures launched
- Increased survival rate of ventures supported
- Increased annual revenue growth of ventures supported
- Increased the employee growth of ventures supported

- ygap Pre-Accelerator Program
- ygap Accelerator Program
- ygap Investment Readiness Program
- ygap Masterclasses, Workshops & Hackathons
- Scaling Frontier Innovation (SFI) COVID Response (Enterprise Support)

- Countries/regions we work in
- # and types of programs run
- # of ventures or entrepreneur supported, by diversity
- # ventures launched (launched is defined by being post-revenue)
- Venture survival rate
- Compound annual growth rate, by diversity (Funding raised – ygap distributed and/or other)
- # of jobs sustained, by gender
- Most Significant Change stories?

## Macro - changing systems

**Indirectly supporting inclusive entrepreneurship at the ecosystem level**

Increased inclusivity of entrepreneurial ecosystems and removing barriers for entrepreneurs to access ecosystem support

- Increased access to inclusive finance, market and support systems
- Strengthened advocacy for the inclusion and representation of all social entrepreneurs regardless of race, ethnicity, gender or sex

- Frontier Incubators Capacity Building Program
- Development of Gender Lens for Incubators & Accelerators (GLIA) Toolkit
- Scaling Frontier Innovation (SFI) COVID Response (Entrepreneur-support organisation Support)
- GLIA Community of Practice

- Countries/regions we work with
- # of projects in support systems undertaken
  - Increased capacity of entrepreneur-support organisations to add value to entrepreneurs (e.g. with GLIA, GIZ handbook) - could be about gender inclusion, MEL
- # of projects in accessible markets undertaken
  - # of ventures with increased customers (Ventures with increased revenue)
- # of projects in inclusive finance undertaken
  - # of women, urban entrepreneurs with access to finance
- Types of public good (tools, publications, research) women and/or urban entrepreneurs contributed to ecosystem

Our long term outcomes

Our 1-2 year outcomes

The work we do

Our key indicators