

2007 in short

LETTER N°19 MARCH 2008

Resources collected in 2007: 1 150 985 €

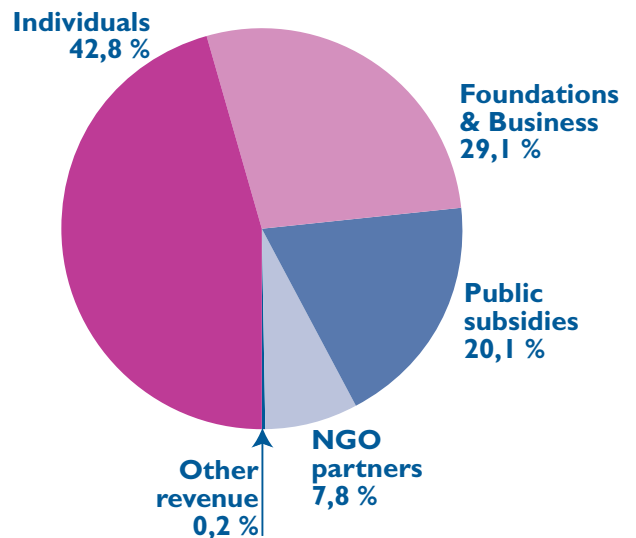
Nearly 700 individuals supported our efforts in 2007, by means of a sponsorship or donations, for a total of 493,006 €.

Foundations and businesses provide us with increasing support: 335,030 € this year, nearly four times that of 2006.

Public subsidies: 231,002 €, of which 188,000 € came from the French Ministry of Foreign Affairs for our programmes in Ghana, Cambodia, India, and the Philippines.

NGO partners: we received 89,831 € from Inter Aide and Initiative Développement to ensure the operational monitoring of their programmes in Manila (UPLIFT) and Haiti (IDM).

Other revenue: our financial investments and various external interventions brought in 2,115 €.

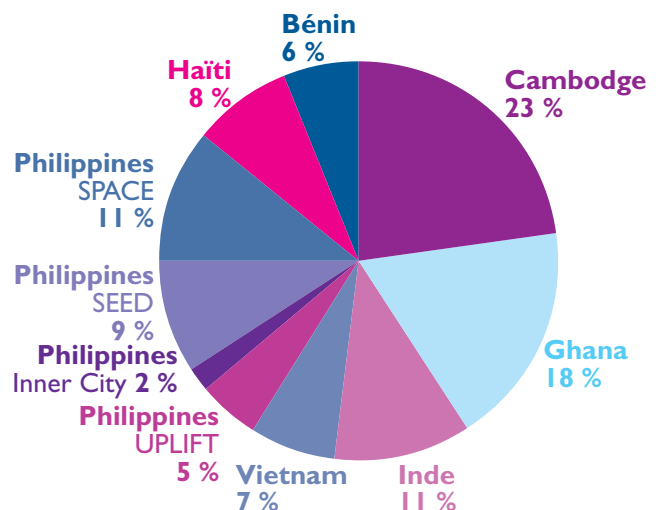


Allocation of resources collected in 2007

2007 expenses for the programmes that we finance and supervise	953 937 €
2007 expenses for the support and monitoring of other programmes	129 382 €
Prospective mission in West Africa	1 177 €
Humanopole* Project	30 314 €
Increase in our equity	34 207 €
Remaining balance, to cover 2008 expenses	1 968 €

* Humanopole: a programme that aims to raise awareness on development, peace, and the environment and for which we received specific funding from one company and two public institutions (www.humanopole.org)

The 953,937 € spent on programmes that we finance and supervise was divided as follows:



N.B.: The operational costs of our headquarters account for 10% of our total activity.



In 2007, Entrepreneurs du Monde supported 33,000 micro-entrepreneurs

HAITI (Port-au-Prince and Cap Haïtien)

6,000 micro-entrepreneurs

2007 was a year of consolidation: we did not open any new branches, but we did intensify our work in 3 of the current 5 branches. We implanted an internal audit, structured the programme, and increased its financial sustainability... We have also made significant progress in our plan to turn the programme into a legal Haitian entity.

In 2008, we are going to focus on supporting micro-entrepreneurs over a longer term: more training, more group dynamics, and access to micro-health insurance. We are also going to decentralise operation management to the branches in order to make our teams more productive and to offer micro-entrepreneurs a better, more local service.

BENIN (Cotonou)

5,600 micro-entrepreneurs
2 new branches

Alongside the opening of 2 new branches, the development of Alidé social services (social trainings and social duties) has already contributed to helping significantly the families we serve. What's more, eighteen of our micro-entrepreneurial women had the honour of attending the ten day « Create your Business » training module provided by the International Labour Organization (a U.N. agency). A great model for us all!

In 2008, we will continue to develop our loan-savings-training activities. We are going to design a poverty assessment tool, as well as launch a collaboration with the Ministère de la Famille et de l'Enfant (Ministry of Families and Children) in order to assist the most vulnerable micro-entrepreneurs (exemption from fees for education, childbirth, infant nutrition monitoring, etc.).

GHANA (Accra)

4,100 micro-entrepreneurs
1 new branch

After a difficult 2006, the programme was overhauled; and the end of 2007 activity indicators show much improvement.

One new branch opened with a "group collection" approach that proved very effective (portfolio at risk of 0% and 100% reimbursement rate). A huge effort was made to implement social training: more than thirty training modules are ready!

In 2008, social issues will be given the priority: more specifically, we are going to circulate the newly designed training modules and put in place a tool that will allow us to measure poverty. We will also propose the "group collection" methodology to all our branches and we will improve portfolio quality and the productivity of their teams.



CAMBODIA (Phnom Penh)

2,500 micro-entrepreneurs
3 new branches

Business volume has increased significantly, with the opening of 3 branches and the micro-entrepreneurs are now involved in decision-making: four representatives were elected in the three oldest branches. We have developed a wide range of trainings: 4 modules on management, 2 technical trainings, and 5 social trainings. We have also created social duties and a partnership with GRET so that our borrowers also have access to micro-health insurance. Finally, we have improved our information system and have implemented an internal audit system and a poverty assessment tool.

In 2008, 2 new branches will be opened and the 2 oldest will become financially sustainable. Participation in programme management will be reinforced and a Cambodian director will replace the current expatriate director.



INDIA (Calcutta)

1,100 entrepreneurs
2 new branches

We created 2 new branches and, after many difficulties, we made significant progress in spite of administrative barriers by helping our 2 Indian employees create their own institution in order to develop our activities in full compliance with our principles and methods. We also systematised our "business" trainings (business management, managing capital, strict guidelines for sales on credit) and our social trainings (family relationships, nutrition, hygiene).

In 2008, we will open 4 branches, social duties, and put in place a poverty assessment tool.



THE PHILIPPINES (Manila)

13,700 micro-entrepreneurs
opening of 3 branches
and a multi-service centre

UPLIFT: the oldest and largest of the programmes that we support opened a new branch and has entered into its mature phase; management is now 100% Filipino and by the end of 2008 the revenue from interest will cover expenses. UPLIFT has implemented a poverty assessment tool. Other actions that will help bolster the impact of our services have been planned and EdM will contribute to them with financial and technical support.

SEED: one new branch opened in June, but the programme is going through a "teenage crisis". Effectively, performance indicators have deteriorated in the first 3 branches. We have thus begun to streamline methods, reorganise, and re-motivate the teams. We have also systematised distribution of the economic and social trainings. In 2008, we are going to pursue our efforts on methodological adjustments, as well as completely integrate non-financial services into the programmes offered to micro-entrepreneurs.

INNER CITY: this programme celebrated its second birthday in September and opened its second branch. It has shown encouraging results and strong innovation capabilities, especially with regard to the overall service provided micro-entrepreneurs.

SPACE: we created this structure for our partners and other organisations who are, like us, convinced that savings and loan services are more effective when accompanied by non-financial services. SPACE opened its first community centre in August, offering: various training modules for micro-entrepreneurs, publication of a magazine for them, educational support, assistance in job-seeking in the formal sector, micro-health insurance, etc. The services proposed in 2007 were many, as were the projects!

VIETNAM (Hanoi and the Dien Bien province)

in start-up phase

In Hanoi, we assisted the Vietnamese organisation Binh Minh Group to extend its activities to new families and to diversify its services.

In addition, in the very isolated villages of the Dien Bien province, we supported the Women's Union to develop its innovative products and services to meet the needs of marginalised populations.

MYANMAR (Yadana)

technical consultation

We are helping our partner streamline and structure its operations, distribute its services to the poorest, and achieve programme self-sufficiency in its communities.

GLOSSARY: in these field updates, several terms come up frequently... They refer to different tools that we use in order to serve the micro-entrepreneurs on a social level. The services are, in fact, a supplementary and indispensable tool for the overall development of their families and the consolidation of their economic ventures.

Poverty assessment Tool: in order to ensure that we always reach the poorest families and to verify that our support leads to a tangible change for the entire family.

Social duties: in order to identify, among "our" micro-entrepreneurs, the families in greatest need and to refer them to the appropriate organisations

(social, health, education) that we have selected.

Social trainings: in order to address education, schooling, health, hygiene, family relations...

Group collection: the micro-entrepreneurs gather together in their place of residence or business. They get together every week with the loan officer in order to make their loan repayments and to spend a moment together sharing experiences and encouraging one another... They are not held liable for the other group members' loans, but they are obliged to apply pressure in the event that one of them does not pay back their loan.

8 activity indicators on the field

		Number of branches	No. of borrowing families over 1 year	No. of families with savings as of 31/12/07	No. of loans granted in 1 year	Total amount loaned in 1 year *	Average loan amount*	Portfolio at risk**	Total savings deposits of 31/12/07*
PHILIPPINES	UPLIFT	18	9 750	10 790	16 444	2 207 257	160	21 %	401 779
	au 31/12/2006	17	8 760	10 568	15 345	1 745 820	114	18 %	317 376
	SEED	4	1 219	3 066	1 883	148 001	81	25 %	38 867
	au 31/12/2006	3	495	1 170	627	47 004	75	7 %	12 338
	INNER CITY	2	2 774	2 774	4 740	445 557	94	9 %	49 348
au 31/12/2006	1	1 500	1 500	NC	NC	NC	12 %	38 830	
VIETNAM	CHI EM	1	48	34	48	1992	51	0 %	17
	au 31/12/2006	0	0	0	0	0	0	0	0
CAMBODIA	CHAMROEUN	6	2506	3 007	4 339	257 031	63	1 %	24 280
	au 31/12/2006	3	549	643	717	39 616	53	2 %	4 571
INDIA	SWABHIMAN	3	1 132	1 044	1 049	65 267	60	5 %	2 684
	au 31/12/2006	1	234	190	238	10 548	44	3 %	303
BENIN	ALIDE	6	5 620	6 013	7 720	1 440 439	174	5 %	351 129
	au 31/12/2006	4	3 770	3 214	5 578	912 057	164	6 %	235 725
GHANA	ID	7	4 075	4 700	5667	796 692	165	19 %	182 388
	au 31/12/2006	6	3 913	5 141	5 119	665 607	130	34 %	157 469
HAÏTI	IDM	5	6 010	4 390	8 698	1 082 706	130	7 %	70 189
	au 31/12/2006	5	4 398	3 004	5 942	780 750	131	6 %	53 753
TOTAL		51	33 134	35 818	50 588	6 444 942	127		1 120 681

* En Euros **Portfolio at risk: portion of the outstanding loans that have one or more mispayments.

3 ideas on alternative ways to support us

EdM as the beneficiary of 2 websites with a spirit of solidarity

soliland.fr , e-business portal

How it works: a percentage of your purchases on internet are given to EdM by the on-line stores, via Soliland.



Objective: If 1,000 people support EdM in this way, we can raise 15,000 € to finance a branch in Calcutta for its first 4-5 years of operations.

hooseek.com, Internet search engine

How it works: for each search that you make with hooseek, EdM receives 0.002 €.

Objective: If 1,000 people use hooseek as their search engine for our benefit, we can hope to receive roughly 200€/year. In the field, every euro counts...



Theatre in April in Paris, to support EdM

The “Accent circonflexe” company will perform **HOMME ET GALANT HOMME [MAN AND GENTLEMAN]**, a comedy by Eduardo de Filippo, at the Sainte Thérèse theatre (88 rue de l’Assomption 75016 Paris), on April 1, 2, 4, 5, 8, 15 and 16 of 2008 at 8:30 pm and on April 6, 2008 at 5:00 pm. **When you book your seat, choose EdM** so that we benefit from your ticket.

EdM will be in the spotlight on April 16th:

Franck Renaudin will be there to chat during intermission and after the performance. Get the word out and invite your friends: it’s a serious opportunity for us to get our name out there and raise some money!

<http://accent.circonflexe.free.fr> - tel 01.42.24.94.15

direct access to EdM’s partnership with Soliland and Hooseek:

www.entrepreneursdumonde.org/achatsolidaire.php

www.entrepreneursdumonde.org/actu04.php

Note - 1: these 2 new habits don’t cost you a thing.

Note - 2: the snowball effect is essential, so encourage your friends and family to do the same!

Note - 3: our name on these 2 websites is also a name-recognition factor and has already helped us to reach new benefactors.