



ANNUAL REPORT 2022

ENTREPRENEURS
du Monde

With next to nothing, change practically everything!



Entrepreneurs du Monde supports the social and economic integration of people in very precarious situations around the world. We help them become entrepreneurs, access energy and adapt to climate change so they can liberate themselves. We contribute to eight Sustainable Development Goals (SDGs).



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Entrepreneurs du Monde belongs to you, whether you are a volunteer, an employee, a director, a backer, a donor, an investor or a lender! Your support and action enable us to reach 181,000 families in 12 countries through 23 programmes. In our private and professional lives, there are always those small or big moments when we take the risk of doing something or doing nothing, of going all in or holding back. All of you have chosen to give of your resources, your time and your skills to build a humanist chain that stretches out to support these families in becoming more independent, gaining self-confidence, and providing for a future beyond day-to-day subsistence.

As I review this 24th Annual report, I am struck by the diversity of our programmes, the wide range of skills that they require, and the determination — dare I say sometimes the courage — needed to carry out our missions successfully.

What do Assilassimé in Togo, Palmis Eneji in Haiti, Fawrou Remobe in Senegal and Des Saveurs et Des Ailes in France have in common? The answer lies in the history of Entrepreneurs du Monde, which has forged a melting pot that brings together experience in analysing target population needs, creativity and freedom in implementing solutions, and rigour in monitoring social and financial performance.

I would also like to pay special tribute to our employees, the everyday heroes who work tirelessly in often difficult environments. Life at Entrepreneurs du Monde is rarely a long, quiet river. Turbulence comes in the form of political unrest, insecurity, corruption, nitpicky bureaucracy and worsening weather conditions.

In 2022, we maintained our funding in a post-covid environment that was not very favourable to NGOs focused on developing countries. We also prospected new territories (e.g. Liberia), improved our governance by recruiting a new executive officer, and expanded our ecosystem by creating InVestisseurs Solidaires (IVS), which will close its first fundraising round in 2023 to improve the equity of our mature programmes.

You can be proud of your contribution to Entrepreneurs du Monde.

THANK YOU to each and every one of you! ”



Michel Gasnier
Chairperson



Entrepreneurs du Monde is a French public benefit association established in 1998 and is accredited as a solidarity enterprise of social utility (ESUS). It is also certified by Don en Confiance, an organisation that permanently oversees the quality of our communications and fundraising, governance, financial transparency, and rigorous, disinterested management.

ENTREPRENEURS DU MONDE IN 2022

12 COUNTRIES



PRIORITY OBJECTIVES

- Empowerment through entrepreneurship
- Women's liberation
- Energy access
- Climate change adaptation
- Food security

• WORKING METHODS



23

SOCIAL ENTERPRISES
IN INCUBATION STAGE



814

EMPLOYEES



46

STAFF MEMBERS



€6.3M

BUDGET

IMPACTS



180,909
DIRECT BENEFICIARIES



85%
WOMEN



904,545
INDIRECT BENEFICIARIES



48,373
TRAINING SESSIONS



28,868
LIGHTING KITS/
COOKING STOVES



€269
AVERAGE LOAN

IMPACTS++

Alongside the **23** social enterprises currently in the incubation stage, **10** others have already become independent and are now permanently supporting their beneficiaries.

Entrepreneurs du Monde remains involved in other ways with **7** of them:

- sitting on the Board of Directors,
- managing social performance
- contributing credit funds or capital



Global impact of the Entrepreneurs du Monde ecosystem =

308,909

DIRECT BENEFICIARIES

COMMITTED TO ACTION

FOR VERY VULNERABLE PEOPLE



THE PHILIPPINES, ATE CO

To help the most vulnerable people emerge from extreme poverty, become successful entrepreneurs and pave the way for their children's future, we work with them to build a support system that meets their specific needs.

FUTURE ENTREPRENEURS IN VULNERABLE SITUATIONS

Sixty percent of the world's working population is employed in the informal sector. They are mainly women, because they have had less schooling than men and even less access to paid employment than men. They are shopkeepers, seamstresses, street food cooks, farmers, etc. These bold and tenacious people are vulnerable but enterprising. They dream of improving their family's living conditions and bringing their family out of the survival economy into a life where they can plan for the future!

But all too often their business stagnates or fails due to lack of access to capital, training, information, energy, etc.

SERVICES DESIGNED WITH ENTREPRENEURS

To overcome these obstacles, we provide social microfinance services (credit with no required guarantees or deposits, savings, training, group momentum, support and social media optimisation).

We also offer support options to young people (aged 18–35) who want to earn a living but have little training:

- boosting employability (training, apprenticeships at our training companies, job-search assistance),

- setting up a VSB (training, support with creating business plans and looking for funding).

All of these vulnerable people also experience energy poverty, which has a massive impact on their health, budget and environment. That is why we facilitate access to solar lighting kits and cooking stoves, which significantly improves their living and working conditions.

PRIORITISING VICTIMS OF CLIMATE CHANGE

Although they emit only 7% of greenhouse gases, the poorest 50% of the world's population are the first victims of climate change.

Among them, small-scale farmers suffer from severe droughts and floods. Yet they produce 90% of the food in their countries.

So, to help them adapt to these climate changes and improve their yields, we prioritise farmers in every programme we develop, including practical training in agroecology, credit tailored to crop cycles, storage solutions and seed production.

“I’m a shopkeeper. Thanks to Munafa*, I have access to loans and training to grow my business.

When I started out, I sold my products on the ground in front of my house, and I didn’t offer many products. Now, I rent a space at the market where I can better display what I’m selling: onions, sugar, oil, beans, tomatoes and so on.

I’m attracting more customers and my sales are up!

The money I earn enables me to feed my children every day and pay their school fees. I’m very proud to be able to look after them and have my own business, my own income.

I’m saving to buy a plot of land, build my house on it, and make life even better for my children.” Isatu Tarawalies, shopkeeper in Sierra Leone

*Munafa: social microfinance institution started and incubated by Entrepreneurs du Monde in Sierra Leone

3.4 billion
PEOPLE LIVE IN POVERTY¹

767 million
IN ABSOLUTE POVERTY²

3/4 LIVE IN RURAL AREAS AND
DEPEND ON SUBSISTENCE FARMING³

THE MAJORITY OF THE POPULATION⁴
IN AFRICA AND HAITI IS

UNDER 25

37% OF THESE YOUNG
PEOPLE WANT TO EMIGRATE
TO ANOTHER COUNTRY⁵

1- World Bank, 2018 report on poverty and shared prosperity

2- World Without Poverty, 2016, based on the World Bank's Taking on Inequality report

3- Generation 2030/Africa: Child demographics in Africa, August 2014, page 9

4- Notre engagement pour la recherche [Our commitment to research], E. Moyou, 12/06/18

5- Global Employment Trends for Youth 2015: Scaling up investments in decent jobs for youth/International Labour Organization, Geneva: ILO, 2015



SOCIAL MICROFINANCE

“ We trust marginalised people who become entrepreneurs. We provide comprehensive support for their business, workshop, field or farm so that it can be a source of progress for the entire family. **”**



MARIE FORGET
Head of Social Microfinance Unit

In 2022, we incubated eight social microfinance programmes so they could support vulnerable entrepreneurs until they are free from instability.

8

SOCIAL MICROFINANCE INSTITUTIONS

152,592

MICRO-ENTREPRENEURS SUPPORTED

42%

IN A RURAL AREA

€269

AVERAGE LOAN

€16.4M

OF OUTSTANDING LOANS

SENEGAL, FANSOTO



GROWTH IN CERTAIN COUNTRIES

Despite the difficult economic situation in developing countries, our MFIs* in West Africa are staying the course and continuing to serve a growing number of beneficiaries.

To cope with double-digit inflation rates, we have had to increase loan amounts to beneficiaries and raise our employees' salaries.

Nevertheless, Assilassimé in Togo remains financially viable and supports more than 45,000 beneficiaries. And our three youngest MFIs – Fansoto (Senegal), Wakili (Guinea) and Munafa (Sierra Leone) – are now able to cover half their expenses with their income and are supporting a growing number of beneficiaries: 18,000 in Senegal, 12,000 in Guinea and 9,500 in Sierra Leone.

ADAPTATION IN OTHERS

In some countries, the situation was difficult in 2022. More than ever, the most vulnerable populations must continue working in order to survive, and they need our support. Our onsite teams were relentless!

In Vietnam, ACE's activities slowed down due to a complex licence renewal which was finally completed in early 2023. In Myanmar, SOO has successfully relaunched its work and significantly reduced the number of overdue loans. In Burkina Faso, the political and economic situation is deteriorating sharply, but Yikri continues to serve its beneficiaries and give them access to financial services, a health insurance plan, social services and agricultural technical support.

The situation has deteriorated the most in Haiti, but the team is fighting on, implementing its services in rural areas less affected than Port-au-Prince.

I - SMI: Social Microfinance Institution

PRIORITISING FARMERS, VICTIMS OF CLIMATE CHANGE

The effects of climate change are being felt in the countries where we work, and our beneficiaries are already the first victims. It is becoming essential to support small-scale farmers, to help them adapt and improve yields on their farms. Their families and communities depend on them for food security.



Over the last five years, we have prioritised development in rural areas to respond to this major challenge. Today, half of our microfinance activities are in rural areas, which are often very isolated.

At the end of 2022, 42% of our beneficiaries were living in rural areas. Our teams have issued 35,000 agricultural loans to support small farmers. Twelve agricultural advisors support them by regularly visiting farms and hosting training courses on agroecology techniques.

In the coming years, we want to reinforce this support by setting up connections between producers and buyers, promoting access to inputs, etc.



PREPARING FOUR NEW PROJECTS

We have prepared to launch four new projects:

- in Liberia, we have completed exploratory work in rural areas, where microfinance services are virtually non-existent;
- in Guinea, we have prepared to roll out our programme in Guinée Forestière, a very isolated region, providing enhanced agricultural services;

- in Côte d'Ivoire, we are just waiting for authorisation from the central bank to launch microfinance operations
- and finally in Burkina Faso, we are partnering with AFD to create a support programme for populations displaced by jihadist violence.



BURKINA FASO, YIKRI

OUR METHODOLOGY ENABLES US TO REACH THE POOREST PEOPLE

- ✓ We make individual-liability loans with no type of guarantee and with interest rates among the lowest on the market.
- ✓ We encourage and facilitate saving.
- ✓ Micro-entrepreneurs organise themselves into groups of 15 to 30 people and attend training and take time to share experiences once or twice a month.
- ✓ They set the duration of their loan with the facilitator based on their businesses and repayment ability.
- ✓ Social workers at each SMI help them tackle certain challenges (e.g., violence, illness, disability, etc.).
- ✓ In rural areas, technical agricultural specialists support small farmers.

MYANMAR, SOO



[LEARN MORE](#)

VSB & PROFESSIONAL INTEGRATION

“We help young people improve their employability or entrepreneurial skills so they can become independent and contribute to their country’s development.”



ELARIK PHILOUZE
Head of Development

In 2022, we supported eight professional integration and entrepreneurship development programmes in high-demand sectors.

HAITI, ATELYE EKOL



A VERY DIFFICULT SITUATION IN 2022

The war in Ukraine, soaring commodity prices, political and military crises, and social unrest in many parts of the world have had a major impact on our beneficiaries. Their financial situation has deteriorated sharply and they have needed significant support from our teams.

In Haiti, for example, the security situation has worsened dramatically, with an upsurge in crime and street gang activity. Shop closures and fuel shortages led to a general slowdown in business.

In Togo, the price of some basic foods has doubled and the risk of terrorism has increased in the north of the country.

In Burkina Faso, the socio-political crisis is making work increasingly difficult.

Under these conditions, economic models are undermined and the sustainability of small businesses and our programmes is hampered.

In Burkina Faso, the **Emergence** training company has continued to train and set up people in the cleaning/housekeeping sector, but it had to abandon its dry cleaning business because viability has become impossible in this sector.

In Haiti, **Atelyé Ekol Enejy** has finished creating its training modules and welcomed its first apprentices. But training has been severely hampered by delays in receiving equipment for the gas stove and solar lamp production lines.

In Senegal, the first fruit juices were produced and marketed by the **Muri Casa** training company. But the dual objectives of training young people and boosting sales for women producers are proving more difficult to fulfil than expected due to viability issues and legal constraints.



TOGO, MIAWODO © NOOS



FRANCE, DES SAVEURS ET DES AILES



TOGO, MIAWODO



BURKINA FASO, EMERGENCE



SENEGAL, MURICASA

AND SIGNIFICANT PROGRESS

In Togo, **Miawodo** launched the first classes of students at its waste management school. Thirty-six students have been trained and are now supported by Miawodo coaches. In December, the team also took delivery of a container equipped to process plastic waste, in partnership with Plastic Odyssey.

In Côte d'Ivoire, the **Archipelago** programme, which ended in December, supported more than 230 farmers (including 135 in 2022) in agricultural entrepreneurship training courses. This programme led to successful collaboration between six consortium members (two chambers of agriculture, two regional councils, one agricultural training institute and Entrepreneurs du Monde).

In Rouen, France, the **Un toit vers l'Emploi** programme has begun its growth phase in response to the need for shelter and employment for people living on the streets. In 2022, nine tiny houses were built at the company's training centre and the programme helped 257 people find work at the day centre.

In Lyon, the **Des Saveurs et des Ailes** programme, which supports vulnerable entrepreneurs in the restaurant sector, has been slowed by staff turnover. But new arrivals have reinvigorated activities in the last quarter and a new class will start in the very first days of January 2023.

AN UNPRECEDENTED AND SUCCESSFUL POST-COVID RECOVERY PROJECT IN TOGO

In April 2022, an ambitious project lasting several months was completed. Our three teams worked together to successfully implement the project, which was financed by the Agence Française de Développement.

The project:

- Boosted the economic activity of beneficiaries affected by the financial crisis
- Implemented measures to reduce health and financial risks for our beneficiaries

This project's special feature was its implementation by a consortium of three organisations incubated by Entrepreneurs du Monde in Togo:

- Assilassimé Solidarité, a social micro-finance institution
- Mivo Energie, an association that distributes solar lighting and cooking equipment that is better for people's health, budget and the environment, via micro-franchised micro-entrepreneurs
- Miawodo, a support programme for small entrepreneurs

The project benefitted 4,300 micro-entrepreneurs, 95% of them women.

Miawodo coaches have also supported 82 Mivo micro-franchisees to enhance their skills and improve the visibility and profitability of their business.



LEARN MORE



ENERGY ACCESS

“We help the most vulnerable people to improve their living and working conditions, their health and their environment by facilitating the use of safe, energy-efficient equipment, powered in most cases by renewable energy sources.”



AUDE PETELOT
Head of Energy Unit

In 2022, we expanded access to clean and efficient lighting, cooking, cooling and production solutions through five programmes

6

SOCIAL ENTERPRISES

26,038

FAMILIES EQUIPPED

28,868

STOVES AND SOLAR KITS DISTRIBUTED



BURKINA FASO, Nafa Naana

THE PHILIPPINES, ATE CO



UNDERSTANDING AND ADAPTING TO CHANGING NEEDS

Our teams have continued their work to expand their equipment ranges, diversify their partnerships and offer attractive terms and conditions (purchase on credit, low-cost subscription, leasing) as shocks to world markets and the effects of the pandemic on household incomes have made energy unaffordable for many vulnerable households. These services are specifically designed to meet the needs of people living in poorly served outlying urban areas, isolated families and small-holders in rural areas.

In Cambodia, Pteah Baitong has developed and distributed solar water pumps that specifically meet the needs of farmers cultivating less than 1.5 hectares: their solution provides low-flow irrigation that is easy to implement, economical and reliable by combining lightweight, very robust motor-driven pumps and photovoltaic

panels sized and assembled to optimise costs. Farmers are trained and supported to maintain their pumps themselves. Demonstration sessions organised in the hamlets showed small-scale farmers – who are cautious and prefer known and proven solutions – the advantages of this solar irrigation system, which comes with a long guarantee period. Pteah Baitong has tested and validated these pumps with 28 farmers: they now irrigate for longer, at lower cost and with less effort than with the usual petrol or diesel motor pumps.

Mivo Énergie, in Togo, and Nafa Naana, in Burkina Faso, are successfully promoting solar lamps and kits – including refrigerators and motor pumps for productive use – and distributing clean, efficient cooking equipment. They meet the domestic and professional needs of cooks.



BURKINA FASO, Nafa Naana

In partnership with Entrepreneurs du Monde's microfinance institutions, Mivo Énergie and Nafa Naana are also continuing to raise awareness of the health issues associated with cookstoves, particularly for women and children, as well as the financial and environmental benefits. With the support from development partners, Nafa Naana also offers flexible Pay-As-You-Go access conditions for higher-capacity equipment, enabling households to make long-term savings.

Due to the high level of instability in Port-au-Prince, Haiti, Palmis Enèji is concentrating its activities on communes that



THE PHILIPPINES, ATE CO © MATHILDE CHARLET

are still accessible and expanding into the other departments in the Centre, North and North-East. To achieve this, it is relying on new distribution partners. It also runs extensive campaigns to raise awareness of the health, financial and social implications of using clean, renewable energy, and supplies basic energy equipment (including several thousand solar lanterns) to the most vulnerable people, even in the country's remotest areas. However, fuel and gas shortages interrupted deliveries for several months in 2022. In addition, insecurity is causing many people to leave the country, including skilled and qualified professional colleagues.



TOGO, MIVO

In The Philippines, ATE Co is continuing to install autonomous solar kits and modular, robust solar microgrids in hard-to-reach villages and hamlets in the mountainous region of North Samar, on the Burdeos islands in Quezon province and in Rizal province. The team informs villagers about the benefits of renewable energies and trains them to efficiently use electricity and maintain solar equipment. In each home, a kit powers a minimum of 3 or 4 light sources and mobile phone recharging, as well as a fan or even a television or fridge. This equipment is more economical than rudimentary solutions such as recharging lamps using car batteries.

CARBON FINANCE ENABLES PROGRAMMES WITH A STRONG SOCIAL IMPACT TO IMPROVE THEIR VIABILITY

In 2022, Entrepreneurs du Monde carried out three carbon finance projects. These projects involved quantifying, verifying and determining the value of CO₂ emission reductions achieved each year by families who used to cook inefficiently with wood or charcoal, and who now have access to an efficient gas cooker.

Tracking beneficiaries based on demanding international standards and obtaining verification from independent experts ensure these emission reductions are reliable. These estimates are valued and the verified carbon credits can be sold to companies whose activities generate greenhouse gas emissions and who wish to make a voluntary contribution to reducing carbon emissions on a global scale.

The oldest project is in Haiti. Reduction tracking began in 2015, and continues on a large scale with credits, generating emissions reductions of up to 25,000 t of CO₂ equivalent per year.

In Burkina Faso, replacing rudimentary wood or charcoal cooking methods with clean, efficient LPG stoves has generated carbon credits attesting to verified emissions reductions: 9,000 tonnes of CO₂ avoided every year!

Finally, registration for our carbon finance project in Togo was also completed this year, and verifications in 2023 will confirm the volume of certified emission reductions available for sale.

The carbon credits generated provide additional income for the social enterprises we incubate. This enables them to achieve financial stability more quickly, while transforming living and working conditions for the most vulnerable households.



AGRIPRENEURSHIP

“Family farming accounts for up to 80% of food production in Africa. It is therefore the key to food security for all. Yet global warming is already having a major impact on this production. Now is the time to act!”



ÉRIC EUSTACHE
Head of Agriprenneurship Unit

In 2022, we stepped up our training for small-scale producers on climate-smart techniques, which are the only way to maintain yields.



SENEGAL, FAWROU REMOBE

AN ESSENTIAL HOLISTIC APPROACH

Small-scale producers face a host of difficulties: not enough land, fragile soils, difficulty accessing water, very little mechanisation, no training in farming techniques so they can adapt to climate change, difficulty accessing seeds and financing, no post-harvest storage capacity and insufficient negotiating skills with large-scale traders. They put in a great deal of work for insufficient returns. In addition, they only benefit from a very small share of the added value created, as the intermediaries involved in selling the products take the lion's share.

Supporting small-scale farmers therefore involves removing these obstacles one by one, as part of a holistic approach.

This is the strategy we are gradually developing in the Matam region of northern Senegal:

• Training conducted with 100 cereal and onion growers in climate-smart techniques, which began in 2021, has already started to produce good results in 2022, with a high satisfaction rate (76%) and yield increases for 33% of them¹.

• Support for 1,140 women market gardeners was stepped up in 2022: they received intensive market gardening and agroecology training, support for developing three production plots (total: 25 ha), watering pumps and maintenance services, and all the seeds required for continuous, year-round operation.

• R&D on long crop storage has enabled us to find technical and operational solutions to this nagging problem. Two granaries were in operation in 2022. We now need to find ways of increasing the number of granaries available: discussions are underway with several institutional players.²

• Every month, 4,300 producers receive information on trends in product prices on Senegal's eight main markets so that they can decide when and where to sell. This service will be expanded in 2023. It will

1- According to the results of the satisfaction survey conducted in 2022
2- Senegal's Ministry of Agriculture, Agence de la Grande Muraille verte, Centre de suivi écologique, Senegal's Banque Agricole and the national umbrella organisation of farmer organisations

SENEGAL, FAWROU REMOBE



include collective bargaining with large-scale traders.

• 700 m² of greenhouses have been built to demonstrate the possibility of two production cycles per year instead of just one, which could double small-scale farmers' cash income.
• A system for refurbishing out-of-service pumps has been put in place: the pumps are repaired and fitted with new motors, enabling them to be put back into service for a quarter of the price of a new pump.

It will be rounded out with a school for young people who want to go into farming on which construction work has started. They will be trained and then supported to set up their own business.

CHALLENGES

- ✓ Adapting to climate change
- ✓ Supporting food security and sovereignty
- ✓ Fighting desertification
- ✓ Including and liberating women
- ✓ Creating jobs and income

The Centre also aims to become financially independent by developing its own agricultural production activities. Ten hectares have already been

planted and the first harvest is expected in June 2023.

At the same time, we were creating this centre in Senegal, we set up the Ekofoda Centre in Tchébébé, Togo, with the same objectives. It is already training a first generation of young people, supporting producers in the region and developing its own production activities to become self-sufficient in the long term.

SUSTAINABLE ROOTS

For our support to bear fruit, we need to be able to sustain it over time. Thanks to support from AFD and the Monegasque Cooperation, all our initiatives were grouped together in 2022 at a Resource Centre for Agroecological Transition, located at the same site as the granaries.

GREENHOUSES AND SOIL REGENERATION TO DOUBLE PRODUCTION

Onions and chillies are mainly cash crops in the Matam region of north-eastern Senegal. They are essential for providing cash to small-scale producers in this very poor and isolated region.

But until now, small-scale farmers have only been able to harvest once a year because after the June harvest comes the rainy season (which has become torrential with global warming) when it is impossible to plant in soil outdoors, and because the soil has become poorer over the last ten years.

We want to help small producers to double their annual production and we can do it! It is possible to plant and harvest twice a year by planting in greenhouses and naturally enriching the soil.

To achieve this objective, the cycle is as follows:

- April–May: traditional harvest of onions and chillies.
- June–August: cowpeas (beans) in soil outdoors, and onions and peppers in greenhouses.
- September: harvest of cowpeas, the tops of which are left to enrich the soil + planting of onions and peppers in soil outdoors, with compost added.
- December: additional harvest of onions and peppers
- January: planting of traditional onion and chilli cycle

We built 700 m² of greenhouses on the Entrepreneurs du Monde demonstration plot and began the production cycle to prove that it is possible to double annual production using this methodology.

We will soon be inviting farmers to see the performance results and the financial gains that have been made, and we will be offering them the opportunity to make this transition too. We will then help them to purchase our greenhouse model (which is inexpensive, durable and able to withstand sandstorms and rain). And we will provide them with microcredit to finance them, as well as essential training and support from our technical agricultural advisors throughout this transition.



TOGO, EKOFODA



1- www.bbc.com/afrique/region-50835431
2- news.un.org/fr/story/2019/02/1036271

INCUBATION

“ We create and incubate solid local organisations so that the services outlined in the previous pages can be offered to populations by reliable, competent teams that can do the work sustainably and completely independently. The ecosystem developed by Entrepreneurs du Monde enables them to grow and obtain long-term support. ”



FRANCK RENAUDIN
Founder

In 2022, we prepared four new projects, incubated 23 organisations and maintained connections with 6 of the 10 social enterprises that had become independent.

10
INDEPENDENT ENTITIES
=
175,000
MICRO-ENTREPRENEURS
SUPPORTED

SIERRA LEONE, WAKILI



FOUR KEY STEPS BEFORE INDEPENDENCE

1 • Start-up (12 months)

We review a programme's feasibility through a remote study, then onsite prospecting work. If the decision is made to launch the project, we create a business plan, search for funding and identify the person who will lead the project.

In progress: Social microfinance in Liberia, Eco-friendly menstruation product production system in Togo, Farm-schools in Togo and Senegal.

2 • Creation (6 to 12 months)

The manager takes the first steps to create an entity under local law (often as a company with entities from the Entrepreneurs du Monde ecosystem as shareholders, such as the Endowment Fund or Microfinance Solidaire), to recruit and train a local team, and to set up services and products with the related methodology, procedures and tools.

TOGO, MIVO



Finally, they work together to put in place all the support functions (HR, finance and accounting, auditing, etc.). Entrepreneurs du Monde's technical specialists are very involved in this creation phase and the steering committee meets every month to review progress and update the action plan.

In progress: Social microfinance/Energy/VSBs in Côte d'Ivoire, Training companies in Senegal and Haiti.

3 • Development (6 to 8 years)

Once established, the team expands services to a growing number of beneficiaries. Partnerships are built with public and private entities that can provide complementary services to the target audience. Entrepreneurs du Monde technical specialists continue providing regular support in person and remotely until the local teams fully understand the work. Entrepreneurs du Monde covers the



Unwavering support on several levels

“ Wakili was able to achieve our 2022 performance thanks to our team's commitment, as well as to support from the team behind the scenes: the experts from Entrepreneurs du Monde.

In 2022, they gave us a hand with framing the budget as soon as it was drawn up and implementing it through a monthly accounting review to validate the accounts. We also got support from the Training, Agro, Methodology and Risk Management Technical Advisors. We also received guidance with managing performance and creating convincing communication tools.

Without them, we wouldn't have successfully supported 11,978 vulnerable entrepreneurs while gaining 13 points in operational viability. A big thank you to them! ”

Ngaradoun Akominassi **NDEMIGN**, Head of Wakili, Social Microfinance programme in Guinea

operating deficit until the programme is financially independent and Microfinance Solidaire finances credit funds/working capital. Businesses in the social microfinance sector generally achieve financial stability within four to six years.

Microfinance: Fansoto in Senegal, Wakili in Guinea Conakry, Munafa in Sierra Leone, Palmis Mikwofinans Sosyal in Haiti, Yikri in Burkina Faso and Sont Oo Tehtwin in Myanmar.

Energy: Pteah Baitong in Cambodia, Mivo in Togo, ATE Co in The Philippines, Nafa Naana in Burkina Faso.

AgroVSB/PI: Fawrou Remobe and Ligoden in Senegal, Emergence in Burkina Faso, Miawodo in Togo.

4 • Scaling up

Once the teams have fully mastered operations and the business is financially stable, we enter the final phase of our support, which is to help the social enterprise reach more families. This phase requires a substantial amount of capital that is challenging for Entrepreneurs du Monde to raise. To do so, we bring together investors who share our values. In terms of governance, we retain oversight of the social mission.

Microfinance: ASSILASSIMÉ in Togo, Anh Chi Em in Vietnam.

Energy: Palmis Eneji in Haiti.

INDEPENDENCE

Several organisations continue their mission without assistance from Entrepreneurs du Monde. Some are financed by Microfinance Solidaire.

Every year, one or two social enterprises join the club of entities that have become fully independent. This steady level of positive returns for our incubator enables us to start roughly the same number of new programmes each year and to extend this virtuous cycle.

UPLIFT, SEED and SCPI in the Philippines, STEP in India, ABF and AslEnA in Burkina Faso, ALIDÉ in Benin, ID in Ghana, CHAMROEUN in Cambodia and ATPROCOM in Haiti.

NINE BUILDING BLOCKS

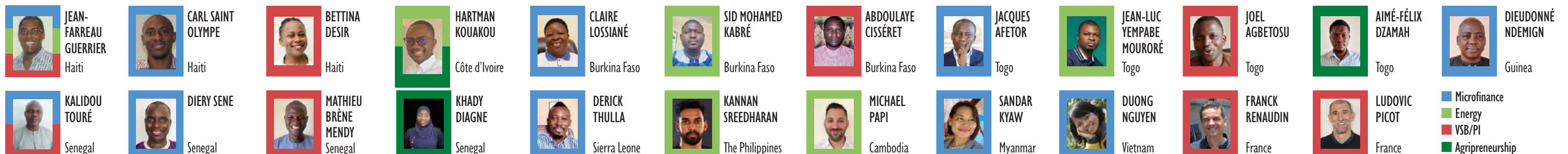
Our technical specialists help the local team develop their skills in line with Entrepreneurs du Monde's qualitative requirements throughout this process until the enterprise is operationally, financially and institutionally independent.

This guidance is organised into eight building blocks that support implementation of all the necessary tools and procedures that will enable the social enterprise to fulfil its mission and remain sustainable.

THE NINE BUILDING BLOCKS

- ✓ Operations management
- ✓ Governance
- ✓ Social performance management
- ✓ Strategy and capitalisation
- ✓ Human resources management
- ✓ Management information system
- ✓ Administrative, accounting & financial management
- ✓ Risk management
- ✓ Fundraising & communications

In addition, depending on the needs of the incubated social enterprise, support is provided for managing operations, creating training modules, choosing stoves and solar kits best suited to the needs of vulnerable populations, developing a social marketing strategy and developing a distribution network.





SOCIAL & ENVIRONMENTAL PERFORMANCE

“The Entrepreneurs du Monde team’s help with defining our social and environmental objectives and carrying out social analysis is a considerable added value for Yikri. It’s a win-win situation!”



CARINE SOME
Head of Social Performance at Yikri¹

In 2022, we provided support and training tailored to each team’s maturity and needs that focused on using environmental and social performance management tools.

VISION, MISSION, VALUES

Each social enterprise we incubate precisely defines the essential foundations of its work: its vision, mission, theory of change and ethical standards, in line with Cerise-SPTF² standards or GOGLA³ metrics, two global initiatives that promote responsible practices. In order to implement these standards diligently, the enterprise sets up a complaints management procedure.

In 2022, for example, we helped MuriCasa (Senegal) define its vision, mission and theory of change. The team defined the way it intends to fulfil its mission, as well as its ambitious but realistic social objectives and the means to be used to achieve them.

BENEFICIARY SOCIO-ECONOMIC PROFILE

To monitor the socio-economic profile of its beneficiaries, each team uses poverty measurement surveys and appropriate data entry software, followed by a proven analytical framework.

This year, we provided additional training for the Palmis Enèji (Haiti) team on using this tool.

SUITABILITY OF PRODUCTS & SERVICES

Satisfaction surveys are conducted with beneficiaries to assess their experience with the teams that support them and the products and services provided.

In 2022, we coordinated the first Fawrou Remobe (Senegal) satisfaction survey. We also helped Munafa (Sierra Leone) analyse the reasons why beneficiaries no longer participate in activities.

SOCIAL AUDITS

We assess the capacity of social enterprises to put their mission into practice and to achieve the social and environmental objectives they have set for themselves by conducting audits according to the methodology developed by CERISE-SPTF.

This year, ATECo (The Philippines) conducted a new social audit. The evaluation included a gender component: we identified the challenges in terms of equal rights and opportunities for employees and beneficiaries, as well as the organisation’s ambitions and results.

ENVIRONMENT AND CLIMATE

Because the countries and communities we serve are the first victims of climate change, we are progressively integrating the climate and environmental dimension in all our work⁴.

We provide services with a high impact for beneficiaries and their environment, such as waste management, training in agroecology, and distribution of cooking equipment that emits fewer fine particles and consumes less wood.

In 2022, we held workshops with Wakili (Guinea), ACE (Vietnam) and Munafa (Sierra Leone) to build a shared vision of the issues and to co-create an action plan. The teams were very active participants and came up with new ideas.

1- A social microfinance institution created and incubated by Entrepreneurs du Monde in Burkina Faso
2- cerise-sptf.org/universal-standards
3- www.gogla.org
4- <https://www.entrepreneursdumonde.org/en/zoom-in/positioning-on-environment-and-climate/>

TOGO, MIAWODO



SENEGAL, FANSOTO



DOES OUR WORK ACTUALLY REACH THE POOREST PEOPLE?



PALMIS MIKWOFINANS SOSYAL in Haiti

The majority of women entrepreneurs who joined PMS in 2022 live outside urban centres.

- 41% were unable to send all their children to school
- 89% have no refrigerator
- almost all have working capital of less than €178



PALMIS ENEJI in Haiti

73% of beneficiaries are part of families living on less than \$5/day

Key social and economic indicators

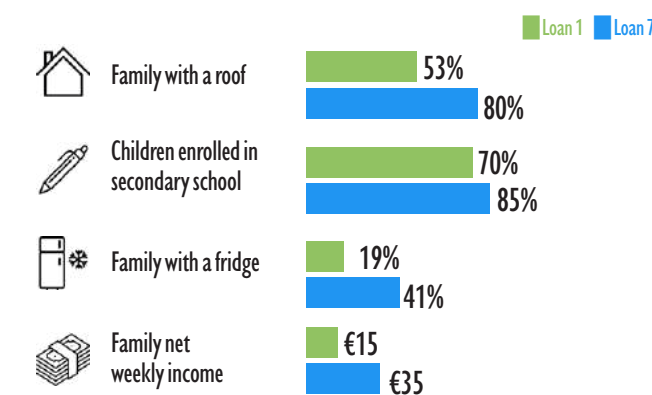
Average household size	No access to the electricity network	No access to drinking water	PRECARIOUS < \$5/day	POOR < \$2.50/day	POOR ++ < \$1.25/day
5	26%	13%	73%	30%	5%

WHAT CHANGES HAVE WE SEEN IN LIVING CONDITIONS?



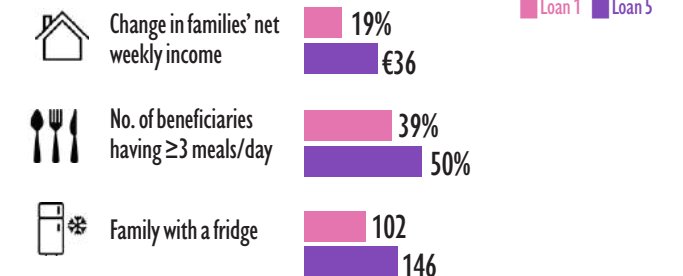
SOO in Myanmar

Based on a sample of 279 entrepreneurs who have taken out seven loans over a period of around five years with the SOO microfinance institution, net business income is increasing, family living conditions are improving (roofs and equipment) and children’s school attendance is improving.



MUNafa in Sierra Leone

Based on a sample of 273 entrepreneurs who have taken out five loans over a period of around four years with the Munafa microfinance institution, the net income of households has increased significantly, as have their equipment and food.





EMPOWERING WOMEN

“We equip ourselves with the means to reach the poorest people, the vast majority of whom are women. Supporting women in every area is a major, urgent requirement for humanity’s future. We are proud to participate in this!”



STÉPHANIE DÉLÉPINE
Gender and training coordinator

In 2022, we supported more than 160,000 women so that they could improve their living conditions and liberate themselves.

90%

OF AFRICAN WOMEN WORK
IN THE INFORMAL ECONOMY

1 IN 10

WOMEN HAVE ACCESS TO
PROPERTY AND CREDIT

88%

OF ENTREPRENEURS WE
SUPPORT ARE WOMEN

TOGO, MIAWODO © NOOS



Fewer women have gone to school than men and thus have less access to paid employment. This means they become entrepreneurs and contribute vigorously to the informal sector! But it is very difficult for them to access property and credit to grow their income-generating activity.

In addition, the extent of their daily tasks makes them less available for skill sharing, training and participating in decision-making.

Finally, they are the first victims of climate change because they are responsible for food crops and collecting water/wood. They bear the full brunt of flooding, drought and deforestation.

Yet this half of humanity is a considerable source of community change, progress and mobilisation. That is why we are betting on women! We build services with them that strengthen them.

① SAVING gives women power to purchase stock, save for school fees and take care of themselves or a child in case of illness. It means escaping everyday anxiety and taking their future in their own hands!

“Before, we didn’t understand the importance of saving. We saved occasionally at home, which led us to spend quickly.”

② ACCESS TO CREDIT gives people power to invest progressively in production equipment, group raw material purchases, gain importance in the eyes of suppliers and obtain wholesale prices. It is also purchasing more, producing more and earning a decent turnover.

“I bought my first piglets with the first 4 million dhong [€145] loan. I used the next loans and the growing profits to buy a threshing machine, a milling machine, a fridge and a motorcycle. Now I help other women in the village.”

③ TRAINING enables women to increase their skills and knowledge. It is about learning their rights and being able to react to abuse (sexual violence, gender/domestic violence, forced marriage, exclusion from inheritance rights) so they can be more daring and successfully start a business. It is a way to become a solid entrepreneur and an assertive woman.

“I really liked the training on how to diversify my business because it covered how to know what doesn’t work, get clients and prevent bankruptcy.”

STORY FROM AWA

My name is Awa. I’m the hard-working woman who expects nothing from anyone and earns her living by the sweat of her brow. I’m your mother, your sister and your friend. I’m a fighter, a voice that breaks the silence and makes women’s voices heard. I’m telling you all this not to boast but to let you know that we women can be leaders. I believe in myself. I believe in you. It’s time to talk, so let’s talk! Being a woman doesn’t mean standing back and allowing yourself to be trampled on. Being a woman means daring to experiment, undoing things when necessary and telling the truth.



④ JOINING A GROUP gives people the power to help one another, gain self-confidence, and express themselves individually and collectively, as well as to go faster and further together.

“At first, we were afraid to talk. But now, we trust each other. We share our successes and our discouragement. We often end up laughing and that’s a good thing, too! It gives us courage and we feel less alone.”



⑤ ACCESSING cooking equipment and lighting that is modern and effective means:

- getting away from the dark to live and work safely
 - reducing exposure to harmful fumes and burn risks
 - spending less time gathering wood or earning money to buy it
 - reducing participation in deforestation and feeling relieved about it
 - being better equipped and therefore more effective in one’s business or restaurant
- “With my gas stove, I cook four times faster than with charcoal. That means I serve more clients and earn more money! And above all, no more black smoke that chokes my lungs and my restaurant. Double benefit for my health and the ambiance clients experience!”

⑥ RECEIVING SUPPORT with farming activities gives people power to adapt to climate change, learn organic growing techniques to produce seeds, reduce costs and exposure to pesticides and chemical inputs, and increase yields while protecting the earth.

“I learnt how to make a seedling in a nursery. This gave me healthy, robust plants earlier in the season. I was able to produce and sell before prices fell.”



⑦ HAVING ACCESS to a social worker gives people power to escape fate, protect achievements and defend themselves.

“My husband and I argue all the time, especially about contraception. The social worker helped us and our relationship is more respectful now.”

Entrepreneurs du Monde’s work goes well beyond the single objective of improving women’s financial situations. It also contributes to equal opportunities and strengthens their ability to take action, express themselves and make decisions. The impact on a family’s daily life and future is quickly visible. This path of liberation sets their community and their country in motion.

MAKE WOMEN WE SUPPORT VISIBLE

In the microfinance groups to which they belong, women have the opportunity to speak out and discuss the issues that concern them or are important to them. They gain the confidence to express themselves, share their successes and difficulties, and become aware of their individual and collective power.

The 99Women Senegal* project, launched in Senegal in 2022, aims to go further, amplifying these women’s voices and highlighting their successes, their participation in the economy and society, and their determination to bring about essential changes.

Its first phase brought together 70 women entrepreneurs from Casamance, a rural region in the south of Senegal, who shared their life stories, their ambitions and their plans for the future. Then 30 women entrepreneurs, artists and urban activists from Dakar and Ziguinchor combined these oral testimonies with their own experience and transformed them into theatrical monologues.



The baton was then passed to eight other women and the director, who wrote a multilingual play (Wolof, Diola, Mande and French) that spoke to everyone.

The final phase will take place in spring 2023, with a tour of six villages in Casamance, where the performance will be held at a community meeting to which the women taking part in the project will invite their husbands, neighbours and the whole community to express their pride and expectations loud and clear, and to debate with them. The play will also tour six cultural centres in Dakar.

Finally, to give these women a more lasting voice with further reach, a documentary film retraces the whole adventure. It will be used in training sessions for all our programmes and will also be screened in Dakar, Paris, Geneva and at festivals from September 2023.

*<https://www.entrepreneursdumonde.org/en/the-99-project/>

THE PHILIPPINES, ATE CO



WORK ANCHORED ON 4 CONTINENTS



“ I started selling salads at the age of 15 because nobody else was doing it in my neighbourhood. Little by little, I managed to put money aside to open a restaurant. I didn't go to school and I suffered a lot as a result. For me, this restaurant is a great form of revenge: I now employ two people and my restaurant is doing well, despite the rise in food prices. Thanks to Nafa Naana,* I've been able to get a solar lighting kit and it's boosted my sales: having a well-lit restaurant attracts customers, and improves their well-being and the safety of my staff. My sales and yield are increasing and I'm reinvesting part of this increase in profit in a chicken farm that I recently started. ”

Agnès SAWADOGO, restaurant owner in Burkina Faso

*Nafa Naana: a social enterprise for access to energy created and incubated by Entrepreneurs du Monde in Burkina Faso



HAITI

In Haiti, gangs are still spreading terror everywhere. Certain districts and strategic points are regularly blocked and inaccessible. The economy is disastrously stalled. There is an exodus of Port-au-Prince residents to the countryside and to the United States.

The poorest are paying the price, along with our teams. Together, they continue to fight and adapt on a daily basis. We salute their courage!



PALMIS MIKWOFINANS SOSYAL

17,051

BENEFICIARIES

63%

IN A RURAL AREA

6

SOCIAL WORKERS

- Redeployment in rural areas: Pignon, Dondon, St-Raphael
- Savings gaining momentum and in-branch collections now available
- Steps to adapt current accreditation to new government standards
- Cost reduction plan

MORE INFORMATION

Director **Carl Saint-Olympe**

Bernard Marie Maud, shopkeeper

Born into a family of eight children, I had a difficult childhood and went into business at an early age to become independent.

I lost things in the 2010 earthquake, but thanks to support from PMS, I was able to restart my business and rebuild my house. Today, I'm proud of my shop again, and despite the current crisis, I'm able to earn a good income from it to cover family expenses, maintain a level of savings and repay my loans without too much difficulty.



PALMIS ENÉJI

9,608

FAMILIES EQUIPPED

6

REGIONS OUT OF 10 COVERED

69%

OPERATIONAL VIABILITY

- Development of the distribution network in areas that are still accessible: Plaine du Nord, Quartier Morin
- Strengthening partnerships
- Diversifying products and services
- Following fuel insecurity and scarcity adaptation plan
- Reducing fixed costs

MORE INFORMATION

Director **J.F. Guerrier**



ATELYE EKOL

42

APPRENTICES

35

TRAINING SESSIONS

- Selecting learners and starting training
- Starting gas stove production
- Navigating difficulties obtaining equipment for solar lamp production
- Reorganising and recruiting for the team following resignations for departures to the USA

MORE INFORMATION

Director **Bettina Desir**





PHILIPPINES

Entrepreneurs du Monde began its work 25 years ago in four countries.

Today, the three independent social microfinance institutions continue to support thousands of entrepreneurs: UPLIFT and SEED in metropolitan Manila and SCPI on the island of Samar.

Since 2021, Entrepreneurs du Monde has been focusing all our efforts on ATE Co, the social enterprise we are incubating to facilitate access to solar energy for the poorest people.



ATE CO.

1,664 FAMILIES EQUIPPED IN 2022

8,300 INDIRECT BENEFICIARIES

91% SATISFIED FAMILIES

- Closure of the EU-funded REACH project: 1,511 families equipped in the Samar mountains in 3 years
- Operational reorganisation and strategic overhaul for the next 3 years

MORE INFORMATION
 Director **Aude Petelot**

Merlinda and Alfredo Serduncillio Now we can be seen from far away!
“We opened our business in 2019 because we couldn’t find a job. Today, thanks to ATECo’s solar lighting system, our shop is clearly visible, day and night! We’re very satisfied and we’re gradually paying off the equipment without breaking the bank. We have a lot of customers, and our income is gradually increasing. We save the money we earn to ensure a good future for our children and grandchildren. Our dream now is to have a solar-powered freezer so we can sell fresh products!”



CAMBODIA

Access to electrification has progressed in Cambodia, but isolated communities remain off the grid. They use petrol generators or car batteries. These fallback solutions are hard on the budget and the environment.

Pteah Baitong is setting up robust solar-powered microgrids to improve the living conditions of the most vulnerable people. And since 2022, it has also facilitated access to solar-powered irrigation systems for small-scale farmers that increase their yields, while reducing the drudgery of their work, their costs and pollution.



PTEAH BAITONG

80 SMALLHOLDERS EQUIPPED WITH SOLAR MOTOR PUMPS

101 FAMILIES USING MICROGRIDS

- Distribution of the first small, robust and easy-to-maintain solar-powered pumps
- Micro-network management for isolated communities

MORE INFORMATION
 Director **Michael Papi**



MYANMAR

Since 2014, the microfinance institution Sont Oo Tehtwin (SOO) has been supporting small shopkeepers and producers in the south part of Yangon. Unfortunately, the economic and security situation in Myanmar remains unstable following the coup d’état in 2021. There are occasional clashes between the military and the opposition in the areas where SOO operates. Gathering in groups is still banned and high inflation is affecting the purchasing power of the Burmese. The team has shown extraordinary resilience in this difficult situation, continuing to serve its beneficiaries. It has even managed to increase its social and financial performance indicators once again!



SOO

7,838 BENEFICIARIES

70% IN RURAL AREAS

1,903 TRAINING SESSIONS

- Boost in lending (+80% compared with 2021)
- 129% increase in profits for beneficiaries’ families between the first and seventh loans
- Beneficiaries acquired one or more pieces of equipment (bicycle, motorbike, telephone, fridge) between the first and seventh loans

MORE INFORMATION
 Director **Sandar Kyaw**



VIETNAM

Anh Chi Em has been providing social microfinance services to marginalised ethnic minorities in Dien Bien Phu province, in the mountains of the country’s north-west since 2007. The team supports small-scale farmers who produce food and cash crops (rice, yams, coffee, small livestock and fish). Team members, 84% of whom are women, continue to innovate to promote responsible, healthy farming and increase family incomes. The group has been financially viable since 2015.

- Between the first and fifth loans, 23% of beneficiaries are no longer in extreme poverty as defined by the State.
- Expansion of the vermicomposting pilot to transform liquid manure into natural fertiliser and worms into food for small livestock, and to reduce input purchases.
- First climate workshop to raise team awareness of the effects of climate change and identify actions to be taken at all levels.

MORE INFORMATION
 Director **Duong N’Guyen**



ACE

6,392 BENEFICIARIES

91% WOMEN

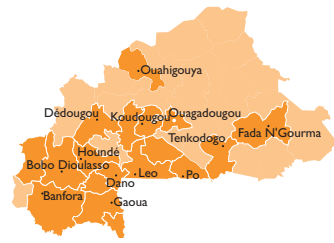
80% OF AGRICULTURAL LOANS

1,294 FARM VISITS BY THE TECHNICAL AGRICULTURAL ADVISOR

Lo Thi Thu, livestock farmer

Before, I didn’t have a stable income and I was facing major financial difficulties. I was really worried about it. When I saw that some of the people in my village were making a good living from livestock farming, I wanted to try my hand at it too. ACE issued loans and trained me in livestock farming and the economic development of this activity. For example, I learnt how to make vermicompost to fertilise my fields and feed my livestock. I’ve also learnt to save regularly and to overcome the difficulties associated with my business. I’m happy and I’m not scared any more!





BURKINA FASO

Entrepreneurs du Monde has been active in this country since 2008, and today three teams are helping the poorest people to access energy, start a business or find a job.

In 2022, jihadist attacks exacerbated the insecurity and poverty of people living in rural areas. Some 200,000 people have fled the countryside to the outskirts of Ouagadougou, where the population concentration and poverty are already very high.

The teams are redoubling their efforts to adapt their services and bring quality services to as many people as possible.

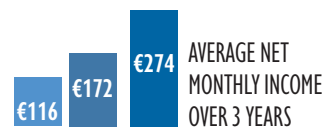


YIKRI

36,357
BENEFICIARIES

101 PRACTICAL TRAINING SESSIONS IN THE FIELD

19,717 ENROLLED IN THE YIKRI HEALTH INSURANCE PLAN



- Eighth branch opened 45 km south-west of Ouagadougou
- Environmental dimension added to the strategy
- Operational viability: 80%

MORE INFORMATION
 Director **Claire Lossiane**



NAFA NAANA

4,955
FAMILIES EQUIPPED

84
DEALERS

6,102 t
OF WOOD SAVED

- Difficulties in organising events and transporting equipment due to insecurity
- Partnership developments with intermediary organisations to continue serving certain populations

MORE INFORMATION
 Director **Sid Mohamed Kabre**



Bintou Sawadogo restaurant owner in Ouagadougou

“I’m a restaurant owner and for a long time I prepared meals on old stoves. They gave off a lot of fumes that affected the health of my employees and my own. Fortunately, thanks to Nafa Naana, I bought a gas multi-stove and that’s changed everything! I cook larger quantities, faster and without smoke. I can serve more customers, on time, and earn more money that way. Plus, I’m no longer contributing to deforestation and I’m saving money. Most importantly, my employees and I no longer cough and we’re less tired. Our health is improving!”



EMERGENCE

203 PEOPLE ASSISTED IN OBTAINING EMPLOYMENT

135 WOMEN EMPLOYED AS CHILDMINDERS

- Cleaning associate training course created
- First contracts signed with employers

MORE INFORMATION
 Manager **Abdoulaye Cissé**



SENEGAL

Three teams serve the most vulnerable people in two outlying rural areas: Casamance in the south and the Matam region in the north.

They pay particular attention to farmers, the first victims of climate change and the guarantors of food security for all.



FANSOTO

18,171
BENEFICIARIES

99%
WOMEN

€231
AVERAGE LOAN

- Strong growth: 20% more beneficiaries
- New agroecology training modules
- Preparing a service to provide access to energy-saving cooking stoves

MORE INFORMATION
 Director **Diery Sene**



MURI CASA

13
APPRENTICES TRAINED

50
PARTNER FARMERS

- Approval to produce obtained, followed by approval to market
- Start of marketing
- Setup of a circular economy process

MORE INFORMATION
 Director **Mathieu Mendy**



FAWROU REMOBE

1,090
WOMEN TRAINED IN AGROECOLOGY AND HELPED TO RELAUNCH THEIR AGRICULTURAL PLOTS

- Help fencing off fields to protect against animals
- Water pump repairs
- Seed donations
- Preparation for creating a farm school

MORE INFORMATION
 Director **Khady Diagne**



Nini Deh farmer

“I’m a farmer and I have to feed my six children. I have fenced off my plot so that it is no longer trampled by animals, and I have improved my yields thanks to training and technical and financial support from Fawrou Remobe. I’ve also diversified my crops so that I can produce all year round. Finally, I stored my onions in Fawrou Remobe’s granary. So I didn’t lose any of my production, and I was able to wait for prices to recover before selling at a decent price. The money I earn allows me to feed my children and save for their treatment if they get sick.”



TOGO

Our three teams have made good progress in 2022 in a socio-political context that is more stable than elsewhere. They have enhanced their synergies to serve their beneficiaries even more effectively. In addition, Entrepreneurs du Monde created Ekofoda in line with our strategy of increased support for small-scale farmers, paving the way for the opening of a farm school that will provide solid training in agroecology and animal husbandry to young people and then support them in launching their own production.

Séraphin Valla in waste collection training

“ I’m a taxi driver. Thanks to Miawodo, I’m training to be a waste collector and I’m gradually changing jobs. Miawodo trains me and helps me to find organisations where I can collect, sort and recycle from time to time. I also educate my neighbours about waste management and explain the negative effects that waste has on the environment. I’m gaining experience so that one day I can stop driving taxis and set up my own waste collection business. ”



MIAWODO

173t OF WASTE TREATED

422 PEOPLE INFORMED ABOUT WASTE MANAGEMENT

116 YOUNG PEOPLE TRAINED AND SUPPORTED TOWARDS SOCIO-PROFESSIONAL INTEGRATION

- Launch of two training courses in the School of Waste Management: collection/sorting and recycling/recovery
- Start of plastic waste transformation into semi-finished products, in a container fitted out by Plastic Odissey

MORE INFORMATION
 Director Joël Agbetosu



ASSILASSIMÉ

45,273 BENEFICIARIES

137 EMPLOYEES

10 BRANCHES

€3.6M IN SAVINGS

- Strong growth in savings, credit and training activities.
- Access to improved solar lamps and cooking stoves, in synergy with Mivo
- Creation of two agroecological input manufacturing units

MORE INFORMATION
 Director Jacques Afetor



EKOFODA

- Purchase of a former agricultural training and production centre
- Business model preparation
- Development of 23 agroecology training modules
- Production planning and preparation (crops and livestock)

Director Félix Dzamah



TOGO



MIVO ENERGIE

9,661 FAMILIES EQUIPPED WITH SOLAR LIGHTING KITS AND IMPROVED COOKING STOVES

€2.3M SAVED BY FAMILIES

44 KT OF CO₂ AVOIDED

- Priority given to developments in rural areas
- A selection of solar-powered equipment: mills for cereal processors, water pumps for farmers, hairdressing kits, fridges and freezers for grocers and street cooks.
- Successful Gold Standard certification to support activities through carbon finance and thereby gain financial independence

MORE INFORMATION
 Director JL Yemtabe Moutore



GUINEA

This country is 178th out of 187 in the HDI ranking and 66% of the population makes their living from agriculture. Wakili, a social microfinance institution created by Entrepreneurs du Monde in 2017, opened two branches right away in rural areas and now serves a growing number of farmers with loans adapted to the crop cycle, and theoretical and practical training in agroecology at field classes.

Farmers, Wakili's technical agricultural specialist and the Entrepreneurs du Monde agronomist work closely together to innovate on production and marketing in the agricultural sector.



WAKILI

18,171 MICRO-ENTREPRENEURS

28% OF FARMERS

762 AGRICULTURAL SPECIALIST VISITS

- Satisfaction survey of 513 beneficiaries > 97% satisfied
- Creation of a third rural branch > 3 out of 6
- Preparation of an branch in Guinée Forestière

MORE INFORMATION
 Director Ngaradoum Akominassi Ndemign





SIERRA LEONE

The density and poverty of the capital are impressive around Freetown. That's why the team from Munafa, a social microfinance institution created by Entrepreneurs du Monde in 2019, first set up there. But to support isolated farmers too, Munafa began rolling out in rural areas in 2022.



MUNAFI

9,532

MICRO-ENTREPRENEURS SUPPORTED

94%

WOMEN

6,078

TRAINING SESSIONS ORGANISED

- Preparation to open two branches in rural areas
- Recruitment of a social worker and start of individual visits and referrals to specialist organisations to resolve certain difficulties (domestic violence, education, identity papers, etc.)
- First social audit successfully completed: overall score of 72% on the sector's social performance criteria



MORE INFORMATION



Director **Derick Thulla**

Mariatu Camara Look at my shop!

“My family didn't have enough money for me to go to school, so I started working when I was 11. At first, I was a street vendor selling condiments. Thanks to Munafa, I've opened my own food shop. I got loans ranging from SLE 1,200 to SLE 8,000 (€56 to €375). I opened my shop and bought tables and shelves to display my products better.

Thanks to the training courses, I'm growing my business, improving relationships with my customers and saving money. I even bought a plot of land. I'm so pleased with this support that I've become the president of my group of women entrepreneurs supported by Munafa!”



CÔTE D'IVOIRE

In the Bouaké region of Côte d'Ivoire, the team operates both in electrified communes where electricity use has remained too limited and basic, and in others where there is no prospect of connecting to the network.

270

FAMILIES TRAINED IN ELECTRICITY USE

150

FAMILIES CONNECTED TO THE NETWORK

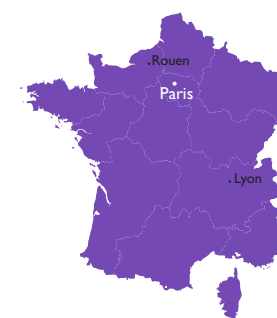
- Selection of productive electrical equipment useful for developing income-generating activities: refrigerators, freezers, mills, sewing machines, etc.
- In two non-electrified villages, agricultural advice and training for women farmers and processors in the cassava sector
- Facilitation of solar lighting, refrigeration and freezer kit, and Internet access point installation in 16 communes



MORE INFORMATION



Contact **Alice Carton**



FRANCE

France: Since 2017, we have also been fighting extreme poverty in France. In Rouen, we offer people who have been living rough a housing solution and support towards socio-economic integration. In Lyon, we work with vulnerable people to ensure the success of their catering projects.



UN TOIT VERS L'EMPLOI in Rouen

9

TINY HOUSES PRODUCED

12

PEOPLE HOUSED

40

PEOPLE ASSISTED

- 250 people accommodated at the day centre
- Listening and referral to partners in the metropolitan area
- Confidence-building workshops
- Job search assistance



MORE INFORMATION



Manager **Franck Renaudin**



DES SAVEURS ET DES AILES in Lyon

5

PROJECT LEADERS TRAINED AND SUPPORTED

- Training pathway improved
- Incubator created to facilitate project testing after training courses
- Team rebuilt after being weakened by staff turnover



MORE INFORMATION



Manager **Ludovic Picot**



HIGHER EDUCATION TRAINING

FOCUS ON ENTREPRENEURSHIP AND HEALTHCARE ACCESS

For the second year running, Entrepreneurs du Monde took part in the UHC school lab to contribute to the goal of Universal Health Coverage 2030.

For six months, in partnership with the WHO, the European Scientific Institute and Grenoble-Alpes University, we trained six experts from the African medical world (Burkina Faso, Madagascar, Togo and Tunisia) and 21 students of nine nationalities (from Bachelor 1 to Doctorate) in project management and fundraising.

This year, all the projects had to address the issue of access to diagnosis and treatment for communicable and non-communicable diseases.

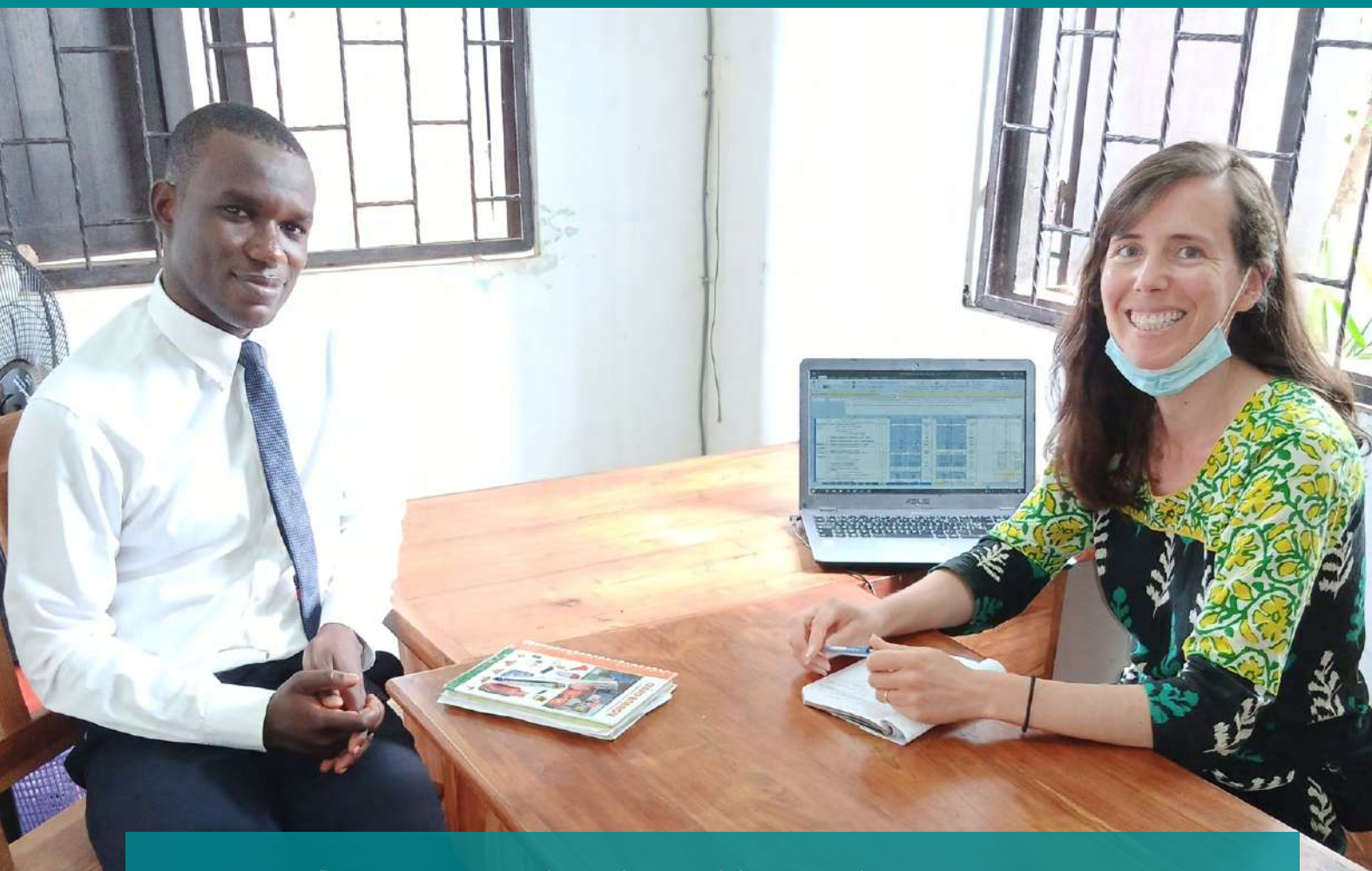
MORE INFORMATION



Manager **Stéphanie Delepine**



WORK POSSIBLE THANKS TO HUMAN & FINANCIAL RESOURCES



“

Poverty is not inevitable and our work helps to reduce inequalities.

Our governance reflects this humanism: it enables our teams to develop within a secure and liberating environment, to adjust regularly, to progress, to overcome difficulties together and to celebrate our successes. This governance structure takes the form of bimonthly board of directors meetings, one-to-one discussions when a team member requests them and committee meetings (audit, fundraising, and communications committees, for example). The Entrepreneurs du Monde adventure is a great source of satisfaction for me as an administrator.”

Myriam Carbonare, Vice-President

GOVERNANCE

“In 2022, we reinforced our governance by further separating the management and control functions, in line with our Code of Ethics”



MICHEL GASNIER
Chairperson

Entrepreneurs du Monde is the operational arm of our ecosystem, giving us the means to sustainably support the most vulnerable people through associations, foundations, endowment funds, investment funds and a social company.

In terms of governance, in 2022 we continued to separate the management and control functions of these different entities to enhance their independence in risk analysis and attract new and complementary talent to their governance bodies. In total, around twenty volunteer professionals sit on the boards of directors or supervisory committees. A representative of Don en Confiance participates on the association's boards of directors as an observer.

We revamped the Entrepreneurs du Monde management team by recruiting an experienced executive, David Soussan, as Executive Officer to take the association to a new level.

Finally, we remain extremely vigilant about good governance in our programmes, sitting on local boards of directors and ensuring compliance with local laws and our ethics charter.

BOARD OF DIRECTORS



FRANCK RENAUDIN
Founder



MICHEL GASNIER
Chairperson
Former executive
SSE guide



MYRIAM CARBONARE
Vice-President
Founder of Myriades



MONIQUE ERBEIA*
Treasurer
Legal/Coordination, Comgest



VINCENT HAMEL*
Secretary
Associate Director, OCH



HÉLÈNE BOULET-SUPAU
Board Member
Entrepreneur



JEAN-PAUL BERNARDINI*
Board Member
President of Nixen



NADINE LARNAUDIE*
Board Member
Consultant



ROSEMARY BLOOM
Board Member
International leadership coach



JEAN-LIONEL GROS
Board Member
Former executive

* © ALICE SANTINI

OPERATIONS TEAM



DAVID SOUSSAN
Executive Officer



MARIE ATEBA-FORGET
Social Microfinance Unit



ERIC EUSTACHE
Agripreneurship Unit



AUDE PETELOT
Energy Unit



ELARIK PHILOUZE
VSB/PI development
coordinator



EUGÉNIE CONSTANCIAS
Social Performance
Management



JULIA SAUVAIRE
Finance



CHARLOTTE LESEQ
Fundraising



ARMELLE RENAUDIN
Communications
& Fundraising



JULIE CASSAN
Human Resources



ECOSYSTEM for sustainable, high-quality actions

“The ecosystem we have deployed enables us to support incubated organisations throughout their development, including in more difficult times, and to meet the needs of the most vulnerable people over the long term”



CAMILLE RICHER
Head of Microfinance Solidaire

Entrepreneurs du Monde is a complete ecosystem: the association, the subject of this annual report; the foundation, under the auspices of Fondation Caritas France; the endowment fund; Microfinance Solidaire SAS and InVestisseurs Solidaires SAS. With this ecosystem, Entrepreneurs du Monde ensures we have the means to support the organisations we incubate, and maintain their social mission and ability to innovate.

SUPPORTING SOCIAL INNOVATION

Since 2010, **Fondation Entrepreneurs du Monde** has been collecting donations under the auspices of the Fondation Caritas France to supplement funding for our programme's social activities (social workers, training). These are deductible real estate wealth tax, income tax or business tax donations, bequests, life insurance policies and temporary usufruct donations. In 2022, it collected €275K in donations.

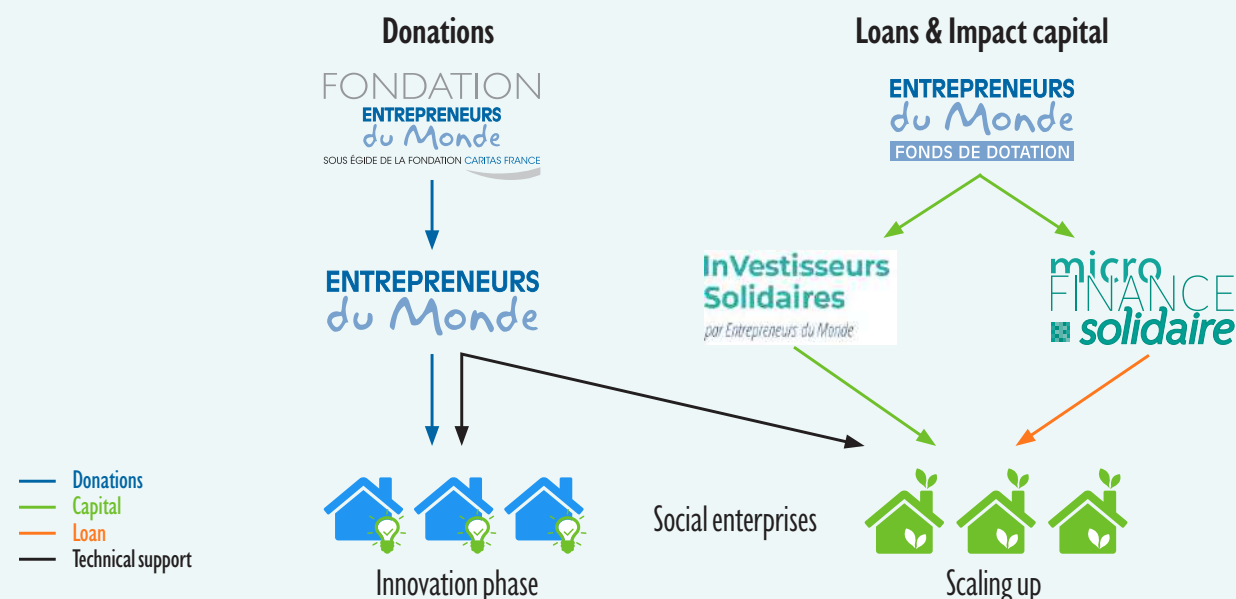
ASSISTING WITH SCALING UP

Since 2010, **Microfinance Solidaire** has been financing the working capital needed to create and expand social enterprises in the Entrepreneurs du Monde network. By the end of 2022, 20 organisations had received a total of €11.2M in loans. The resources came from the company's capital (€3.7M, including more than a third provided by individuals), loans from development finance institutions (Agence

Française de Développement, Proparco, EDFI Agrifi) and from La Nef and solidarity collective investment funds.

The **Entrepreneurs du Monde endowment fund (FDE)** was created in 2014 to hold equity stakes in the Entrepreneurs du Monde ecosystem's social enterprises. In 2022, €508,614 in expendable and non-expendable funding was raised. The endowment fund is gradually being rolled out and reached €647,622 in equity by 2022. It is also a key shareholder in Microfinance Solidaire and InVestisseurs Solidaires (IVS).

Finally, **InVestisseurs Solidaires (IVS)** is the newest simplified joint-stock company in the Entrepreneurs du Monde ecosystem. It was created to provide increased capital for social enterprises, a need that aligns with increasingly stringent local regulations. It will finalise its first round of financing in 2023 and gradually invest in the 10 organisations already identified.



FINANCIAL REPORT

“Thanks to the trust and generosity of our donors and funders, we have been able to cover the €6.3M budget needed to carry out our work.”



JULIA SAUVAIRE
Head of Finance

SOURCES OF FUNDS

Entrepreneurs du Monde's financial resources in 2022 amount to €5.3M. They come from **public funds** (€2.6M, up 0.4% compared to 2021), **companies and corporate foundations** (€0.7M, down 29% compared to 2021), **other foundations and associations** (€1.1M, up 30% compared to 2021), **individuals** (€0.4M, down 11% compared to 2021) and **other revenue** (€0.5M) such as operating expense transfers and some services.

USE OF FUNDS

Total expenditure reached **€6.3M** in 2021.

The bulk (€4.9M) was devoted to our **social mission**. This amount is up sharply (+9%) compared to 2021.

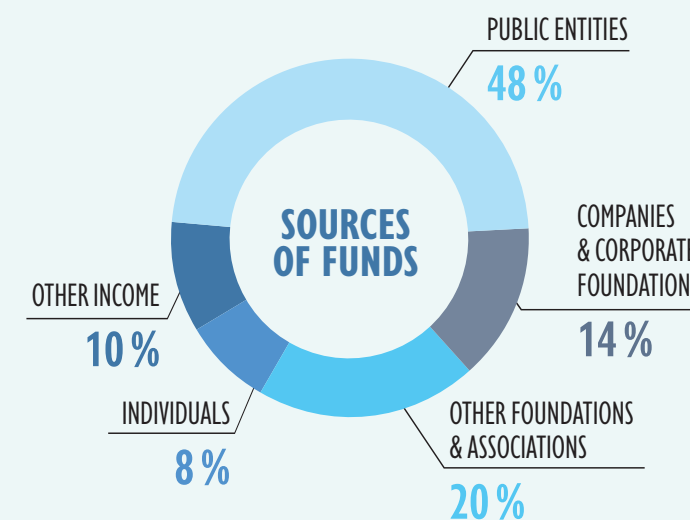
The **operating costs** amounted to €1M, while those for **fundraising** were €0.4M. The latter include the cost of producing communications and fundraising materials, as well as the salaries of the team working on communications, fundraising and donor relations.

In 2022, the total **gross salary of the three main executives** was €132,493 and the actual expenses reimbursed to the directors totalled €291.

BALANCE SHEET

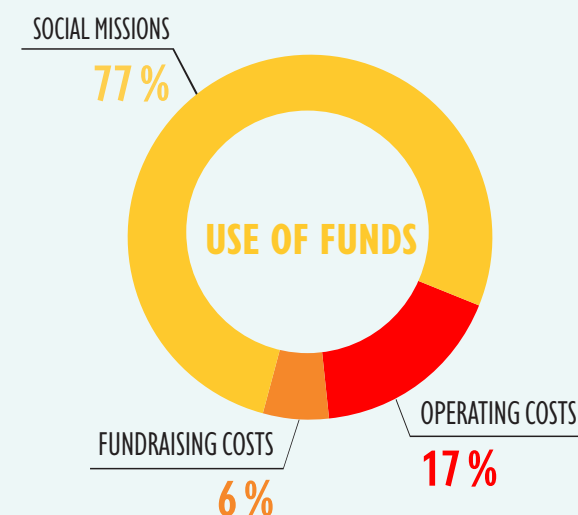
Thanks to our fundraising and cost control efforts, we were able to break even despite a year marked by a very complicated geopolitical context. The **result** for 2022 shows a €7K surplus (compared with €45K in 2021).

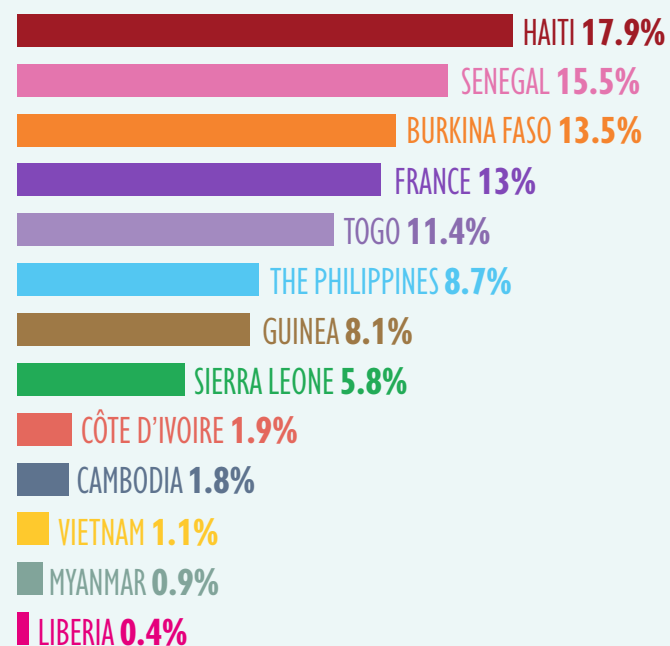
Cash available at the end of 2022 was €1.1M, equivalent to more than 2 months of operating expenses. Entrepreneurs du Monde is continuing efforts to improve our cash flow and eventually reach the equivalent of three months of operations.



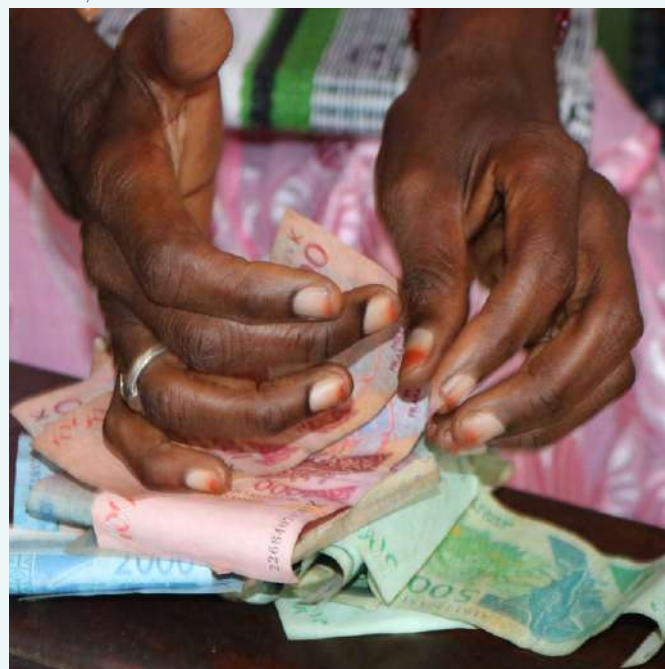
GENEROSITY OF INDIVIDUALS

It is important to mention that some donations collected by foundations are in fact the generosity of individuals. This is particularly true of donations collected via Fondation Entrepreneurs du Monde (€275K). As a result, donations from individuals via our association and foundation account for a combined 15% of the funds Entrepreneurs du Monde received in 2022. This loyal and generous support is invaluable! Nevertheless, we have recorded a 4% drop in overall donations (rather than an 11% drop), which is in line with the sector as a whole, but which is encouraging us to continue innovating in order to attract new donors, such as Pitch&Give, which brought in €405K last year.





SENEGAL, FANSOTO



EXPENDITURE	%	EXPENDITURE for the year	including allocation by expenditure of funds from individuals	INCOME	SOURCES of funds during the year	including funds from individuals	
Social missions	77%	4,900,748	324,783	Unrestricted and unused funds from individual donors at start of year		419,259	
<i>Projects in France</i>	42%	2,056,318	136,276	Funds from individual donors	419,259		
<i>International programmes</i>	58%	2,844,430	188,507	Other private funds	1,819,166		
Fundraising costs	6%	364,329	24,145	Subsidies & Other public funding	2,575,054		
Operating costs	17%	1,061,255	70,331	Other revenue	508,337		
TOTAL EXPENDITURE	100%	6,326,332	419,259	TOTAL INCOME	5,321,816	419,259	
Provision allowances				Provision reversals	558,554	0	
Programme income pending allocation		374,660		Funds from previous years carried forward	827,825		
Year's income surplus		7,202		Year's income deficit	0		
GRAND TOTAL		6,708,194	419,259	GRAND TOTAL		6,708,194	419,259
Total income funded by individual donors			419,260	Total income funded by individual donors		419,259	
EVALUATION OF IN-KIND VOLUNTARY CONTRIBUTIONS							
Social missions		181,689		Volunteering	91,062		
Fundraising costs		0		Funds from the field	181,689		
Operating costs and other expenses		91,062		In-kind donations	0		
TOTAL		272,751		TOTAL		272,751	

STATEMENT OF FINANCIAL POSITION AT END OF DECEMBER 2022

ASSETS

Net fixed assets total €0.3M. In 2022, the association sold its participating interests in Palmis Mikwofinans Sosyal (a microfinance institution created and incubated in Haiti) and in Microfinance Solidaire to the Entrepreneurs du Monde endowment fund to increase asset liquidity.

The **change in receivables** (+27%) is due to the change in accounting methods for tracking securities-related receivables and to the sharp rise in receivables from public grants.

As a reminder, **prepaid expenses** (€0.7M) represent grants made to our programmes and partners that had not yet been used as of 31/12/2022.

LIABILITIES & EQUITY

The association's **equity** has increased and now stands at €0.7M.

The decrease in **funding liabilities** (-22%) is due to loan repayments over the period.

The very sharp increase in **deferred revenue** (20%) is explained by the change in accounting methods for tracking public and private subsidies. On the recommendation of the statutory auditors, and in line with sector requirements, financing is now shown in our accounts when the agreements are signed and for their entire duration, thus creating unused revenue as of 31/12/2022.

ASSETS	2022			2021	LIABILITIES AND EQUITY	2022	2021
	Gross	Amort. Prov.	Net				
Fixed asset	444,424	-113,338	331,086	941,788	Association funds	765,614	748,411
<i>Intangible fixed assets</i>	66,111	-53,525	12,586	0	<i>Non-recourse association funds</i>	63,583	63,583
<i>Tangible fixed assets</i>	52,603	-50,800	1,803	65,518	<i>Other reserves</i>	534,790	534,790
<i>Participating interests and loans to other holdings</i>	310,656	0	310,656	853,975	<i>Retained earnings carried forward</i>	160,039	114,295
<i>Loans to programmes</i>	9,013	-9,013	0	18,795	<i>Operating surplus/deficit</i>	7,202	45,743
<i>Debts and guarantees paid</i>	6,041	0	6,041	3,500	Dedicated funds	374,660	862,551
					Reserves	58,613	171,294
Current assets	4,676,589	0	4,676,589	3,734,289	Liabilities	4,975,288	4,116,530
<i>Receivables from bequest or donation</i>			0	0	<i>Funding liabilities</i>	645,340	824,610
<i>Grant receivables</i>	1,959,543		1,959,543	1,406,316			
<i>Other loans</i>	2,038,149		2,038,149	1,801,885	<i>Supplier and account linked liabilities</i>	0	0
<i>Prepaid expenses</i>	678,897		678,897	526,088	<i>Social and fiscal liabilities</i>	118,200	178,804
					<i>Deferred revenue</i>	3,421,148	2,011,999
Cash and cash equivalents	1,107,887	0	1,107,887	1,160,044	<i>Other liabilities</i>	790,600	1,101,117
Conversion spread - Assets	58,613	0	58,613	79,091	Conversion spread - Liabilities and equity	0	6,426
TOTAL ASSETS	6,287,513	-113,338	6,174,175	5,915,212	TOTAL LIABILITIES & EQUITY	6,174,175	5,915,212

The association's accounts are audited and validated by KPMG, our statutory auditor. Their report is available on request from louis.cazemajour@entrepreneursdumonde.org.

MAJOR BACKERS

PUBLIC ENTITIES & INTERNATIONAL ORGANISATIONS



COMPANIES & CORPORATE FOUNDATIONS



OTHER FOUNDATIONS & ASSOCIATIONS



OUR ECOSYSTEM



HEROES



VISIONARIES





PERSPECTIVES

“With the strength of a now complete ecosystem, we will succeed in making mature programmes independent and initiating new ones, by prioritising strong, consistent approaches.”



DAVID SOUSSAN
Executive Officer



IN THE FIELD: responding to changing needs and seizing opportunities to increase our impact

In all our developments, we will focus on **women** and **remote rural areas** to reduce poverty and build resilience against climate change.

In particular, we will be launching **two agricultural resource centres* in Togo and Senegal**, promoting **cassava processing** in a solar-powered centre in **Côte d'Ivoire**, and helping micro-entrepreneurs to equip themselves with fridges and freezers, mills and sewing machines, to improve their business, their income and therefore their living conditions. We are also going to open a branch in **Guinée Forestière**, a very isolated area of the country, to support the development of **agricultural sectors** and promote agroecology practices. Finally, in **Liberia**, we are studying the relevance and feasibility of launching our microfinance services for **small agripreneurs**.

For some of these new projects, we are using several of our areas of expertise (access to energy, social microfinance, agribusiness, etc.) or we are working with partners. This cooperation makes it possible to meet several of the needs of an isolated area's population, to achieve a radical and lasting end to poverty. In fact, we are increasingly invited to take

part in **ambitious consortia**, which we welcome because they provide the means to replicate, deploy and accelerate best practices and the impact of experienced players in the field like ourselves.

Alongside these new projects, in 2023 we will continue to pay special attention to projects that are coming to the end of their pilot phase, so that we can decide what action to take next, and to more mature projects that have specific strategic, legal and financial needs in their final phase of becoming independent: the transformation into a social enterprise under local law.

Finally, we will continue to develop **carbon finance**: three projects have already been approved by the Gold Standard (Haiti, Togo, Burkina Faso) for gas stoves distribution, enabling us to issue and sell carbon credits. In 2023, we will be conducting a feasibility study and testing new projects to distribute efficient biomass stoves (Togo, Burkina Faso).

SUPPORT TO THE FIELD: consolidating the association's strike force

We are going to **strengthen our institutional and financial capacity** by activating several levers:

- We organise fundraising campaigns for Microfinance Solidaire, InVestisseurs Solidaires and our Endowment Fund (see

ecosystem page) to make the necessary credit and working capital available to our growing structures and to provide these local entities with capital to help them scale up and increase their social and environmental impact.

- We want to diversify and increase private donations by attracting new donors and major companies.
- We also want to secure long-term support from our longstanding partners, particularly the Agence Française de Développement, with whom we hope to sign a multi-year partnership agreement (CPP) to consolidate and support the growth of a network of social enterprises in developing countries.

We agreed to join the **Conseil national du développement et de la solidarité internationale (CND SI)** with this same objective of impact. Chaired by the Minister for Development, the CND SI has played a decisive role in guiding French development policy since its creation in 2014.

**Resource centres: these are dedicated to training young people in agroecology and supporting them in setting up farming businesses, experimenting, reintroducing farmers' saved seeds, replanting trees, etc.*



The Pierre Bellon Foundation has chosen to work in the field of human development. We are interested in effectiveness and in short- and long-term change for young people in difficulty.

We have chosen to support Miawodo for three years. This Entrepreneurs du Monde project in Togo improves the employability of vulnerable young people through a training company in the waste management sector in Togo.

Waste management meets essential local needs: employability, training, employment and development of the circular recycling economy.

The training company concept is a very interesting project, with great prospects for empowerment.



Isabelle Beau • Partnership Manager

Agir pour le
développement humain
FONDATION PIERRE BELLON



The Comgest Foundation helps improve the living conditions of vulnerable populations by supporting economic empowerment projects.

We have been funding Entrepreneurs du Monde since 2017, supporting the development of social microfinance institutions, first in The Philippines and then in Sierra Leone.

Our partnership was naturally built on this shared objective. It has been strengthened by shared values — partnership, quality, integrity, courage, concern for others — successfully implemented by Entrepreneurs du Monde in each of its programmes.

Monique Erbeia • Member of the Board of Directors

THE
COMGEST
FOUNDATION



I support Entrepreneurs du Monde because our donations are used to give micro-entrepreneurs a boost so they can create their own wealth and be self-sufficient.

And what finally convinced me was the transparency and follow-up: throughout the year, donors are kept informed of the projects they are supporting.

We feel involved and we realise that we are a link in the chain that enables the Entrepreneurs du Monde teams to bring projects to fruition.

Supporting Entrepreneurs du Monde means doing my part!

Nora Djeraba • Donor



ENTREPRENEURS
du Monde

33 Cours Albert Thomas 69003 Lyon
+33 (0)4 37 24 76 50

www.entrepreneursdumonde.org

