

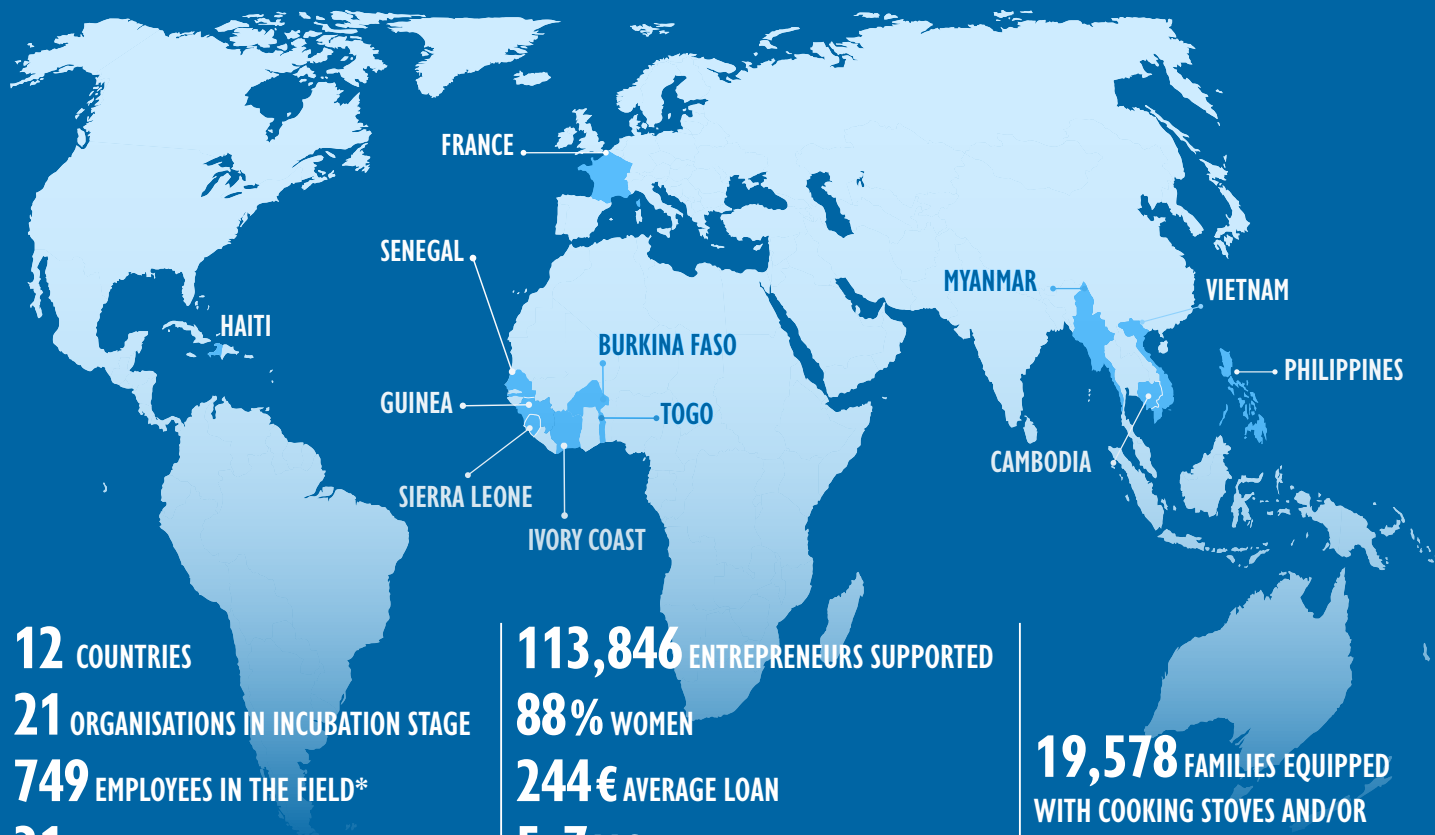
ENTREPRENEURS du Monde

Avec presque rien, on peut changer presque tout !



Supporting the most **vulnerable**
toward a sustainable exit from **precarity**
through social and economic **insertion**

KEY FIGURES 2020



12 COUNTRIES

21 ORGANISATIONS IN INCUBATION STAGE

749 EMPLOYEES IN THE FIELD*

31 EMPLOYEES FOR FIELD SUPPORT

*including 699 with a local contract

113,846 ENTREPRENEURS SUPPORTED

88% WOMEN

244€ AVERAGE LOAN

5.7M€ TOTAL BUDGET

19,578 FAMILIES EQUIPPED
WITH COOKING STOVES AND/OR
SOLAR LIGHTING

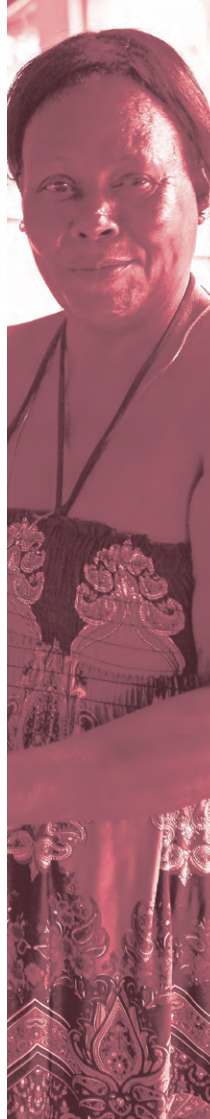


WHO?

An association advocating social and economic inclusion

Since 1998, Entrepreneurs du Monde has supported the social and economic inclusion of highly vulnerable people in the world. It helps them to set up businesses, access energy and adapt to climate change in order to achieve personal empowerment.

In order to fulfil its mission, Entrepreneurs du Monde creates and incubates local organisations until they achieve autonomy.



FOR WHOM?

For the most vulnerable entrepreneurs

The most vulnerable are **overwhelmingly women** as they have significantly less access to education, capital, and land.

When they launch a business or a workshop, they often lack:

- **capital and training** to develop and sustain their activity.
- **access to energy**, requiring them to resort to rudimentary cooking equipment and lighting with dramatic consequences on:
 - **their health:**
4 million deaths each year due to toxic fumes
 - **their income:**
up to 25% of their budget depleted by these equipment
 - **the environment:**
deforestation caused by the overconsumption of charcoal

WHAT? WHAT?

SOCIAL MICROFINANCE



ADAMA
Sierra Leone

I make the best laundry soap in the neighborhood! Thanks to the loans, the savings, and the trainings, I buy more ingredients all at once, at a better price, and I manage my business better. I have increased my sales and profits. I am president of our group of female entrepreneurs. We encourage each other, and our successes give hope to those who join the group.

Microcredit & Savings

- Small loans
- Granted without guarantor or deposit
- Personalized repayment schedule
- Savings account

Training & Integration

- Dynamic group : 15 to 20 people
- Trainings: management, sales, agro-ecology, health, child protection, women's empowerment, etc.
- Social workers
- Agricultural technical advisors

+ 88 % women, 20 % farmers



DUCKENS, Haiti

I grew up in precariousness and wanted to get out of it. I studied at the Hotel management School but found only internships and precarious jobs. So I decided to start my own business! I joined the "Creation of business" course and I opened a fresh fruit juice bar, on solid grounds. It is working well and I have already created a job.

*VSB: Very small businesses

SUPPORT FOR VSB* & PROFESSIONAL INTEGRATION

Coaching for small businesses

- Business plan consulting
- Business training, follow-up
- Assistance to raise funding

Professional integration for individuals

- Helping define professional goals
- Supporting job searches

+ Our enterprise academies for students to learn new skills and professional expertise under real-world conditions.



WHAT?

what?



**ZENABO,
Burkina Faso**

With my gas stove, I am no longer coughing, and I am much less tired: as soon as I light it, it heats, and I don't need to tend to the fire all the time. I can devote more time to my business and my children. In addition, I am saving money as the gas costs half as much as wood, which has become rare.

ACCESS TO ENERGY

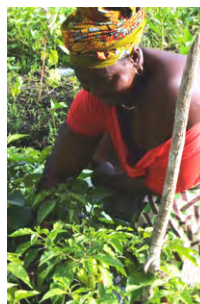
Lighting and cooking equipment:

- practical, efficient, and good quality
- financially and geographically accessible: energy credit, last kilometer distribution
- with good after-sales service

With a strong impact on:

- **budget:** reduced consumption, equipment quickly amortized
- **health:** less fatigue, less toxic fumes
- **environment:** less wood cut and less greenhouse gas emissions

+ Solar power for egg incubators, refrigerators and other tools useful for income generating activities.



Sylla, Guinea

I grow chilli peppers, egg-plants, cucumbers, corn, and manioc. Before, I planted the crops too close together without organic or mineral fertilizer. My plants were stunted, my yields were very poor. I followed the advice of the agricultural technical advisor and participated in their "farm schools." My chili plants have grown spectacularly! I was able to save money and I am going to start cultivating rice.

AGRO-ENTREPRENEURSHIP

Technical reinforcement

- **practical training:**
technics that respect the environment and the soil
- **nurseries:**
to regain autonomy on seeds of quality and reforestation

Financial Reinforcement

- storage silos
- microcredits

+ Adaptation to climate change, sécurité alimentaire de tous (bas traduit).





WITH WHOM?

With local organisations created and incubated by Entrepreneurs du Monde

To guarantee proximity with the beneficiaries and the sustainability of the projects, we recruit teams locally and we work with them to build

LOCAL ORGANISATIONS

on solid foundations

- Operations management
- Social performance management
- Information & Management systems
- Administrative & Financial management
- Risk management
- Human Resources management
- Governance
- Strategic planning
- Advocacy and fundraising

with a strong social and economic impact

We evaluate the relevance of the actions undertaken by these organisations and the evolution of the living conditions of the beneficiaries via poverty measurement questionnaires, satisfactions surveys, and social audits.

viable and sustainable

These organisations become viable and sustainable within 5 to 7 years. They can thus continue without us in serving a greater number of vulnerable people. Nevertheless, we continue to be involved in their board of directors and for ad hoc technical support.

THANKS TO YOU!



I love the entrepreneurial vocation of the NGO: it supports people who take charge of their lives, who develop something. I am also very interested in the impact on health and ecology of the support for small farmers and of the distribution of less polluting cookstoves. Last, all that makes Entrepreneurs du Monde contribute to the empowerment of women and I am proud to be committed to their side!



H  l  ne Boulet-Supau
Founder of Workplace



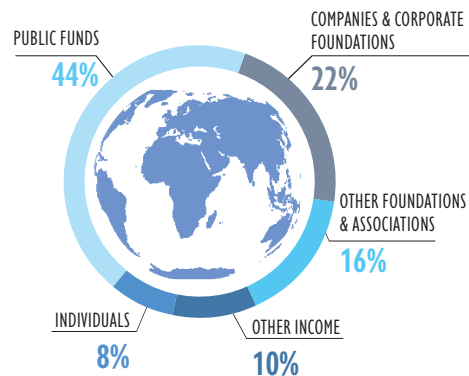
Our actions with Entrepreneurs du Monde have created a tremendous dynamic within our company.



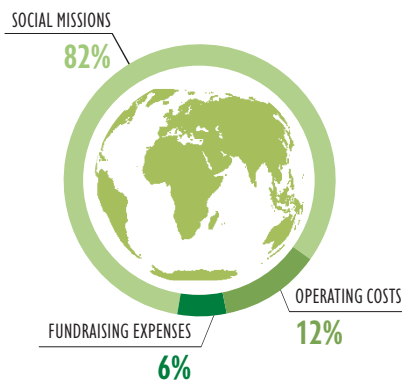
The involvement of the teams in our CSR actions has helped motivate them by developing cohesion and innovation.

Thierry Drecq
President of E.CF Group

ORIGIN OF FUNDS*



USE OF FUNDS*



* in 2020

JOINT THE MOVEMENT!

TOGETHER, LET'S CHANGE PRACTICALLY EVERYTHING!

MAKE A DONATION GIVING A **TAX DEDUCTION**

- in France:

don.entrepreneursdumonde.org/don-en-usd

- in UK or USA:

kbfus.networkforgood.com/projects/50175-e-kbfus-funds-entrepreneurs-du-monde-fr



LET'S BUILD A MEANINGFUL **PARTNERSHIP**
with your company to get your customers,
partners and employees on board !



Supporting Entrepreneurs du Monde means being part of a large chain of engagement which allows entrepreneurs to take off for a lasting improvement in living conditions of their families.



Mathilde Flammang
Donor



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