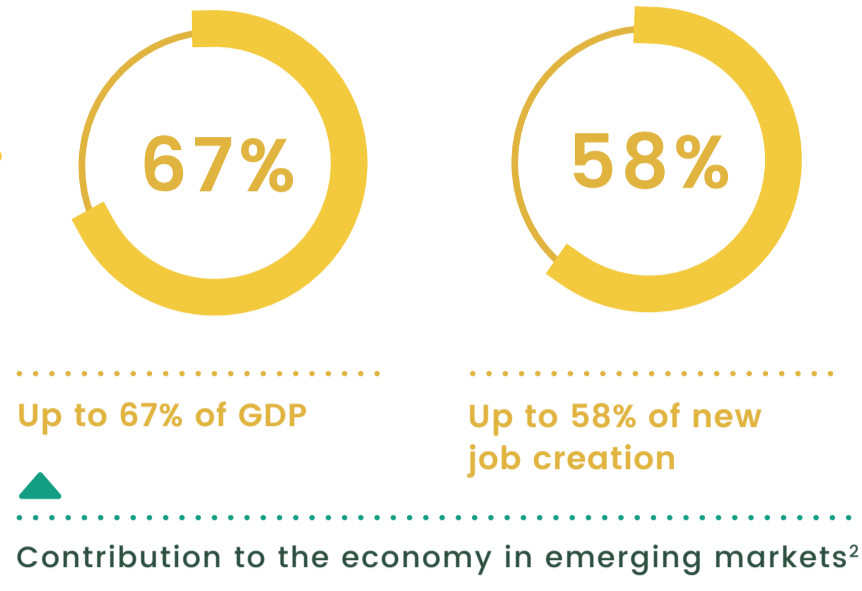


NETWORKING WORKS

Peer-to-peer business networks help Small and Growing Businesses grow revenues and create jobs



SMALL AND GROWING BUSINESSES (SGBs) ARE A CATEGORY OF SMEs CHARACTERIZED BY HIGH-GROWTH POTENTIAL

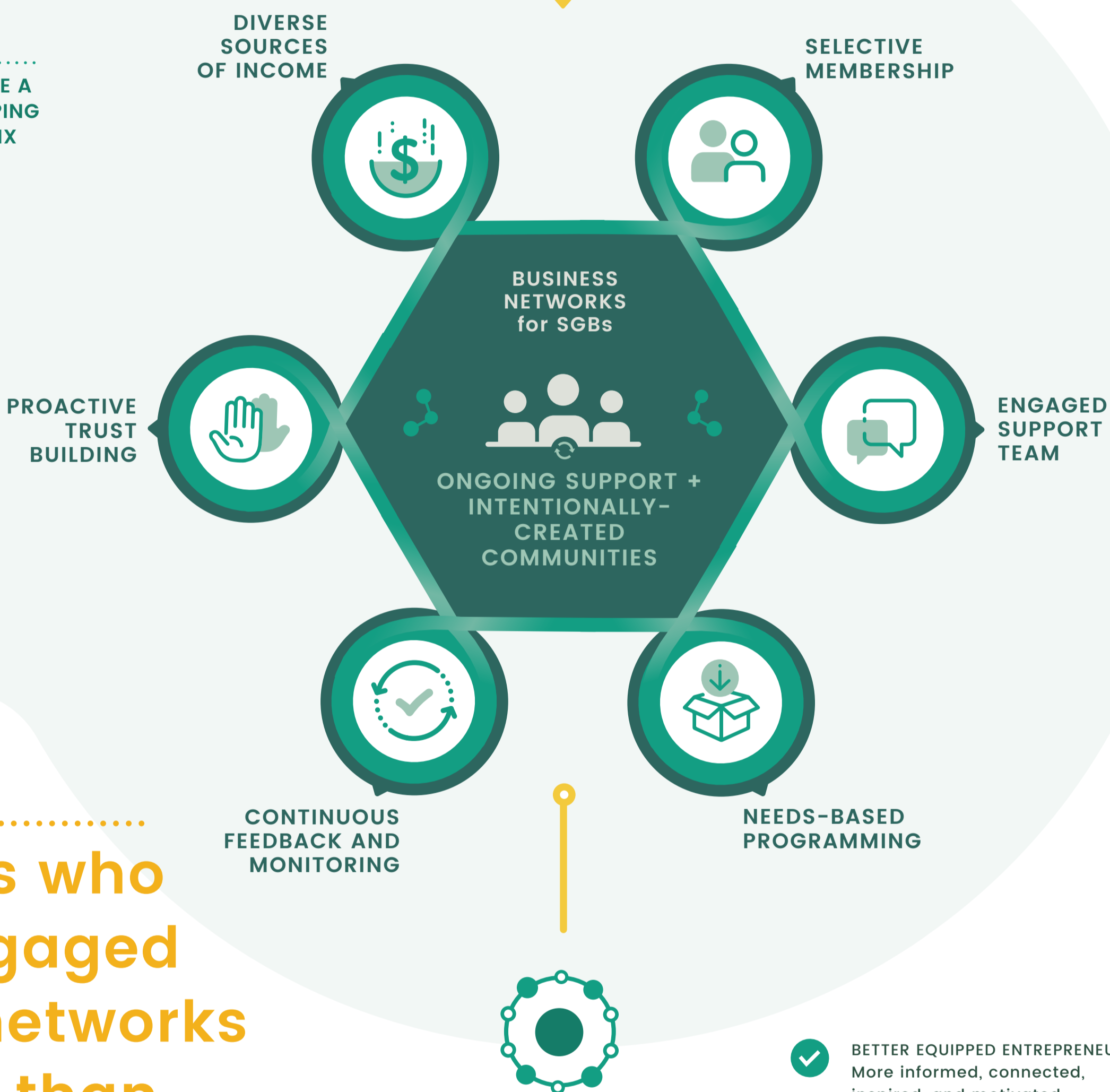


PEER-TO-PEER BUSINESS NETWORKS HAVE DEMONSTRATED HIGH IMPACT FOR SGBs

Network-based model for supporting SGBs that provides sustained support over time and intentionally-organized communities

BUSINESS NETWORKS HAVE A DISTINCT MODEL FOR HELPING SGBs THAT CENTERS ON SIX SUCCESS FACTORS

Example organizations:



Members who have engaged in peer networks for more than six months have faster revenue growth than those who've engaged for less than six months

SGBs ARE CONNECTED TO PEERS, MENTORS, AND BUSINESS PARTNERS

- BETTER EQUIPPED ENTREPRENEURS: More informed, connected, inspired, and motivated
- BETTER BUSINESS DECISIONS: More relevant business knowledge
- MORE ACCESS TO FINANCE: Stronger business cases and more sources of funding
- MORE MARKET LINKAGES: Access to potential clients and partners

IMPACT

GROWING AND MORE RESILIENT SGBs DRIVE MORE INCLUSIVE GROWTH IN EMERGING MARKETS



GROWING REVENUES

20%+

ANNUAL REVENUE GROWTH IS ABOVE 20%, WHICH IS THE FORMAL DEFINITION OF A HIGH-GROWTH FIRM⁴

JOB CREATION

700+

OVER 700 FULL-TIME JOBS HAVE BEEN CREATED BY 302 SGB ENTREPRENEURS IN ENABLIS SENEGAL AND CEED MOLDOVA'S NETWORKS⁴

COST EFFECTIVE

30X

ONCE THE NETWORK HAS OPERATED FOR SEVERAL YEARS, MEMBERS INCREASE REVENUES 30X FOR EVERY DOLLAR SPENT ON SUPPORT⁴