Energy insecurity worsens women’s poverty

The use of rudimentary cooking and lighting equipment has dramatic economic, hygienic and environmental consequences. The poorest people spend a large part of their budgets on it and inhale harmful fumes that kill as many people each year as AIDS and malaria combined. Moreover, the huge use of biomass for cooking on this inefficient equipment contributes to deforestation. Finally, energy insecurity particularly affects women: they are responsible for the supply of wood and coal and cooking, thus are the most exposed to tiredness and toxic fumes.

MIVO facilitates access to modern and lower cost energy

Entrepreneurs du Monde initiated the Togolese association MIVO Energie (We are content in the local Ewé language) in 2013 to facilitate access to modern and efficient equipment: solar lamps, gas stoves and improved fuel-efficient cookstoves. They have an immediate impact on health, finances and environment. Improved cookstoves reduce the consumption of wood or coal and the emission of harmful fumes. As for gas stoves, they completely remove both.

MIVO Energy helps the most vulnerable to access energy

Reine Montcho is a hairdresser and sells jewellery. Since June 2020, she also offers MIVO solar kits and stoves. This entrepreneur is proud to offer her customers equipment that make their daily life easier and improve their health.

To diversify her business, Reine received 3 loans as well as training and support.

“My life is not as it used to be. My turnover has increased thanks to Mivo’s training and I am comfortable.”
MICROFINANCE, RECYCLING AND ENERGY: VIRTUOUS SYNERGIES

To strengthen its social mission and provide more services to its beneficiaries, MIVO Energie continues to develop its network and is working with two partners also created and incubated by Entrepreneurs du Monde.

Efficiency of the distribution network

MIVO Energie has partnered with Miawodo to strengthen the capacity of its distributors through collective training and individual coaching. This capacity building enables the distributors to serve more families in need of cooking and lighting solutions and to generate a higher net income.

Lamp sales and recycling

MIVO Energie has also strengthened its partnership with Assilassimé to:
1. Facilitate access to energy saving solutions through energy credits Assilassimé offers to the entrepreneurs it supports;
2. Set up and manage a process of recovery, recycling and resale of solar lamps.

Impact of these synergies

Thanks to these partnerships, MIVO Energie participates in the economic development of the country and in the fight against global warming by alleviating the pressure on the environment through the reduction of the demand for wood fuels, the reconditioning of solar lamps and the recycling of electronic waste.

Promotions in markets

Strongly committed to the fight against fuel poverty, MIVO Energie has organized promotional activities in markets and within its distribution network, with the support of the European Union and AFD. 3,026 pieces of equipment were distributed to 2,439 households.

Towards an environmentally responsible enterprise

MIVO Energie informed the inhabitants of the area surrounding its depot of the safety measures in place on the site. This exercise was an opportunity to reach out to the neighbourhood and promote MIVO Energie and its products.

Strengthening the team’s capacities

In order to be able to fully carry out its policy, MIVO Energie continues to structure and strengthen its team. This team has been trained to install high-capacity solar equipment and a 100% local executive committee has been established.

Permanent adaptation to needs

A satisfaction survey of beneficiaries and of the team, a survey of the restaurant entrepreneurs, a social audit and a monitoring survey will be carried out to determine the changing needs of the most vulnerable and to identify priorities for improvement.

Expansion and optimization

The team will open a branch in Dapaong and Sokodé to provide national coverage. Partnerships will be developed to reach rural populations and those in outlying areas of Lomé. MIVO will also strengthen its brand image, centralize its orders, and draft after-sales and maintenance procedures.

Towards carbon finance

To increase its power to act and contribute to its sustainability, the team will finalize its Gold Standard registration. It will then be authorized to sell carbon credits to improve MIVO’s operational self-sufficiency and perpetuate its work with the most vulnerable.

FOCUS

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PARTNERS

KEY FIGURES

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
<th>Objectives 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equipment sold excluding gas refills</td>
<td>13,813</td>
<td>9,886</td>
<td>19,952</td>
</tr>
<tr>
<td>New families equipped</td>
<td>11,050</td>
<td>7,909</td>
<td>15,962</td>
</tr>
<tr>
<td>New indirect beneficiaries</td>
<td>55,252</td>
<td>39,544</td>
<td>63,846</td>
</tr>
<tr>
<td>Total savings achieved</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Health: CO₂</td>
<td>60 Kt</td>
<td>34 Kt</td>
<td>57 Kt</td>
</tr>
<tr>
<td>Budget: money</td>
<td>2.7 M€</td>
<td>1.9 M€</td>
<td>3.7 M€</td>
</tr>
<tr>
<td>Environment: t of wood</td>
<td>74 Kt</td>
<td>41 Kt</td>
<td>68 Kt</td>
</tr>
<tr>
<td>Employees as of 31/12</td>
<td>12</td>
<td>31</td>
<td>30</td>
</tr>
<tr>
<td>Active sales force as of 31/12</td>
<td>157</td>
<td>169</td>
<td>183</td>
</tr>
<tr>
<td>Turnover</td>
<td>592 M€</td>
<td>457 M€</td>
<td>530 M€</td>
</tr>
<tr>
<td>Operational self-sufficiency as of 31/12</td>
<td>72%</td>
<td>63%</td>
<td>80%</td>
</tr>
</tbody>
</table>

HIGHLIGHTS

- 93% OF USERS ARE SATISFIED OR VERY SATISFIED WITH THEIR SOLAR LIGHTING EQUIPMENT

OUTLOOK

- 4,026 pieces of equipment were distributed to 2,439 households.
- MIVO Energie informed the inhabitants of the area surrounding its depot of the safety measures in place on the site. This exercise was an opportunity to reach out to the neighbourhood and promote MIVO Energie and its products.
- This team has been trained to install high-capacity solar equipment and a 100% local executive committee has been established.
- A satisfaction survey of beneficiaries and of the team, a survey of the restaurant entrepreneurs, a social audit and a monitoring survey will be carried out to determine the changing needs of the most vulnerable and to identify priorities for improvement.
- The team will open a branch in Dapaong and Sokodé to provide national coverage. Partnerships will be developed to reach rural populations and those in outlying areas of Lomé. MIVO will also strengthen its brand image, centralize its orders, and draft after-sales and maintenance procedures.
- To increase its power to act and contribute to its sustainability, the team will finalize its Gold Standard registration. It will then be authorized to sell carbon credits to improve MIVO’s operational self-sufficiency and perpetuate its work with the most vulnerable.

1 Miawodo: Social enterprise supporting professional integration and the creation of VSBs - 2 Assilassimé: Social microfinance institution.
Both were created and are still incubated by Entrepreneurs du Monde.