1. UK
Start-up Direct (SUD) and Virgin StartUp (VSU) are both delivery partners of the UK Government Start-up Loan scheme. SUD believes funding provides only a small part of what most start-ups require, with mentoring and business support being even more important, already having supported 1000 businesses with over £1M of funding. VSU is a non-profit with the purpose to deliver the expertise of 7 regional training partners and a national mentoring network.

2. Brazil
A youth-led organisation, Aliança Empreendedora was established in 2005 by a group of graduates with the mission to support enterprise creation among low-income populations. From beginnings in Curitiba, the organisation has grown into a national network carrying out projects partners throughout Brazil and supporting more than 15,000 micro-entrepreneurs. With YBI, Aliança Empreendedora is working to develop a national youth entrepreneurship programme, Geração Empreendedora.

3. Chile
Based in Santiago, and operating through seven entrepreneurship centres, Acción Emprendedora works with underprivileged and vulnerable entrepreneurs, helping them to build and consolidate their ideas into sustainable businesses. Acción Emprendedora has supported more than 8000 entrepreneurs since its establishment in 2002. With YBI, Acción Emprendedora is developing a new youth-focused entrepreneurship programme, Impulso.

4. Italy
The new Youth Business Italy programme is hosted by the Italian microfinance organisation PerMicroLab, in partnership with the leading Italian microcredit organisation PerMicro. Based in Torino and active in 12 regional centres, PerMicroLab and PerMicro have provided integrated lending and mentoring support to young entrepreneurs since 2007, the providers of the only such national service in Italy.

5. Jordan
The Jordanian micro Credit Company Tameweel.com is a non-profit established in 2006 and one of the leading microfinance institutions within the Middle East. It is widely respected for its social mission, leadership and professional standards, with a notable focus on evaluating the social impact of its work. It brings a wealth of experience and great commitment to the establishment of a new national programme for under-served young entrepreneurs across Jordan, Youth Business Jordan.

6. The Netherlands
Qredits is the only nationwide microfinance institution operating in the Netherlands. Qredits’ mission is to improve and support the social and financial inclusion of micro-entrepreneurs in the Netherlands that have a viable business plan, yet are unable to obtain financing or coaching through regular channels. In addition, to boost the finance the organisation offers an array of practical business tools and mentoring opportunities.

7. Sweden
Active in Sweden since 1985, NyföretagarCentrum (Swedish Jobs & Society) supports entrepreneurship through approximately 90 local enterprise agencies, and now accounts for 7% of all start-ups in Sweden, in line with its mission to support serious entrepreneurship across all of the country. It provides free, independent and confidential business advice. 81% of businesses it supports survive more than 3 years.

8. Tunisia
Enda Inter-Arabe is a non-profit organisation which has been working to support low-income Tunisians since 1999. The organisation provides a package of tailored support through microfinance and technical services, including skills training. The bidaya programme to support youth start-ups was established in 2011, and so far has over 3,000 clients across the country.

Youth Business International is made up of locally led, locally owned organisations, supported by a dedicated network team based in London. Profiled below are the nine new members that joined the network in the last 12 months.
Youth Business International is a global network of not-for-profit organisations that are helping young entrepreneurs build successful and sustainable businesses.

Our network is designed to maximise the collaborative impact of our members and is dedicated exclusively to supporting under-served young people.

More young people in business means more jobs, more prosperity and stronger, more resilient communities.

We are helping to combat youth unemployment. Our proven system of support includes access to finance and a range of locally relevant types of non-financial support, including technical training and mentoring.

Letitia Nabirye is a Ugandan entrepreneur. With the support of Enterprise Uganda Letitia has built a group of businesses which include a goat farm and vineyard, both of which supply a local restaurant she owns. Before becoming an entrepreneur Letitia was unemployed, but today she employs eight people and her businesses are strengthening her local community.

In 2013:

- 14,406 youth led businesses created
- 197,600 young people given practical training

An average of:

- 3.9 jobs created by each YBI network entrepreneur
This year’s review is all about network value – about the benefits that we can gain from working together, rather than in isolation. I’m passionate about this and 2013 showed, in so many ways, that through collaboration, we can maximise the scale and quality of support young entrepreneurs receive. A core strength of the YBI network is in the diversity of our members. YBI has grown significantly in the past 12 months, and each of these organisations bring new ideas and approaches, strengthening our collective knowledge of what works in youth entrepreneurship. As we learn more, so we can improve quicker. In the network team in London, we’ve made great progress in identifying and sharing the good practices that are within our network. Every day we strive to empower our members with technical and practical resources and we will continue to forge ahead in this area.

We know that as we grow in size and capacity our ability to measure our impact becomes ever more important. Working with leading research partners, our investment in this area is allowing us to do this more effectively and efficiently, in a sector not known for the quality of its data. For me, a major milestone in 2013 was the announcement of US$30 million of new partnerships across the network. These prestigious partners are playing a major role in the growth of YBI and are helping us to reach more of the under-served young people that need our help. These young people are changing the world, and I’m proud of our collective role in empowering and supporting them.

Thank you for reading on.

Andrew Devenport
CEO, Youth Business International

“Thanks to our efforts over the past year there are 14,406 young people running businesses who might otherwise be unemployed. In turn these businesses are employing people, strengthening supply chains and creating value in their communities. This is something that should make us all proud and motivate us to achieve more.”

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Network Entrepreneurs

Sharad Tandale
Innovation Engineers & Contractors
India, YBI’s Young Entrepreneur of the Year 2013
Sharad comes from the Vanjari, a 100-million strong marginal farming community where less than 1% of people start businesses. Despite this, from a young age, the YBI Young Entrepreneur of the Year wanted to become a business leader. No financial institution was willing to fund Sharad. Despite this, Indian YBI member Bharatiya Yuva Shakti Trust (BYST) was impressed by how Sharad had broken through tribal community barriers and built up work contacts. A small loan was approved and Sharad was connected with one of BYST’s team of volunteer mentors.
In just three years, and with the right support, Sharad has created a successful infrastructure engineering company employing 175 people and with contracts totalling millions of dollars.

Huaping Yang
Chengdu Aosite Education
China
Aosite Education is an after-school tutoring company operating across the Chinese city of Chengdu.
The entrepreneur behind this fast growing business is Huaping Yang, the son of poor farmers in a remote Sichuan village. Huaping worked in a teaching institution himself and was determined to pursue his vision of opening a centre of his own. For years he followed this entrepreneurial dream. However, Huaping could not find support from the banks. Where commercial lenders had seen unacceptable risk, Youth Business China (YBC) saw potential and stepped in to support the young entrepreneur. YBC provided a low interest loan and paired Huaping with an expert mentor with highly relevant experience in the education sector.
Under his passionate and careful guidance Huaping’s business has grown significantly and now employs 150 people. In addition Huaping has himself become a YBC mentor and operates scholarships for 50 poor children from local schools. All this from an initial loan of less than US$10,000.

Patricia Piccardo
Maloca Prendas Auténticas
Argentina
Patricia is an entrepreneur from Salta in northern Argentina, mother of two children and an engineer in natural resources. With the support of Fundación Impulsar, a member of Youth Business International, she founded Maloca Prendas Auténticas - a handicrafts and fashion business based on principles of environmentalism, fair trade and social justice. Through her business, Patricia engages with and employs a翻修house of weavers, helping to maintain local skills and strengthen her community. In addition she works with homeless people and recovering criminals to help them re-engage with society.

“My dream was to build plenty of schools so that every child can go to school easily, and not spend hours walking on mountain roads like I did.”
— SHARAD TANDALE

“I want to boost the spirit and belief of the local community that nothing is impossible if you try hard; thank you to everyone who has supported me, including YBI and BYST.”
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Our OMS system is increasing the efficiency of the support provided to 15,000 entrepreneurs.

A NETWORK WITH 58% of members operating in developing countries.

A NETWORK COMMITTED TO STARTING 40,000 young entrepreneurs in business per year by 2017 in at least 60 countries.


A NETWORK THAT IS MANAGING A LOAN PORTFOLIO IN EXCESS OF US$100 million.

The Network In Action

MORE THAN 600 million young people are locked out of the employment market globally. Organisations that are working with these young people join the YBI network to increase their impact and deliver more effective support.

Each business creates an average of 3.9 new jobs.

A COLLABORATIVE cloud environment and online community refined and updated by experts around the world.

Local Expertise

Each business is still going after three years.

Global Experience

An evolving group of 40 members make YBI one of the largest enterprise support networks in the world.

Our OMS system is increasing the efficiency of the support provided to 15,000 entrepreneurs.

And helping our members to manage a loan portfolio of $17 million active mentors in the network providing thousands of hours of volunteer support.

More than 14,406 young people are currently operating in business per year by 2017 in at least 60 countries.

An average of 3,900 new jobs are created each business.

And over 15,000 entrepreneurs are benefiting from the network.

Local expertise and global experience.

The young entrepreneurs create new jobs.

The number of businesses increases each year.

Each business is still going after three years.

And the network is evolving.

Organisations that are working with young people join the YBI network to increase their impact and deliver more effective support.

How the YBI Network Works

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A NETWORK COMMITTED TO STARTING

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Network Review 2014
Capacity building in France

For French YBI member Entreprendre en Banlieue (EeB), adoption of the YBI Operations Management System (OMS) has had a clear and positive impact on its work. The OMS is our cloud-based technology platform, powered by Salesforce. Each member using the OMS is a dedicated Super User who manages technology development and implementation.

Developers working in the network team build the tools and features needed to meet challenges identified by the Super Users. These innovations are fed back into the overall technology development and implementation.

Entreprendre en Banlieue works across 13 offices throughout France and approached YBI looking for ways to manage its record keeping and databases more efficiently. After only 40 days of consultation and support from the network team EeB has all of their 38 field staff using the OMS to track engagements with clients. Dashboards have been developed to help drive head office insight and grant reporting.

This kind of targeted technical support for well-established members increases their effectiveness much more quickly than would be possible in isolation. This ultimately frees up resources to start more youth-led businesses, like Ravajoty’s restaurant (above) and more than 1,700 others started by EeB in 2013.

We have found that YBI makes the difference! Joining YBI has enabled us to learn from successful mentoring experiences, to leverage resources, and to scale and improve performance working together with a very professional network team. We are proud to be part of an amazing global movement and a great family.

STÉPHANE MESTRALLET, ENTREPRENDRE EN BANLIEUE

加速网络响应在西班牙

青年失业率的下降。在西班牙，青年失业率降至57%（Eurostat 2014）。在响应这一挑战时，YBI（Youth Business International）基于自身所取得的成功经验，开发出一种创新程序，以支持到目前为止最年轻的企业家。YBI合作机构在西班牙当地组织合作实施程序，与广大企业家紧密合作，达成共识，制定共享支持策略，建立了投资和规模改进的绩效指标，使得YBI网络能够以更大的效率和速度进行服务。在大多数情况下，企业组织的建立和规模改进需要数年时间，而建立共享支持策略的过程可以加速这一进程。

建立网络关系，可以使西班牙青年失业率下降。YBI合作机构在西班牙当地组织合作实施程序，与广大企业家紧密合作，达成共识，制定共享支持策略，建立了投资和规模改进的绩效指标，使得YBI网络能够以更大的效率和速度进行服务。在大多数情况下，企业组织的建立和规模改进需要数年时间，而建立共享支持策略的过程可以加速这一进程。
Global Partnership with BG Group
In 2013 Youth Business International and BG Group embarked on a partnership which aims to help 15,000 young people around the world to start businesses, ultimately creating 45,000 jobs after five years.
This partnership is a network wide investment at a global level, combining life changing opportunities for young people with the development of good practice and shared knowledge at the centre, from which the whole network will benefit. In November 2013 BG began its engagement with YBI members by committing £US 5 million to the Canadian Youth Business Foundation over the next five years. By the end of 2014, our ambition is for BG funded projects to be live in 10 or more countries.

Developing youth entrepreneurship in Latin America
The Multilateral Investment Fund (MIF) is the investment arm of the Inter-American Development Bank. The MIF elected to work with YBI, and its growing cluster of members in Latin America and the Caribbean, to develop a programme to enhance youth entrepreneurship ecosystems in the region.
With a focus on partnership, the MIF will invest US$12.7 million and YBI will secure a further US$19.6 million in counterpart funding. The ultimate aim of this programme is the creation of 28,000 new businesses plus 20,000 additional jobs after five years.

Expanding our work with Barclays
Barclays is a long standing supporter of YBI, having worked with us for eight years. 2013 saw us deepen our partnership with the banking group as it committed to three years of deep engagement with members throughout the YBI network. This is in addition to Barclays’ ongoing support for the award winning GEW UK campaign, which last year engaged over 350,000 British people in entrepreneurial activities.
Our relationship with Barclays is a perfect example of our ability to develop expansive long term relationships with global funders that can, in turn, bring real impact to our members.

"YBI is a model partner for the MIF; both are deeply committed to understanding what works and why in successful entrepreneurship for disadvantaged youth."
MARITZA VELA, MIF SPECIALIST INTER-AMERICAN DEVELOPMENT BANK

Accreditation
Our accreditation procedure, developed with the support of the Worshipful Company of Management Consultants (WCoMC) is a key part of the YBI approach to global standards. Maintaining rigorous quality control of our members activities helps the whole network to stay at the forefront of our sector and gives our supporters the confidence to invest in our member’s globally.
The accreditation process was used by Youth Business China to roll out a new assessment system for their regional offices, ensuring YBC’s robust standards are maintained across their own vast national network.

The Global Summit
2013 was a special year for YBI as we gathered the network together for the most ambitious event in our history, the Global Youth Entrepreneurship Summit, in London. This event brought together nearly 500 people from 148 organisations for more than 100 intensive working sessions. Our aim was to identify new and innovative solutions to the global youth unemployment epidemic.
We succeeded in strengthening existing relationships and building new ones, formalising our global community of practice, and creating knowledge in the areas that are of greatest significance to the network. These innovations will help us reduce global youth unemployment.

Young Entrepreneur Awards
During the Global Summit we showcased some of the most inspiring success stories in our network as part of the annual Young Entrepreneur Awards, supported by Barclays. Having so many members of the network from around the world present for the ceremony gave the evening a truly magical atmosphere. The Awards crowned seven winners from our network, from Bhutanese recycling visionary Karma Yonten, who became our Environmental entrepreneur of the year thanks to his pioneering Greener Way Business. Since his victory Karma has become something of a celebrity, speaking about recycling and entrepreneurship globally.
But the loudest cheer of the evening was saved for Sharad Tandale from India. You can read more about Sharad’s inspirational story on page four. As YBI Entrepreneur of the Year, Sharad is our global champion, one individual who represents the entire network and acts as an example of what young entrepreneurs can achieve.
Thank You!

YBI’s work is supported by a range of organisations around the world. Their ongoing support makes our work possible and allows thousands of young people to start a business and reach their potential every year.

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/youthbusiness

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