

Our purpose

Enable all impactful solutions to be able to scale up to help solve the world's social and environmental challenges

Message from the founder

We are happy to share **our annual activity report**: a retrospective of ScaleChanger's actions in 2023, which was a year of tireless work so that the women and men who developed solutions to urgent problems in our society could see their **impact increased**.

While evolving in a fast-moving world, the entire ScaleChanger team is committed to **providing support to entrepreneurs to address their challenges around scaling**.

This year was also an opportunity for us to **work even more intensely with all players within the impact ecosystem**, whether they are private funders, public actors or territorial support organisations in France or overseas. We are convinced that **synergy and hand in hand collaborations are the keys to system changes** while contributing to a more inclusive world, more respectful of life in all its forms and more joyful.

It is therefore with enthusiasm that we welcome 2024 to grow other impact-driven entrepreneurial initiatives!

Isabelle Hoyaux, Founder

ScaleChanger since 2014, it is:

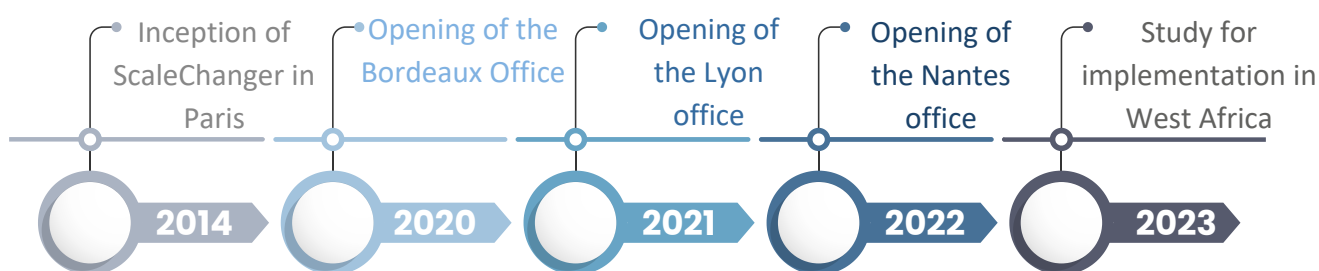
+1,400
organisations supported inc. **+150**
through individual support

+100
participations in support or training programs

+5 000
people who accessed our resources around the world

+25
countries covered by our action

ScaleChanger milestones during the last 10 years



Today ScaleChanger consists of a team of 10 permanent employees and +10 associated experts located in different geographies: Senegal, Ivory Coast, Lebanon, Morocco, Madagascar, ...



Support in 2023

Each year, we provide support to entrepreneurs and to their teams at key moments in their development, in either an individual or a group format.

We are here to **prepare, support and sustain the scaling process** when an organisation:

- wants to scale up and questions its maturity,
- seeks to develop its impact and needs to clarify the path to take,
- has the strategy and the means to take action and needs support in implementation,
- has experienced a growth phase and now needs to change its model accordingly.

With our support, managers have a clear **vision of the path to follow to grow their impact**, they know what challenges need to be addressed to achieve it and have a **concrete roadmap to manage the upcoming growth phase with confidence**.

This is what our daily lives looked like throughout 2023 and here are the results.

Summary of our support in 2023

In 2023, we supported

374 organisations in France & internationally

42

organisations on an individual basis

62% FRANCE

22% AFRICA

16% OTHER GEOGRAPHIES



Representing a total of **+4,000 employees**



and **hundreds of thousands of beneficiaries**

332

organisations in a collective format

In 2023, ScaleChanger has collaborated with organisations located in over 29 countries.

Choose the **right strategy** based on the development ambition, **identify the challenges of a targeted territory for development**, think about the evolution of your **business model**, question the **governance** modalities, identify the **leadership** issues and your Human Resources structure Human Resources structure, , **scan and assess your organisation, formalizing your know-how**, preparing your **fundraising** journey, ... These are all the questions encountered by the social innovators that we worked with in 2023 and who we were able to share our perspective and expertise with.

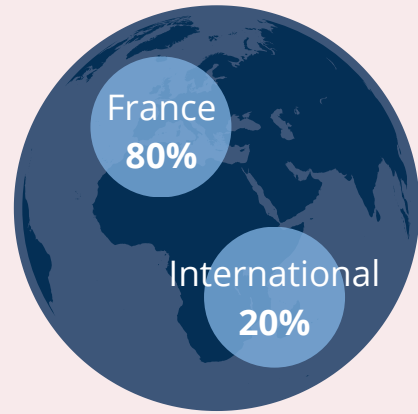


Focus on individual support

In line with the projects that we support, the impact on beneficiaries guides our interventions and inspires our methods and principles of action. This is what makes our individual support so specific: **we ensure that managers and their teams feel supported, equipped and energised to manage the development of the project with confidence.**

We put our expertise, posture, tools and methodologies that have been developed and proven through 10 years of experience at the service of our partners. We combined them with our in-depth knowledge of the sector, of its challenges and ecosystem.

These assets help organisations facing allow our the obstacles they encounter in their project and who guarantee the success of our collaborations.



9/10

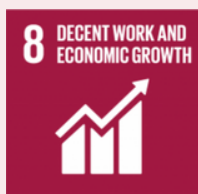
This is the average rating that managers/entrepreneurs give us in terms of satisfaction with the ScaleChanger support

"ScaleChanger offered us great support which was adapted to our needs. Their flexibility and proposals allowed us to clarify a lot of work."

Organisation committed to contributing to a sustainable world with less inequalities.

In 2023, we supported organisations from all sectors of activity on five main themes:

- Replication
- Strategic diagnosis
- Business model
- Governance
- Impact assessment



Key themes covered by our support

Women rights & Empowerment



Environment & Circular Economy

Food



Solidarity

Sport & Inclusion



Education

Entrepreneurship



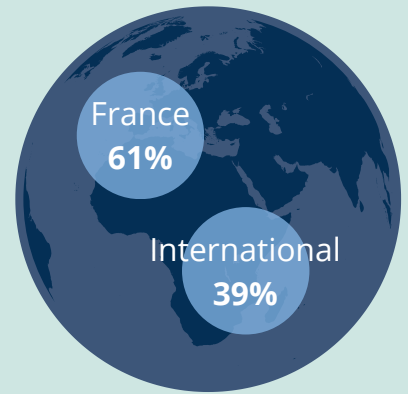
Translation into SDGs (Sustainable Development Goals)



Focus on collective support

Each year, we participate in the design and running of programs for different stakeholders: entrepreneurs, **professionals in the impact entrepreneurship sector, support experts and students.**

We work at the following levels: design and implementation of programs, development and facilitation of capacity building curricula, technical knowledge via modules, workshops, webinars and implementation of peer-to-peer mechanisms to encourage the sharing of information and experience (co-development, mentoring).

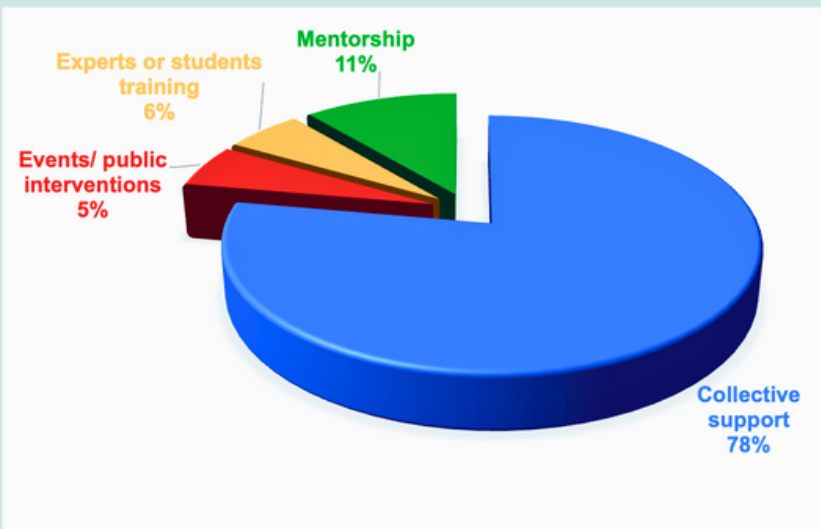


2023 OVERVIEW



In 2023, we supported 282 people/organisations in a collective format on scaling-related topics: different **scaling strategies, territorial spin off, business and organisational model issues**, etc.

We mainly worked with impact-driven entrepreneurs and ran peer-to-peer mechanisms.



"This program was such a game changer for me and my business. I started implementing most of the things I learned during the bootcamp. The impact was huge!"

Ruth Guribie, Founder of Sava Shea, a shea social enterprise in Ghana which employs rural women, alumni of the Social & Inclusive Business Camp - acceleration program for African entrepreneurs)

Our commitment towards women

Because we firmly believe in the potential of women in society and especially within the impact entrepreneurship sector, we take particular pride in supporting women-led start-ups and organisations working for women's rights so that they can increase their impact and be the driving forces behind positive societal transformations.



55%

of the people we supported individually were women

28%

of the organisations that we supported work for gender equality / women's rights

100%

women entrepreneurs gathered for the 2023 edition of the Social Inclusive Business Camp

Resources

Our resources

Investigating, deciphering concepts, documenting practices, raising awareness on specific topics and sharing information around the challenges and opportunities of scaling up is essential to provide food for thought to our community and ecosystem players.

This is why we advance knowledge around the subject of scaling by engaging with actors and networks to (co)develop open source resources and tools.

+5 000
access to our
resources to date

**New actors in
international
solidarity**



Our other resources

- **Scale Me Up web app**
- **Social Franchise Notebook**
- **Innovative business models**
- **Agile governance**



Community & networks

A growing community

6 500 subscribers



We are proud to bring together a community of more than 6,500 people around the world who follow us on our social networks and via our Newsletter,, and with whom we share news and plenty of opportunities.

In 2023, we produced:

+20 articles and newsletters on entrepreneurship and topics related to the scaling of social innovations. In 2023, we also launched an international Newsletter to support our international reach.



Network & ecosystem

We strongly believe in common actions and the importance of moving forward together, therefore we are proud to be part of a community that continues to grow and get stronger.

In 2023, we joined 2 new networks



European network of organisations supporting social entrepreneurs.



In the process of joining

International association committed to promoting the Social and Solidarity Economy (SSE).

And we are members of



Global movement committed to advancing the UN SDGs by 2030.



Social and ecological impact business movement

2023 contributions & highlights

Highlights



Implementation of a strategic committee in Senegal

Co-hosting the webinar "How to successfully scale up in Africa?" Youth Revolution Channel



ScaleChanger's contribution to the Tribune on the impact of digital Ausimac Morocco Magazine

Participation in international events



GSEF 2023, DAKAR

GSEF DAKAR: +5,000 people from +70 countries gathered to share knowledge on Social & Solidarity Economy (SSE), to exchange ideas and innovative practices, and to contribute to the promotion of the SSE on a global scale.



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