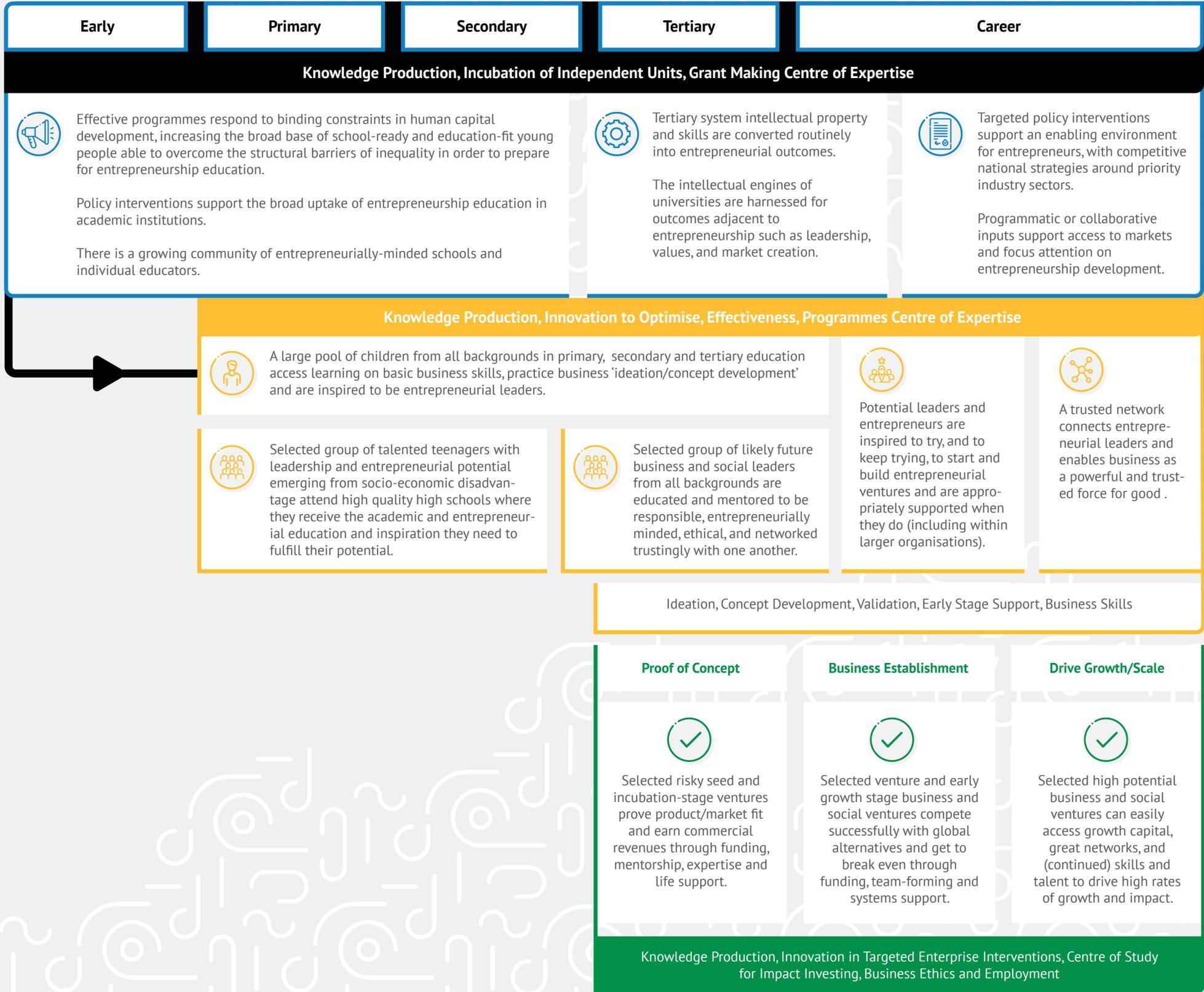


THEORY OF CHANGE

Long term constraints in human capital and structural barriers including poor entrepreneurial culture and lack of access to finance result in low levels of responsible entrepreneurial activity and consequent high levels of unemployment and inequality

Ecosystem Development
Individual Development
Enterprise Development



Entrepreneurial ecosystems are enhanced through the contribution of intellectual capital, targeted policy and programmatic interventions

Responsible and entrepreneurial leaders in business and society create social change and build fair and effective institutions

Our primary goal: high impact entrepreneurs create significant enterprises and inspire others

People are productively employed in meaningful work providing needed services and goods, and creating social impact

An empowered, prosperous, productively engaged African citizenry thriving in ethical societies with dignity and hope

STRATEGY AND MAIN PROGRAMMES MAPPED TO MAIN AREAS OF TOC

INDIVIDUAL ENTREPRENEURIAL DEVELOPMENT (FOUNDATION)
Identifying and nurturing emerging entrepreneurial potential and talent in young people while leveraging education institutions as partners

NO SELECTION
Disadvantaged young people will be helped through systemic interventions

SELECTION
An empowering, developmental process will result in the identification of dynamic, high potential young people with entrepreneurial mindsets to be provided with more intensive support

ENTERPRISE DEVELOPMENT (E2)
Funding and supporting the growth of high impact businesses created by Fellows and other responsible entrepreneurs

SELF-SELECTION
Emerging and new entrepreneurs will reach out to receive support and guidance to further their entrepreneurial journeys

SELF-SELECTION
Established entrepreneurs will reach out for funding and specific support in order to build their enterprises

ECOSYSTEM DEVELOPMENT (AGGP SA, EAST AFRICA):
Enabling environment-building initiatives that support entrepreneurial culture and business success

1

EARLY CHILDHOOD, PRIMARY
Preparing a broad base of future-ready young people to overcome the structural barriers of inequality.

KEY LEVERS

1. Systemic improvement to education and
2. Developmental support

Funda Wande

Grow Great

2

PRIMARY, SECONDARY
Preparing a broad base of entrepreneurially-minded, future ready young people to overcome the barriers of inequality.

KEY LEVERS

1. Systemic improvement to education
2. Entrepreneurial thinking + business skills (scaled)

AGEC for Primary Schools

AGEC for High Schools

AGEC for Scholarship

3

SECONDARY, TERTIARY
Embedding entrepreneurial learning and practice and maximizing personal growth for a selected group of responsible young people with an entrepreneurial mindset.

KEY LEVERS

1. Entrepreneurial thinking, business skills, education and personal mastery (direct)
2. Startup skills/IVC

Allan Gray Fellowship (Varsity Pitch)

Jakes Gerwel Fellowship

Allan Gray Makers

4

EARLY CAREER
Continuing entrepreneurial engagement within the community of beneficiaries through

1. Ensuring an enhanced entrepreneurial culture
2. Providing support for the ideation, validation and creation phases
3. Providing customized programs

KEY LEVERS

1. Ideation, validation and creation
2. Life and start up support
3. Targeted entrepreneurial mindset enhancement

Entrepreneurial Academy

Inter Varsity Challenge

Pathways

5

MID CAREER
Building scale and sustainability of responsible, high impact entrepreneurs (Fellows, Makers and others) who require specific support and financing.

KEY LEVERS

1. Patient capital
2. Responsible enterprise capacity development
3. Support to entrepreneur

E2 Investees

AGEV

Impact Investing / E2 K

