

The state of social enterprise in Pakistan

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

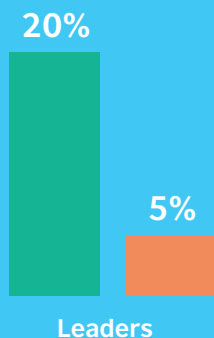
A young social enterprise scene:

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



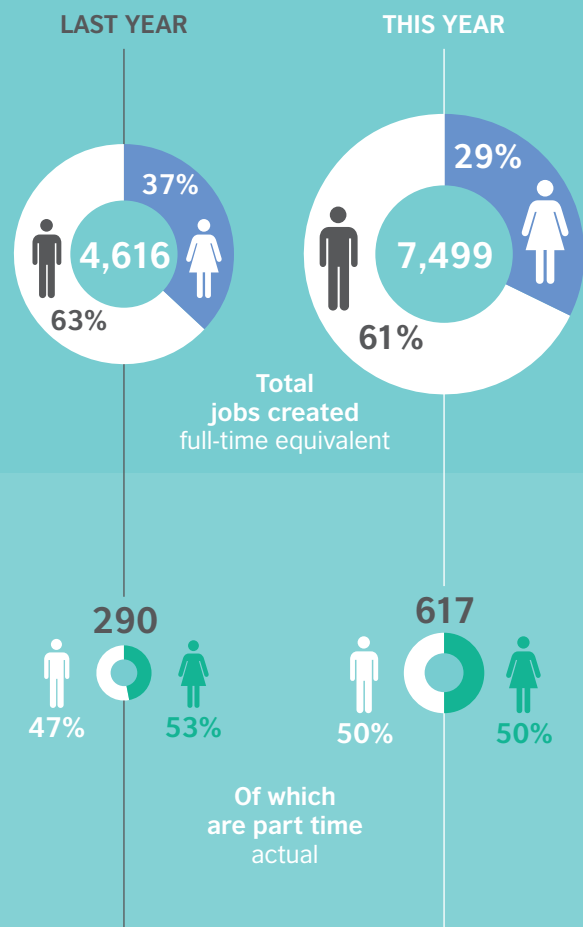
Social enterprises



Mainstream business

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.



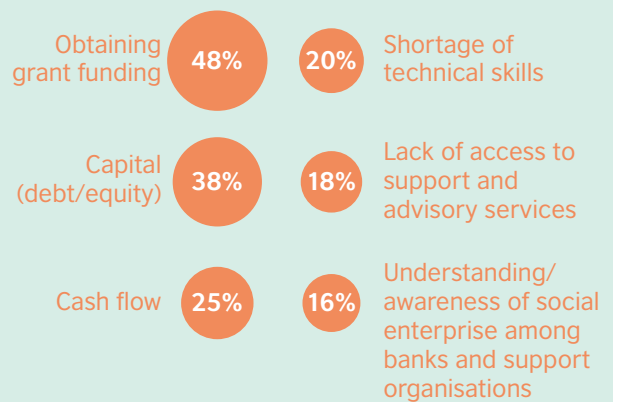
Growth is set to continue:

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



BARRIERS



Education and health and social care are the most common sectors of operation for Pakistani social enterprises and nearly half of social enterprises report that promoting education and literacy is a key objective. Nearly half of Pakistani social enterprises operate in the education sector.

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.



Education
53%

TOP



Health and social care
30%



Funding and finance
is the main barrier



Agriculture and fisheries
11%

MID



Energy & clean
technology
9%



Forestry
3%

LOWER



Transport
2%

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.

448,000
social enterprises
in Pakistan