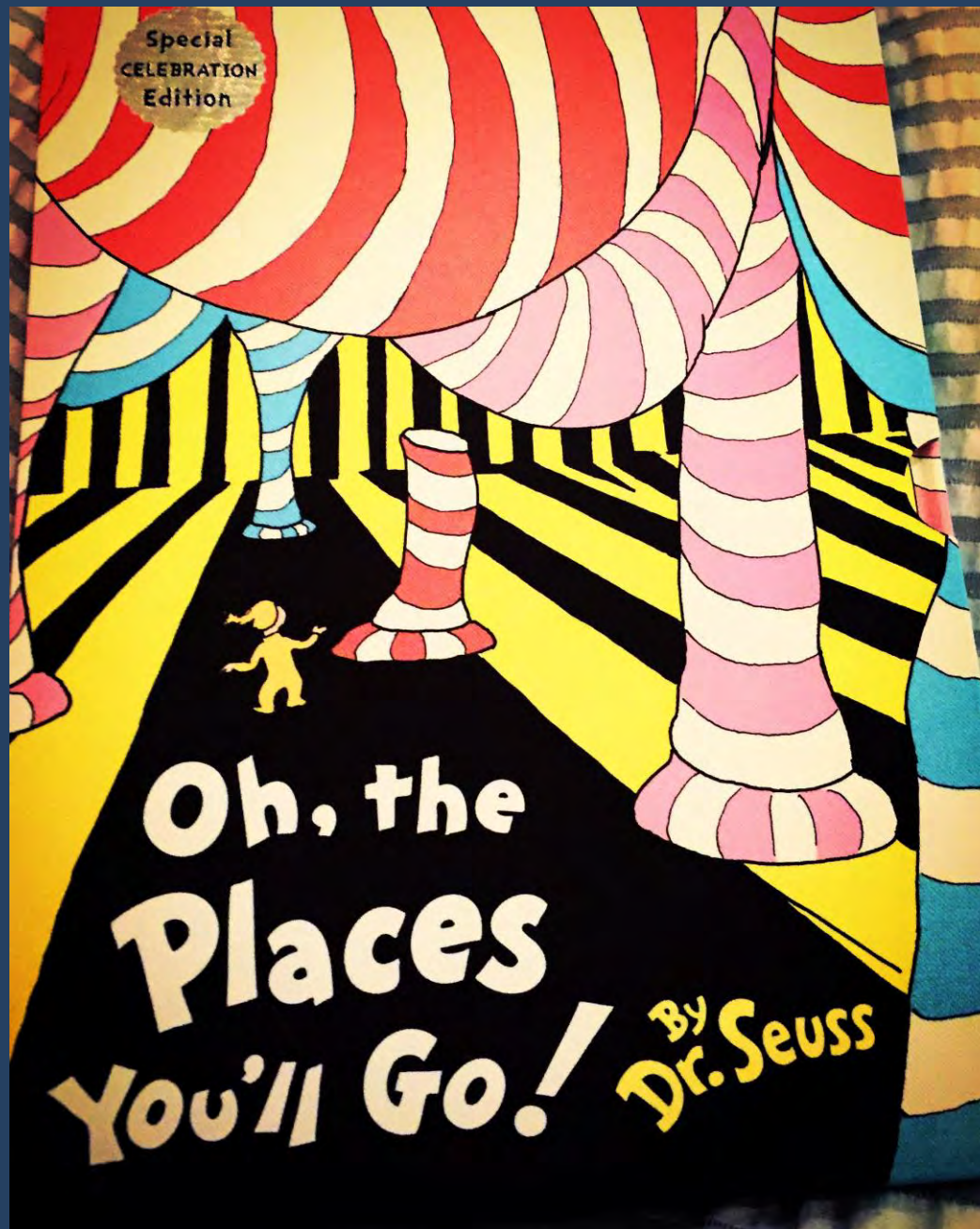


Don Dunstan Oration A World of Three Zeros

Kat Dunn
CEO Australia



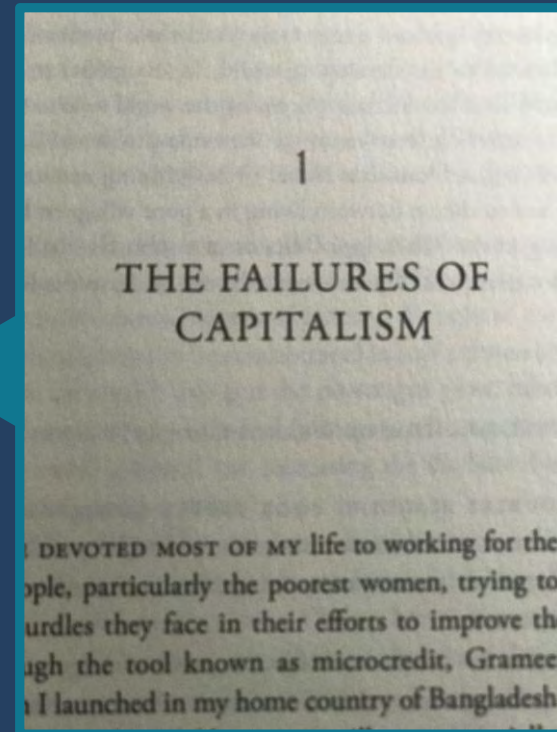
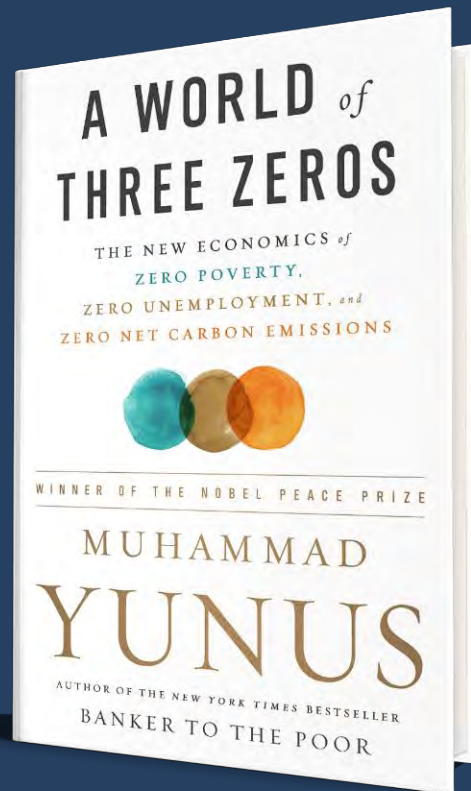
Grameen
Australia



4 example social businesses

1. A Business that itself solves a social problem
2. A Business that employs beneficiaries + creates a market for them
3. A Subsidisation Business Model; and
4. A Business that disrupts an incumbent – and then BEATS them on social return

A World of Three Zeroes



Business that solves human problems



YUNUS
socialbusiness

A Venn diagram with two overlapping circles. The left circle is teal and labeled 'Social Problem'. The right circle is orange and labeled 'Market Problem'. The circles overlap in the center.

Social Problem

Market Problem

Charity Dollar



Social Business Dollar



A World of Three Zeroes The New Economics of....



Zero Poverty



**Zero
Unemployment**



Zero Emissions

1st example - Microfinance

A business that itself solves a social problem

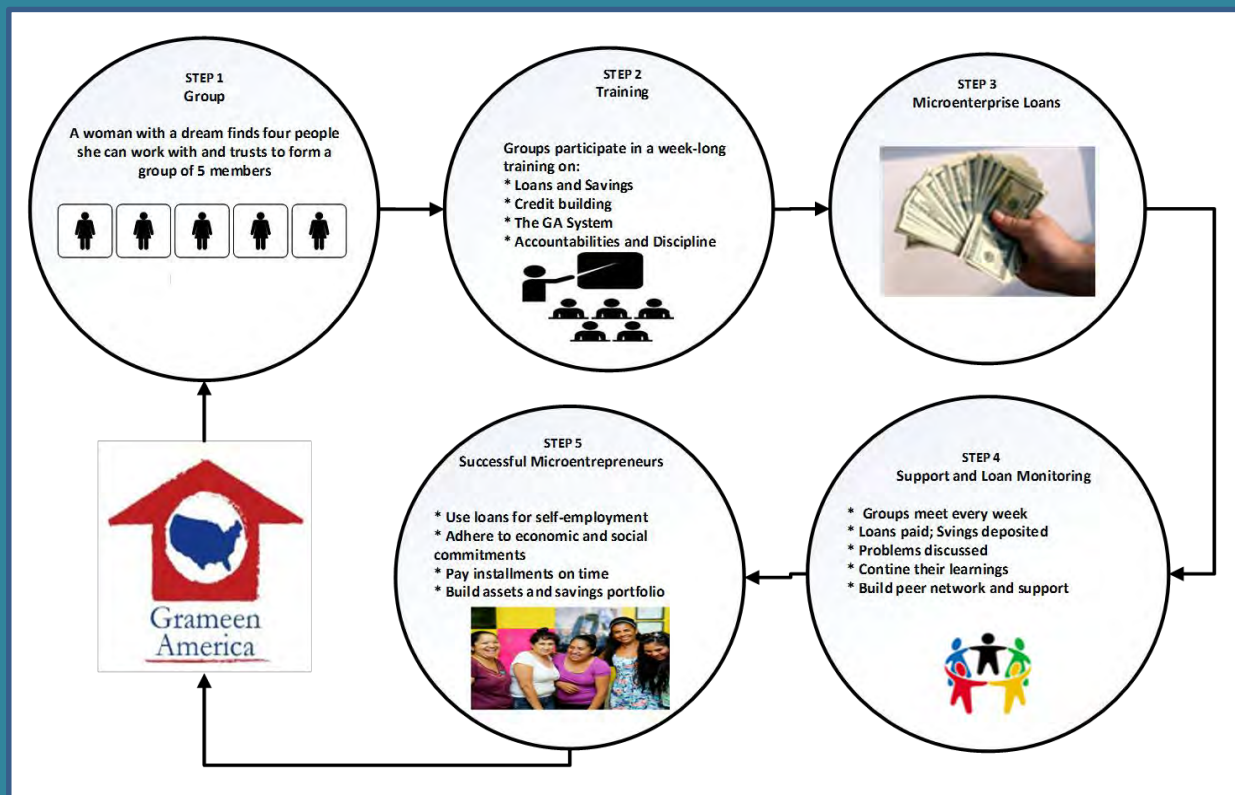


“Poverty is not created by poor people. It has been created and sustained by the economic and social systems that we have designed for ourselves.”

Professor Muhammad Yunus, 2006 Nobel Peace Laureate

The Case of Grameen America

Supporting a woman to realise her potential



**10 Years - Over \$1 billion disbursed – 100,000 entrepreneurs supported –
Repayment Rate of 99.5%**

Recap

- Problem – Poverty & Financial Exclusion
- Solution – Access to credit through microfinance
- Business model – business solves the problem
- Revenue – Reasonable Interest

**‘All humans are born
entrepreneurs’**

Professor Muhammad Yunus
Nobel Peace Laureate 2006 and Founder of Grameen Bank



2nd example – Grameen Chicken Training Centre, Cambodia

A Business that employs beneficiaries + creates a market for them







Khmer Chicken
5\$/kg





Chicken Farm Social Business

Siem Reap, Cambodia



Recap

- Problem – Extreme poverty, malnutrition, food security
- Solution – Chicken Farm
- Business model – employ beneficiaries and create a market for them
- Revenue – Chicken Sales

3rd example – Danone

A subsidisation business model



Photo Credit: Down to Earth/Danone

Recap

- Problem – Malnutrition
- Solution – Protein packed yoghurt product
- Business model – two tiered pricing model for subsidisation
- Revenue – Yoghurt sales

4th example - Humanitix

A Business that disrupts an incumbent – and then BEATS them on social return

Local Heroes Making Big Waves - Humanitix



4 example social businesses

1. A Business that itself solves a social problem
2. A Business that employs beneficiaries + creates a market for them
3. A Subsidisation Business Model; and
4. A Business that disrupts an incumbent – and then BEATS them on social return

VISION

To create a financially and socially inclusive world in which all humans lead dignified, meaningful lives”

MISSION

To usher in a ‘*World of Three Zeroes*’ – zero poverty, zero unemployment, zero emissions – through social business

2020 STRATEGY

To further the social business agenda in Australia and Asia

GOALS BY 2020

Social Business Hub (Manila, Philippines)

Reach sustainability and support more than 40,000 families

Livestock Training Centre (Cambodia)

Reach sustainability so at least 2,000 people can build their own businesses

Microfinance Social Business (Australia)

Test Grameen microfinance model and scale country wide



PROBLEM

3.4 million Australians and 3.7 billion globally financially and socially excluded

SOLUTION

We create meaningful pathways to financial and social inclusion and freedom through social business

VALUES | ENABLERS

Financial Viability - Partnerships
Self-sufficiency - Technology
Radical collaboration - Mindset

2020 IMPACT

**Create
50,000+
jobs**

**Income
increase
40,000+
families**

**Impact
200,000+
lives**

**New GDP
to 50+
communities**

To the young generation,
who will build a new civilization

Thank you

