The State of Social Enterprise in Pakistan

A Study of Social Enterprise Activity
Study Partners

[Logos of various organizations]
Working with local and international partners across 28 countries

Delivering positive change in our communities and societies

Promoting the development of social enterprise and social investment to alleviate social and environmental problems

Training, mentoring and funding of social entrepreneurs

Promoting social enterprise education in schools and universities
Study Objectives

- Overview of social enterprise landscape in Pakistan
- Review of policies and government support
- Funding and financing mechanisms
- Sectors with significant social enterprise activity
- Interfacing with notable social enterprises
Methodology

- Literature Review
- Survey design
- Criteria for Social Enterprise selection
- Data collection (survey events, emails, phone calls)
- Data Analysis
Selection Criteria

- Core Mission - Impact vs Profit or both
- Funding source - proportion of income from grants
- Use of Surplus/Profits
Survey Questions

- Year of registration and legal registration form
- Turnover and profit generation and use
- Employees, by gender and in comparison to the previous year
- Number of beneficiaries reached, type of beneficiary
- Gender and age of leadership
- Social enterprise sector and focus/core objectives
- Location and sphere of operation (regional, national, international)
- Profit/impact focus
- Growth expectations and barriers faced
- Sources of finance and funding, including proportion of income from grants/donations
- Top three constraints to financing
- Whether respondent would describe their organisation as a social enterprise.
Key Findings - A Survey of 143 Social Enterprises
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Majority Leaders are Under 35
Key Findings - Total Jobs Created

Last Year
- Total jobs created: 4,616
- Male: 63% (3,000)
- Female: 37% (1,616)

This Year
- Total jobs created: 7,499
- Male: 61% (4,539)
- Female: 29% (2,960)

BRITISH COUNCIL
Key Findings - Women and Social Enterprise

- 20% of Leaders are women in Social Enterprises.
- 5% of Leaders are women in Mainstream Business.
Key Findings – Vision and Growth

GROWTH PLANS

- Investing in our team and capacity: 63%
- Attract new customers or clients: 52%
- Develop and launch new products and services: 52%
- Attract investment to expand: 50%
- Expand into new geographic areas: 50%
- Increase sales with existing customers: 31%
Key Findings - Key Sectors

Education 53%

Health and social care 30%
Key Findings - Barriers and Challenges

**BARRIERS**

- Obtaining grant funding: 48%
- Shortage of technical skills: 20%
- Capital (debt/equity): 38%
- Lack of access to support and advisory services: 18%
- Cash flow: 25%
- Understanding/awareness of social enterprise among banks and support organisations: 16%
THANK YOU!