



INVESTING IN SOCIAL INNOVATION IN GUATEMALA

VIDEO: THE DISRUPTORS



OVERVIEW: AGORA PARTNERSHIPS



AGORA HISTORY



Agora Venture Fund
2005



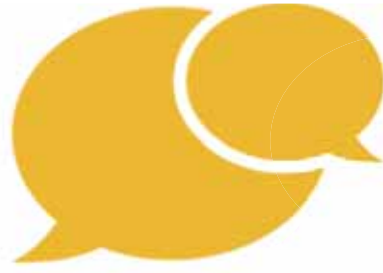
Agora Accelerator
2011

AGORA ACCELERATOR

Agora Partnerships accelerates early and growth-stage companies intentionally solving social and environmental challenges in Latin America and the Caribbean. The Agora Accelerator provides entrepreneurs with access to the knowledge, networks, and capital they need to grow their companies and their impact.



**AGORA
RETREAT**



**BUSINESS
CONSULTING**



**INVESTMENT
PREPARATION**



**ACCESS TO
CAPITAL**

ACCELERATOR CUSTOMIZATION

Agora entrepreneurs create impact across a multitude of industries and Sustainable Development Goals. The Agora Accelerator is customized to focus the curriculum on the specific needs of participating companies, and to ensure that unique industry challenges are taken into account.

IMPACT INDUSTRIES

- Access to Business Services
- Circular Economy
- Clean Tech
- Education for All
- Ethical Fashion
- Health Access
- Indigenous Community Empowerment
- Sustainable Food & Agriculture
- Tech for Community Engagement
- Urban Innovation
- Water, Sanitation & Housing

SDGs



PARTICIPANT PROFILE

ENTREPRENEUR

- Exhibits core values
- \$260K average annual revenues (ranging from \$50K to 2MM)
- Clear, sustainable & measurable impact integrated into business model
- High-growth potential, seeking capital

CONSULTING FELLOW*

- Passionate about growing entrepreneurial solutions
- Post MBA
- Age ranging from 28 to 32
- From management consulting and investment banking sectors

WHERE THEY COME FROM

156 Accelerator companies working in **20** countries across Latin America and the Caribbean



Deloitte.



CRITERION INSTITUTE



J.P.Morgan



*This profile represents the typical consulting fellow.

IMPACT

Agora Partnerships has accelerated **156 companies** creating impact in **11 industries** across **20 Latin American and Caribbean countries**.



Water, Sanitation
& Housing



Education
For All



Health
Access



Ethical
Fashion



Urban
Innovation



Sustainable Food
& Agriculture



Access to
Business Services



Circular
Economy



Clean
Tech



Indigenous Community
Empowerment



Tech for Community
Engagement

Collectively, Agora Companies have achieved:



\$71MM

Capital Raise



1,935

Direct Employees



+3K

Indirect Employees

AGORA NETWORK

ENTREPRENEURS & ALUMNI

+20 states in Latin America and the Caribbean, **12** industries, **8** classes



CONSULTANTS

+35 consulting fellows, post MBA, experience in business consulting or investment banking.



INVESTORS

+200 investors and Priority Investor Network (PIN).



MENTORS & EXPERTS

Access to knowledge, diverse advisors, networks, and mentors



EVENTS & CONFERENCES

Distribution, discounts, access, opportunities to meet entrepreneurs



OPEN

DIVERSE

INTENSIVE

AGORA - GUATEMALA

Since 2011, Agora has been accelerating companies from across the country solving critical issues from rural electrification to indigenous job creation.



- Accelerated 18 companies,
- Attracted nearly USD 20 million in capital to the country,
- Helped to generate hundreds of jobs.

GUATEMALA: COMPANIES CREATING ECONOMIC AND SOCIAL OPPORTUNITIES

WAKAMI – EMPOWERING INDIGENOUS COMMUNITIES



OVERVIEW

Wakami sells handcrafted accessories made by indigenous women in Guatemala, **empowering underprivileged communities** and connecting them with markets around the world.

INNOVATION

Wakami provides its products via a value chain (rather than a supply chain) that integrates traditionally marginalized women as micro-entrepreneurs into its production

- Attracted over **two million** in investment
- Partnered with **530 local artisans**
- Exported products to **more than 20 countries**
- Wakami artisans' children have **75% higher** school enrollment rate

KINGO – IGNITING COMMUNITIES



OVERVIEW

Kingo provides a distributed **renewable electricity** service as a scalable response to energy scarcity. The company **installs prepaid solar systems** to people living off the grid, and empowers them to control their consumption and costs.

INNOVATION

Kingo brings electricity to customers and communities that are not served by traditional grid systems.

- Raised **15 million** in post- accelerator investment
- Currently expanding **worldwide**
- Provided electricity to **50,000 households** and impacted **250,000 lives**

CASSA



OVERVIEW

CASSA builds sustainable social housing that provides **clean water**, **clean energy**, and **sanitation**.

INNOVATION

CASSA focuses on affordable housing to create the greatest possible impact at the Base of the Pyramid (BOP).

- Built Guatemala's first 'self-sufficient' home
- Will test non-profit mortgage solution
- Developed a pay-as-you-go system with the support of Agora Partnerships

STORIES FROM THE FIELD

A photograph of María Pacheco, a woman with dark hair tied back, wearing a light blue button-down shirt and dark jeans, sitting cross-legged in a field. She is gesturing with her right hand while talking to two other women whose heads and shoulders are visible in the foreground. The background is a dry, brushy landscape under bright sunlight. A dark grey diagonal overlay covers the top right corner of the image.

María Pacheco

*President, Wakami Global
Accelerator Class '11*

GUATEMALA: A UNIQUE OPPORTUNITY

GUATEMALA AS A LEADER IN THE ENTREPRENEURIAL MOVEMENT

Guatemala represents a remarkable opportunity to embrace and invest in entrepreneurs solving the SDGs. There is already momentum in Guatemala's entrepreneur community. We have the opportunity to **accelerate the movement.**





**“When
you decide to
take the
road less
traveled
there is nothing
more valuable than
finding that
community”**

-Agora Entrepreneur



www.agorapartnerships.org



accelerator@agorapartnerships.org



[@AgoraPartnerships](https://www.facebook.com/AgoraPartnerships)



[@AgoraPrtnrships](https://twitter.com/AgoraPrtnrships)



www.agorapartnerships.org/acceleratetheshift