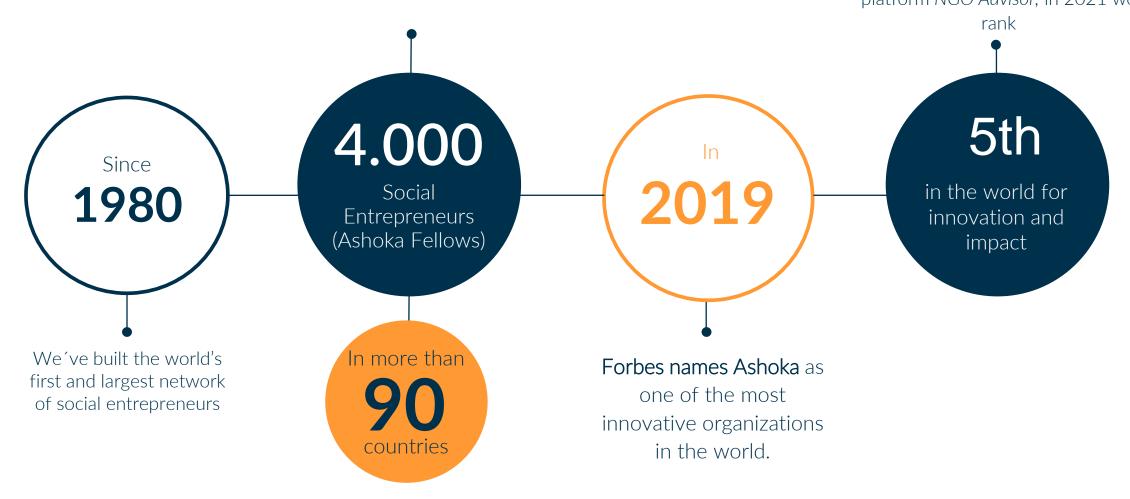




# The reality

- The world is changing exponentially. Ever more complex social problems require urgent systemic solutions
- Society, employees and investors increasingly expect social engagement from investment funds and individuals
- Social entrepreneurs develop disruptive, scalable solutions that address the root-cause of social problems

## Ashoka: The world's largest network of social entrepreneurs





We select and support the world's most impactful social entrepreneurs

Ashoka has 40 years of experience in finding and selecting the most systems-changing innovators. Following a rigorous due diligence process, around 1% of nominated changemakers fit the criteria for becoming an Ashoka Fellow.

## Meet 4 of nearly 4000 Ashoka Fellows









Andrew Bastawrous Peek Vision

Technology-based solution allowing health care workers in the last mile to detect early signs of avoidable blindness using ordinary smart phone cameras in more than 154 countries.

### James Thornton Client Earth

A law firm whose only client is planet Earth. Using strategic litigation to challenge air pollution levels and fight climate change.

### Morgan Dixon GirlTrek

A health revolution for black women with over 1 million women and girls taking daily 30 minute walks within their communities, improving health outcomes while launching a powerful movements in black liberation.

### Bart Weetjens Apopo

Training rats to detect landmines and dogs to diagnose tuberculosis by smell, both in record time, saving millions of lives. Opened +416,500 square meters of minefields to date.

## Meet 4 more...









### Thorkil Sonne Specialisterne

Harnesses the special characteristics and talents of people with autism and uses them as a competitive advantage in software testing, programming and data entry which has resulted in the employment of +10,000 autistic people.

### Jeroo Billimoria Childline

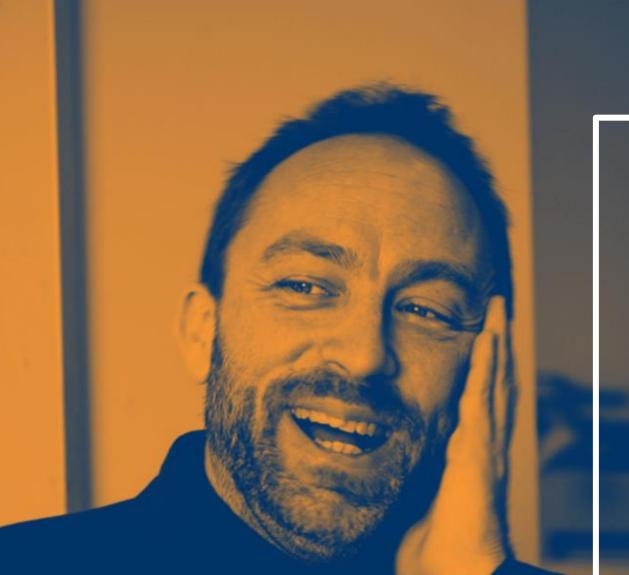
The world's first and largest 24h helpline for children in danger or suffering from loneliness or abuse. Operating in over 133 countries, answering the calls of over 140 million children.

### Mark Koska Safepoint Trust

His work led to the 3rd ever WHO policy recommendation a mandate on injection safety by inventing the world's first auto-disable syringe, which has saved millions of lives by avoiding contamination.

### Nicole Rycroft Canopy Planet

Safeguarding the long-term survival of ancient forests by collaborating with over 900 companies and shifting heavy paper consuming sectors away from products that origin in endangered forests globally.



"Ashoka is a living encyclopedia of social innovation in every field around the world."

Jimmy Wales, Founder of Wikipedia Ashoka Fellow



To see all global Ashoka Fellows in one place you can download the 'Changemaker Library' app from the app store.



## Common ground

### What we have in common

Venture backed founders and social entrepreneurs share many similarities:

- They are disruptive
- They are obsessed with execution
- They want to change markets and systems
- They understand their markets deeply
- They face all the challenges linked to exponential growth
- They have to build sustainable organizations



### The New York Times

"Ashoka seeks to catalyze the citizen sector by adapting the venture capitalist approach. The idea is to search for budding innovators, to supply them with seed money and to connect them in a global Fellowship." VC/PE funds and Ashoka also have many similarities

- We spot, select and support the best founders and teams
- 。 We think in terms of "portfolio"
- We work closely with the organizations with the largest markets/ biggest possible impact
- We love (and are good at) working with system changing entrepreneurs

The challenge for Ashoka as a not-forprofit organization is that the reward is not in monetary terms but measured in impact.

# Share your success – change



## Join the Carry4Good Pledge

## become a driver of

 Pledge to join as a fund or as an individual\*

Give
1% of your Carried Interest
\_\_% of your Carried Interest

· Become part of our changemaker community

\* Both types of contributions are tax deductible (subject to respective local legislation)

## What we can achieve with your support

Enable us..



Social entrepreneurs are the essential corrective force. They are system-changing entrepreneurs. And from deep within they, and therefore their work, are committed to the good of all.

Ashoka founder Bill Drayton

...to find and support more Fellows around the world

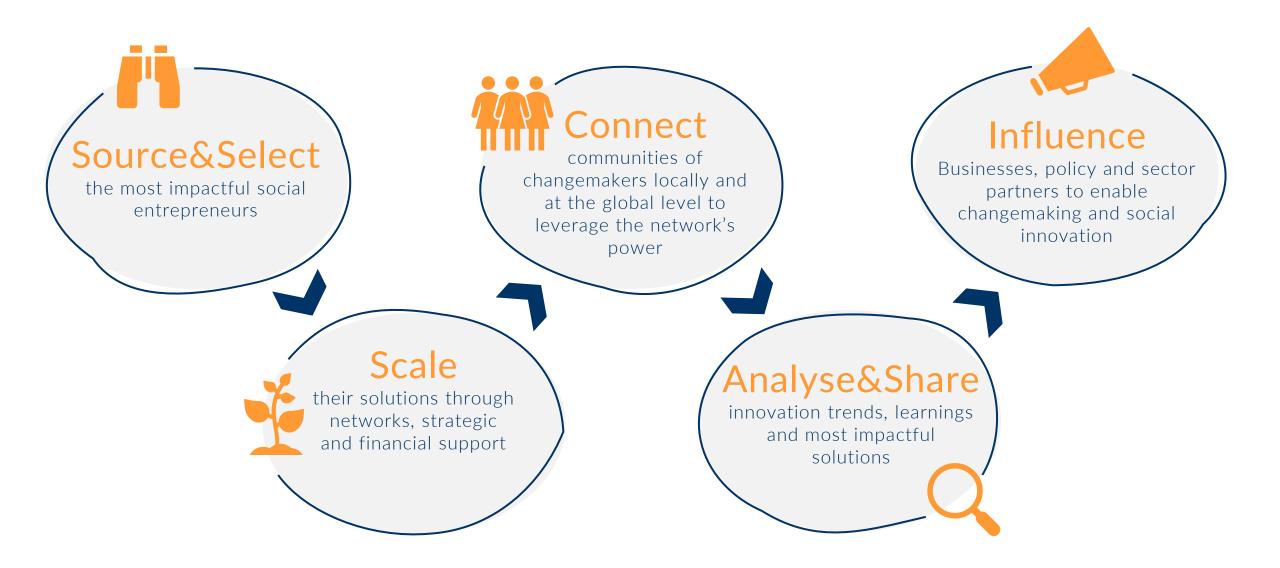
...to create vibrant ecosystems for social innovation ...to build the fellows' capacity to create systems change

...to increase our reach to underserved regions and topics

...to solve global issues **in partnership** with leading institutions

...to inspire a society where everyone is a changemaker

## How we accelerate impact



## **Our impact:** Ashoka Fellows drive systems change

"Ashoka is a powerful force in the world. Just the power of all the connections between all the changemakers in the community is intoxicating. I can't think of a better environment to radically change the world" Jacek Purski, Poland, Institute of Social Safety



% of Fellows' innovation have been replicated by others 10 years after their election

% of Fellows have seen their idea replicated within their country, 42% internationally.

87

72 % of Fellows changed policy at a national or international level



(Source: Ashoka Fellows Global Impact Report 2021)

# Scaling impact: We help Ashoka Fellows scale their impact, not their organisations

CHILD SAFETY	ORGAN DONATION	LAND MINES
Street children have long been exploited and abused by the police, employers, and many others. Ashoka Fellow Jeroo Billimoria introduced Childline in India, a free hotline for street kids - answered by street kids.	Globally, only one out of 20 people who need an organ transplant receive it. Ashoka Fellow Rafael Matesanz, designed and implemented an efficient national organ donation and transplantation system, placing Spain at the very top of the organ donation list.	Founded by Ashoka Fellow Bart Weetjens, APOP O's scent detection rats help to rid the world of landmines – returning safe land back to communities, and freeing people from serious illness.
<ul> <li>Impact indicators:</li> <li>The Indian government mandated that the services be implemented in all of India's districts.</li> <li>The Childline model is replicated in 133 countries.</li> </ul>	<ul> <li>Impact indicators:</li> <li>Spain is the world's largest organ donor, with 38 donors per million people (vs. EU average of 22).</li> <li>In Spain, the waiting time for a kidney transplant is 8 months (vs. 3,6 years in the US)</li> </ul>	<ul> <li>Impact indicators:</li> <li>+ 150,000 landmines removed in 7 countries, including Cambodia, South Sudan and Turkey.</li> <li>In 2015, Mozambique declared free of all landmines, with the support of HeroRats</li> </ul>
<ul> <li>Growth indicators, since 1996:</li> <li>From covering 1 district to 598 in India</li> <li>From assisting 1,140 children to 390,000 in 2021</li> </ul>	<ul> <li>Growth indicators, since 2012:</li> <li>Steady increase of organ donations in the last 10 years.</li> <li>Model is being replicated in all five continents in collaboration with WHO.</li> </ul>	<ul> <li>Growth indicators, since 1997:</li> <li>Has evolved to training dogs to detect tuberculosis. Over 250,000 patients tested.</li> </ul>

## A case study: The German Ashoka Fellowship and its Support Network

A study of the German Fellowship and its access to pro bono partners showed that Ashoka can multiply every Euro donated by a factor of 7.



STRATEGIES

Strategy & Marketing Consultants

# What's in it for you?



**Leverage your social impact:** We are the best at finding the best. Know that your donation will go to the most impactful organisations, leveraged by our global network of partners.



**Unite through purpose:** Let us present our work and vision to you and your team. Involve your employees and share stories with your investors to create a shared sense of purpose.



A learning journey: Depending on your needs, tap into Ashoka's rich engagement opportunities and powerful network of changemakers and increase your capacity to create positive impact.

## Testimonials

### Forbes

"I've met Elena Gibson, a partner at Ashoka Europe and the Director of Carry4Good, in Zurich at Superinvestor.(...) After their panel, the audience was in awe and impressed by the wide array of entrepreneurs backed.(...) It's almost like the Carry4Good pledge compliments their personal investment strategy for social impact."

## Christian Figge, Armira Growth

"Ultimately, I want my philanthropic efforts to be scalable, but I can't do that on my own. I see it as my own asset allocation in terms of giving back. It's just like our investors. They give us their money because they trust us. The same is true for Ashoka and the Carry4Good pledge. I trust them as the experts in scaling social innovation."

### Felix Frohn-Bernau, palero

"The idea behind Carry4Good is simple and powerful. Donating depending on your returns and involving Ashoka as the best at finding and scaling the best social entrepreneurs. It's a win win: we can contribute to a changemaking system of social entrepreneurship and at the same time benefit from Ashoka and its network and learn more about things beyond our core business."





Nov 2022 SuperInvestor

Speaker « Partnering to achieve social impact at scale »

June 2023 SuperReturn Guest Sep 2023 Bits & Pretzels Speaker "Tech for good or bad? Who are the custodians of the internet?"

### November 2023 SuperInvestor

Speaker "Sharing success to scale social innovation"

Jan 2024: DLD Guest

## Selected pledgers



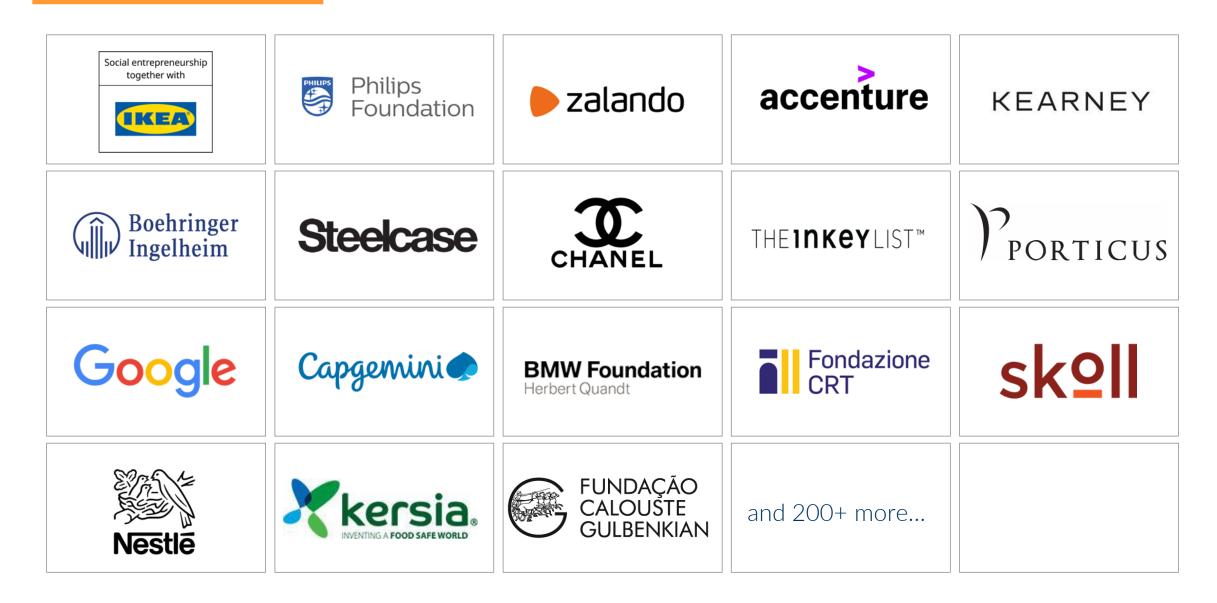
## Selected pledgers



## Selected funds



## Ashoka partners



## What they say about us



"Ashoka provides us with a great model for best practices. The engaged global community of social entrepreneurs that Ashoka has fostered helps each one of them to have more impact than would have been possible individually."

#### **Pierre Omidyar**

Founder and Chairman of Ebay Chair of the Omidyar Foundation



"Ashoka is a world-class organization, internationally renowned for its pioneering work in the field of social entrepreneurship."

### Jeff Skoll

Founder of the Skoll Foundation First President of E-bay



"The world needs more social innovations. Ashoka Fellows [are] passionate, highly innovative and truly focused on making a difference. I had never seen that kind of passion before. ... Being involved with Ashoka set a high bar for the rest of the philanthropy that we get involved with because I can see these are people who are driving true change."

Anne Wojcicki, Co-Founder and CEO 23andMe Inc.



"You are not going to find a better bang for your philanthropic investment dollar than investing in Ashoka and Ashoka Fellows."

#### James Jensen Executive Director of the Jenesis Group

## What's next?



Speak with the Ashoka Carry4Good team



Decide whether to pledge as an individual and/ or a fund



Commit through signing a brief MOU



Join the Carry4Good community!

## The Carry4Good team



Elena Gibson

Partner Ashoka Europe &

Director Carry4Good



ASHOKA







Nikola Pattay

Ashoka Support Network and Carry4Good advisor

Oda Heister

Partner Ashoka Europe & Director Carry4Good

Finance & Operations Manager, Ashoka Belgium and Carry4Good

Ashling Hoare

Director of Strategic Partnerships, Ashoka Europe and Carry4Good, Scandinavia

Nikki Gravning

egibson@ashoka.org

oheister@ashoka.org

ahoare@ashoka.org

ngravning@ashoka.org

