Social enterprise activity in Pakistan is growing. We set out to quantify social enterprise activity in Pakistan. We surveyed 143 social enterprises and found:

**Social enterprise is having economic impact:**
Social enterprises have a median turnover of £34,000 and most expect this to grow. The 143 social enterprises employ 7,191 staff in total and 80% anticipate staff numbers will increase next year.

**A young social enterprise scene:**
Pakistani social enterprises have experienced a recent spike in the number of new start-ups, and most social enterprises are led by people under 35 – the sector is young, and growing. Most leaders are aged under 35.

**Women and social enterprise:**
Just over a fifth of social enterprises are led by women – social enterprises hire nearly four times as many women as mainstream SMEs. Female-led social enterprises are also more likely to recruit women.

---

**LAST YEAR**
- Total jobs created: 4,616
- Of which are part time: 290
- 63% male leaders, 37% female leaders

**THIS YEAR**
- Total jobs created: 7,499
- Of which are part time: 617
- 61% male leaders, 29% female leaders

---

Social enterprises vs. Mainstream business
- Leaders: 20% of social enterprises vs. 5% of mainstream business
- Women: 5% of social enterprises vs. 47% of mainstream business
Growth is set to continue: Over 50% of social enterprise are seeking to development new products and services, and nearly two-thirds of social enterprises plan to invest in their team and capacity in the coming year.

**GROWTH PLANS**

- Investing in our team and capacity: 63%
- Attract new customers or clients: 52%
- Develop and launch new products and services: 52%
- Attract investment to expand: 50%
- Expand into new geographic areas: 50%
- Increase sales with existing customers: 31%

**BARRIERS**

- Obtaining grant funding: 48%
- Shortage of technical skills: 20%
- Capital (debt/equity): 38%
- Lack of access to support and advisory services: 18%
- Cash flow: 25%
- Understanding/awareness of social enterprise among banks and support organisations: 16%

Access to appropriate funding and finance is seen as the main barrier to social enterprise growth in Pakistan. Although non-returnable capital is the main source of funding or finance, obtaining grant funding is by far the biggest reported barrier to growth – nearly half of social enterprises report this, followed by lack of capital and cash flow issues.

Based on the very small unrepresentative sampling process, there may be as many as 448,000 social enterprises currently operating in Pakistan, with growth expected.

**Funding and finance is the main barrier**

**TOP**

- Education: 53%
- Health and social care: 30%

**MID**

- Agriculture and fisheries: 11%
- Energy & clean technology: 9%

**LOWER**

- Forestry: 3%
- Transport: 2%

448,000 social enterprises in Pakistan

© British Council 2016
The British Council is the United Kingdom’s international organisation for cultural relations and educational opportunities.