

ALQUITY TRANSFORMING LIVES FOUNDATION



Sowing the seeds of future growth

The Alquity Transforming Lives Foundation is a UK registered charity that distributes the revenues set aside by the Alquity business to charity partners in the regions in which the Alquity funds invest in: Africa, Asia and Latin America.

The aim of the Foundation is to participate in the economic development of the communities within these regions. We do this from the ground up, creating opportunities for individuals and communities to pursue and realize their ambitions. In this way we help build fairer more sustainable economies that respect all their constituents.

10% of the business' revenues are committed to the Foundation and distributed to carefully vetted organisations making a real difference on the ground. To date, US\$ 2 million of donations have been generated and redistributed to carefully selected charity partners. As a result, we have contributed to transforming the lives of 60,000+ people.



The Alquity Virtuous Circle

A new type of investment business:

One that delivers attractive returns not only by investing in responsible, well positioned businesses, but by also contributing to sustainable economic growth by providing the opportunity for those in the poorest segment of society to climb out of poverty.

Launched in 2019, the Transforming Lives Awards aim to recognise outstanding and promising non-profit organisations and enterprises offering scalable and innovative solutions to promoting sustainable livelihoods and the achievement of UN Sustainable Development Goal (SDG) 8: *sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all.*

The Transforming Lives Awards were also created with the ambition to create an ecosystem of “shared values” businesses and partners who channel their expertise and donations through the awards to maximise their impact.

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In September 2019, the Transforming Lives Awards recognised a total of 8 organisations working towards the achievement of UN SDG 8, and celebrated in London at our Transforming Lives Awards events and ceremony.

ALQUITY TRANSFORMING LIVES FOUNDATION

Our objectives

- 1 To contribute to **sustainably improving the economic situation** in the countries where Alquity invests
- 2 To support **local entrepreneurs and SMEs** to develop or grow their businesses
- 3 To support **social inclusion**, in particular for women and minorities

Our focus



EDUCATION



SKILLS TRAINING



SUSTAINABLE LIVELIHOODS

Impact track record

Our commitment

10% Revenues donated to transform lives

60,600+ Lives transformed

20,200 Direct

42,274 Indirect

Donations generated

\$2.0m
\$1,500 daily

Transforming Lives Awards

8

Award Winners

Spanning Asia (India, Vietnam), Latin America (Brazil, Columbia) and Africa (Kenya, Uganda & Ghana)

The Awards Package

The Awards totalling \$530,000 were distributed amongst the eight 2019 Transforming Lives Award winners.

The funding support on offer represented a combination of unrestricted grants, start-up capital, loan, or second round equity funding to help organisations expand their operations and accelerate their growth, based on their needs.

In addition to funding, Award winners also become part of a community and can access a dedicated space on Philanthropy University, our convening partner for the Awards, allowing them to share best practices and learn from one another.



\$500K+

Awards Process

The Transforming Lives Awards follow a six-stage rigorous due diligence and assessment process which draws from our learnings in investing in responsible companies and our focus on ESG.

STAGE 1 - Pre-application / Sourcing

The focus during this phase was the identification and sourcing of applicants meeting our criteria, using both an open registration method and a proactive sourcing approach – seeking referrals from trusted networks and partners within the sector.

This phase also involved a unique peer to peer review, with organisations having a say on who should be considered throughout the process. A total of 361 organisations applied at this stage; following our initial eligibility checks and peer review, 122 organisations were invited to submit a full application form.

STAGE 2 - In-depth Assessment

Applicant organisations were requested to submit a full application form and answer questions on their strategy, operations, finances and approach to sustainability and innovation. Based on the assessment of applicants' organisational capacities, a shortlist of 30 organisations was put forward for further due diligence checks and assessments conducted with the support of the Charities Aid Foundation (CAF).

STAGE 3 - Due diligence and field assessments

Additional due diligence checks carried out on the shortlist included a review of financial accounts, governance, reference checks from external partners and a review of online and media presence.

All 30 shortlisted applicants – approximately 10 per region - were visited in person and assessed over a period of two days each. The field visit was the opportunity to meet the team in person, validate the information provided in the form and observe some of the programmes in action.

As a result, full assessment and due diligence reports were compiled on the 30 shortlisted applicants

STAGE 4 - Regional Panels

A group of regional and thematic experts were convened to analyse finalists' reports and make recommendations on the top 5 organisations per region, as well as on the size of the Awards. Throughout the Panel sessions, bespoke and constructive feedback was also collected and provided to unsuccessful applicants at the end of the process.



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STAGE 5 - Global Judging Panel

A Global Judging Panel, composed of senior high-profile individuals, reviewed regional experts' rankings, discussed the merits of each application and made recommendations on the eight Award winners.

2019 Global Judging Panel



Hilde Schwab
Chair, Schwab
Foundation for Social
Entrepreneurship



Mona Mourshed
Partner, McKinsey &
Co. CEO,
Generation



Paul Polman
Former CEO, Unilever



Steve Davis
CEO, PATH



Kate Robertson
Co-founder, One Young
World



Laura Giadorou Koch
YPO



Dr. Caroline Casey
CEO, Binc



Prof. Ioannis Ioannou
Associate Professor of Strategy
& Entrepreneurship, London
Business School



Helen Pankhurst
Activist & Writer

STAGE 6 - Final approval by Alquity Transforming Lives Foundation's Board

The final stage of the process involved a final review by the independent Board of Trustees of the Foundation and a ratification of Award winners and Award sizes.

Convening Partner



Co-Funding Partners



UBS Optimus Foundation



Client Partners

Referral Partners

2019 TRANSFORMING LIVES AWARD WINNERS



Awarded
\$50K

www.phool.co

Flowers are a big part of religious rituals in India. It is estimated that approximately 800 million tonnes of flowers are offered annually across the temples, mosques and gurudwara in India. These generous offerings turn into colossal waste which is detrimental for the environment. Phool collects discarded flowers to keep them out of the water supply, then “flower-cycles” them into charcoal-free incense. The enterprise employs women from the lower social and economic strata, where they collect 11.8 tonnes of flowers on a daily basis from more than 130 temples and mosques.

The Award will contribute towards the cost of setting up of the pilot plant for Florafoam manufacturing from flower waste and farm stubble in Kanpur, Uttar Pradesh.



Awarded
\$60K

www.reach.org.vn

Nearly half of Vietnam's population is aged between 15 and 39 years. The country is facing the challenge of producing jobs for its young and expanding labour force and providing the relevant skillset for growing service and manufacturing sectors. REACH's overall objectives are to provide vocational training to equip underprivileged Vietnamese youth to gain employment. There are training courses in a range of sectors such as beauty, web design and hospitality. Over 80% of REACH graduates find jobs and graduates are on average paid 20% above minimum wage.

The Award will be used to strengthen the organisational management structure and upskill the team, scale training programmes meeting the needs of disadvantaged young people and identify opportunities to diversify income sources and increase self-sustainability.



Awarded
\$50K

www.plasticsforchange.org

India generates an estimated 62 million tonnes of waste annually. Up to 4 million waste pickers sort and segregate recyclable waste and sell it further up the value chain. Waste pickers often hail from the most marginalised communities in urban spaces. Plastics for Change's programme revolves around strengthening the supply chain of waste management with regard to plastic waste and intervening to minimise exploitation of waste pickers. A fair price for the plastic collected by waste pickers is guaranteed. Also, the middlemen like scrap shop owners are incentivised on the goods they procure and price they pay.

The Award will allow Plastics for Change to hire key positions, such as a Quality Control Manager and a COO, to accelerate the growth and profitability of the business, improve the technology needed to support the supply chain activities and have access to working capital for operations and equipment.



Awarded
\$60K

www.globalmamas.org

In Ghana, six out of ten women are illiterate, 95% of women work in the informal sector and earn 75% less than men. Global Mamas community works to create a life of prosperity for African women and their families. They achieve prosperity by creating and selling high quality handmade products using traditional methods. Being able to do work that they are good at and love women are empowered and have financial independence. Global Mamas' producers make on average 75% more than the minimum wage and 30% more than the average worker in the same industry in Ghana.

The Award will allow Global Mamas to construct and operate Ghana's first Fair Trade Zone, a centralised manufacturing facility of fair trade products that aims to provide jobs to 200 women through full-time, reliable and fairly compensated employment.



2019 TRANSFORMING LIVES AWARD WINNERS



www.gjenge.co.ke

Awarded
\$50K

Since the 1950s, it is estimated that around 8.3 billion tons of plastic have been produced worldwide. Gjenge Makers aims to become the major provider of durable, recycled construction material through Kenya and the African continent. Their mission is to provide sustainable and affordable housing while promoting a recycling and upcycling culture. They currently produce bricks from discarded plastic. They employ 112 people from marginalised communities as plastic pickers, providing jobs to people who otherwise would not have the opportunity to work.

The Award will cover the cost of a second hydraulic press and some of the operations, allowing Gjenge Makers to grow its production of bricks from 500 to 1,000-2,000 daily and respond to an increasing demand within the market.



www.experienceeducate.org

Awarded
\$100K

40% of the world's children will be African by the turn of the century. Educate! tackles youth unemployment by partnering with schools and governments to reform what schools teach and how they teach it - this is so that students in Africa have the skills to start businesses, get jobs and drive development in their communities. The organisation's participants earn nearly double the income of their peers towards the end of school. They are also 50% more likely to be employed and 44% more likely to own a business.

The Award will contribute towards some of Educate!'s operational costs in Uganda, where the organisation works with schools across the country.



< **Laboratoria** >

www.laboratoria.la

Awarded
\$100K

In Latin America, the completion rate of tertiary education is as low as 14%. Laboratoria's mission is to give Latin American women from unprivileged backgrounds a career in technology, transforming their future and the industry that receives them. The organisation prepares women from underserved contexts as software developers and user experience designers through an immersive 6-month coding bootcamp and then places them in jobs in tech. Their graduates go on to build transformational careers for themselves while filling in the enormous talent and gender gap in technology.

The Award will help Laboratoria replicate its training activities in Colombia, Bogota, and deliver its activities to an increasing number of women at risk of unemployment.



www.lutapelapaz.org

Awarded
\$60K

Maré ranks 123rd out of 126 Rio de Janeiro neighbourhoods in the Human Development Index, with community facing low levels of education, high levels of unemployment and extremely high levels of drug gang and state violence. Luta Pela Paz uses boxing and martial arts combined with education and personal development to realise the potential of young people in communities affected by crime and violence. They work with youth in Maré favela, where they use a methodology that provides a series of holistic and integrated services to give young people the tools to build peaceful, positive and productive lives.

The Award will go towards providing support to young people aged 18-29 completing job training courses to help them access the job market, scaling the organisation's work through sharing of best practices with partner organisations and identifying ways to strengthen the sustainability of the organisation.



Spotlight

PHOOL

MADE FROM TEMPLE FLOWERS

Offering women from the lower social and economic strata in India sustainable and healthy livelihoods through employment.

Faeces
to
flowers

“Earlier, I cleaned toilets in 20 houses every day. It was so awful I didn’t feel like eating. Phool has given me and my children a new birth”

- Saroj, Flowercycler



Feels
Like
Home

“I love working here, it’s like home, even my neighbour Shyama and Sunita want to work here, I feel happy in cleaning flowers from temples and I get paid on time.”

- Rita Devi, Flowercycler

What's Next?

Looking ahead, the Foundation is now working closely with Award winners to maximise the use of the Award funding and monitor the organisations’ growth and scale up ambitions. An illustration of this is our Investment team’s recent visit to meet Phool in India while on an investment trip. Mike Sell, Portfolio Manager and Head of Asian Equities at Alquity, was ecstatic: “Getting the opportunity to see Phool outside of the awards is inspiring. The work they are undertaking is clearly having an impact on the environment here and the lives they have improved is remarkable. Visits like this remind me why I work at Alquity – seeking out those companies that meet our stringent ESG and performance criteria, but also closing the loop on our Virtuous Circle by working side by side with those truly transforming lives.”

Building on the success of the inaugural Transforming Lives Awards, we are now reflecting on our learnings, identifying ways to strengthen our programme even further and engaging new partners to come onboard and leverage our impact together.

For more information please contact:

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