

# THE STATE OF SOCIAL ENTERPRISE IN SINGAPORE 2021

- The Social Enterprise ecosystem in Singapore is vibrant and promising! In 2020, **raiSE** partnered with British Council to commission a study providing an updated snapshot of The State of Social Enterprise in Singapore since the last study in 2017.

## We had 146 Social Enterprise respondents who:

- 1 Prioritised their social mission alongside financial objectives.
- 2 Had more than 25% of revenue from trading activities.
- 3 Directed a portion of their profits towards their social mission.

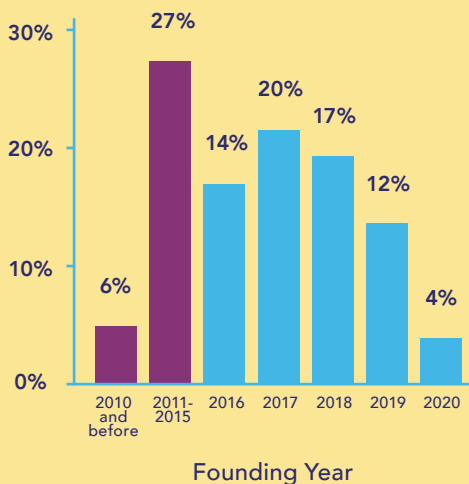
Note: For purposes of this study, respondents were qualified based on the above mentioned criteria. **raiSE's** Social Enterprise qualification framework can be found here: <http://bit.ly/raiSEmembership>

- We uncovered that, out of 146 Social Enterprises:

64% are women-led  
+  
40% are youth-led



- And 1/3 of SEs have been operating for more than 5 years.



# Social Enterprises seek to achieve a range of social objectives!

## Popular areas of impact include:



Provision of employment opportunities

57%



Provision of skills development

54%



Provision of products and services to improve mental health

38%



Capacity building for organisations in social sector

23%

## Target Beneficiary Groups

<p>People and families with low income</p> <p>23%</p>	<p>Social service organisations</p> <p>42%</p>	<p>People with disabilities</p> <p>40%</p>
<p>Vulnerable youths and children</p> <p>34%</p>	<p>Women and girls</p> <p>31%</p>	

► Social Enterprises are making a positive impact for communities in need, supporting many beneficiary groups.



► As a Social Enterprise, being able to measure social impact is crucial in articulating value to all stakeholders.

78%

evaluated their social impact themselves



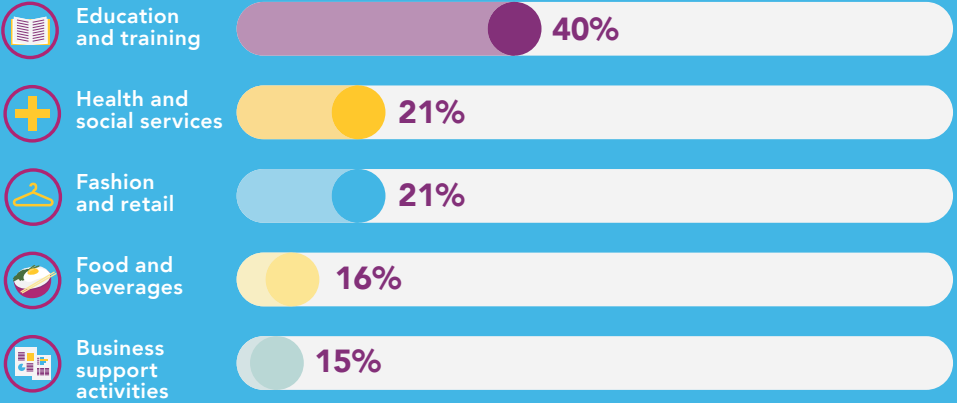
11%

have their social impact measured and verified independently

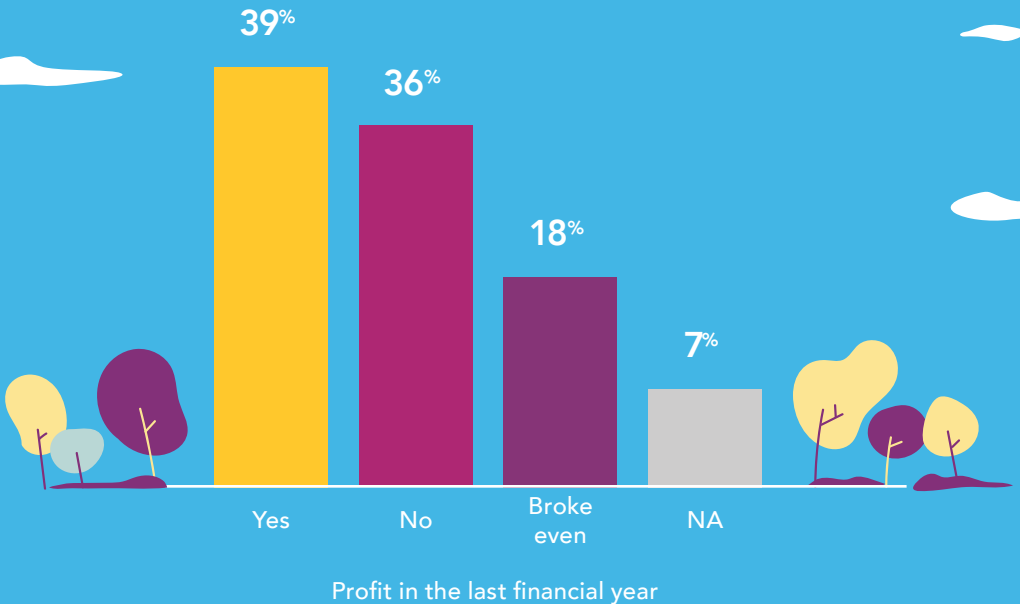


# Social Enterprises are just like any other business!

► Operating in sectors we're familiar with!



► Striving to succeed and flourishing while doing good, contributing to a total sector size of \$176 million SGD! (source: raise's Annual Report 2019)



## Social Enterprises have similar challenges to other businesses:



### TOP CHALLENGES

- 1 Customer acquisition and market development
- 2 Access to financial support
- 3 Building internal capabilities
- 4 Lack of public awareness
- 5 Product/service development and innovation

► The balancing of social impact and profits often result in Social Enterprises being faced with complex and multi-faceted challenges. Here are some of our recommendations for their continued growth towards sustainable impact.



Multi-stakeholder approach to attract customers for Social Enterprises



Invest in effective networks and platforms



Regional partnerships



Mentorship and support



Talent acquisition



◀ For the full report, scan here.

This study was commissioned by **raiSE** and **British Council**, supported by **HSBC**. It was conducted together with **Soristic Impact Collective** with **SEUK**. It is part of a global series of Social Enterprise studies that can be downloaded at: [www.britishcouncil.org/society/social-enterprise/reports](http://www.britishcouncil.org/society/social-enterprise/reports)