



A SNAPSHOT OF THE SOCIAL ENTREPRENEURSHIP ECOSYSTEM IN ARMENIA

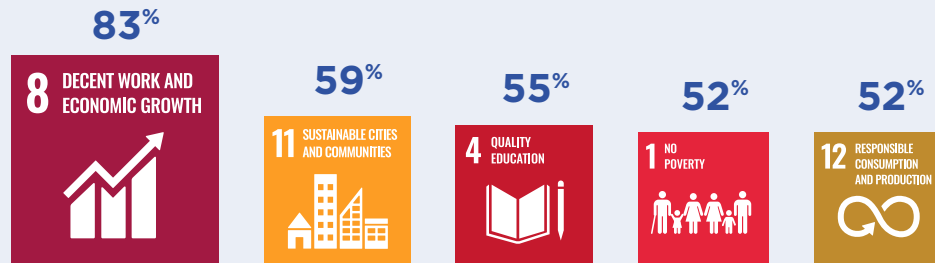


Funded by the European Union



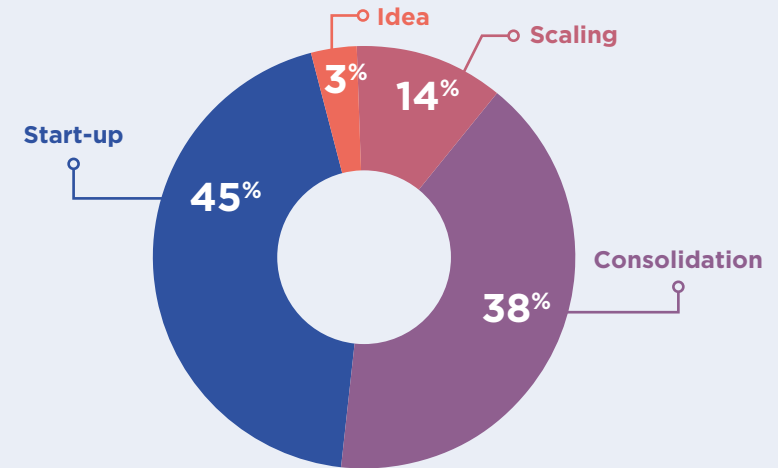
COLLABORATE FOR IMPACT

Social enterprises in Armenia aim to tackle multiple social and economic challenges, targeting various combinations of SDGs.



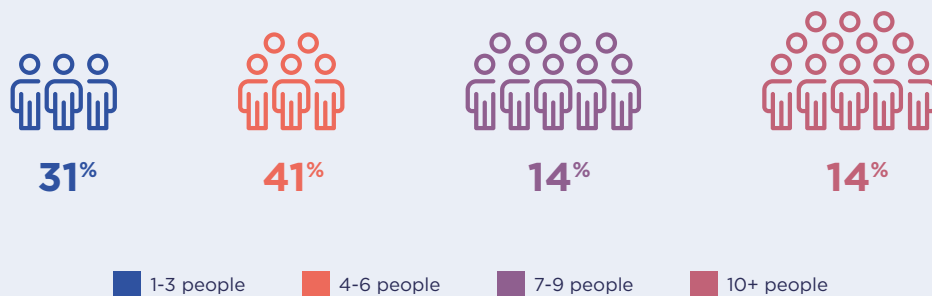
Top 5 SDGs supported - % respondents, multiple choice (n=29)

Most of them are still at an early stage of development.



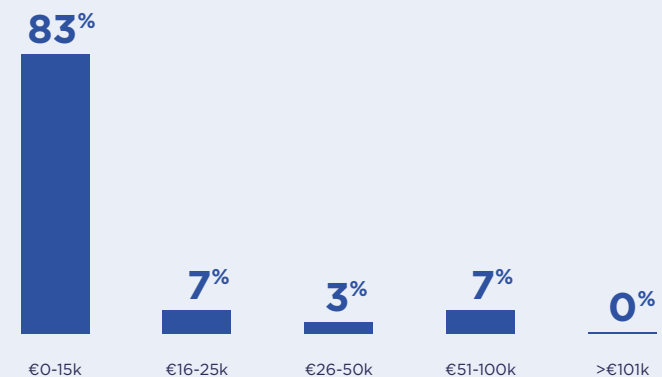
% self-assessment of entities who consider themselves as social entrepreneur (n=29)

Most social enterprises operate with a small team of up to 6 people.



% responses (n=29)

90% of social enterprises had sales revenues of up to €25,000 in 2020, indicating a low volume of sales, further impacted by the COVID-19 crisis.



% responses (n=29)

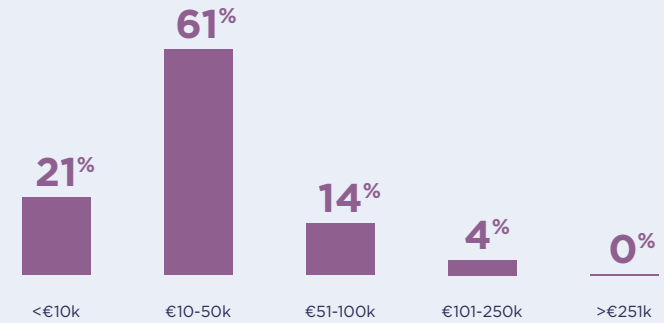
TO ACHIEVE LONG-TERM SUSTAINABILITY, GROWTH AND INCREASED SOCIETAL IMPACT, SOCIAL ENTREPRENEURS NEED SPECIFIC SUPPORT FROM INVESTORS FOR IMPACT.

Most of the social entrepreneurs in Armenia seek investments for infrastructure as well as operational costs.



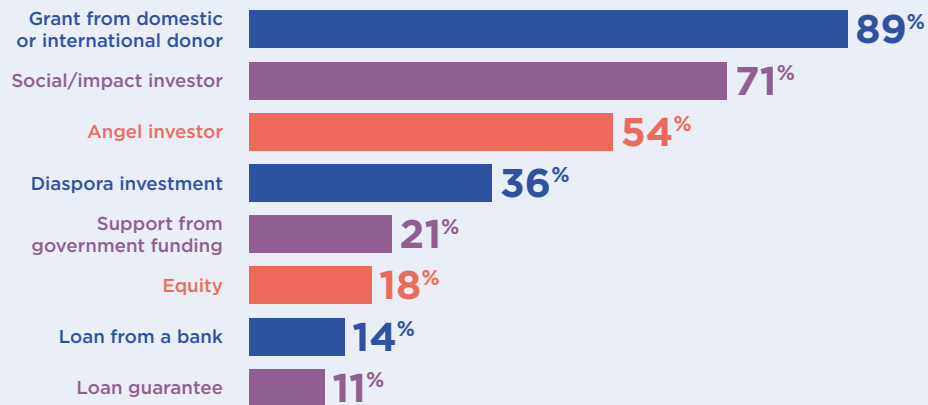
Top 3 - % respondents, multiple choice (n=28)

82% reported that the size of investment they seek is below €50,000, indicating an early-stage market.



% responses per social enterprise organisation (n=28).

A majority of social entrepreneurs prefer grants or an investment by social/impact and angel investors for the further development of their business model.



% investment type needed, multiple choice (n=28)

Sales and marketing are the main areas where social enterprises need non-financial support.



% top 5 priorities in non-financial support needed, multiple choice (n=28)