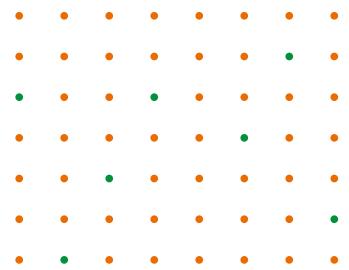
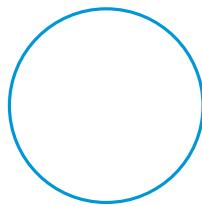


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Asia

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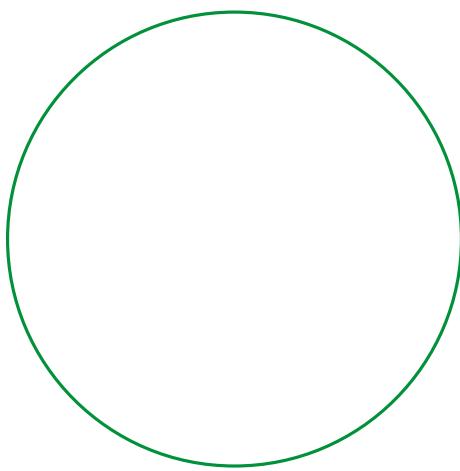
Social Economy

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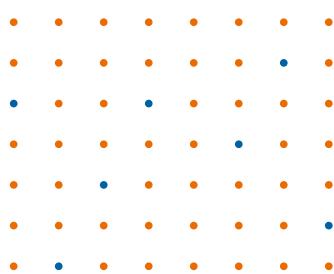
Casebook.

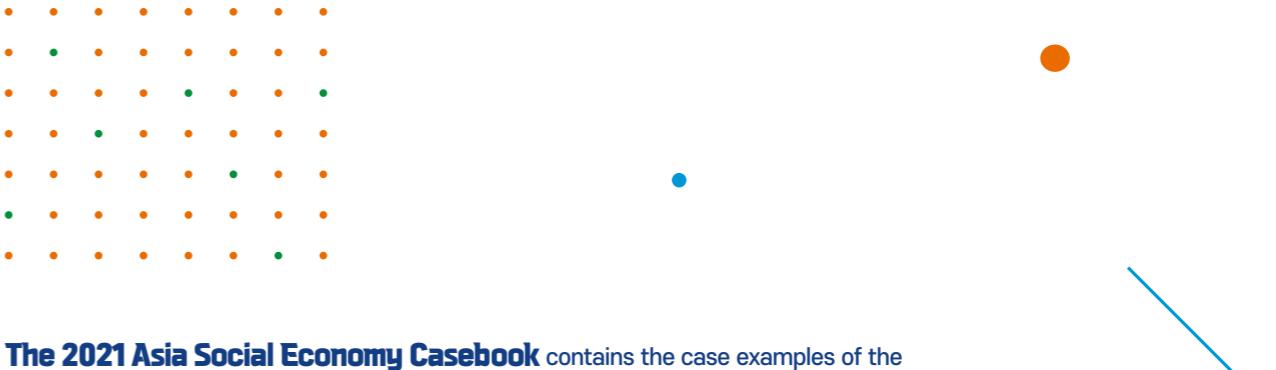


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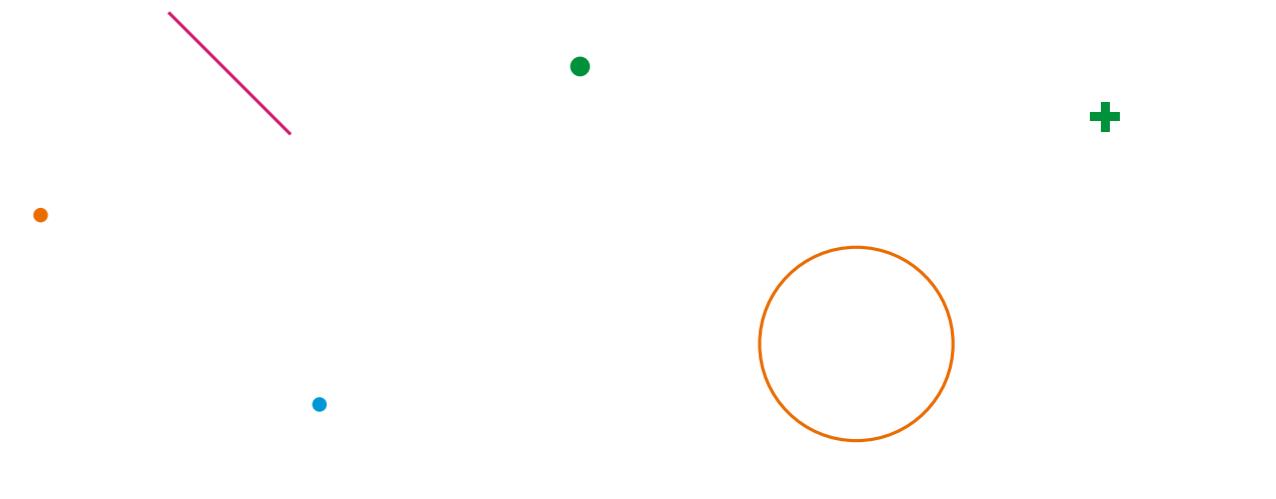


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The 2021 Asia Social Economy Casebook contains the case examples of the social economy enterprises that have been creating the diverse social values in Asia.



The participating organizations/The countries •

Singapore Centre for Social Enterprise, raiSE / Singapore / www.raise.sg

raiSE was set up in 2015 to develop the Social Enterprise sector in Singapore through a cross-sector collaboration between the Ministry of Social and Family Development, National Council of Social Service, Social Enterprise Association and Tote Board to develop the social enterprise sector in Singapore. As an ecosystem builder, raiSE seed and nurture new social enterprises by providing advisory services, programmes, training, and resources. raiSE enable existing social enterprises to grow and become sustainable by providing financing options, capacity building and mentorship. raiSE seeks to connect with social enterprises and intermediary bodies in the region and share best practices with each other.

Social Enterprise Thailand Association / Thailand / www.sethailand.org

The Social Enterprise Thailand Association or SE Thailand was established in January 2019, as an organized entity based on the unofficial network of social enterprises formed since 2016. The Association acts as the connector among members and between members and other organizations with the aim to enable Thai social enterprises to grow their businesses while tackling social and environmental problems. We also share knowledge around social entrepreneurship with the wider public.

Malaysian Global Innovation and Creativity Centre (MaGIC) / Malaysia / www.mymagic.my

MaGIC is an agency under the Ministry of Science, Technology, and Innovation (MOSTI) that spearheads the effort to build an ecosystem of social innovation and social entrepreneurship and aims to contribute to the development & evolution of Malaysia into a sustainability-driven and technology-driven nation, which is aligned to SDG 2030 and Shared Prosperity Vision 2030 (SPV 2030).

Vietnam Research Institute for innovation and Development (VID) / Vietnam / www.vidinstitute.org

VID is a not-for-profit research institute set up in 2018 with the mission of raising awareness, sharing knowledge, changing mindset, advocating for policies on the topic of innovation for development in economical, social and environmental terms. VID gathers top scholars in social innovation, social entrepreneurship and social development.

Korea Social Enterprise Promotion Agency / Korea / www.socialenterprise.or.kr

Korea Social Enterprise Promotion Agency was established in December 2010 with the mission of developing flourishing ecosystems for the social economy in Republic of Korea under Article 20 of the Social Enterprise Promotion Act. Its roles and responsibilities pertain to a wide scope of activities related to promoting social economy enterprises.

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Singapore

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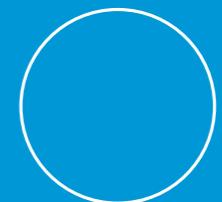
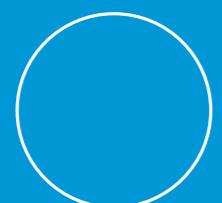
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X

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X



+ Adrenalin Group

ADRENALIN
GROUP OF SOCIAL ENTERPRISES



The Adrenalin Group, which was established in 2008, is a social enterprise in Singapore that utilizes events as a platform for doing good. It executes and manages events and campaigns for top brands, enterprises and the public sector. And, until the present, it has executed over 1,000 projects.

The Adrenalin Group believes that the events industry can employ the people who have not only the creative talents, but also people with special needs. 30% of their staff are the hearing impaired, the wheelchair users, and the youths at risk. Through providing an opportunity for the employment and technological improvement to these people, Adrenalin provides them with comprehensive support.

Due to the COVID-19, offline events were suspended suddenly, the Adrenalin Group decided to pivot itself from an event-based company to an integrated communication agency that provides the services like the productions of the videos and the contents. By utilizing the Aether Labs, which is an inside-the-company innovation and technology team, through the augmented reality, the virtual reality, and the 3D printing, the events had been digitalized. And, by concentrating on the online and offline, hybrid virtual events, the livelihoods of the beneficiaries could be maintained.

In this process, the Adrenalin Group received the support of the raiSE Fellowship Programme and the raiSE Impact Finance Team.



Mission

To empower beneficiaries such as the Deaf, Disabled and Youths-at-risk by employment opportunities in events management



Homepage

adrenalin.com.sg



Representative

Clark Loh



Product/service

Event planning and execution



Address

15 Lorong 8 Toa Payoh,
Braddell Tech, #05-01, Singapore 319262

+ References

1. The raiSE Fellowship Program

(Overview) This program aims to support social enterprises in improving their capabilities and financial sustainability through curated matching with experienced professionals interested to the social enterprise sector, for a 4-6 month engagement.

(Target Program Outcomes for SEs) Improved processes for long term sustainability, increased revenue and reduced operational cost.

2. raiSE Impact Finance Plus (RIF+)

(Overview) It is focused on providing capital to Singapore-based Social Enterprises (SE) with a clear social mission to address human-centred social gaps and needs with a sustainable business model and a clear intent and motivation among founder(s) and management team to achieve the social mission. With a focus on impact-first funding, the primary outcome RIF+ hopes to achieve is a demonstrable increase in the breadth and/or depth of social impact created via its funding.

(The subjects of the investments) The innovative solution for solving the social gaps and for solving the social problems, the provision of the employments and the training to the disadvantaged group, and the provision of strategic value of the development of the social sector.

(The contents of the support) The growth capital for expanding the business of the social enterprise and the impact model, capability building support over and above funding support to expedite the growth process.



+ Center Pottery



Center Pottery is a social enterprise that conducts pottery workshops and sells the handmade ceramic wares. The profits are used to subsidize pottery classes for the patients who have a mental health conditions, terminally-ill patients, and the elderly. Although the founder Joan was a doctor, but she changed her job to a potter after seeing the people around her suffering from diverse mental illnesses, including anxiety, depression, etc., because of the job environment and the lifestyle.

To enhance one's mental health, Center Pottery utilizes the concept of mindful pottery. Together with two psychologists, they developed the mindful pottery curriculum so that participants can calm their minds and find inner peace through the activity of making pottery.

The participants in the pottery workshops of Center Pottery said that, they could exercise their own creativity. And, at the same time, they could convert the negative emotions and the anxiety into a positive energy.

Through the LeapForGood program and the Grow B.I.G program of raiSE, Joan improved on her business model through differentiation and improvement of the services they offer. Although, in the beginning, she had concentrated on marketing, through the advice of raiSE, she had also exerted her strength on the differentiation of the product. And, at the present, they work with hospitals, integrated medical treatment organizations, and the National Council of Social Service to provide Mindful pottery classes for the beneficiaries.



Mission

To bring mental wellness to people through pottery making



Homepage

www.pottery.sg



Representative

Joan Huang



Address

97L Lorong Tawas, Singapore 639824



Product/service

The management of the pottery workshop and the sale of the pottery



+ References

• 1. LeapForGood:

(Overview) It is a program that enables the thoughtful and innovative ideas of the change makers to be converted into the realistic and sustainable business. Every year, aspiring social entrepreneurs and existing social enterprises addressing the emerging social issues in Singapore are invited, and the grant and incubation support are provided to the selected teams.

• 2. Grow B.I.G (Business, Impact, Good) Program

(Overview) The program is designed to help SEs navigate with purpose and minimize uncertainty, through a proven approach that involves mapping out threats and opportunities, to re-strategize and pivot to new opportunities for scalability, and to redesign key activities for greater social impact.

A social enterprise that addresses the water scarcity and sustainability in the world

+ Ecosoftt



As a social enterprise that has the head office in Singapore, Ecosoftt has been providing technologies to solve the problem of water scarcity and water sustainability regionally. Its operations span 5 markets, across both developed and developing countries. And, as an international social enterprise, it has been actively channeling the technologies, the expertise, and the financial resources into the water, sanitation, and livelihood projects in rural communities. At the same time, Ecosoftt creates a global movement for water conservation by educating young people on water and environmental issues. Through this, Ecosoftt is creating shared value, creating social impact whilst achieving sustainable growth.

The services of Ecosoftt put the emphases on the water, hygiene, livelihood, and wellbeing. And they have been contributing to the solutions of the basic requirements of the farming village area that has been alienated. Through the waste water treatment system, the prevention of the contamination of the water quality and the protection of the water resources are achieved. And, by connecting low cost, purified water to each home, safe drinking water is provided. Through the protection of the sources of the water supply, including the rivers, the lakes and through the water education for the community and the others of the like, it is intended to alleviate the problem of the insufficiency of the water.

Also, in order to prevent the vicious circle of the poverty due to the insufficiency of the economic opportunities and in order to prevent the restriction on the investment regarding the basic needs, including access to clean water and sanitation, women of marginalized communities are provided with vocational job training including sewing and knitting. Combined with improvement of water and sanitation, such initiatives empower marginalized communities to transform their lives and escape the poverty trap.

Ecosoftt has received international recognition for its business model and technologies through 15 awards, including the first ever winner of the Zayed Sustainability Prize - Water Category in 2019.

Mission
ECO Solutions for Tomorrow Today

Homepage
ecosoftt.org

Representative
Stanley Samuel, Marcus Lim

Product/service
The water solution and education

Address
Block 73 Ayer Rajah Crescent #03-10,
Singapore 139952



+ Edible Garden City

EDIBLE GARDEN CITY



Mission

To show people that simple pleasure of farming and growing their own food



Homepage

www.ediblegardencity.com



Representative

Bjorn Low



Address

60 Jalan Penjara, Singapore 149375



Product/service

The designing and establishment of food gardens



Edible Garden City is a social enterprise that designs and builds food gardens, conducts gardening classes, and retails fresh produce for Singaporeans. When the founder Bjorn Low decided to jump into farming, he realized right away that there are not many opportunities to start farms in land-scarce Singapore.

Also, when considering the situation in which over 90% of the food in Singapore is imported, he decided that it was important for Singapore to be self-sufficient. Hence, he secured suitable spaces to farm in central Singapore.

Edible Garden City champions the grow-your-own-food movement in cities around the world, starting with Singapore. Singapore has been known well as 'a garden city'. However, the plants are more than the simple decorations. With the belief that the gardens, too, can be productive, from 2012, over 260 edible gardens called "Foodscapes" have been designed and constructed on rooftops of famous buildings in the city such as Marina Bay Sands, Resort World Sentosa, Raffles City Rooftop, and the Fairmont Hotel.



In the future, Edible Garden City hopes to reorganize the health management system of Singapore not only through the production of food, but also through the city-managed farms for the mental health of the community by cooperating with the policy makers. As a result of Edible Garden City proceeding with a series of researches together with the Singapore National University and the National Park Committee in the past few years, they discovered that tending a garden has the positive, emotional, mental, and physiological influences on elderly with initial dementia. Through therapeutic horticulture, Edible Garden City intends to contribute solutions to problems that will arise with an aging population in Singapore.

Source: The raiSE Annual Report 2019/2020 and the raiSE homepage(www.raise.sg) | The Edible Garden City homepage(www.ediblegardencity.com)

+ Jaga-me



Mission

Make quality healthcare widely accessible to the nation through innovation and collaboration



Address

77 Ayer Rajah Crescent #02-32,
Singapore 139954



Homepage

www.jaga-me.com



Representative

Julian Koo, Kuah Ling Ling



Product/service

An online medical service platform

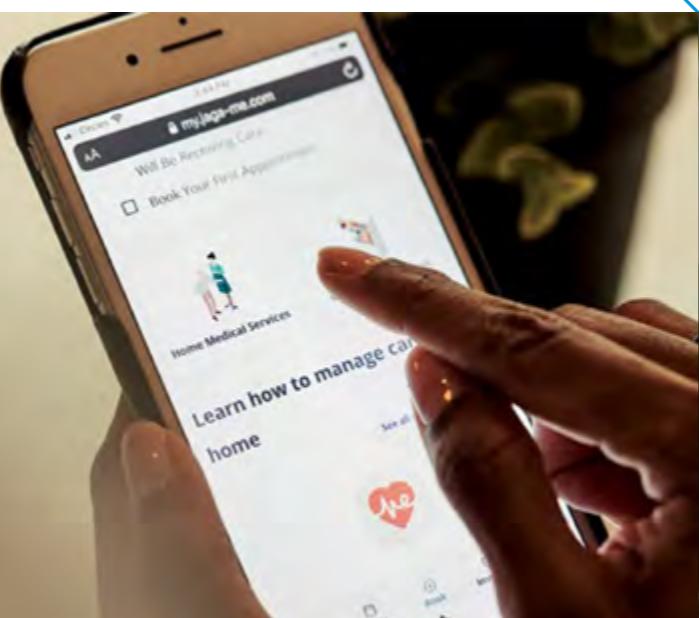
Jaga-me is an online platform that enables patients to receive professional, medical services comfortably at their home. In Malay, 'jaga' means 'to guard'. Jaga-Me hopes to move healthcare beyond the hospital into the community and fill the expanded role for healthcare providers in the community. By making healthcare as accessible as possible, Jaga-Me aims to empower both patients and nurses in the field to bring healthcare into homes.

Through the Jaga-me Platform, patients can receive the medical and nursing services at home. Not only does it reduce the time of the direct visit to a hospital and the waiting time, but, also, the overall cost can be reduced. Among the patients of Jaga-me, around 70% are 65 years old or older, consisting mainly the chronic and aging-related illness patients. Among such illnesses, stroke and cancer are the most frequent. Based on August 2019, Jaga-me had provided the services to over 2,000 patients. And it had been affiliated with 20 medical institutions.

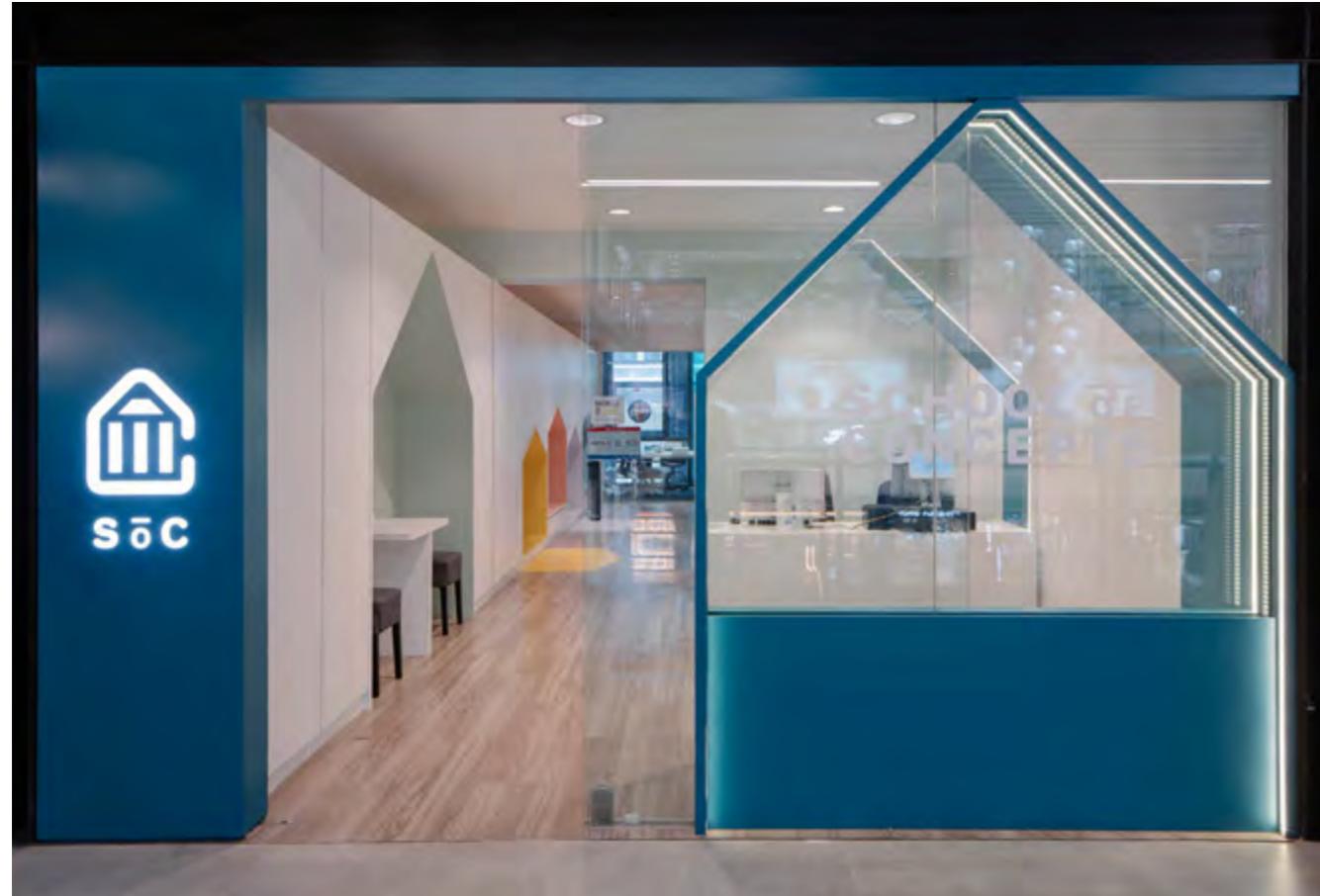
Through the support of the raiSE Impact Finance Plus Program, Jaga-me was connected to more investors. Although the charities can fundraise through philanthropic groups and from the public, social enterprises have mainly been relying on the profits that take place from the sales of the products and services, or look for grants and investments. However, to the traditional, profit-making investors who evaluate only regarding the capability to create the profit, it is difficult for the social enterprises to appeal greatly as they might take a longer runway to deliver a similar return on investment compared to traditional for-profit only businesses. And, due to this, for the growths of the social enterprises, the attraction of the indispensable, patient capital is critical.

The patient capital from raiSE provided Jaga-me with the time and support to build a strong foundation. This has enabled them to polish up their business plans and secure 3rd party investment.

Source: The raiSE Annual Report 2019/2020 and the raiSE homepage(www.raise.sg) | The Jaga-me homepage(www.jaga-me.com) www.businesstimes.com.sg/life-culture/a-digital-platform-for-patients-healthcare-needs



+ School of Concepts



School of Concepts is a social enterprise that educates children from 18 months to 12 years of age to enjoy reading and writing and that enables them to be able to communicate confidently. Its mission is to provide all children with equal opportunity to access quality education. The following are important activities of School of Concepts: Providing quality education enabling marginalized children to reach the level that is equal to their peers; Having an inclusive workforce where every individual contribute greatly through their own strength; Empowering persons with disabilities, equipping them with relevant and useful skills, to enter into the preschool industry's workforce.

School of Concepts employs the teaching assistants through organizations such as the Association for Persons with Special Needs (APSN)*. The inclusive hiring helped students understand and empathize that society is made up of diverse people who have strengths that are different from each other.

In the beginning, School of Concepts functioned on a pay-what-you-want model for beneficiaries. Unfortunately, that proved unsustainable in the long run. With the help of the raiSE Fellowship Program, School of Concepts was connected with a mentor which helped them to pivot into a more sustainable business model. Through this, they gained insights into a more systematic method to reach out to beneficiaries and how to fine tune and measure their social impact in a clearer manner to be investor-ready. raiSE became the first investor of School of Concepts, providing them with feature opportunities and eventually helped them to attract additional investors. School of Concepts also cooperate with the other social enterprises, such as Edible Garden City and Center Pottery for preschool excursions.



Mission

Equal opportunities for every child, and empowerment through literacy



Homepage

www.schoolofconcepts.sg



Representative

Mint Lim



Address

10 Eunos Road 8 Singpost Centre #02-132,
Singapore 408600



Product/service

Language education

+ References

- APSN: A social welfare organization that provides the special education to the people who have the slight intellectual disabilities.





Thailand

+

+ Dao Ethical Gifts



Mission

To train marginalized women in production skills and work readiness, which makes it possible for them to reintegrate into society



Homepage

daoethicalgifts.com



Representative

Werapong Peansupap

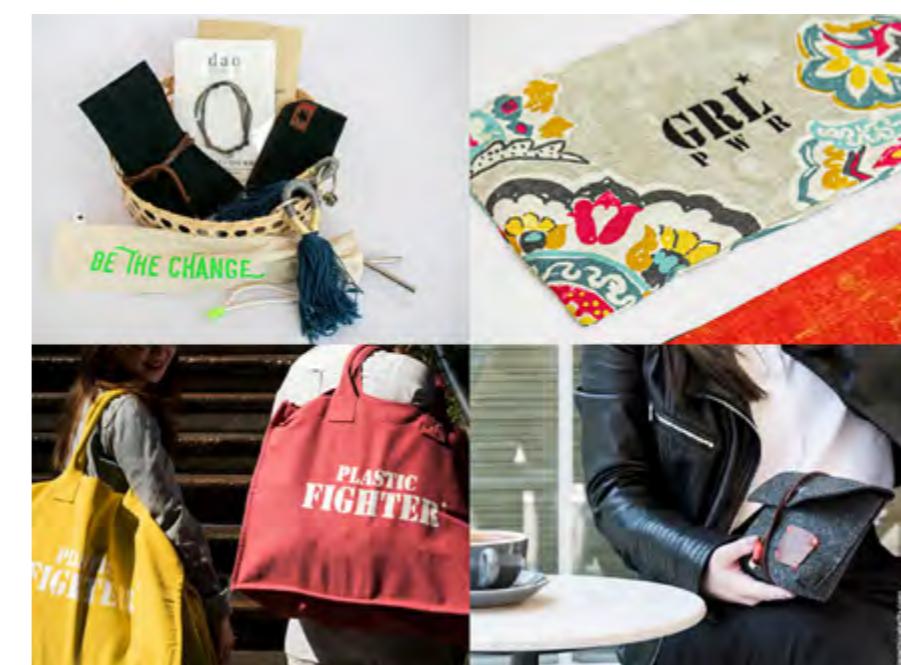


Product/service

The handicraft for the enterprises, including the customized sewing bags, the key chains, the card holders, the bracelets, etc.

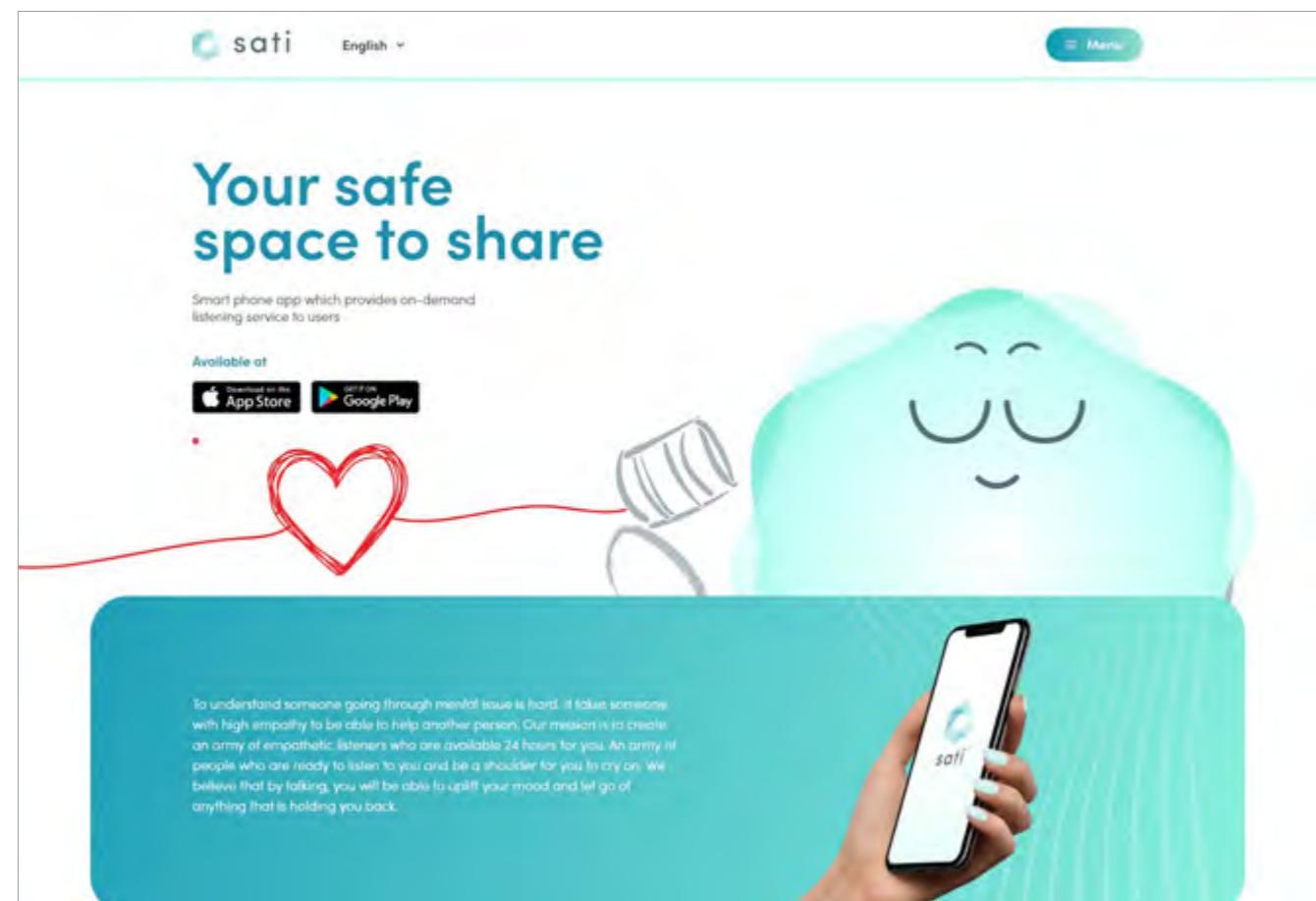


Dao Ethical Gifts is a social enterprise that empowers marginalized women to work and improve the lives of themselves and their family. It began from the Dao Women's Empowerment Program of the Baan Dek Foundation. The Baan Dek Foundation was established in 2002 in order to help the children and the families of the vulnerable group. However, the irregular donations could not fundamentally solve the problem of the children in the slums of the cities and construction site being excluded from proper education, medical treatment and safe life. In order to enable the children to live a better life and contribute to the future society through a good education, their parents need to have a job and earn money to improve the lives of themselves and the family. The women's empowerment program provide the trainings and coaching for work readiness skills and financial literacy, etc. in order to enable the vulnerable women to look back at their own lives, set up the goal, and do the work in the field of the interest. It helped women to gain extra income for themselves and the family and improve their lives. The products such as sewing bags, key chains, card holders, handmade by marginalized women through this program, are sold as the customized gifts to the corporates. One hundred percent of the profit after deducting operating expenses is used to support the children in the vulnerable group through a program of the Baan Dek Foundation. In the year 2020, a total of 223 women had participated in the women empowerment program. Women who had been suffering from domestic violence but could not escape due to lack of economic power, being single mothers, and women who did not have enough income from their families can have skills and jobs, earn money on their own, and keep their dignity.



A mobile application that connects the people who have stress and problems in their lives with the listeners

+ Sati app



Mission

To create an army of empathetic listeners who are available 24 hours for you



Homepage

www.satiapp.co



Representative

Amornthep Sachamuneewongse



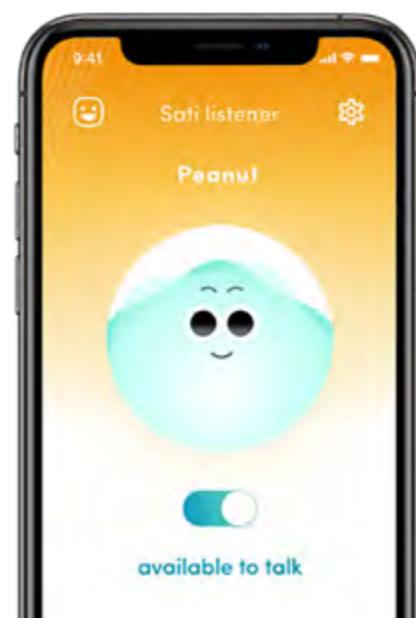
Product/service

Sati App connects anyone who are stressed, or in need of support to our trained empathetic listeners



Instagram

mindfulsati



Sati App is a platform that connects anyone who is stressed, or in need of emotional support with their volunteer of trained empathetic listeners, to create a safe space where users can share their feelings without the fear of being judged. The founder Amornthep Sachamuneewongse of Sati App had experienced a serious depression and schizophrenia from 2015. In 2018, Amornthep attempted his second suicide, however before doing so, he called a suicide hotline, but the call went unanswered. After being discharged from the hospital, he realized that his call was probably not the only call that is not being connected to support. For that reason, he wanted to develop a system that would allow people to get connected to a support as soon as they are in need of one, and for that Sati App was established, which allows users to connect to empathetic listeners. As a Buddhist term, 'sati' gets translated as 'mindfulness' in the English language. To have 'sati' is to be conscious of your present and of your actions not just toward others, but also toward yourself. Because of the meaning of caring about each other and desiring the making of an even warmer society while putting the empathy into practice, the name 'Sati' was chosen as the name of the application.

Regarding the workers in the field of mental health in Thailand, for every 250,000 people, there is only 1 psychiatrist available. It is an extremely small number compared to the patients. And the suicide hotline, which is a service of the Department of Mental Health, are unable to cope with the high number of incoming calls. Also, in order for the ordinary people to bear the burden, the medical treatment cost is very high. The empathetic listeners can give the help so that the people who had been experiencing a mental difficulty can alleviate the stress by a certain extent before receiving the medical treatment on a high level that gets continued by the counselor-the psychiatrist-the hospitalization.

The listeners of Sati App are general public who have signed up to be trained as a listener by undergoing Psychological First Aid training and to volunteer their time on Sati App. The listeners and the users of Sati App can be connected at any time and wherever through their own smartphones. At the present, the number of the users who downloaded this app is over 6,000 people and the listener volunteers are 298 people.

Sati App expects to create a warmer society by raising awareness of the importance of the mental health and happiness and empathetic listening without judging others.

Source: www.sethailand.org/resource/se-stories-sati-app | The Sati app homepage(www.satiapp.co)



+ Cheewid

CHEEWID



Our roadmap: Build digital infrastructure for social good, enabling organizations to manage and scale social impact efficiently



Cheewid is a platform that provides digital tools for social enterprises and non-profit organizations, etc. to help them overcome growth and social impact issues. Aside from the platform's fundraising and volunteer recruitment modules, the company also provides services around pitch deck building and grant opportunities matching. The founder Kris Supavatanakul became interested in a transparent resource distribution system that can have the most effective influence on the beneficiary while working for a consulting company after graduating from university in the United States.

By providing the appropriate tool to the people who make an impact, with the belief that the social problems can be solved through means of technology, he founded Cheewid.

The impact creators that range from social enterprises and nonprofits can not only raise funds based on zero-fee commissions, they can also recruit volunteers through the platform. The essential component of an online community and network is the ability to reach a targeted market far beyond the current confines of their respective community. Leveraging the online world will allow opportunities to unfold in unprecedented ways. Through the Cheewid platform, the impact organizations can be connected with private corporations, investors, and individuals who intend to give back to the community.

At the present, the users of Cheewid are around 50 enterprises. With COVID-19, Cheewid is expanding their partnership by contacting social entrepreneurs and nonprofit leaders through online channels such as Facebook and email. Cheewid had participated in the diverse incubation programs like the Sasin Startup Incubator: Impact Ventures, Bridge for Billions. Through participating in many incubation programs and winning awards, Cheewid has been able to expand their reputation and brand to many parts of the world including North America and Europe, where some of its current advisors reside. In the future, as a technology enabler for all of the social enterprises in Thailand, Cheewid hopes to become a ERP (Enterprise Resource Planning) provider like Salesforce and SAP but fully dedicated to the social impact and social good sector.

Mission
To empower social impact creation by building the nonprofit tech stack of tomorrow

Homepage
cheewid.com

Representative
Kris Supavatanakul

Product/service
Fundraising and volunteer recruitment tech tools with services centered on pitch deck building, grants matcher, and general consulting for nonprofits and social enterprises.



Source: www.sethailand.org/resource/se-stories-cheewid | The Cheewid homepage(cheewid.com)

A social enterprise that makes the circular economy by adding the additional value to the waste fiber

+ moreloop



Very recently, one of the most serious problems of the environment is the waste. One of the best methods for reducing the discharge of the waste is either the maximal utilization of the remaining resources or making a circular economy. The current economic system is a linear economy in which 91% of production is discarded and only 9% is reused. Due to this, the resources get wasted and exhausted gradually. And the increase of CO₂ emission has been causing global warming.

Moreloop buys the waste fabric with the good quality that remains in the clothes factory at a reasonable price, and pursues a circular economy model in which the fabric is resold to make a new product.

Moreloop's revenue comes from selling surplus fabrics to fashion designers or small-medium enterprises, repurposing surplus fabric as products for corporate clients, and creating its own products for consumers. Under the slogan of 'Make Circular Economy a Reality', moreloop has been realizing that circular economy can become an actual business creating profit, and will be expanding even more in the future.

The direct impact created by moreloop is the reduction of the CO₂ emission by reusing 31.987 tons of dead-stock fabric. Moreloop is also creating an indirect impact that changes people's views and thoughts about the environment, leading to sustainable consumption. This will lead to more suppliers appearing in the circular economy, which will have a positive impact on society and the environment.

Moreloop has the goal of reducing 1 million Kg of carbon emission by the year 2024. So far, moreloop achieved 479,805 Kg carbon emission reduction. It has the goal of reducing the waste of the overall clothes industry, including not only the fabric, but also buttons, zippers and other accessories in the future. It intends to expand the circular economy model to the other industries, including the paper manufacturing, the leather products, etc.

Mission

To make circular economy a reality by upcycling dead-stock fabrics and solving the problem of industrial fashion waste



Homepage

moreloop.ws



Representative

Thamonwan Virodchaiyan, Amorphol Huwanandana



Product/service

Waste fabric with the high quality



The very first organic dairy company in Thailand

+ Dairy Home Social Enterprise Co., Ltd.

DAIRY HOME



Mission

To encourage the organic farming practice and innovation for the healthy lives of everyone



Address

Phaya Yen, Pak Chong District,
Nakhon Ratchasima 30320 Thailand



Homepage

www.dairyhome.co.th



Representative

Pruitti Kerdchoochuen



Product/service

Organic dairy products



Dairy Home was established in order to provide the best dairy products through the most sustainable method for customers. Organic milk production can solve milk safety and sustainability of dairy farming issues. While supplying healthy and good protein dairy products to customers, Dairy Home can reduce the pollution in the production process drastically. The production factory of Dairy Home is one of the few small business factories that received both the certifications of the Eco Factory and the Green Factory. It utilizes the solar heat and the wind power. By gathering and reusing the remaining heat energy, around 30% of the electricity charge can be saved compared to the ordinary factory. Also, it does not generate waste water at all through the waste water management process. Some of the dairy product containers are glass, as a result Dairy Home can reuse them up to 20 times.

Dairy Home looks at organic farming as a contribution to the balance of the entire ecosystem, including the agricultural food production system, soil, water, plants and animals. If too many cows are raised compared to the space, the water gets contaminated by the excretions of the cows, and more feed must be bought from outside of the farm. This results in system imbalance. The founder Pruitti said that organic farming is not an alternative farming, but indeed a must in order for us all to survive.

When Dairy Home began the organic farming, in Thailand, there was no certification body for organic farming. And the consumers, too, could not understand about organic farming. The neighboring farmers also did not agree on the need to switch to organic farming, which took a long time to persuade. However the pilot organic farms had proved successful. Although the income of those families converting to organic farming had reduced, their cost had also reduced at a greater proportion. This resulted in higher profitability. Dairy Home believes that through the organic farming, the income level of the farmers engaged in dairy farming has increased. And it believes that organic farming can create high added value in Thailand, which has less agricultural land compared to the nearby countries. Also, it is making an immediate, good impact on the health of 20,000 consumers at the very least, who consume the dairy products of Dairy Home every day. Pruitti hopes that, in the future, over a half of the farmers in Thailand will convert to organic farming. He also added that he hopes that all of the enterprises will be able to maintain the ecosystem while putting into practice the carbon neutrality by themselves.



Source: www.sethailand.org/resource/se-stories-dairy-home | The Dairy home homepage(www.dairyhome.co.th)



* Malaysia

As part of Malaysia's COVID-19 pandemic Short-Term Economic Recovery Plan (PENJANA), a Social Enterprises (SE) elevation initiative was announced by the Prime Minister in June 2020 to encourage social enterprise related activity through contribution matching. Such initiative is named as Social Impact Matching (SIM) Grant with the objective to:

- promote inclusive and responsible businesses that creates a positive impact to society
- stimulate private sector and general public participation in seeding and scaling social innovation to deliver impact to society, and in doing so, cultivate 'Doing Good' as the new norm
- help rebuild the livelihood of communities while cultivating and scaling new innovative solutions for social good

The SIM grant totaling RM10 million, has helped 63 approved SEs to execute their social intervention projects in 5 impact areas, Community Livelihood, Environmental Protection, Health and Social Wellbeing, Food Security and Heritage Preservation.

The six belowmentioned SEs are from various sectors/ industries, states as well as impact areas within Malaysia.

+ Athena Holdings Sdn. Bhd.



With the aim of tackling the challenges on the affordability of menstrual pad to the majority of the indigenous people in Malaysia especially in the remote or suburban areas and to increase the number of indigenous girls enrolled in schools, Athena is conducting a programme called 'Athena Empowers'. Athena distributes washable sanitary pads to the indigenous girls of Sabah and Sarawak along with a menstrual hygiene awareness and management programme. The beneficiaries were provided with a set of washable menstrual pads that can last up to 5 years which allows them to have the ability to be comfortable to attend school during their menstrual period. In addition, under 'Athena Reach', they provide digital literacy, financial literacy, supply chain and management training to young women and youth from 18-40 years old in the communities to replicate the way of supporting women and youth in entrepreneurship and improve their lives especially their security of income.



Mission

Providing training, management and business skills to marginalised communities to create and scale their community businesses in a structured and sustainable way



State

Selangor, Malaysia



Homepage

athenaempowers.com



Representative

Hasnur Hanafiah



Product/service

Eco-friendly women hygiene products and washable diapers for children and adults as well as Community Development Programme



Source: The MaGIC homepage(www.mymagic.my) | The Athena homepage(athenaempowers.com)

+ Fuze Ecoteer Sdn. Bhd.



Mission

Improving conservation and the community livelihood through volun-tourism (tourism + voluntary work) and aims to connect people with nature



State

Selangor, Malaysia



Homepage

www.fuze-ecoteer.com



Representative

Daniel Quilter



Product/service

Educational programmes for schools, corporate volunteering programmes and upcycled plastic products; creating environmental impact through various projects such as Perhentian Eco Education Project



Fuze Ecoteer has scaled up their Plastic Recovery Project to a self-sustainable recycling project which reduces solid waste in water bodies in Malaysia whilst also generating income for the low-income families. Their primary target is the beaches and rivers close to the city such as the Kayu Ara Project Site in Selangor and the Perhentian project site in Pulau Perhentian, Terengganu as well as the conservation of smooth-coated otters (*Lutrogale perspicillata*) that live in the river which are listed as vulnerable by the IUCN Redlist. Apart from that, Fuze Ecoteer also organises environmental educational programmes that promote critical thinking and creativity among the primary school's students. Their programme helps kids understand the importance of environmental sustainability.



Source: The MaGIC homepage(www.mymagic.my) | The Fuze ecoteer homepage(www.fuze-ecoteer.com)

Planting the 'seedlings of hope' at the center of the city

+ Abundant Ventures Sdn. Bhd.



Through the 'Seedlings of Hope' initiative, Abundant Ventures cultivates and provides seedlings of fast growing leafy vegetables and higher value seedlings like chillies (which usually takes up to 3 and half months to harvest) to community food gardens located in the urban poor areas.

Their target beneficiaries group are the urban poor located around the city centre including community farms named Kelab Kebun Kerinchi and Kelab Kebun Rumah Pangsa AU2 that serve the community from the low-cost public housing areas.

Abundant Ventures has donated more than 2,000 seedlings to the community gardens with a buy-back scheme while also training the B40 communities to become farmers themselves to earn a livelihood.

Source: The MaGIC homepage(www.mymagic.my) | The Abundant Ventures homepage(www.abundantventures.org)



Mission

Cultivating and donating seedlings to community gardens located near low-income families for access to inexpensive nutritious food



State

Selangor, Malaysia



Homepage

www.abundantventures.org



Representative

Kee Shih Lene, Kee Elene



Product/service

Farming advisory services and sales of farming produces



Responding to the pandemic with inexpensive semi-automatic respirator

+ Ehovent Sdn. Bhd.



Mission

Supplying affordable semi-automated ventilators and provides training and mentorship to graduating students from B40 families to increase their employability in the healthcare industry



State

Selangor, Malaysia



Homepage

ethovent.com



Representative

Farzena Balan A/P Dhanabalan



Product/service

Affordable Semi-Automated Ventilators

Ehovent Sdn Bhd was established in 2020 by an engineering team within a local social enterprise during the peak of the pandemic period for the sole purpose of developing a semi-automated ventilator.

The innovation was able to supply semi-automated ventilators at a more affordable price, with the equipment being priced 50% lower than imported automated ventilators, making it widely available for the public including the lower income groups.

Ehovent ventilator and CPAP unit was tested on patients consisting of patients in the general operation theater and ICU. The social enterprise also provides additional specialized semi-automated ventilator device training, soft skills, and employment for selected graduating university students from B40 families.

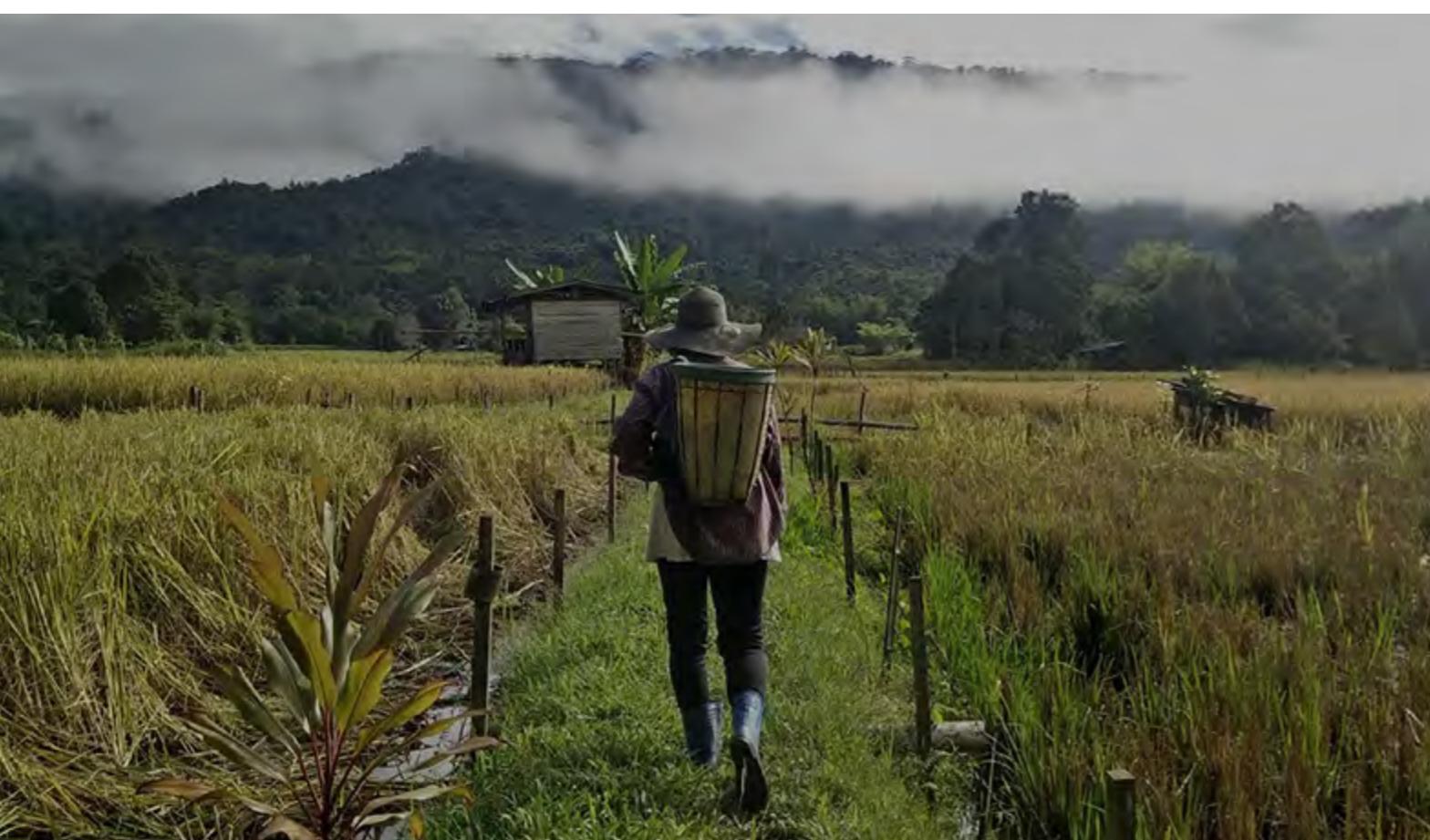
Source: The MaGIC homepage(www.mymagic.my) | The Ehovent homepage(ethovent.com)



Social enterprise that connects rural and urban areas

+ Langit Collective (M) Sdn. Bhd.

LANGIT®



Mission

Enhancing the smallholder farmers in rural communities and improve their livelihood through increased market access and economic opportunities



State

Selangor, Malaysia



Homepage

www.langit.com.my



Representative

Chan Zi Xiang, Melisa Lim Siew Ming



Product/service

Heirloom rice* and other farm products produced directly from the farmers at rural areas in Sarawak

3

9

69

RM 320 k

Rural
communities

Villages

Farmer
Partners

Direct payout
to farmers



Langit aspires to bridge urban and rural economies. Langit promotes unique and heirloom agricultural produce by smallholders farmers from East Malaysia to larger markets.

Since the establishment of Langit in 2015, it has impacted more than 3 rural communities, 9 villages and 69 farmers in the highlands of Sarawak state. Langit operates on a farm-to-market solution via direct purchase from smallholder farmers in Sabah and Sarawak to enable farmers to earn appropriate amount of income.

Langit also conducted Capacity Building and Soil Regeneration Training Activities to the target beneficiaries as part of the knowledge transfer workshops.

LANGIT®	Beras Adan	Beras Keladi	Beras Sia	Beras Salleh	Beras Rumie
Heirloom Rice Varieties					
Grain Size	Short (5.2mm)	Medium (6mm)	Medium (6mm)	Medium (6mm)	Medium (6mm)
Taste / Fragrance	Delicate & wholesome	Light pandanus	Nutty & fluffy	Delicate & chewy	Black glutinous-like
Cooked Rice Color	White	Light Purple	Red	White	Dark Purple
Dietary Fibre	-	✓	✓	✓✓✓	✓✓✓
Protein	✓	✓	✓	✓	✓
Vitamin D	✓	✓	✓	✓	✓
Antioxidant	-	✓	✓	-	✓

+ References

- Heirloom rice: Unique type of rice that has been produced throughout numerous generations in the highlands

Source: The MaGIC homepage(www.mymagic.my) | The Langit Collective homepage(www.langit.com.my)

+ Asli Collaborations Sdn. Bhd.

THE ASLI CO.



Photography by Billy Simon



Mission

Enhancing the livelihood of Orang Asli (Indigenous People) women and their families in Malaysia



Homepage

www.theasli.co



Representative

Jason Wee



Product/service

Tote Bag, Fabric Mask, Sanitizer, Handmade Kuih Soap, Handmade Succulent Pots, and Crackers



State

Selangor, Malaysia



Asli Collaborations aims to improve the lives of Orang Asli in Malaysia by empowering indigenous women to earn a sustainable living through making modern handicrafts and products from home.

Their long term goal is to become a platform for the urban community to collaborate with Orang Asli communities to break the cycle of poverty and to create a better life for them and their children.

Asli Collaborations has empowered and upskilled over 42 Orang Asli women. It also provided materials, equipment, training and incomes to the Orang Asli Communities that stretch across 6 Orang Asli villages in Selangor and Perak states of Malaysia.

Source: The MaGIC homepage(www.mymagic.my) | The Asli Collaborations homepage(www.theasli.co)

Vietnam

Organizing activities to enhance mental and physical health at home

+ Hasu Development and Integration Joint Stock Company



Mission
Enhancing the living standard for elders

Homepage
hasuapp.vn

Representative
Ngo Thuy Anh

Address
No. 38, Lane 100 Dich Vong Hau,
Cau Giay District, Hanoi, Vietnam

Product/service
A comprehensive healthcare application
for people over 50



Company Introduction

Unprecedentedly broke out in Vietnam in March 2020, the global pandemic COVID-19 drove the whole country into mass social distancing and cancellation. The concern over physical and mental health has risen significantly among everyone since then, especially among older people. The Hasu application was launched during that delicate time (12/3/2020).

Hasu is a comprehensive healthcare application for people over 50 with 3 methods:

1. Improve physical health

providing medical knowledge about elders' illnesses, nutrition, physical exercise videos exclusively for the 50+ age group by all reliable doctors

2. Grow mental health

providing options such as meditation, entertainment, language courses, music, etc. to meet the needs of lifetime learning for this age group (according to the Sustainable Development Goals of the UN in Vietnam)

3. Connecting

creating a suitable environment for older people to meet with others in the same age groups and hobbies to reduce their constant stress and loneliness

Vietnam currently has more than 12 million old people, 18 million over 50, and these numbers are expected to rise substantially (The National Census Bureau). This is a huge market for Hasu, which soon will release international versions in countries with aging populations.

Impact from COVID-19 and response

All the plans, introduction days, training days, tutoring events, and especially offline selling activities had to be postponed. Hence, Hasu has been switching its selling and technological tutorings from offline to online, in collaboration with other organizations and clubs for elders. To be more specific:

- Giving away 5,000 VIP gifts worth 999,000 VND/account for members of Vietnam Women's Union
 - Thousands of new accounts for local elders
 - Participate with the Light Institute of Community Health to give presents to families with difficulties in Hanoi
- The pandemic has made it difficult for HASU to reach out to old people offline. HASU has changed its method to online meetings with their children/grandchildren with a view to assisting them to help old people to use and practice with the app.

Status and prospect of current business

HASU has been trying its best to upgrade the app to be more user-friendly, easy to install, and flexible in connecting family members. Apart from the challenges during the pandemic, there are considerable opportunities for HASU as it has reached many more people and received better recognition from users.

Source: The VID homepage(www.vidinstitute.org)
The Hasu Development and Integration Joint Stock Company homepage(hasuapp.vn)

+ Vietnam Hard of Hearing Society Liability Limited Company (HLCS Vietnam Co., Ltd)



Mission

Provide deaf people (including children) the chance for education, community integration, equality, and the opportunity to live independently until adulthood



Address

No.27, group 21, Thanh Am Lane,
Thuong Thanh Ward, Long Bien District,
Hanoi, Vietnam



Homepage

hlcsvietnam.com



Representative

Chu Thi Thanh Huong



Product/service

Assisting deaf people with Education



Company Introduction

The story originated from the case of Ms Thanh Huong, a mom with a deaf child and then the founder of Parents of Deaf Children Vietnam Association (VNAP HLC). After 6 years running VNAP HLC, Ms. Huong was able to create a network of parents with deaf children all over Vietnam. With a view to achieving more long-term and sustainable goals for the deaf community, Ms. Huong founded HLCS Vietnam Co., Ltd in March 2018. HLCS Vietnam Co., Ltd guarantees to contribute 51% of profit after tax for social activities that solve the problems of Deaf people community in Vietnam (including deaf people and parents of deaf children). HLCS Vietnam's objective is to have direct impacts on deaf children, deaf adults, and parents of deaf children. It creates opportunities for deaf people to minimize differences, increase knowledge, and improve skills to become more independent. It also organizes events for better community integration and provide career guidance solutions to bring benefits for themselves and the society.

Impact from COVID-19 and response

COVID-19 has impacted on all the activities. Classes, events had to stop, close, or open temporarily. Community projects of audiology and hearing counseling were canceled. Therefore, the revenue was not enough to cover office bills and staff salaries. Most of the staff did not receive their salaries.

Status and prospect of current business

The COVID-19 Pandemic has brought many challenges to HLCS Vietnam Co., Ltd. The company has been researching and reevaluating business plans to come up with solutions for better collaboration with other organizations. Meanwhile, HLCS Vietnam is switching more events to online, including the sections of community integration counseling and language rehabilitation. These are the typical activities that have helped improve the revenues during this social-distancing period in Vietnam.

3 biggest lessons gained from the pandemic time:

- Always actively and positively find solutions to challenges: Improve internal human capital through on-board training and education.
- Find opportunities within threats: Creativity is important in upgrading services and products.
- Be flexible in adapting: While consistent with the company goals, still evaluating and adjusting suitable business plans all the time.

Source: The VID homepage(www.vidinstitute.org) | The HLCS Vietnam homepage(hlcsvietnam.com)



Maintaining production and operation amid the outbreak

+ QV Seafood



Mission

Bringing high-quality, safe food to consumers while taking social responsibility for environmental protection



Address

444 Ly Thuong Kiet St., Ward 6,
City. Ca Mau, Ca Mau Province, Vietnam



Homepage

www.qvseafood.com



Representative

Ngo Quoc Tuan



Product/service

Frozen Seafood

Company Introduction

QV Seafood is a family company, one of Vietnam's leading shrimp processors and exporters with two generations of experience in providing the highest quality products to the global market. The company was established in 1996 by Mr. Ngo Van Nga, our father, after a long history of twenty years of farming, processing, and trading shrimp in Vietnam. With our extensive knowledge of shrimp farming and strong relationships with shrimp farmers, we can continuously supply first-rate shrimp products to Japan, Europe, the USA, Canada, Australia, Korea, and other foreign markets. QV strives to maintain top quality control standards in shrimp processing plants and integrated systems so wholesalers, foodservice distributors, and retailers can count on us to quickly respond to our customers' needs with an ethically safe and finest supply of shrimp.

Source: The VID homepage(www.vidinstitute.org) | The Qv Seafood homepage(www.qvseafood.com)

Impact from COVID-19 and response

Key challenges the shrimp industry faces during the COVID-19 pandemic:

- Lack of raw materials
- Difficulty in controlling pandemic
- Labor shortage
- Change of plan from the buyer
- Increase in input cost

From July 7, 2021, applying the "3-on-site" model, QV has converted 20% of campus, including offices, halls to warehouses, garages... and rented hotels as workers' residences. By October 2021, thousands of workers were working "3-on-site" at our factories. To avoid dispiritedness, the company has tried to make workers feel at home by fully meeting their physical and mental needs while preparing plans for the risk of cross-infection.

- Operating capacity recovered to 80%, doubled to 40% when the "3-on-site" production model was introduced in early July
- Doing right from the start, controlling the epidemic, Controlling the pandemic appropriately from the start, QV has constantly expanded in stages

In the initial stages of the pandemic, traffic between localities faced difficulties. Harvesting and transporting inputs became bottlenecks, we continued producing. We had an online meeting with the local agricultural departments to propose the recognition of inter-provincial green cards, inheriting test results to recognize possibilities to move between provinces, harvest, and transport raw materials in green areas to the factory. Factory workers and teams transporting and harvesting raw materials are given top priority in terms of health safety and disease prevention.

In July 2021, Cat Lai Port, the focal point of the southern export center, called for help as it reached 100% of capacity, while the localities closely controlled inter-province, causing the container volume to be released slowly. In order not to disrupt the delivery of goods, units providing transportation services for QV are instructed to contact associations for priority vaccination. Meanwhile, we encourage drivers to test for COVID regularly to qualify for cargo transportation.

Global shipping costs began rising sharply from October 2020, and foreign buyers prefer to order CIF.

We have managed to control the pandemic at factories and maintain stable production and exports for overseas customers. Moreover, the increasing global demand for frozen seafood is beneficial for our business.

Status and prospect of current business

QV is also planning a digital transformation to work better with international partners. With the need to increase headcount for business development, technologies to support remote work and digital-based human resource management are essential solutions for the company today.

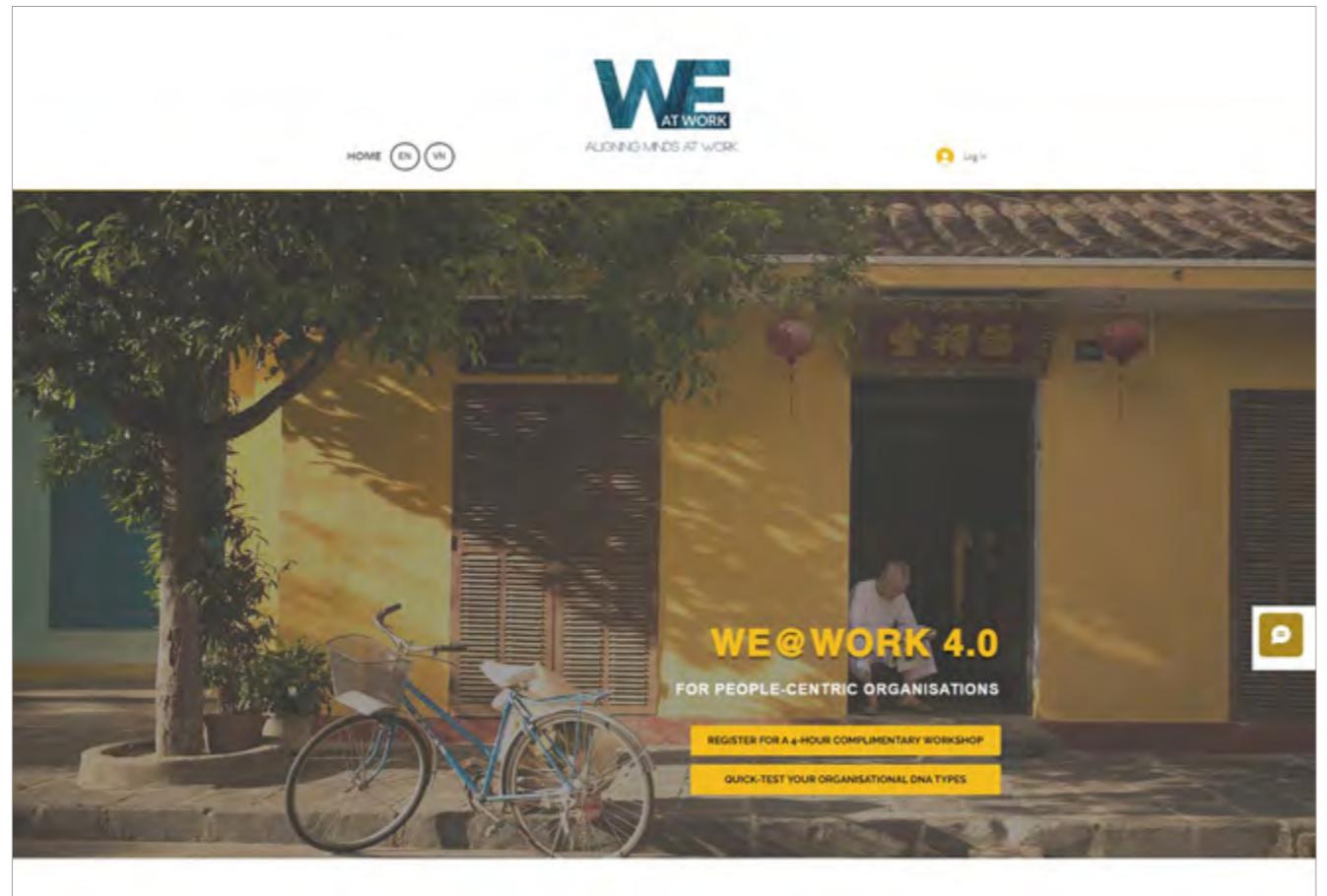
QV always ensures that employees are taken care of in all situations, especially during the pandemic, to ensure job stability and productivity, as well as their satisfaction.

+ References

- 3-on-site: Working, dining and resting at factories to minimize local community infection while maintaining production activities



+ Respect Vietnam



Mission

SGD 8 - Decent Work + Economic Growth



Homepage

www.respectvn.com



Representative

Dang Thi Hai Ha



Address

66/102 Truong Chinh Street,
Dong Da District, Hanoi, Vietnam



Product/service

WEATWORK.CO - Goal-Aligning &
Organisational Learning Platform (for businesses)
Made in Vietnam with RespectVN (for policy-makers)



Company Introduction

Since 2013, Respect Vietnam has been transferring herself from a non-profit technical organization to a hybrid one with a special mission to introduce people-centric mindsets & globally-proven knowledge frameworks to fast-growing & high-impacting businesses & organizations in Vietnam & the region. Our WE@WORK platforms, transforming from 2.0 to 4.0, successfully introduced 150 industry leaders & decision-makers in the simplest way possible to centralize employee engagement data to drive cost-effective & social-risk-minimizing business performance, especially in the dawn of digital transformation trends & responsible business conducts required by international communities during Vietnam's entry to the ESG-driven Free Trade Agreements. During the last several years, Respect Vietnam has been extending its scope to non-manufacturing industries, including high-impacting real estate, hospitality, technology & education businesses.

Our WEATWORK.CO (initially WE@WORK) platform has been digitalized from 30% to 80%, introducing Goal Alignment & Team Alignment concepts & formulas to drive people-centric values across around 50 businesses & social-impacting organizations' business models. The concepts have been embedded on Balanced Scorecard & Business Model Canvas, which serve as Frames of Thought for any team to work at best together towards the shared & ultimate goals, including customer-centric & employee-centric engagement that decide both financial & non-financial bottom lines.

Together in the past 8 years, along with business interventions, Respect Vietnam has been leveraging the industrial insights to influence regional & national policy advocacy from the bottom up. Our insights help decision-makers to look deeper into the under-water of the iceberg of labor politics, especially in difficult issues that often invite opinion divergence such as minimum/living ways, working hours, conflict management, labor productivity, manpower quality, employer/employee relationship, etc, in Labor Law, Business Law, Trade Union Law, & many sessions in relevant ESG-driven Free Trade Agreements.

Our customer segments, therefore, are split into two:

1. Business Organisations who need special technical supports in validating their business models with a people-centric approach

2. Projects/Programs funded by various governments, iNGOs & social-impact funds

BEFORE COVID-19, we had to "SPIN THE CIRCLE" of trying to engage people-centric approaches into top decisions of the leaders who are yet to believe that people development should be the center of business growth & sustainable development. Our margin mostly came from social-impact grants or funds that want to make better impacts on the mentioned businesses.

Impact from COVID-19 and response

Before COVID-19, profit-driving businesses used our WEATWORK platforms & services to identify & validate changes they need to transform leaders' mindsets, teamwork efforts & the entire organization's specific missions. They use our innovative solution to translate bulky & wordy Labor Regulations, Operating Standards, Competence Library, Code of Conducts into simple, visual & action-inspiring comics, infographics & graphics. More importantly, they applied our industrial advice to gain Consistency & Engagement in these policies, believing that they helped relieve their "pains" in developing leaders, talents & manpower at the lowest cost of conflict possible. When COVID arrived, we believed that no businesses would be interested in our services due to their cost-cutting efforts. However, it turned out that many leaders realized that Goal Alignment was the best change any organization must embark on for agility & resilience against any COVID-19 outbreak. We also validate Business Model Canvas is the best Frame of Thought possible for any team to be more aligned & agile to achieve the agreed goals, especially in Vietnam's working cultures.

In the first COVID waves, we helped transform 3 hotels & resort management companies owned both by the Vietnamese & non-Vietnamese investors who both were new & mature in Vietnam's hospitality markets.

With our WEATWORK platform, they successfully aligned ultimate goals among the top leaders & then among 12-15 various teams/departments on ONE PAGE FOR CHANGE: within One Pager, they can reach OKR (Objectives & Key Results) Consensus on Business Model Canvas. In a few weeks, they made quick yet valid decisions to stay open amidst constant changes & sudden disruption of both local & international travels. Accordingly, about 500 jobs were secured & have been secured until currently in the islands that COVID-19 has completely hit.

Recently, we continue to support hospitality companies & employees who struggle to survive at no cost. We also sponsored 50%-80% of our service expenses for schools, hospitals & manufacturers who need our help during their organizational restructuring, digital transformation & employee redundancy. The most inspiring observation we have is thanks to COVID-19, the need by companies to transform digitally & resiliently has been much higher than before, especially with tools & platforms that bring back the basics, simplicity & alignment. Another contribution to the fight against COVID-19 is our study & technical work to recommend specific eligibility criteria for enterprises to stay open & safe for reproduction with government influencers, including provincial leaders who understand business operation & performance so poorly that their verdicts/decisions might not be able to achieve the goals of keeping the local economy either open or safe.



During COVID-19, we continue to target 80% of WEATWORK digital transformation, strongly confirming Goal Alignment on Business Model Canvas is the best change any organization must embark on for agility & resilience against any COVID outbreak.

- First, we transferred 80% of our training contents from hybrid (online/offline) into online. Each organization partner & their 10-15 teams taking part in our platform can get 24/7 access to their customized webpage with 100% of online training & communication internally & with our coach/trainers.
- Second, the 1:1 consulting & coaching sessions have been recorded into visualized video clips based on actual engagement with individuals in need. This way, we save so much time for ourselves & customers and bring full transparency & drive result-based performance for customers to evaluate our services accurately.
- Third, our signature comics & infographics keep getting the full attention & appreciation of customers. They also get "personalized" comics based on their interests & concerns during weeks of engagement, expressing themselves in a very thoughtful yet creative & filled with a great sense of humor. These three adjustments & improvements during COVID-19 also create more gigs & incomes for our associates, including those affected by COVID-19 in Vietnam and other countries.



Status and prospect of current business

Currently, we are focusing on fully digitalising our platforms, educating the market about our unique products & services. Our big lesson is what the Business Model Canvas teaches us: Accurately studying & targeting our right customer segments & going from there. Our prospect is to reach out to the market outside Vietnam who have been participating & believing in Business Model Canvas.

+ Vien Minh Production & Trading Service Co., Ltd



Mission

Offering proactive Beauty and Health Care solutions from Melaleuca cajeputi Herbs



Address

Floor 2, No.17 Alley 107
Nguyen Chi Thanh Street,
Lang Ha, Dong Da, Hanoi, Vietnam



Homepage

tramvienminh.com



Representative

Ho Thi Phuong Anh



Product/service

Producing Melaleuca cajeputi essential oil and products from Melaleuca cajeputi Herbs

Company Introduction

Since ancient times, Melaleuca cajeputi has been a vital folk herb whose dynamic vitality, coupled with their interlaced anti-erosion roots, enables them to grow in nutrient-poor places or even in flooded areas. Melaleuca cajeputi is used a lot in the health care of people in the Central region, where it is so arid and sunny, yet windy and stormy. Hence, Melaleuca cajeputi is one of the "dowry" that the family sends their daughter away to get married to the far North.

With experiences bearing the imprint of family care, The founder Ho Thi Phuong Anh used and shared Melaleuca Cajeputi's applications in health care for small families with motherhood groups on Facebook. Through sharing, many mothers using Melaleuca cajeputi oil can see the remarkable effectiveness in the prevention and supportive treatment of respiratory problems such as cough, runny nose, stuffy nose, and preventing mosquito bites. While sharing, counseling and supporting the application of Melaleuca cajeputi into family care, Ho Thi Phuong Anh decided to establish the business called Vien Minh in September 2013 to conserve and develop such herb.





After 8 years of establishment and development, Vien Minh has clearly defined the mission of providing proactive Beauty and Health Care solutions from Melaleuca cajeputi Herbs and has a vision of "Towards a fulfilling life". Vien Minh's products are made from essential oils and herbs for health care such as respiratory problems, bones, joints, skin, and living space care.

Vien Minh had the first material area of 10 hectares, and in 2019, it came to possess over 100 hectares of cultivation land. With this, Vien Minh helped about 70 farming households to earn around 5 million VND/year. Especially in Ha Tinh, it is extremely challenging because of the harsh weather as well as the low income of farmers, only about 10-20 million VND/year. Currently, all activities are in the preparation stage and have not been implemented due to COVID.

The budget for implementing projects is deducted from BiMela Foundation Vien Minh's. BiMela is an abbreviation of Billion + Melaleuca cajeputi with the wish that the company will plant 1 billion Melaleuca cajeputi trees for the locality to protect the soil, prevent erosion, sandstorms and at the same time, create opportunities to increase income for local farmers. The fund comprises activities such as applying for sponsorship from organizations, individuals, or awards achieved by Vien Minh and from the budget of 1 thousand dong for each product sold by Vien Minh from September 2021.

Impact from COVID-19 and response

Due to COVID-19, Vien Minh and many other businesses had to operate in moderation, and sales decreased by more than 30% due to changes in many supply chains such as transportation costs, raw materials, staff shortages, and consumer demand.

With the prolonged epidemic, offices and factories had to close and operate online. Vien Mihn promptly applied software to work online, appointed personnel to take charge of logistics and goods coordination, and continuously have online training sessions to improve professional skills and skills for personnel and agent systems.

Vien Minh produces essential oils and products from essential oils for active health care related to respiratory diseases. Vien Minh has called for donations from customers, friends, and the community to buy protective gear, and send supportive products to epidemic areas for increased support to protect the health and safety of health workers.

Status and prospect of current business

The business is now gradually restarting, starting to have sales, recruiting more personnel. Following are the lessons learned and future prospects:

- The market is constantly changing along with changing customer behavior, so enterprises need to adapt quickly
- Enterprises' value chains need to be seamlessly ensured through activities with sustainable values
- It is necessary to proactively develop contingency plans for business and cost management in case of market fluctuations
- In any situation, the energy of love needs to be promoted and spread

This is also one of the factors that helps everyone in the company connect and overcome difficulties together



Korea

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+ Root Energy

ROOTENERGY



Mission

By accelerating the 100% conversion of the renewable energy, making a sustainable future



Homepage

www.rootenergy.co.kr



Representative

Yoon, Tae-hwan



Product/service

Civic crowdfunding specializing in renewable energy, power plants and communities management operation service, etc.



Address

5, Ttukseom-ro 1-na-gil,
Seongdong-gu, Seoul, Korea



Root energy is a social enterprise that develops and manages the solutions for changing the energies that threaten the environment and the safety like fossil fuel and nuclear power electricity generation into 100% renewable energy.

Among the energies that we use, 98% are the energies that have the elements that threaten the environment or the safety like fossil fuel and nuclear power generation. Changing the energy supply system based on such fossil fuel and nuclear power to a sustainable method that uses a renewable energy that is derived from nature, including the sunlight, the wind, etc., is called "energy transition".

By constructing the renewable energy power plants together with the communities, Root Energy intends to minimize the damage to the climate and the environment. Until now, renewable energy business in Korea has been developed only with the big capital led by the government. Accordingly, not only had the information imbalance between the experts and the non-experts been extreme, but also local residents who lacked information often had the negative views. Through the P2P financing*, Root Energy creates an environment in which all of the ordinary citizens can co-participate in the renewable energy business easily. By disclosing the information on the renewable energy business transparently, it provides the 'Community Funding' service that allows everybody can invest directly in projects they are interested in, starting from 100,000 KRW (Around US\$ 84.45).

If a person who has a site on which a power plant can be built delivers the opinion to Root Energy that he or she will construct a power plant, Root Energy determines whether or not the business is possible. And, it is determined that the business is possible, the project funding needed for building the power plant is disclosed to public through the homepage. Investors can invest as much as they want from as little as 100,000 KRW to as high as 100 million KRW. Depending on the projects, only the local residents nearby the power plant can participate or the preferred return is provided to the local residents. Through such a community funding, Root Energy pursues 'community assetization' in which the power plant is owned by the community. Such P2P financing enable the participants(the investors) solve the environmental problems while at the same time earn appropriate profit, and above all, has the advantage of increasing local residents acceptance of power generation projects. Also, the investment stimulate the local economy and the converting to a clean and safe energy has a great advantage of reducing the environmental damage.

+ References

- P2P: A type of financing that collects the fund of many investors through an online platform, gives them to those who want a loan, and pays the principal and the interest generated from the loan to the investors.

+ Testworks



TESTWORKS



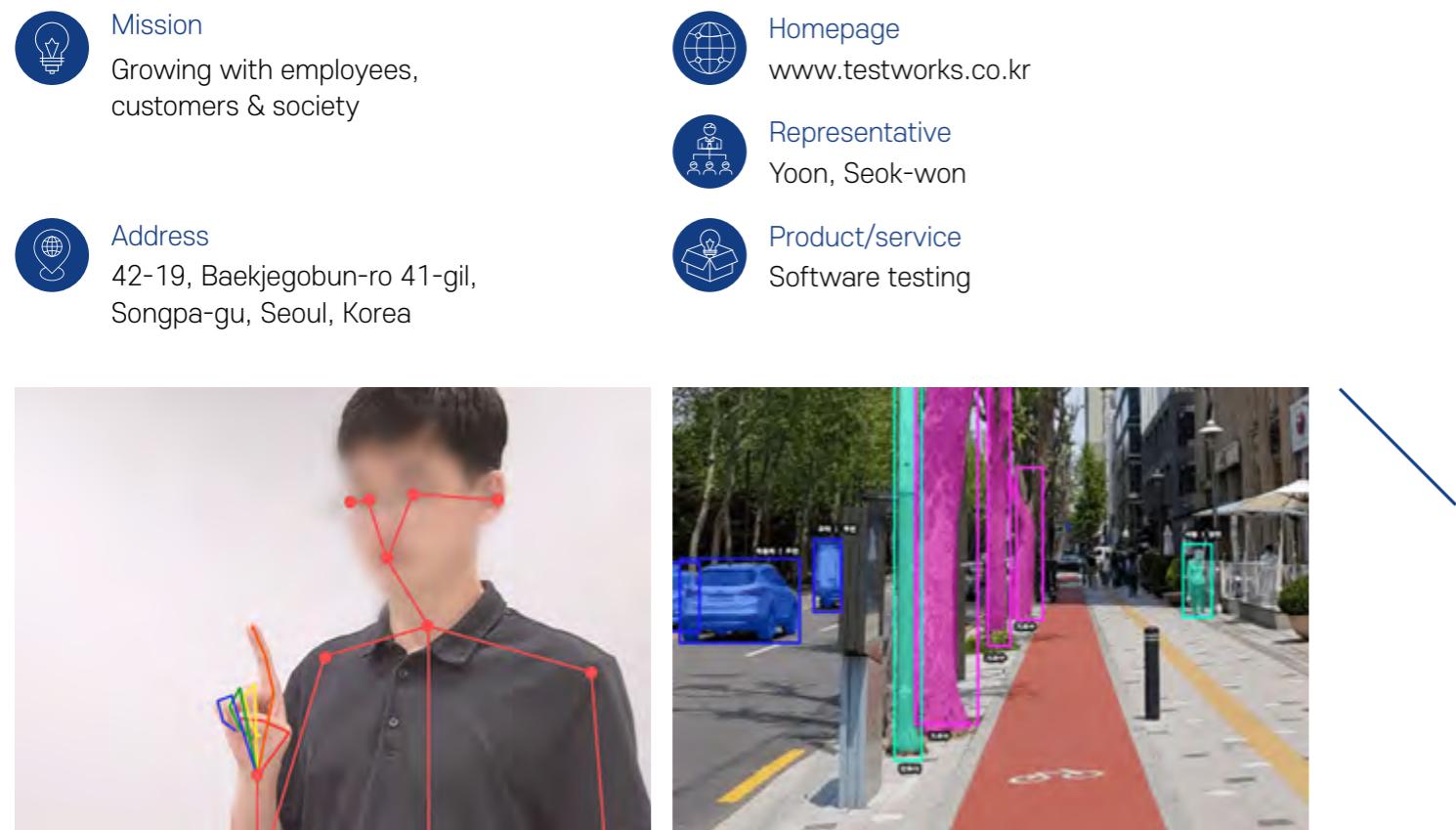
Testworks is a social enterprise that was established in 2015 with the goal of the social innovation through technology. Regarding over 50% of the entire staff, the vulnerable group- including the developmentally disabled, the hearing impaired, the job discontinued women, the long-term unemployed, etc.- has been employed. Testworks is one of the most notable companies that actively employs people with developmental disabilities and creates social and economic value.

In the beginning, Testworks had provided job to the job discontinued women by training them to become the software testers, which is a professional type of occupation in the field of the ICT. Without stopping here, by paying attention to the strong point- or, in other words, the strong point of not getting tired of a repeated work and, instead, doing better than the non-disabled- that is had by the developmentally disabled only, a new IT duty model that utilized this had been developed.

An important business area of Testworks is the establishment of a dataset through the collection and the processing of the artificial intelligence-related machine learning data. For example, for the management of the self-driving service that is based on the artificial intelligence and for the machine learning that provides a large capacity of the data to the artificial intelligence, by distinguishing and classifying the several hundred thousand photographs and video materials, the people, the traffic lights, the crosswalks, the various kinds of the obstacles, the geographic features, etc. are distinguished. And the work of attaching the name tags to each item one by one must be done. Although, because this is a very repetitive work, most people feel tired easily and cannot withstand for a long time, the developmentally disabled staff who are proficient with the ability to concentrate, the delicacy, and the repeated work not only prefer such a work, but, also, the degree of accuracy of the work and the quality, too, of the product are much higher when compared with the non-disabled.

Also, by producing a life guidance manual, by cooperating with the families of the developmentally disabled staff, Testworks helps developmentally disabled staff improve the self-control. In addition, the diverse efforts have been made for the communication and the harmony among the staff members, including a quarterly meeting with social workers, all employees of TestWorks receive training in how to work productively alongside those with developmental disabilities.

Testworks is providing a stable B2B service to the distinguished clients, such as Samsung Electronics, Honeywell, SK C&C, etc., not only has it been growing continuously, but, also, it has been contributing to the continuous growth of the vulnerable group and the social integration.



The recycling model for the toys that malfunction

+ kokkirigongjang (Elephant Factory Co., Ltd.)



Mission

The solution of the environmental problem that takes place due to the toys. And the donation of the toys to the vulnerable group



Homepage

www.kogongjang.com



Representative

Lee, Chae-jin



Address

50, Jeomchon 2-gil, Beomseo-eup,
Uiju-gun, Ulsan, Korea



Product/service

The repairs of the toys, the donations of the toys domestically and overseas, and the management of the children's organizations



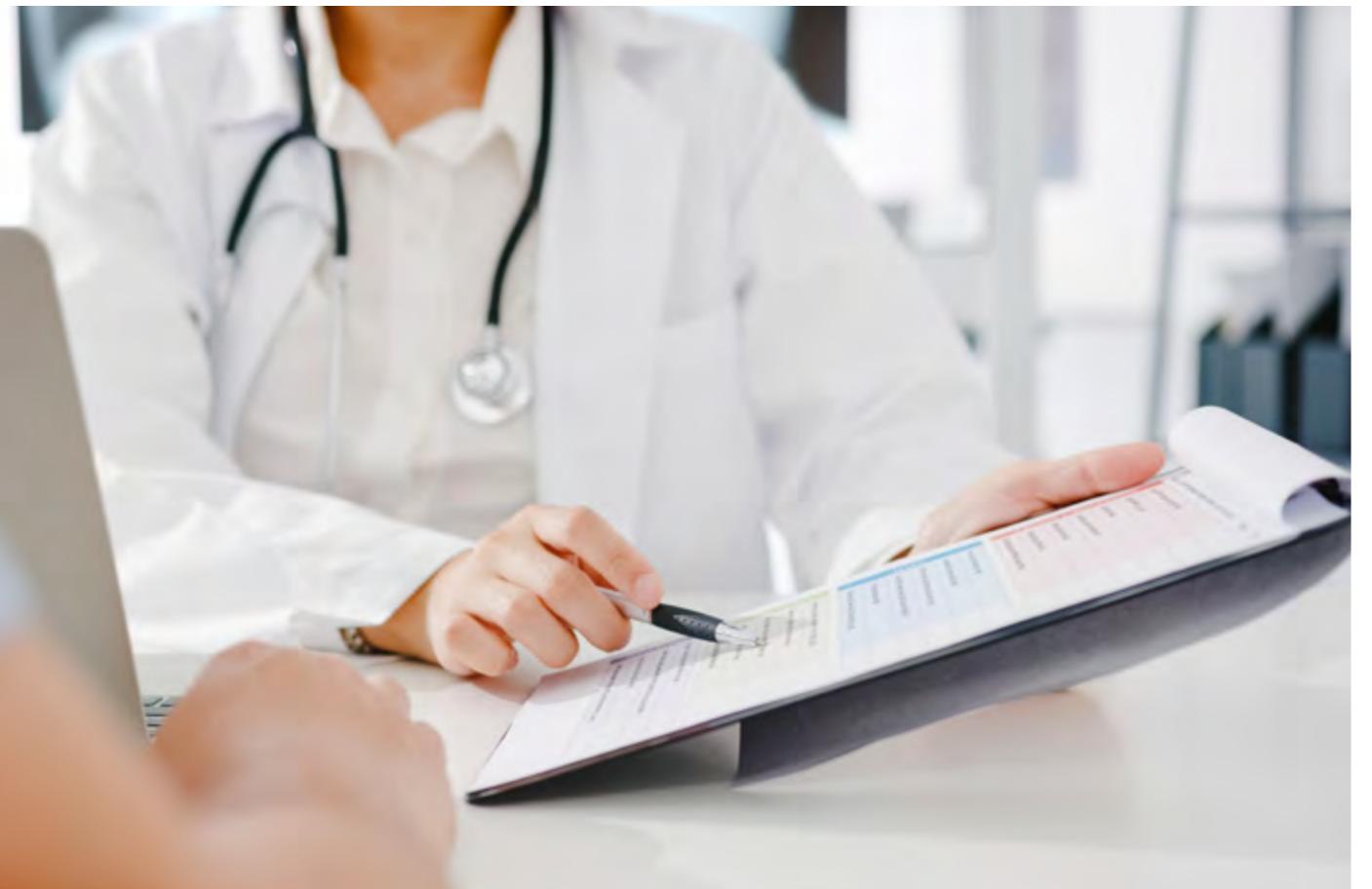
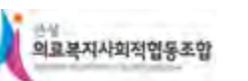
During the days of the management of a toys rental service, the Representative Lee, Chae-jin of Elephant Factory had paid attention to the toys that became broken and thrown away easily as a waste. Among the over 600 toy manufacturing and distribution companies, only about 5% of them did the repairs. And some of them sent the new toys without fixing them. The Representative Lee had personally gathered the workers in the field of the machines and had made a volunteer service organization that repairs the toys. And, while going around the daycare centers, he had repaired the toys that malfunctioned. And he delivered the donated toys to the other daycare centers with financial difficulties.

While the Representative Lee had come into contact with 'Social Entrepreneurship Promotion Program', the volunteer service activity had developed into a social enterprise. The main business of the Elephant Factory had been the service of managing the children's organizations. And it provides the quarantine, the sterilization, and the toy repair service to the daycare centers. Also, it distributes the donated toys received from the daycare centers and the others of the like to not only the domestic children, but, also, the overseas refugee children. Through the circulations of the toys, it is possible to present toys to the children in need while reducing environmental pollutants. In addition, by employing the young people in the vulnerable group, the aged, the career disconnected women, etc., it has been realizing the main value, too, of the creation of the workplaces as a social enterprise.



Regarding the reduction of the waste plastic and the protection of the environment through the recycling of the toys, they have been spreading even more through 'the Green Move Workshop' that was established by having the Hyundai Motors Group, the Community Chest of Korea, and the Elephant Factory cooperate. The Green Move Workshop returns the toys that have not been used because they malfunctioned at the regional Support Center for Childcare and the orphanages by collecting and repairing them. Or, they are delivered to the children's centers and the families of the vulnerable group in the regions where the toys are insufficient. Also, through the upcycling of the toys, they create the new toys that are made entirely of plastic and are easy to separate and dispose of. Also, the new products (The LED heat sink, the floor material, the table top, etc.) that can be utilized in the other industries are being developed.

+ Anseong Health Welfare Social Cooperative



Mission

- ① Social practice of health
- ② Preparation for an aging society
- ③ Participation and the growth of the members and the self-realization



Address

(34~37 beon-ji) Janggi-ro,
Anseong-si, Gyeonggi-do, Korea



Homepage

<http://www.asmedcoop.or.kr>



Representative

Park, Jung-gi



Product/service

The medical service
for the local residents



The Anseong Health Welfare Social Cooperative ('Anseong Coop' below) is a medical cooperative model that had been attempted for the very first time in Korea and in which the medical personnel and the local residents co-participate in the production of the medical service. The Anseong Medical Consumer Cooperative, which is the former entity of the Anseong Coop, was established by having the medical personnel, the farmers, the Western medicine doctors, and the Oriental medicine doctors participate jointly with over 250 union members and with the contributions of 120 million won in the year 1994.

The problems that Anseong Coop attempts to address are the following:

- The distrust between the doctor (the medical organization) and the patient that appears in the medical service market, the overtreatment due to the transaction cost and the others of the like, the abuses of the medicines, and the problem of the excessive expenditure of the medical cost
- The problem of avoiding the house call service regarding the vulnerable group and the people who are uncomfortable with movement who are placed in the blind spot of the medical welfare service and the others of the like

From the perspective of a member consumers, they now have a reliable family doctor with a lower possibility of excessive care and a lower burden of medical expenses. And they have an extended opportunity to lead a healthy life. Through 'Community Health Group', by training the health leaders, the health education in the unit of the town and a simple health check are proceeded with. And health-related self-help groups, too, in which the members who had the illnesses, including stroke, diabetes, etc., and the families had participated had been proceeded with separately.

From the perspective of a member employees, including the medical personnel, they participate in the operation of the coop as members, equally as member consumers. They are also trusted by member consumers.

From the perspective of the community, because the Anseong Coop had settled down as a medical institution that could be trusted, it endeavors for the health of not only the member consumers, but, also, the non-union members and the medically vulnerable group of the community. For the low income families and the mobility impaired, the housework, nursing, and bathing services are provided. Furthermore, it provides medical services at various facilities for vulnerable groups in the community, such as elderly care facilities, after-school classes for disabled children and children from low-income families, middle and high schools for North Korean defectors, and facilities for foreign workers.

An unusual point is that, the Anseong Coop prepares the social accounting report to check whether it is achieving its missions as a social enterprise. Through this, the diverse activities that result from the mission and the purpose of the organization are examined. And it has been endeavoring to measure and improve the social, environmental, and economic effects of these activities.

+ Donggubat

동구밭

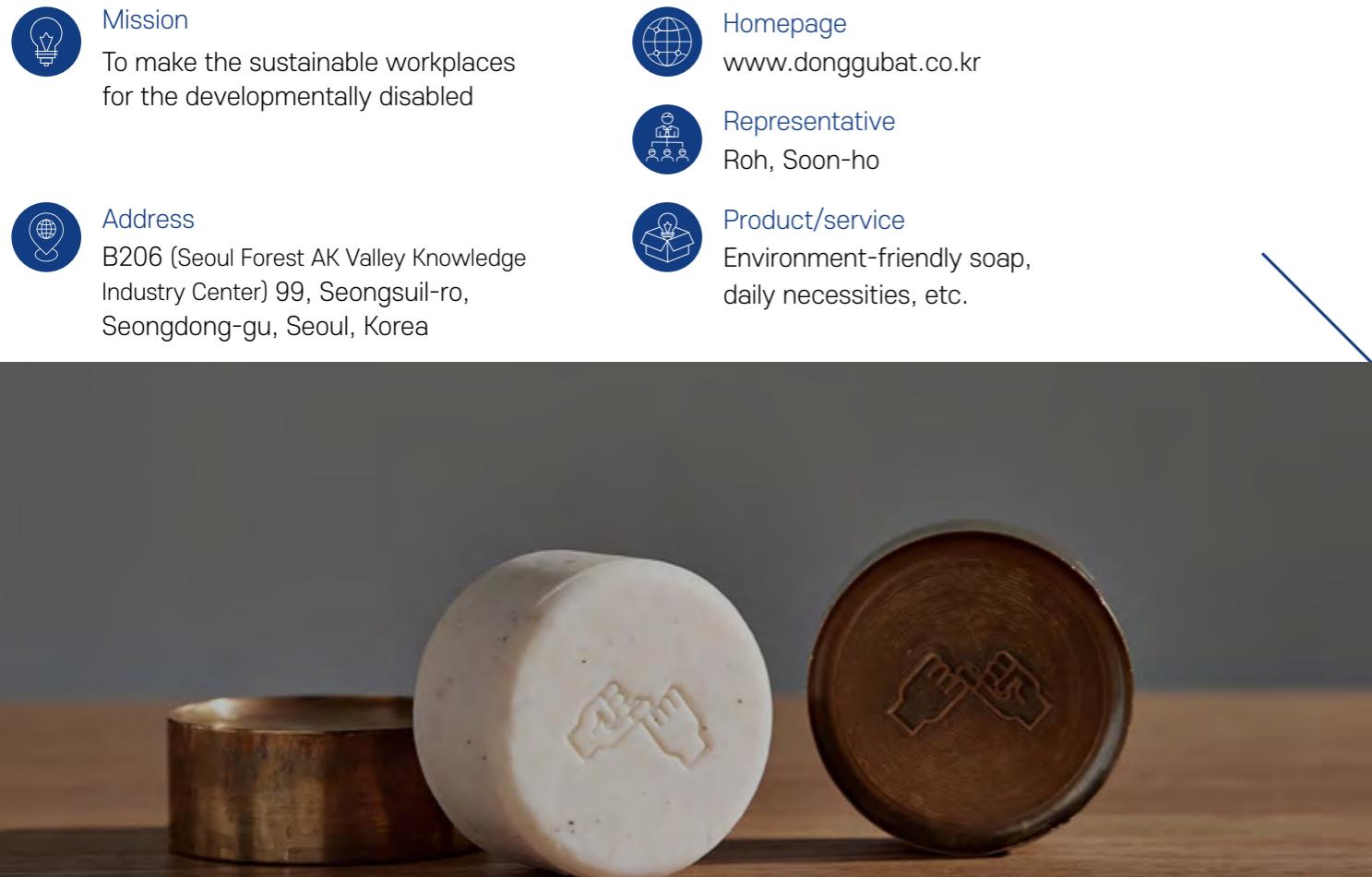


Donggubat is a social enterprise that was established for solving the employment problem of the developmentally disabled. In the beginning, Donggubat ran a program that matched developmentally disabled and non-disabled people on a one-to-one basis and cultivated the urban gardens together to improve social skills of people with developmental disabilities. Although it had been intended to raise the social skills of the developmentally disabled and, ultimately, to enable them to obtain the workplaces, there was no enterprise that intended to employ these people.

Donggubat changed its business model to manufacturing of the environment-friendly soaps in order to employ these people with developmental disabilities. From the low temperature matured soap to the washing the dishes washing bar, the solid shampoo, the solid rinse, etc., the product group had been expanded. Every time the monthly sales had increased in the past 5 years, Donggubat had additionally employed the developmentally disabled staff members. As of the present of 2021, over 50% of the entire staff are the developmentally disabled staff who are called 'the decorators'. And, ever since Donggubat was made, not even one decorator left the company.

All of the products of Donggubat are made by using the ingredients that are derived from the plants. And they acquired the EVE VEGAN official certification mark of France and the USDA organic, official certification mark of the United States. Also, by making the kitchen detergents, the shampoos, the rinses, etc., which had been sold in the form of a liquid by being contained in the plastic bottles mainly in the past, into the solids, the unnecessary plastics from all of the products were removed. Taking the COVID-19 as the opportunity, the environmental issue had emerged. And, while the people who had the interest in the zero waste had increased, the people, too, who looked for the products of Donggubat have been becoming a lot gradually.

Until the present, the time in which the decorators of Donggubat have been together is a total of 95,350 hours. The amount of the plastic that Donggubat has been reducing is 11,270Kg. The products that had been donated by Donggubat are a total of 17,406 pieces. The total amount that had been donated by Donggubat is 50,169,670 won. All disabled and non-disabled members of Donggubat are making the small changes of the everyday life. And they have been endeavoring to make a world where everyone is respected and coexists.



Mission

To make the sustainable workplaces
for the developmentally disabled



Homepage
www.donggubat.co.kr

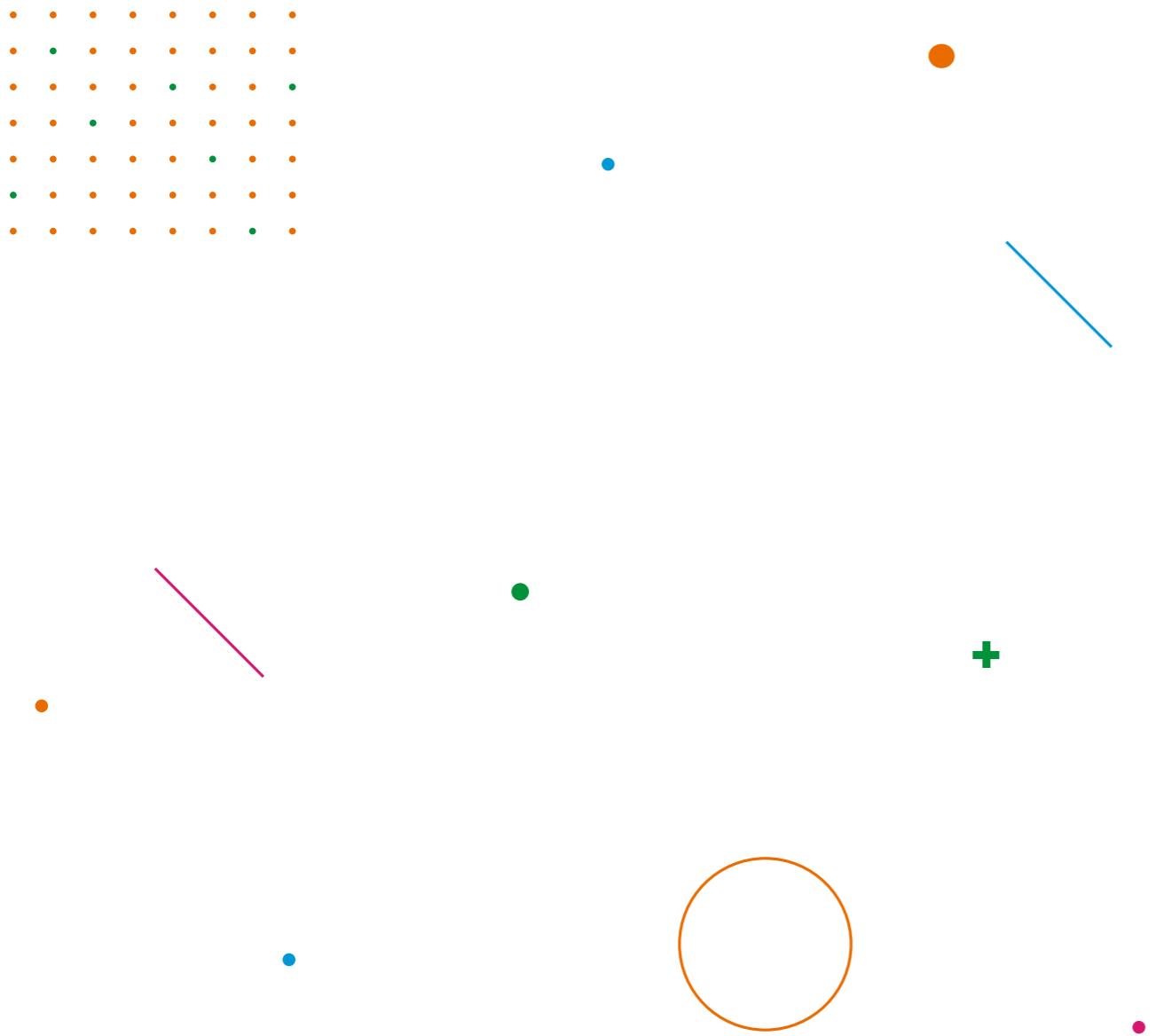


Representative
Roh, Soon-ho



Product/service
Environment-friendly soap,
daily necessities, etc.

Source: The Donggubat homepage(www.donggubat.co.kr)



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