



A unique and social methodology in Guinea

GUINEA



- 13 million inhabitants
- 175th country out of 187 in the HDI ranking*
- 63% of the population lives in rural areas
- 69% of workers live on less than \$3 a day

*Human Development Index
Source : hdr.undp.org/en/countries/profiles



BACKGROUND



A crucial need for support to succeed
For the poorest, who have had very little schooling, especially women, it is very difficult to find paid stable employment in Guinea. So, to support themselves, they take action! They set up small street businesses or workshops overnight. But without access to capital and training, they have difficulty developing and sustaining their activities. To succeed in their endeavours, escape a survival economy, achieve success and put themselves forward, they have a great need for support.

MISSION



Supporting these vulnerable but enterprising people

In 2016, Entrepreneurs du Monde created Wakili, which means “willingness and perseverance”, to support these vulnerable but enterprising women and men, help them develop their income-generating activities in a sustainable way and improve their families’ well-being. The WAKILI team pays particular attention to people with disabilities or living with HIV.

MILLENNIUM GOALS



METHODOLOGY



Adapted local services

The team offers socio-economic services to microentrepreneurs (training, individualized support, social referencing, etc.) and adapted financing (microcredit, savings). Wakili is the only social microfinance institution in Guinea to grant loans without any material guarantee or joint or personal guarantee, to offer to open a savings account without opening fees and to disburse these savings on demand.

SUPPORT



A complete support aimed at autonomy

Entrepreneurs du Monde has recruited and trained a team, particularly in Togo within the SMI* ASSILASSIME's team which they created in 2012. Entrepreneurs du Monde's experts (accounting and reporting systems, methodology, HR, Finance, Legal) and the Wakili team prepared the management tools, procedures and training modules. The team continues to be supported to build capacity, structure the programme and transform it into an independent local legal entity.

*SMI: Social microfinance institution



SIRA TARA DIALLO
Trader
in Conakry

I have been a member of the Wakilaré group since February 2018. This is my 2nd credit of GNFI,000,000 (€97) in 6 months and I have GNFI8,000 (€8) in my savings account. I was introduced to business through the training and support of the facilitators. I sell milk, sugar, juice and nescafé in small quantities. I have a stall in front of my house and that's a good thing because I use a wheelchair. My life has changed: I no longer sit on the street corners to beg and I pay some expenses. I am very happy with WAKILI and I pray to God that WAKILI will move forward.



89%

OF MICRO-ENTREPRENEURS BEING SUPPORTED ARE WOMEN

FOCUS



Proactive support for farmers

Helping farmers and rural entrepreneurs earn a decent and sustainable income from their land is a vital challenge in Guinea: they are no longer forced to abandon their land to swell the capital's slums and can ensure food security for all, maintain the soil and preserve biodiversity.

The WAKILI team is therefore pursuing a proactive policy in their favour: it opens new branches near agricultural areas, offers loans adapted to agricultural cycles and designs and offers highly targeted training.



Already, 800 farmers have participated in the first training sessions:

- Knowing your strengths and weaknesses before you start
- Controlling seasonality and market
- Adopting good practices to limit the risks associated with agricultural production
- Improving performance (soil preservation, permaculture, etc.)

In Boffa, the first agency in a rural area, 246 loans have already been granted for a total of GNF279 millions (€27,000).

A second rural agency is already operational: 9 groups of farmers have been formed and the first loans will be disbursed mid-August 2019.

KEY FIGURES

¹ over 1 year ² on 31/12	No. of beneficiaries ¹	No. of loans granted ¹	Average loan amount ¹	Outstanding loans ²	Accumulated savings ²	Operationally sustainable ²	No. of employees ²
2017	960	1,386	€ 143	€ 76,989	€ 10,928	22%	19
2018	3,112	4,807	€ 189	€ 306,102	€ 47,221	31%	28
2019	6,526	7,000	€ 174	€ 691,831	€ 136,658	55%	40

HIGHLIGHTS



Priority to extensions in rural areas

The team opened its first branch in Conakry and the others in the provinces: in Boffa, located 150 km from the capital and soon in Koba. To effectively serve farmers, it has developed an "agricultural production credit" with the support of Entrepreneurs du Monde's Agro technical advisor and is preparing to establish a "storage credit".



Triple partnership for 200 women

The joint action of Wakili, the United Kingdom Embassy and FITIMA made it possible to offer training to 200 women about their rights and entrepreneurship, and then to finance their projects. It has accelerated their socio-economic integration through:

- knowledge of their rights to assert themselves in their community
- regrouping to strengthen solidarity and mutual aid
- developing income-generating activities to overcome extreme poverty

OUTLOOK



Social Microfinance and Health

In partnership with the Paris City Hall, the Wakili team will prioritize the social and economic integration of people living with HIV: financial education, microcredits for their income-generating activities and support within specialized structures.

Wakili will also carry out two actions in partnership with Fraternité Médicale Guinée. The first will enable Wakili beneficiaries to receive training



messages on their mobile phones about health and reproduction. The second will provide financial education to 30 young girls and facilitate their access to financial services to develop street catering activities in front of high schools.

Assessment of the quality of services

The team will conduct a beneficiary satisfaction study and an SPI4 social audit to make a complete assessment and then better serve its beneficiaries.

PARTNERS



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