



Action with Africa Challenge 2023

2ND PROGRESS REPORT

Due Date: 14 September 2023 at 23:59 GMT

ENACTUS TEAMS: SUBMISSION INSTRUCTIONS

- To complete this Progress Report, please fill out the business plan template.
- All entries made in this document will be auto saved. To continue filling in the form after you have closed it, simply click on the access link again that your team has received by email.
- To help everyone obtain the same understanding of the questions, support material and references are provided with each question.

Business Plan

When filling out the business plan template, please consider:

- The business plan presents the verifiable results (business key figures & impact) of your project. These entries must be true and will be audited. Corresponding substantiation and proof must be presented upon request.
- The reporting period is 1 September 2022 to 31 August 2023.

Business Model

Selecting a business model that fits your business idea is essential as this includes decisions about what to sell, who your customers will be and how your business will make money. At its core, a business model addresses four questions:

- What product or service to sell.
- How to market that product or service.
- What expenses will occur.
- How to reach profitability.

Due to the huge number and diversity of businesses out there, there is no one-size-fits-all model and hence you will need to decide yourselves what the best fit for your Enactus project is. It is also important to be clear about what the value proposition to the customer should be, differentiating your business from the others.

Examples of common types of business models are the subscription model, the 'bundling model', 'freemium model' and 'razor blades model'.



Financial Results

- Your financial results must be based on sound, verifiable and realistic assumptions and entries will be verified and audited.
- Planned future donations, funding and prize money may only be listed if there is already a secure commitment or a demonstrably high probability of payment receipt.

Revenue from Sales	Total amount of money received from a certain number of goods and services sold.
Price Money/ Sponsorships	Rewards from participation in competitions, from sponsoring contracts or other cooperation relationships with monetary consideration.
Donations	Non-repayable cash-in without return to donor.
External Funding	E.g. non-repayable and non-interest bearing subsidies from the public sector, foundations, companies or private individuals.
Loans	Debt that must be re-paid with interest to the lender.
Variable Costs	Depend on the amount of goods produced.
Fixed Costs	Always incurred in the same amount regardless of the production quantity (costs of operational readiness).
Investment	Larger expenses exceeding a net value of USD 800 with long-term effect, e.g. due to purchase of assets. To calculate the annual depreciation, divide the total expense by the number of years lifetime of the purchase.
One-off expenses	Are one-time expenses having a value of less than USD 800 (net).

Your Feedback

How do you like the Action with Africa Challenge and the documents? Is there anything we can improve? Please comment.





Action with Africa Challenge 2023

BUSINESS PLAN

*Indicates required field

Team & Project Information

Enactus Country*

University*

Team Name if different than University Name

Project Information

Project Title*

The project title must be the same as submitted before.

Project Location*

Country

Secondary project location if applicable

Country

State/Province

State/Province



FINANCIAL RESULTS

To ensure fair competition, all Enactus teams need to fill out the table below in US-Dollars (USD). To be transparent, please enter the conversion rate used to calculate USD values.*

Select local currency: | Other: Enter conversion rate:

Enter all values in USD

Results

1 Sep 2022 to
31 Aug 2023

Financial Results*

Revenue from sales	<input type="text"/>
+ Income from price money / sponsorships*	<input type="text"/>
+ Income from donations	<input type="text"/>
+ Income from external funding	<input type="text"/>
= Total Income	<input type="text"/>
<hr/>	
- Variable costs	<input type="text"/>
- Fixed costs	<input type="text"/>
- Larger one-off expenses (>USD 800)	<input type="text"/>
= Earnings before Depreciation & Interests	<input type="text"/>
<hr/>	
- Depreciation due to long-term investments**	<input type="text"/>
- Interests paid due to loans obtained***	<input type="text"/>
= Profit / Loss before Taxes	<input type="text"/>

*How much did your project partner invest? (if applicable)

**What type of goods or services did you invest in?

***How much loan did you receive? Please specify.

<input type="text"/>
<input type="text"/>
<input type="text"/>

If your team was to receive funding to scale your project, how do you propose to utilize it?*



Keep in mind that all project scaling funding is to be used within the continent of Africa. If your team is not based in Africa, please explain how you will use it there. (500-character limit)

IMPACT METRICS

Please provide data for the success metrics that apply to your project. **Only report metrics that have been achieved between 1 September 2022 and 31 August 2023.**

Total number of individuals directly impacted by this project*



Include people who have gained new knowledge, skills or resources, or have experienced a positive change in their everyday life as a direct result of your Action with Africa project.

By Gender		By Age	
Number of women		0-18	
Number of men		19-35	
Other gender		36+	

How did you directly impact these people? Please elaborate.* (500-character limit)

Jobs Created*		No. of Jobs	Average Working Hours/Week**
Project Location	Number of people <u>directly employed</u> by your project		
	Number of jobs <u>created as a result</u> of your project		
Secondary Location	Number of people <u>directly employed</u> by your project		
	Number of jobs <u>created as a result</u> of your project		

***Please divide the total number of hours worked during a week by the number of jobs created.*

List any additional success metrics, including a short description of the data. (500-character limit)

SDG IMPACT

Please follow these steps to complete this section:

- (1) Firstly, select the same three United Nations Sustainable Development Goals primarily addressed by your project as you did in the 1st Progress Report. Please use the received PDF copy as a reference:*

SDG 1*	
SDG 2	
SDG 3	

- (2) Fill out the corresponding metrics in Table 1. The measurement period is 1 September 2022 to 31 August 2023. Then, you can fill out any other relevant SDG metric listed.*
- (3) If needed, state your own SDG metrics and measurement in Table 2 (optional).

Table 1 Please fill out the corresponding metrics selected in step (1). Only the metrics related to your three primary goals are mandatory, the rest are optional. Definitions and criteria for certain metrics can be found in the [Project Report Form Guide](#).

SDG	Measurement	Results
		1 Sep 22 to 31 Aug 23
1. No Poverty	Number of people lifted above the international poverty line (\$2.15 per person per day)	
2. Zero Hunger	Number of people with access to a sustainable food source	
3. Good Health & Wellbeing	Number of people whose health or wellbeing has been positively impacted	
4. Quality Education	Number of people with access to educational services	
5. Gender Equality	Number of women with new opportunities (educational, societal, or career based)	
6. Clean Water & Sanitation	Number of people with access to safe drinking water or sanitation	
7. Affordable & Clean Energy	Number of people with access to a renewable energy source	
8. Decent Work and Economic Growth	Number of people with new job training or skills	
9. Industry, Innovation & Infrastructure	Number of businesses created	
	Number of people directly employed by your project	
	Number of jobs created as a result of your project	
10. Reduced Inequalities	Number of people with new or improved sources of income	

SDG	Measurement	Results 1 Sep 22 to 31 Aug 23
11. Sustainable Cities and Communities	Number of people with access to adequate housing or transportation services	
12. Responsible Consumption & Production	Tons of waste recycled or reduced	
	1. Plastic	
	2. Glass	
	3. Paper	
13. Climate Action	4. Electronic	
	Tons of CO2 reduced	
14. Life Below Water	Tons of marine pollution reduced	
15. Life On Land	Number of people with sustainable agriculture tools or practices	
16. Peace, Justice & Strong Institutions	Number of people with access to new information	
17. Partnership for the Goals	Number of people with access to internet or new technology	

Table 2 If you have defined your own SDG metrics and measurement, you can highlight them here. The results must still refer to the period from 1 September 2022 to 31 August 2023.

SDG	Measurement	Results

By checking the box below, you and your team members acknowledge that the information submitted is accurate and represent true project data.*

I agree

By checking the box below, you and your team members acknowledge that Enactus Germany will screen all submitted entries. Enactus Germany may flag and return the submission if it does not meet the program criteria.*

I agree