



2024

Impact report

Our social and environmental results

ENTREPRENEURS
du Monde



Introduction

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 10 Sustainable Development Goals (SDGs).

To achieve its mission, Entrepreneurs du Monde creates and incubates local organisations until they are self-sufficient.

This report follows on from Entrepreneurs du Monde's annual report. It consolidates social and environmental experiences and results in the various countries and areas of action.

The association has created a complete ecosystem with **Microfinance Solidaire** and **Investisseurs Solidaires** to support local organisations and vulnerable people. These 3 Social and Solidarity Economy (SSE) organisations are accredited as *Entreprise Solidaire d'Utilité Sociale* (ESUS or solidarity enterprise of social utility). Against a backdrop of social, economic and ecological transition, the SSE promotes a business model based on democratic governance, stakeholder participation and the pursuit of social utility. This report is also in keeping with a transparent and continuous improvement approach, and incorporates our commitments in areas defined by the *Conseil Supérieur de l'ESS*.



**InVestisseurs
Solidaires**

**micro
FINANCE
solidaire**



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Our theory of change

Our theory of change describes how Entrepreneurs du Monde contributes to the fight against poverty. In this report, we share our advances for each lever of this theory of change.

02 | With whom? A network of social enterprises

A global network of social enterprises created and incubated by Entrepreneurs du Monde, who are actively seeking to build an inclusive, equitable, resilient and sustainable social and solidarity economy.

- What are the pillars of the Social Solidarity Economy on which our ecosystem is built?
- What levels of social and environmental performance are they achieving?

01 | Who is it for? Target audiences

Vulnerable people, particularly women, lack the resources and opportunities to emancipate themselves due to economic, social and health factors. Their vulnerability is exacerbated by climate change and environmental degradation as a result of economic growth and modes of production and consumption that do not respect people and the planet.

- Do we have the capacity to reach vulnerable people?
- What is the profile of people when they join the programme?
- What are their needs?

04 | What for? The changes we hope to see

Self-sufficient communities with improved incomes and living conditions, better health, nutrition and education outcomes, and greater resilience to adverse events. Environments restored and preserved for future generations.

- What changes are we seeing in the lives of the people we support?
- Are they in keeping with the expected impact?
- What trends can we identify from the data we collect?

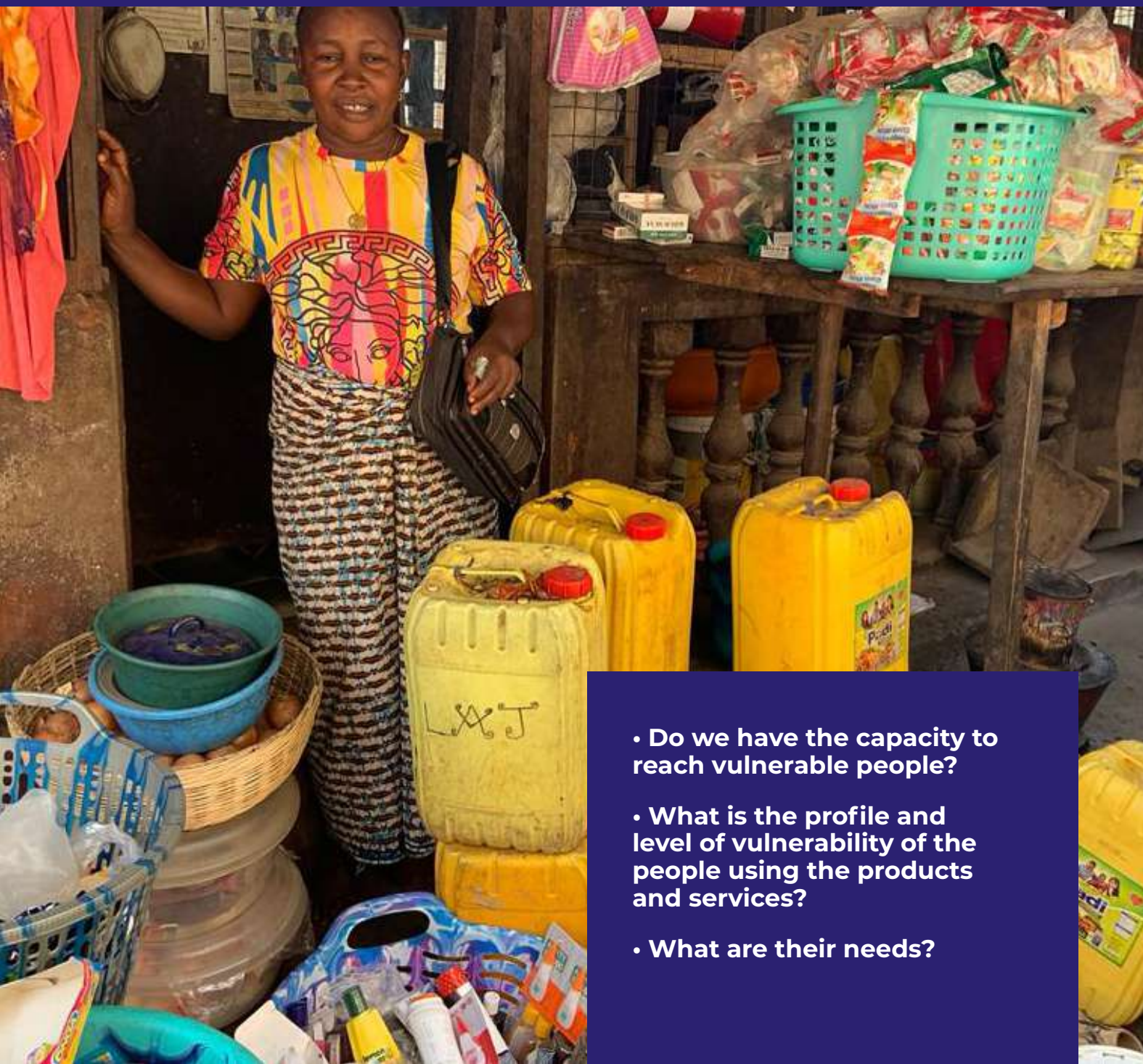
03 | How? Products and services

Social microfinance (loans, savings, economic, agricultural and social training, individualised support, referrals to specialised structures), support for agroecology, “clean” cooking and lighting equipment.

- Are the products and services of our social enterprises tailored to the needs and preferences of vulnerable people?
- Are the beneficiaries satisfied?
- What could we improve?

01

Profile of people supported



- Do we have the capacity to reach vulnerable people?
- What is the profile and level of vulnerability of the people using the products and services?
- What are their needs?

What is the profile of beneficiaries who joined our institutions in 2024?

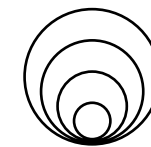
Each organisation determines its own social strategy based on the needs of the areas in which it operates. The data collected from beneficiaries enables us to understand the impact of the Entrepreneurs du Monde network on vulnerable people, whose living conditions are difficult and who are excluded from essential services and goods.

“Married at 16, I am now an accomplished entrepreneur”

Aminata Kamara, entrepreneur, Sierra Leone

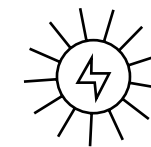
“My name is Aminata Kamara, I’m 48 years old and I’m an entrepreneur in Free-town. Coming from an underprivileged background, I never had the chance to go to school for lack of resources. To ease the financial burden on my family, my parents married me off at 16, and at 17 I gave birth to my first child. Today, I’m the mother of seven children. For a long time, I wanted to develop my business, but without a guarantor and faced with high interest rates, I couldn’t access loans from microfinance institutions in my region. In 2022, I discovered Munafa and got my first loan of SLE 1,200 (€50), which helped me improve my fish business. After repaying it, I took out a second loan of SLE 2,400 (€100) in 2023. Thanks to Munafa’s economic training courses, I have learnt how to diversify my products and reinvest my profits. So I added a clothing stand to my original business, which gradually increased my income. Today, I am on my 6th microcredit and my business has taken on a new dimension. I now sell fish, clothes, palm oil, household goods and toiletries. Thanks to my savings, I’ve been able to improve my production and increase my stock. Munafa gave me the chance to develop, and today my business is stronger than ever”.

Data collection from beneficiaries



Social and economic inclusion

As part of our social microfinance services, before preparing a loan application and carrying out an in-depth analysis of the business, a facilitator takes the time to talk to the person in question to understand their profile and living conditions. This information provides a snapshot of the beneficiary’s initial situation, which will then be used as a benchmark against which to measure their progress over the course of the support. This questionnaire is then submitted with each odd-numbered loan application and the data is integrated into the databases.



Clean, affordable energy

Interaction with users of cooking or lighting equipment is generally less frequent than in microfinance programmes, due to the absence of regular post-sales meetings. This makes collecting data on their profile more complex. However, as part of carbon finance projects, sales certificates are collected that include information on gas stove buyers. At Ateco in the Philippines, a comprehensive questionnaire is administered when products are sold. Occasional surveys are also used to find out more about the beneficiaries of solar lighting equipment.



Sustainable agriculture

The profile of the beneficiaries of the agroecology resource centres is primarily assessed through occasional surveys. This data enables us to gain a better understanding of the social and economic context of the farmers we support.



SDG 1

Targeting poor and excluded people

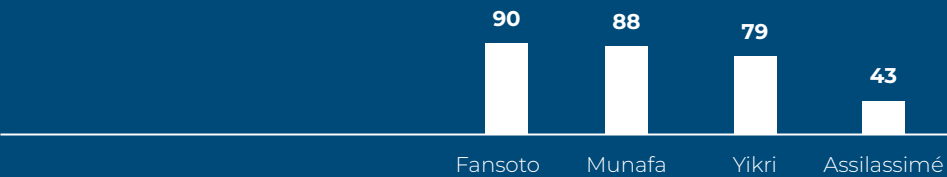
Proportion of new beneficiaries in 2024 who have never had access to a loan before (%)

Living below the poverty line

- 31% live below the national poverty line – Anh Chi Em, Vietnam
 - 35% live below the \$3.20/day poverty line, purchasing power parity (PPP) 2011 – Yikri, Burkina Faso
 - 61% live below the \$5.50/day poverty line (PPP 2011) – Ateco, Philippines
 - 91% live below the \$5.50/day poverty line (PPP 2011) – Ekileko, Ivory Coast
- The analysis of the data collected confirms the ability of the organisations in our network to reach out to vulnerable people who have little or no income-generating activity. This is also the case in France, where 35% of the beneficiaries of the *Des Saveurs et Des Ailes* (DSDA) association had been inactive for more than 6 months and 38% receive minimum income benefits.

Excluded from financial services

On average, a large majority of the new beneficiaries had never had access to a formal loan before joining the organisations in the Entrepreneurs du Monde network. In Haiti, at Palmis Mikwofinans Sosyal (PMS), 83% had never had a savings account.



Living in precarious housing

In West Africa, many of the families joining the programmes live in overcrowded accommodation. At Fansoto in Senegal, 34% of families are affected. This proportion rises to 45% among recent Munafa beneficiaries in Sierra Leone, and 88% among Assilassimé beneficiaries in Togo. 48% of the beneficiaries of Palmis Mikwofinans Sosyal in Haiti lived in a house with a straw or tin roof. In France, 100% of the beneficiaries hosted by the Un Toit vers l'Emploi (UTVE) programme are homeless.

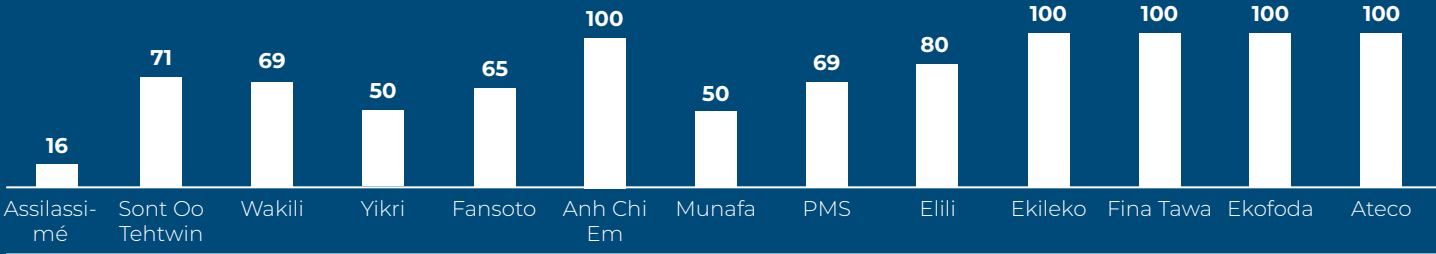
Living in rural areas

The persistence of high levels of poverty in rural areas encourages Entrepreneurs du Monde to continue expanding its presence in these areas. The rural outreach of our network's microfinance social enterprises increased from 36% in 2021 to 47% in 2024. In total, 5 social enterprises in our network, all sectors combined, operated exclusively in rural areas in 2024.

Vulnerable farmers

The average farm size is less than 2 ha. 38% of farmers do not have any equipment to look after their farm and 63% do not have easy access to veterinary care.

Proportion of beneficiaries in rural areas in 2024 (%)



SDG 5

Outreach among women with a view to their empowerment

Women are always the most disadvantaged, and this situation can be seen in many areas.

On the economic front, 25% of women said they had no income when they arrived at Emergence Net in Burkina Faso, 77% had never had access to a financial institution at Yikri in Burkina Faso, and 27% were living below the national poverty line at Anh Chi Em in Vietnam.

In the field of education, 62% of women have not completed primary school at Munafa in Sierra Leone, 70% have gone no further than primary school at Emergence Net, and 45% are illiterate at Yikri.

In the farming world, women have an average farm size of 1.8 ha per plantation, 46% have no equipment to look after their farms and 71% have no easy access to veterinary care.

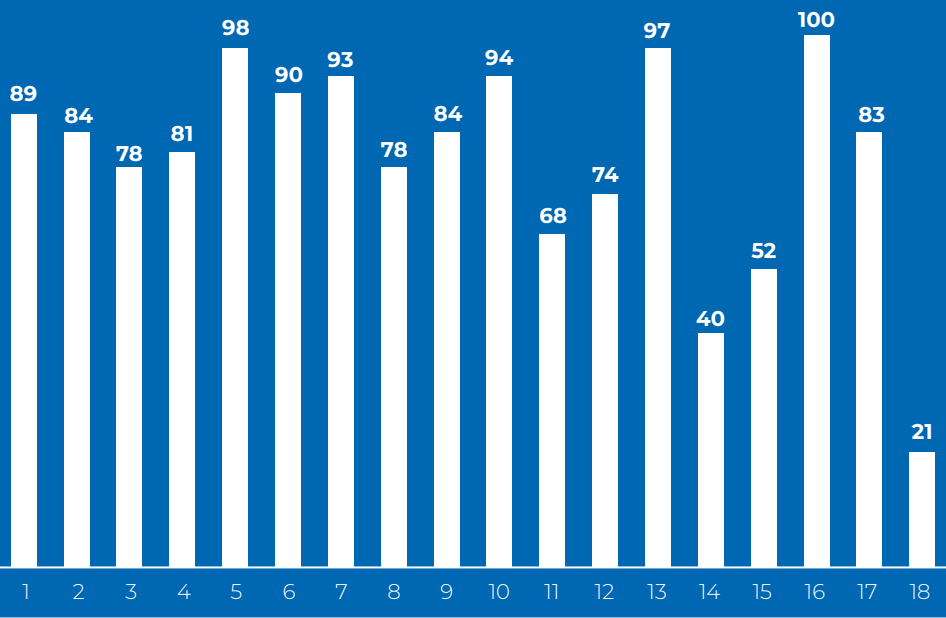
Therefore, to promote gender equality and the empowerment of women, Entrepreneurs du Monde develops products and services that remove barriers to access and are suitable for vulnerable people, particularly women.

As a result, the majority of beneficiaries are women:

- 88% of social microfinance borrowers,
- 94% of direct beneficiaries of social enterprises providing access to energy sources,
- 86% of beneficiaries of agroecology resource centres,
- 52% of beneficiaries of training companies.

Share of women among beneficiaries in 2024 (%)

1. Assilassimé
2. Sont Oo Tehtwin
3. Wakili
4. Yikri
5. Fansoto
6. Anh Chi Em
7. Munafa
8. Palmis Mikwofinans Sosyal
9. Elili
10. Mivo Energie
11. Ateco
12. Ekileko
13. Fina Tawa
14. Ekofoda
15. Miawodo
16. Emergence
17. DSDA
18. UTVE



SDG 2

Targeting people facing food-related challenges

In Sierra Leone, 22% of beneficiaries joining Munafa eat one meal or less per day.

In Togo, 25% of Ekofoda beneficiaries feel that they have not always had enough to eat over the past two years.

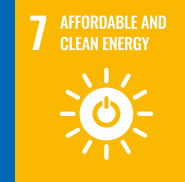


SDG 7

Targeting people in energy poverty

Some of our beneficiaries use precarious lighting equipment, in particular battery torches, candles or kerosene lamps. This is the case for our beneficiaries who are not connected to the power grid in their country: 22% at Sont Oo Tehwin in Myanmar, 56% at Munafa in Sierra Leone and 100% at Ateco in the Philippines.

Some of our beneficiaries use precarious cooking equipment. At Assilassimé in Togo, 71% of borrowers use basic traditional stoves, while 99% of Ekileko beneficiaries in Ivory Coast use wood or charcoal as primary fuel for cooking.



SDG 3

Targeting people with health problems

In Togo, at Assilassimé, 48% of the beneficiaries who join the organisation do not use conventional healthcare in the event of illness, but rely instead on self-medication, including traditional pharmacopoeia. Health infrastructure is limited in some countries. 21% of Munafa beneficiaries in Sierra Leone and 48% of Palmis Mikwofinans Sosyal beneficiaries in Haiti use basic toilets (in the field or pit latrines). In Vietnam, at Anh Chi Em, 37% of beneficiaries are regarded as disabled because they have difficulties in at least one of the following six areas: seeing, hearing, walking, remembering, caring for themselves or communicating.



SDG 15

Targeting people whose practices endanger their health and the conservation of biodiversity

52% of farmers used only chemical pesticides and 31% used only chemical fertilisers before they joined our network.

“Initially, I cooked with a traditional stove, but as the price of coal rose, the quality of the fuel deteriorated and the pots became difficult to clean, cooking became increasingly hard, especially when I was at work”.

Beneficiary of Mivo Energie, Togo



SDG 4

Targeting people with low levels of education

Our institutions recorded low school enrolment rates among our beneficiaries in 2024. The proportion of illiterate beneficiaries at Fansoto in Senegal, Yikri in Burkina Faso and Assilassimé in Togo remains high. Furthermore, many have gone no further than primary school: 49% at Anh Chi Em in Vietnam, 53% at Sont Oo Tehwin in Myanmar, 60% at Munafa in Sierra Leone and 70% at Emergence Net in Burkina Faso. In France, 78% of the beneficiaries of the *Des Saveurs et des Ailes* association (DSDA) have a *Baccalauréat* or below.



“I used to sell food, but my income was too low to support my family. I spent hours at my stand and earned very little. My situation was precarious and I couldn’t see a way out”.

Beneficiary of Fansoto, Senegal

“As the eldest of a polygamous family of 17 children, I never went to school. When I was 13, I learnt to bake by moving in with a family of bakers”.

Beneficiary of Assilassimé, Togo



02

Building a network of social enterprises



- What are the pillars of the Social Solidarity Economy on which our ecosystem is built?
- What levels of social and environmental performance are they achieving?



SSE commitment within our ecosystem

Our ecosystem for incubating social enterprises working for vulnerable people is in keeping with SDG 17 (partnerships in the attainment of goals).

In this section, we review the 8 priorities defined by the *Conseil Supérieur de l'Économie Sociale et Solidaire*: governance (1), strategic coordination (2), territorial anchoring (3), social policy (4), links with beneficiaries (5)¹, equality (6), environment (7) and ethics and professional conduct (8).

Entrepreneurs du Monde deploys a complete ecosystem to develop the means to support the social enterprises it creates and incubates, at every stage of their creation, growth, scale-up and empowerment, and to guarantee a strong social impact over the long term. Our ecosystem includes the following entities:

Innovation



01 Supporting social innovation

- **Entrepreneurs du Monde** provides technical and financial support to incubated social enterprises from the earliest stages of their creation (feasibility study, business plan, creation of the entity, team recruitment and training, setting up procedures and the steering committee).
- **The Microfinance Solidaire SAS (Simplified joint-stock company under French law)** finances the working capital needed for the growth of incubated social enterprises.
- **The InVestisseurs Solidaires SAS (Simplified joint-stock company under French law)** responds to the need for our social enterprises to capitalise, comply with local regulations and change scale.

Growth



02 Supporting growth

Scaling up



03 Scaling up

- **The Entrepreneurs du Monde endowment fund** holds equity stakes in social enterprises.
- **The Entrepreneurs du Monde Foundation** collects donations, bequests, life insurance policies and temporary usufruct donations.
- **Incubated social enterprises:** in 2024, 21 social enterprises were supported by Entrepreneurs du Monde in the incubation phase. 11 have become independent since Entrepreneurs du Monde was created. Microfinance Solidaire finances 19 organisations, 11 of which were supported by Entrepreneurs du Monde in 2024.

Empowerment



04 Empowerment and sustainability

¹ - See chapter "Products and services tailored to vulnerable people"

Values and principles at the heart of our commitment (priority 8)

To combat poverty and improve the living conditions, resilience and empowerment of the most vulnerable people in the face of economic, social and climate change, Entrepreneurs du Monde is committed to the values and principles of action listed on page 17.

Our effective methods of democratic governance (priorities 1 & 2)

Entrepreneurs du Monde’s democratic governance is based on collective decision-making, which enables every member of staff to participate in the strategic guidelines and their operational implementation. This governance model, deployed in 2019, is based on trust, autonomy and accountability.

In addition to the statutory bodies (General Meeting and Board of Directors), there are other bodies summarised in the diagram opposite:

- **Circles:**
 - **the Field Operations Circle (COT)** helps develop solutions and operational decisions on cross-functional operational issues and opportunities;
 - **the Cercle Vie de l’Écosystème (CVE or Ecosystem Lifecycle)** deals with issues relating to the internal workings of the eco-system;
 - **the Ecosystem Coordination Circle** is a forum for dialogue and coordination on the major issues facing the ecosystem.

This commitment is consolidated by a number of structural internal policies that comply with and go beyond the legal framework, such as our “[ethics and partnership](#)” policy.

Each social enterprise we incubate also precisely defines the prerequisites of its action: its vision, its mission, its theory of change and its ethical standards.

- **Committees:**
 - **the Executive Committee** supports strategic steering by preparing key decisions and ensuring consistency of guidelines.
 - **the Ethics and Partnerships Committee** assesses the compliance of partnerships with the values set out in [the charter](#).
 - **the Social and Economic Committee** defends employees’ jobs and working conditions, their health and safety and the application of labour laws.
 - **the Salaries Committee** weighs up the responsibilities of each position and reviews the salary scale in conjunction with the Executive Committee whenever necessary to ensure fairness and transparency.
 - **the Alert Management Committee** deals on an ad hoc basis with cases of practices that do not comply with our charter and with applicable regulations.
 - **Working groups** are set up to analyse specific issues and provide decision-making circles with input.
- Lastly, **Coffee Chats** are held every 3 weeks, enabling teams in the field and at head office to share their news and answer questions.

On the ground, in 2024, in the 21 incubated organisations, women accounted for:

- 47% of employees,
- 35% of senior executives,
- 53% of Board members.

While there is still room for improvement in the representation of women in management, parity has almost been achieved within the teams and on the Boards of Directors.

In addition, HR tools have been strengthened to improve the quality of life at work: the annual, professional and workload appraisals have been redesigned to include the dimensions of teleworking, feelings and working conditions, thus encouraging the expression of individual needs in a caring professional environment. In addition, in October 2024 a “well-being at work” questionnaire was administered to all employees in the ecosystem so that everyone could anonymously assess their working conditions. An analysis was submitted to the Executive Committee and the measures to be taken will be envisaged in 2025.

2 • The legal limit is 10
3 • The legal limit is 7

Men		Women
47	Field – Board of Directors	53
65	Field – Management	35
53	Field – Total workforce	47
50	Head office – Board of Directors	50
13	Head office – Management	87
27	Head office – Total workforce	73

Gender distribution within Entrepreneurs du Monde and its incubated enterprises in 2024 (%)

VALUES

- Boldness
- Efficiency
- Fairness
- Respect
- Transparency

PRINCIPLES OF ACTION

- Consider the people we support as active players in their own lives.
- Guarantee that the beneficiaries reached are part of our target audience.
- Design actions with the intention of sustaining them over time in social enterprises.



Our environmental policy (priority 7)

Entrepreneurs du Monde is fully committed to social and environmental justice, as it is convinced that there can be no equitable world without protecting the planet. Since 2022, its “Climate and environment” position paper has summarised the challenges of the high exposure of vulnerable populations to the effects of climate change and how the association is strengthening its beneficiaries’ resilience, reducing its own environmental impact and promoting sustainable alternatives. To make this ambition a reality, an environmental logical framework was updated in 2024. It focuses the association’s activities on three key objectives:

- step up efforts to tackle climate change and preserve biodiversity,
- improve the resilience of Entrepreneurs du Monde, incubated social enterprises and beneficiaries to these challenges,
- promote solutions to mitigate the impact of global warming by Entrepreneurs du Monde, incubated social enterprises and beneficiaries.

For example, we have integrated the environmental dimension into our internal operations by systematically assessing climate risks in our projects and increasingly mobilising our teams through awareness-raising initiatives and monitoring tools. Since 2019, for example, we have been estimating the carbon footprint associated with air travel. In 2024, this footprint was estimated at 167 tonnes of CO₂ equivalent, compared with 206 tonnes in 2019. In addition, the distribution of cooking kits helped save 41,315 tonnes of CO₂ equivalent.

Our incubated social enterprises

Location 12 Countries

Means of action

824 Employees in the field

21 Social enterprises in incubation stage⁴

30 Head office staff



€6.2 million budget

Impacts

1 M indirect beneficiaries



165,082 Direct beneficiaries



25,687 Lighting kits or cooking stoves

€288 Average loan

35,889 Training sessions

89% Women

Additional impacts

Alongside the 21 social enterprises currently in incubation stage, 11 others have already become independent and are now permanently supporting their beneficiaries. Entrepreneurs du Monde remains involved in other ways with 8 of them:

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

239,072 direct beneficiaries in these autonomous social enterprises

⁴ - See appendix



Strong local roots (priority 3)

Entrepreneurs du Monde is fully committed to a strong local base through the social enterprises it incubates. These structures are created and developed with, for and by the regions, to meet locally identified needs. To ensure the relevance and sustainability of its action, Entrepreneurs du Monde is implementing a number of key approaches:

- An offering designed with and for communities: market research is conducted upstream to understand socio-economic and environmental dynamics, identify specific needs and adjust the services provided.
- Assessment of the suitability of services to ensure continuous improvement and adaptation to local dynamics: satisfaction surveys, impact monitoring and participative workshops with beneficiaries are carried out regularly to make sure the response is adapted to the situation on the ground and scalable.
- Creation and consolidation of sustainable jobs in local areas: each incubated social enterprise relies on a salaried team drawn from the communities, thereby strengthening local employment, the professionalisation of young people and the stability of the organisations.
- A network of local partners: Entrepreneurs du Monde is building partnerships with local players to develop its activities, in particular with mutual health insurance companies and other healthcare players, vocational training providers and community organisations, thus strengthening local synergy.

Local companies with a clear, ambitious and monitored social mission (priority 5)

Entrepreneurs du Monde helps each social enterprise define its own vision, mission, values and theory of change. This approach gives each social enterprise a clear view of the people it seeks to serve and the actions, products and services it wants to put in place to achieve the chosen and defined social and environmental objectives. They all implement a monitoring system comprising baseline studies, follow-up and satisfaction surveys to ensure that:

- The people joining the institutions correspond with the target populations.
- Over time, the products and services bring about the desired changes in the lives of beneficiaries.
- The beneficiaries are satisfied with the organisations.

Moreover, audits conducted using the methodologies developed by CERISE-SPTF help assess the progress made by social enterprises in putting their mission into practice and achieving the social and environmental objectives they have set. In particular, this ensures that microfinance institutions are aligned with the Universal Standards for Social and Environmental Performance Management, listed opposite.

Digitalisation of beneficiary satisfaction surveys

In 2024, Entrepreneurs du Monde worked with HEDERA Sustainable Solutions to digitise the collection and analysis of beneficiary satisfaction surveys and social indicators. Involving tailored dashboards, digital tools and support for data collection in the field, this approach enhances the effectiveness, accuracy and accessibility of data for programme monitoring. The project began with ACE in Vietnam, which was able to conduct its second satisfaction survey.



Universal Standards for Social and Environmental Performance Management



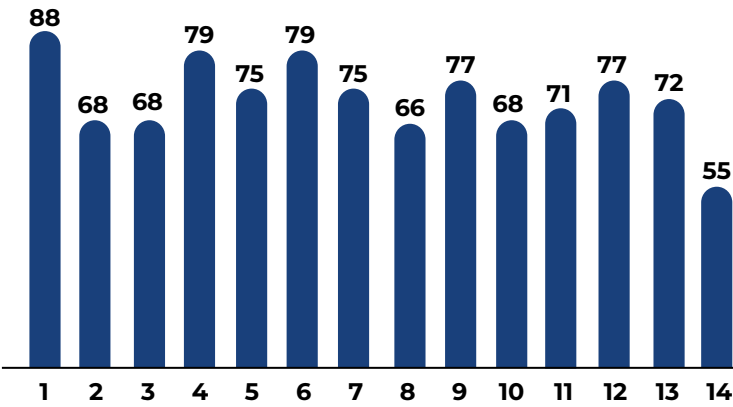
“Entrepreneurs du Monde strengthened Anh Chi Em’s ability to develop a practical framework for social and environmental measurement, rather than providing ready-made solutions. Their collaborative approach to digitising our 2024 satisfaction survey with HEDERA resulted in the faster generation of reports, with more extensive information that significantly improves how we respond to our partners’ needs”.

Nguyễn Thùy Dương, Anh Chi Em Programme Manager in Vietnam

Results of social audits⁵ (in %)

1. Assilassimé
2. Sont Oo Tehtwin
3. Wakili
4. Yikri
5. Fansoto
6. Anh Chi Em
7. Munafa
8. Palmis Mikwofinans Sosyal
9. Mivo Energie
10. Palmis Eneji
11. Nafa Naana
12. Ateco
13. Miawodo
14. Emergence Net

5 - Latest results available for SBS, SPI4 and SPI5 (for Wakili, Sont Oo Tehtwin and Fansoto) in 2024 and previous years.



Gender equality & women’s involvement (priority 6)

Our approach to supporting social enterprises is comprehensive and twofold:

It encourages social enterprises to take into account gender equality and equality opportunities between women and men when designing the goods and services they offer. To do this, Entrepreneurs du Monde helps each incubated social enterprise integrate these issues into its vision, mission and social objectives, while identifying a gender focal point to help address them.

It deploys social performance management and operations management systems, including:

- procedures to ensure the respectful and equitable treatment of women and men using products and services;
- the collection of disaggregated data to assess gender-based needs;

- adapting the products and services on offer to take account of the practical needs and strategic interests of women and men, with a view to empowerment.

Our approach covers organisational issues in the incubated social enterprises: human resources management, equal access to decision-making bodies, work organisation and the prevention and management of gender-based and sexual violence.

[FIND OUT MORE](#)

OUR TOP 8 LEARNINGS SINCE 2018

- 01

Internal drive accelerated by external expertise
- 02

Collective and strategic support
- 03

Gather feedback from teams
- 04

Formalise a position

[FIND OUT MORE ABOUT OUR LEARNINGS](#)

- 05

Involve women AND men
- 06

One or more focal points in each organisation
- 07

Regular training and discussion sessions
- 08

Gender mainstreaming in organisational assessments

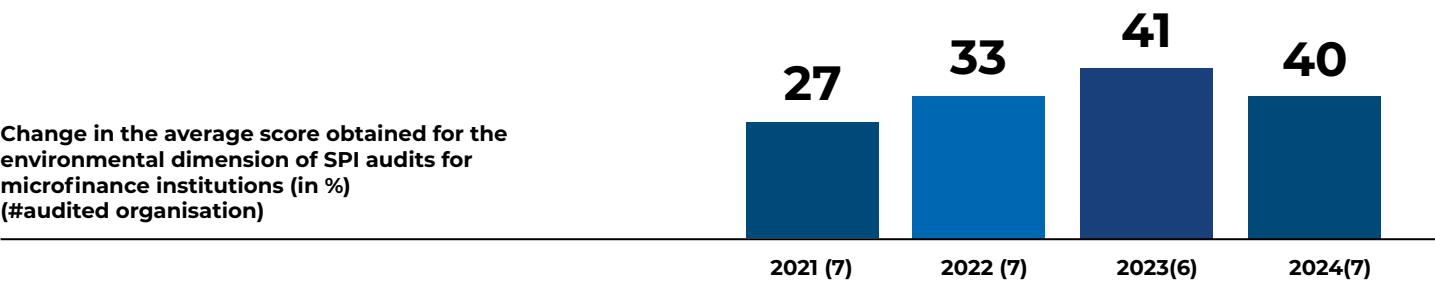
Environment and climate (priority 7)

Entrepreneurs du Monde has a vision of transformation and social justice that respects national and international environmental commitments, protects biodiversity and accounts for local environmental specificities.

Entrepreneurs du Monde places at the heart of its approach not only the social and economic integration of its beneficiaries, but also their adaptation to the harmful effects of climate change. It has rethought the way it acts to help mitigate the effects of climate change and, above all, to promote the resilience of vulnerable people and the social enterprises that support them.

It therefore takes the climate issue into account at every stage of its support, in order to create relevant and sustainable services that respect women and men and their environment. We envision a different economy, an innovative one that sometimes shakes up established practices.

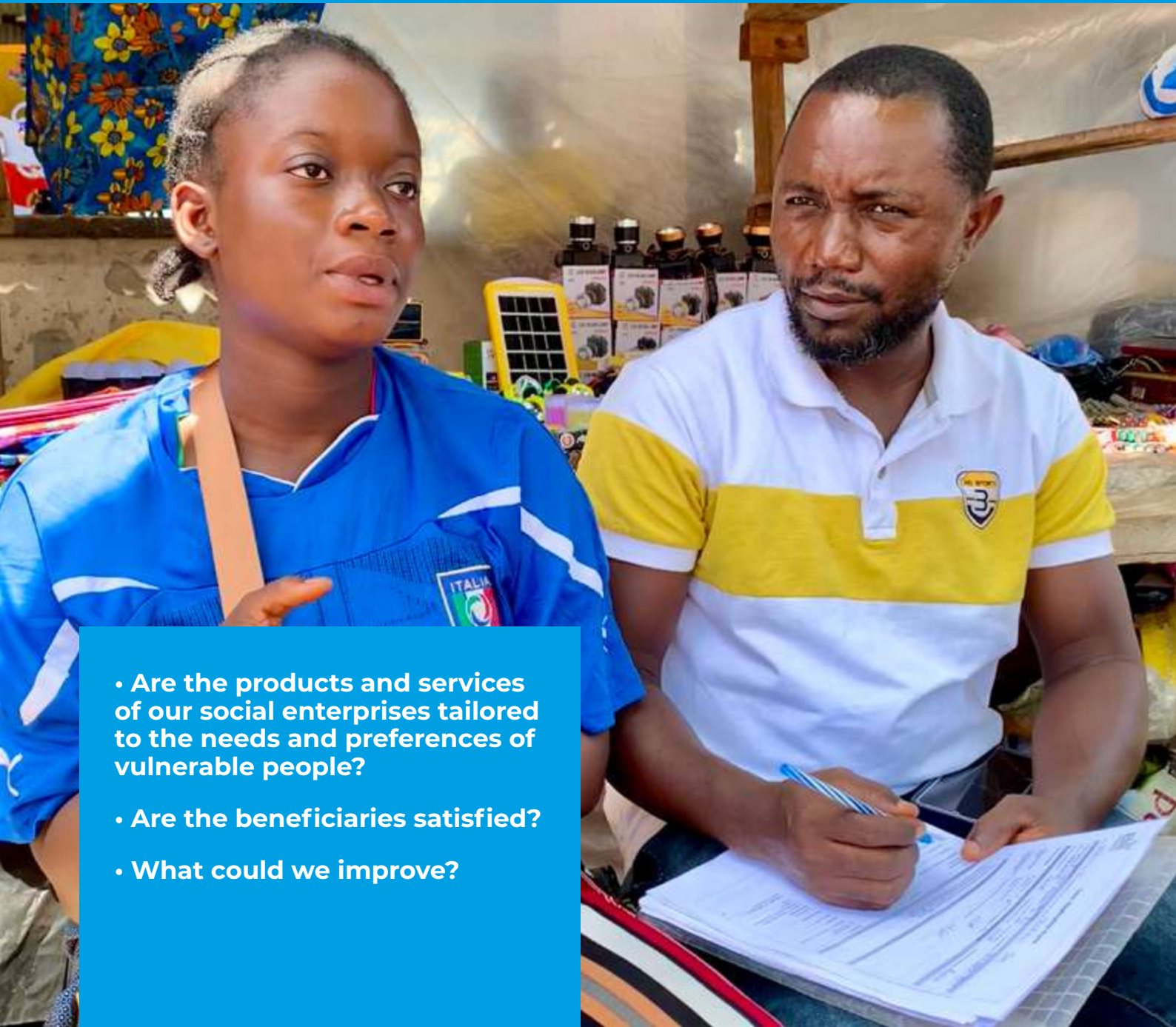
Our action levers are summarised in our positioning document [available online](#). The results can already be seen in the table opposite.



Training in gender promotion and advocacy for women’s rights, Miawodo, Togo

03

Products and services tailored to the needs of vulnerable people



- Are the products and services of our social enterprises tailored to the needs and preferences of vulnerable people?
- Are the beneficiaries satisfied?
- What could we improve?

Economic and social inclusion



We take the needs and constraints of vulnerable people as our starting point to develop and distribute essential products and services for all.

4

social enterprises

9

social microfinance institutions

- They are not in a position to provide material or financial guarantees or to mobilise sureties.
- Their borrowing requirements and savings capacities are often lower than the minimum amounts authorised by traditional microfinance institutions.
- They do not always have identity papers.
- Their mobility is limited to their neighbourhood or village and they are often illiterate.

We remove these barriers using a group methodology with individual responsibility, which has now been tried and tested in a number of countries. Over time, thanks to our in-depth knowledge of the situation and needs of its beneficiaries, Entrepreneurs du Monde has extended its range of products and services, from distributing clean, affordable cooking and lighting equipment (see page 20) to promoting economic and social inclusion.

Social microfinance institutions target people who are excluded from traditional microfinance services for the following reasons:

Financial services

Individual liability loans, granted without guarantee or deposit, with a repayment amount and schedule tailored to each person's activity and repayment capacity. For the most vulnerable, we offer a Kick Start loan, i.e. a very small no-interest loan with no processing fees, to encourage them to get started.

Energy loans to facilitate access to clean, economical cooking and lighting equipment, thus improving the living conditions of vulnerable populations and supporting the development of income-generating activities.

320

energy loans granted in 2024

143,144

beneficiaries in 2024

116,404

loans granted in 2024

€288

average loan

€32

average outstanding savings

Savings products with no minimum amount, no account maintenance or withdrawal fees, and interest payments instead.

Agricultural loans to meet the specific needs of farmers, with repayment amounts and schedules tailored to the seasonal nature of their production.

Health insurance, because illness is the number one cause of economic failure⁶ and increased household vulnerability. To date, thanks to a partnership with the ATIA NGO and the creation of mutual health insurance schemes, two microfinance institutions have expanded their range of services: Yikri in Burkina Faso and Assilassimé in Togo. All new borrowers must take out a policy.

25,473

agricultural loans granted in 2024

10,217

members of the mutual health insurance scheme at Yikri, Burkina Faso

7,059

at Assilassimé, Togo

⁶ According to a satisfaction survey conducted by Assilassimé in 2024, 87% of respondents felt that the difficult situation caused by illness had a serious adverse impact on income-generating activities and/or the regular repayment of outstanding loans.

COMING UP IN 2025

In 2025, a new service, called Internally Displaced Person (IDP), linked to the Yikri microfinance programme, will be extended to vulnerable people in Burkina Faso who have been forcibly displaced, often as a result of deteriorating security conditions in several regions of the country. These beneficiaries, who often live in camps or are taken in by other households, will be given 18 months of training and support to help them cover their basic needs and integrate into their new environment. At the end of the programme, they may access loans from the Yikri social microfinance institution with a view to developing an income-generating activity.



A group dynamic that facilitates social inclusion

Entrepreneurs are invited to form a group within their community of around 25 people, whom the facilitator meets once or twice a month, to make repayments, provide training and share experiences. Under no circumstances are they financially liable for any payment default by another member of the group.

Training services

They are offered at each fortnightly or monthly meeting to help entrepreneurs succeed in their activities (e.g. managing activities, defining selling prices, quantifying stocks, agroecological techniques, etc.). The courses also cover health and social issues such as getting children into school, gender relations and disease prevention.

35,889
training sessions
completed in 2024

Helpline and support services

They are provided by social workers who listen to beneficiaries in distress and refer them to local partner organisations to remove obstacles that go beyond the scope of our programmes (lack of birth certificate to send children to school, illness requiring specific care, protecting a person's rights in the event of divorce or domestic violence, etc.).

1,876
people received
social support

938
were referred
to external
organisations
in 2024

“The ambition of the institutions that we create and support goes further than the financial inclusion of vulnerable people. The aim is to give them the means to increase their income and improve their living conditions and resilience”.

Marie Ateba-Forget, head of social microfinance

Professionalisation of vulnerable employees

In Burkina Faso, Emergence Net enables extremely vulnerable women to become recognised cleaning and maintenance professionals; it secures contracts for them that comply with Burkina Faso's labour laws and protects them, while providing them with health insurance and long-term support. According to a survey conducted in 2024, almost all beneficiaries (98%) are satisfied with Emergence Net's services. The Net Promoter Score⁷ is a very good 98.

“The support we received helped us take charge of our own lives, because in addition to the trade we learned, we were taught human values such as flexibility, adaptability, a sense of service, rigour, discretion, responsiveness and autonomy”.

Beneficiary of d'Emergence Net, Burkina Faso

Financial services	Satisfaction rate ⁸ (# organisations surveyed)
Loans	92% (6)
Agricultural loans	98% (3)
Savings	95% (6)
Health insurance	79% (2)
Group meeting	90% (3)
Training	96% (6)
Listening	96% (4)

7• Indicator of the proportion of people recommending products and services. The result can range from -100 (if all your customers are detractors) to +100.

8• The satisfaction tables in this section present the overall results of the satisfaction surveys conducted over the past 4 years. The number of organisations surveyed is shown in brackets.

Specific services for young founders of vulnerable VSBs (Very Small Businesses)

According to a survey conducted in 2024, a very high proportion of the people supported by Miawodo in Togo (83%) are satisfied with the training and support services. The Net Promoter Score is good (69).

“Our entrepreneurial skills have really evolved. We didn’t keep financial accounts before, but we’re much more experienced now. We’re very satisfied with the accounting courses and the visibility Miawodo gives us. This association does a lot for us and contributes to our entrepreneurial knowledge”.

Beneficiary of the Miawodo course on the creation and development of very small businesses, Togo

A support service for social and economic integration combined with housing

This service has been developed in France via the Un toit vers l’emploi programme for homeless people. Based in Rouen, non-profit organisation La Case Départ provides an unconditional day centre offering social support, referrals to partners in the metropolitan area, help in finding a job, themed workshops and help in finding stable accommodation. La Fabrik à Yoops, an SAS company with a social purpose, builds and offers small wooden mobile homes, known as tiny houses.

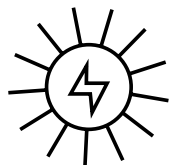


Entrepreneurial experience

The *Des Saveurs et des Ailes* association offers entrepreneurial experience in the catering industry, in a secure environment in Lyon, to people who are unemployed, vulnerable or undergoing career change. The aim is to help them develop new skills that can be put to good use on the job market, or to set up their own business.



Clean, affordable energy



Entrepreneurs du Monde’s social enterprises that combat energy poverty facilitate access to clean, economical cooking and lighting equipment to reduce the energy expenditure of vulnerable households, improve their living conditions (less fatigue, less smoke), help them develop income-generating activities and protect the environment (less wood and coal consumption and lower greenhouse gas emissions).



This equipment is sold door-to-door, at village meetings, or through our local distribution networks. Resellers, often from the target populations, can reach the most isolated areas. The teams raise people’s awareness of the benefits for their living conditions, provide training in the use of the equipment, explain financing solutions and provide after-sales service.



Access to equipment is facilitated by financial services tailored to the needs of vulnerable populations, in particular through energy loans. A hire-purchase system was developed in the Philippines, where the lighting kit is installed with a minimal initial contribution and the equipment is paid for progressively.

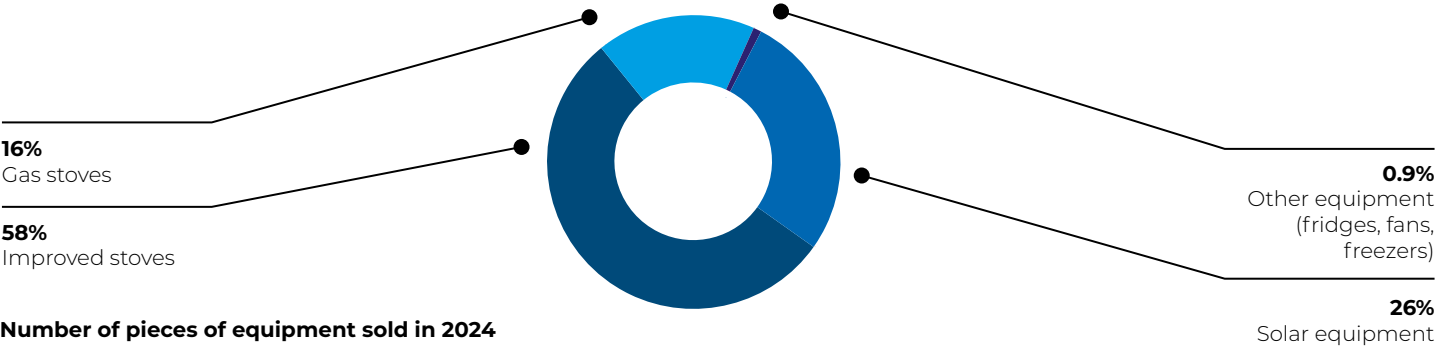
“Initially, I cooked with a traditional stove, and then I used a Sodigaz kit, but as the price of coal rose, the quality of the fuel deteriorated and the pots became difficult to clean, cooking became increasingly hard, especially when I was at work. Thanks to MIVO Energie, I bought an Enora gas kit for FCFA 20,000 (€30). Today, I can cook at home as well as in my shop, quickly, cleanly and without constraint. I save time, I save money and I no longer have to go into town for coal”.

Beneficiary of Mivo Energie, Togo

Energy equipment services	Satisfaction rate ⁹ (# organisations surveyed)
Overall satisfaction rate	93% (4)
Daily use of equipment	87% (4)
Satisfaction with after-sales service	93% (3)
Net Promoter Score ¹⁰	63 (2)

Cooking stoves accounted for 74% of equipment sold in 2024: improved wood or coal stoves (58%) and gas stoves (16%). Solar lighting kits accounted for 26% of sales. Lastly, the teams have started to sell other equipment to increase the sales capacity of small businesses (fridges, fans, freezers).

9- The number of organisations surveyed is shown in brackets.
10- Indicator of the proportion of people recommending products and services. The result can range from -100 (if all your customers are detractors) to +100.



Distribution of cooking and lighting equipment, Nafa Naana, Togo

Sustainable agriculture and food security



To promote adaptation to climate change and food security, Entrepreneurs du Monde focuses its developments in rural areas. As such, specialised agricultural services have been developed in microfinance institutions to support beneficiaries, half of whom (47% in 2024) live in rural areas. The proportion of loans for agricultural activities rose from 21% in 2021 to 26% in 2024. In addition, resource centres are designing, testing and developing appropriate agroecological practices.

2

resource centres

9

social microfinance institutions offering agricultural loans combined with support/advice

Specialised services related to agricultural loans – Agricultural advice

Technical agricultural advisers (TAAs) visit and assess the beneficiaries' farms to provide them with specific advice and training tailored to their farms. 4,860 visits were made in 2024. They also provide training in agroecological practices directly in the fields.

Activities carried out by TAAs	Number
Individual advice/support visits	4,860
Field school sessions	490
Participation in field schools	9,197

Fonio software developed by Entrepreneurs du Monde is used to record the work of the TAAs and to profile the farms following their assessment.

The vast majority (70%) of female beneficiaries manage their own farm. The 40% of men supported are nearly all manage their own farm (99%). The majority of producers sell part of their production at the market (62%). More men than women have contracts (8%), which reflects better integration into the industry. They sell less frequently at the edge of their fields (30%) than women.

Profile of farms	W	M	Total
Average surface area (in hectares)	1.24	1.96	1.59
Farm managers	70%	99%	84,5%
Without equipment	41%	27%	34%
No easy access to veterinary care	48%	50%	49%
Transformation of their production	4%	3%	4%
Selling at the market	61%	62%	62%
Selling at the edge of their fields	34%	30%	32%
Selling to a cooperative or industry	5%	8%	6%



Agroecology resource centres

In addition to loans and services for agricultural activities, Entrepreneurs du Monde has set up 2 resource centres: Fina Tawa in Senegal and Ekofoda in Togo.

Activities carried out in 2024	Total	Fina Tawa	Ekofoda
Agricultural sectors supported	9	6	3
Supported groups	24	12	12
Farmers supported	1,552	1,266	286
of which women (%)	86%	97%	40%
Beneficiaries of the agricultural warning and information system	1,121	1,121	0
Hectares of school fields	60 ha	55 ha	5 ha
Training courses	1,107	963	144

Agricultural services	Satisfaction rate (# organisations surveyed)
Agricultural advice	95% (5)
Field schools	99% (2)
Resource centres	77% (2)

“On my own with 9 children, I’ve managed to develop my business and feed my family”

Rougui Komé, farmer, Senegal

My name is Rougui Komé, I’m a 46 year-old widow and the mother of nine children. Since my husband died, I’ve been struggling alone to secure their future. Unfortunately, only the eldest was able to complete her schooling and is now in her final year of secondary school. I sent my twins to a neighbouring village to study at the Koranic school. I’ve been farming for a long time, but only monoculture: rice during the rainy season, then onions in the dry season. With few resources and little knowledge, my crops were small and I struggled to find customers. Everything changed thanks to Fina Tawa, who provided me with small farming equipment and seeds. The agricultural adviser was with me all the way, and this help was crucial. I was able to diversify my crops and improve my yields. Today, I can feed my family more easily and look to the future with greater peace of mind. My aim now is to expand my farm and include the rearing of small ruminants. This would allow me to generate more income and take better care of my children. Thanks to Fina Tawa, I can feed my family better and look forward to a more stable future.



04

Changes observed in the daily lives of people receiving support



- What changes are we seeing in the lives of the people we support?
- Are they in keeping with the expected impact?
- What trends can we identify from the data we collect?

Entrepreneurs du Monde uses a number of evaluation methods to measure the impact of the products and services offered by our network of social enterprises on the lives of beneficiaries.

“From dropping out of school to becoming an entrepreneur: a better future for my children”

Bac Thi Khuyen, breeder, Vietnam

“My name is Bac Thi Khuyen and I haven’t had an easy life. After I completed primary school, my family couldn’t afford to buy me a bike to stay in school. This situation had a profound effect on my self-confidence. Later, when I got married and moved to a new village, I found myself isolated, too shy to talk to other people. When my eldest had to travel a long way to go to Year 10, I decided to do everything I could to give my children the education I never had, despite our financial difficulties. I had always dreamed of developing a fish farm. With 3,000 m² of ponds, we produced fish, but only for our own consumption, due to a lack of resources. Already committed to a loan for our rice fields with the Vietnam Social Policy Bank, we could no longer obtain funding. That’s when I heard about Anh Chi Em, which offered loans with no need for a property guarantee. My first loan of 4 million dong (€144) was a turning point: I was able to invest in my fish farm and, thanks to five successive loans, diversify into poultry and pig farming. With funding from Anh Chi Em, we built a piggery and a hen house, which enabled us to halve the time it takes to rear the pigs. In 2022, we even managed to build modern toilets. Anh Chi Em’s training courses have also taught me how to use organic pesticides to improve our yields without the use of chemicals. Group meetings helped me gain confidence and integrate into the community. Thanks to Anh Chi Em, I have overcome my difficulties and am building a better future for my family”.

In the social microfinance sector, data is systematically collected throughout the loan cycles for each odd-numbered loan application. This information is compared with a snapshot of the beneficiaries’ initial situation, enabling changes in living conditions, net monthly income, children’s schooling, etc. to be measured.

In all incubated social enterprises — including those promoting access to energy and sustainable agriculture — changes in the lives of beneficiaries are regularly measured through ad hoc baseline studies, end-of-programme surveys and satisfaction surveys. These surveys garner the beneficiaries’ perceptions of changes in their quality of life, their self-confidence and their economic activities. At the same time, ongoing data collection on their activities — such as the size of cultivated plots, changes in

yields, productivity and the adoption of new farming practices — provides a complete picture of the performance of our sustainable agriculture programmes.

In addition to our studies, we occasionally call on external organisations to assess the impact of our actions, such as [the ME Rating agency](#), or through collaboration with research teams.

Some examples of the changes measured, in line with the Sustainable Development Goals, are presented below.

Economic development of beneficiaries

A perception of widespread income growth

The figures available show a sustained increase in net income generated by the business over time. Two external studies¹¹ carried out in 2024 assessed how a sample of beneficiaries perceived the increase in their household income. As shown in the graph below, the vast majority of people supported by social microfinance organisations Wakili in Guinea, Sont Oo Tehtwin in Myanmar, Fansoto in Senegal and Munafa in Sierra Leone feel that their household income has increased over the last three years through access to credit. The same observation was made during a 2024 satisfaction survey in Vietnam, which revealed that 80% of beneficiaries felt that their income had increased moderately and 3% had increased considerably since taking out a loan with Anh Chi Em. A large majority of the beneficiaries of the training companies of Emergence Net in Burkina Faso and Miawodo in Togo also feel their income has increased.

“To supplement my husband’s income and provide for my family, I opened a grocery shop in 2012, with just MMK 60,000 (€28). In 2016, thanks to loans from Sont Oo Tehtwin, I was able to invest in equipment and buy a fridge. Today my income has risen from MMK 400,000 to MMK 1,000,000 (€182 to €453) per month, guaranteeing our financial stability”.

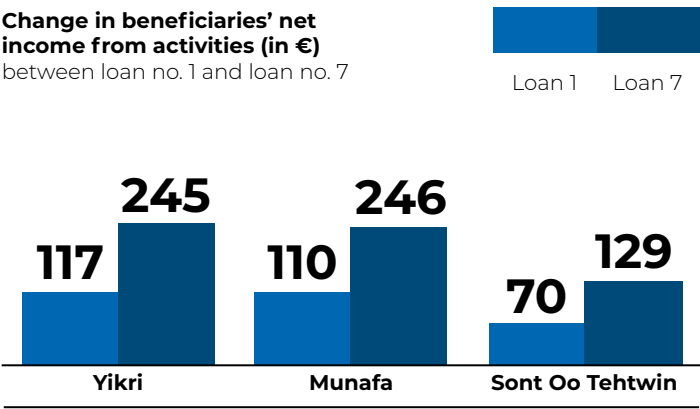
Beneficiary of Sont Oh Tehtwin, Myanmar

Beneficiaires reporting a percieved increase in their income (in %)



Quantified growth in net monthly income

The data collected from other microfinance organisations confirms these perceptions. On average, the activity financed generated a net monthly income of €117 for Yikri and €110 for Munafa at the time they applied for their first loan. This income doubled for the same group of beneficiaries when they applied for their seventh loan, around 3.5 years after support started. In Myanmar, for the people supported by Sont Oo Tehtwin, while there was a drop in net income from the activity in 2023 due to the deterioration in the political, social and economic context following the coup in 2021, data recently collected shows an 84% increase in net monthly income between the application for the 1st loan and the application for the 7th loan.



Agricultural technical support that translates into economic gains

The farmers receiving support are also seeing improvements in their farm income. In Togo, 65% of Assilassimé beneficiaries feel that they have improved their income and yields thanks to the training and awareness-raising provided by the technical agricultural advisers. In Vietnam, 92% of Anh Chi Em’s beneficiaries feel that agricultural advice has helped to improve their farming activities and yields. Lastly, in Senegal and Togo, the beneficiaries of Fina Tawa and Ekofoda spontaneously express positive changes in their production and yields: 64% of Fina Tawa beneficiaries and 80% of Ekofoda beneficiaries.

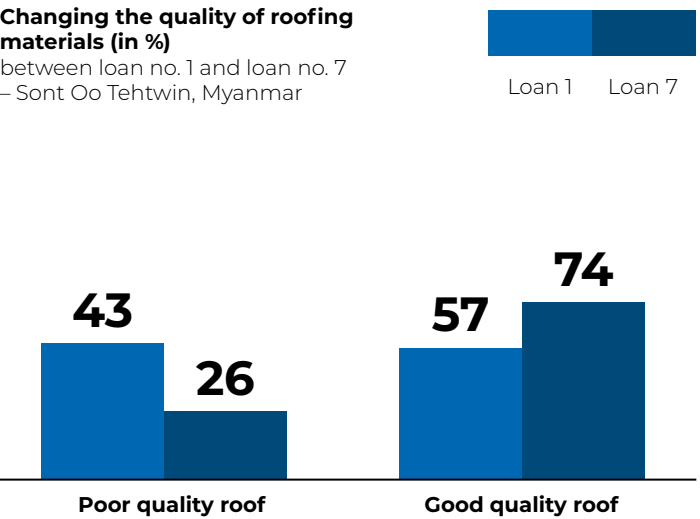
11 • Multi-country external evaluation: Promoting the financial, economic and social empowerment of the poorest people in developing countries through the emergence of sustainable social organisations, MFR, 2024. External evaluation of the “Enhancing the employability of young women and men and supporting Very Small Businesses (VSB) through apprenticeships in training companies and tailored support” project, Insuco, 2024

“I’ve taken several training courses offered by Ekofoda, in agroecology and chicken farming. I follow their advice and I’m seeing early results! I’m even asked to share my knowledge, which I’m happy to do. Now I can put my ability to study soils to good use. I offer quality products and I’m very proud to see my customers satisfied”.

Beneficiary of Ekofoda, Togo

Higher incomes translating into better housing conditions

The economic changes observed among beneficiaries are reflected in improvements to the quality of their homes. Over the past three years, many beneficiaries of Wakili in Guinea (57%), Fansoto in Senegal (32%) and Munafa in Sierra Leone (67%) say they have been able to make significant improvements to their homes. More specifically, as shown in the graph below, 63% of Sont Oo Tehtwin beneficiaries in Myanmar whose roof was made of thatch, bamboo or palm leaves or a mix of thatch, metal and wood at the time of their first loan had improved their roof by the time of their 7th loan (roof made of sheet metal, tiles or metal with a wooden structure, or roof made of wood or metal shingles with a cement structure). In Haiti, at the time of their seventh loan, 49% of Palmis Mikwofinans Sosyal beneficiaries were able to replace their straw or tarpaulin roof with a cement or concrete roof and 39% were able to replace their dirt floor with cement.



Energy solutions that reduce costs and boost the local economy

Access to lighting equipment (solar lamps, solar kits, access to mini grids) and clean cooking solutions such as improved stoves and gas stoves is closely correlated with significant time and cost savings, as shown in the table below. In total, in 2024, €4,738,677 in energy costs were saved thanks to the lighting and cooking equipment distributed. This equipment helps reduce dependence on expensive fuels in both domestic and productive contexts: households reduce their wood and coal consumption, which are needed for cooking, and their consumption of batteries or kerosene lamps, which are needed for lighting. These energy solutions also boost local economic activity through lighting and refrigeration in shops, restaurants and hair salons, while improving agricultural yields thanks to solar pumps that reduce the cost of agricultural irrigation, thus increasing crop productivity.

Savings made by beneficiaries as a result of acquiring equipment from incubated social enterprises

Social enterprises

Mivo Energie	€901,570
Palmis Eneji	€2,050,544
Nafa Naana	€527,988
Ateco	€27,150
Fansoto	€1,231,425

TOTAL €4,738,677

The results of the scientific assessment of the impact of access to cooking gas on household behaviour, exposure to indoor air pollution and the associated health risks are now available. The assessment focused on the Nafa Naana gas access facilitation scheme in Burkina Faso. The work of the research team, consisting of Thomas Thivillon, Adama Sana, Élodie Djemaï and Philippe De Vreyer, sheds light on the issues surrounding clean and effective cooking methods, while identifying a number of levers to encourage their adoption.

[TO FIND OUT MORE](#)

Increased food security and nutrition



Measurable improvement in the quantity and quality of meals

Encouraging results have been achieved in terms of the quantity and quality of food provided to beneficiaries. In Togo, for example, over the course of Assilassimé’s support, the average number of meals per day increases by 16% between the first and seventh loans, as shown in the graph below. In Myanmar with Sont Oo Tehtwin, food is becoming more diverse. This aspect is measured by the [FAO food diversity score](#). In a sample of beneficiaries who ate fewer than 4 food groups when they first applied for a loan, 24% now eat more than 4 food groups after their seventh loan (around 3.5 years later).

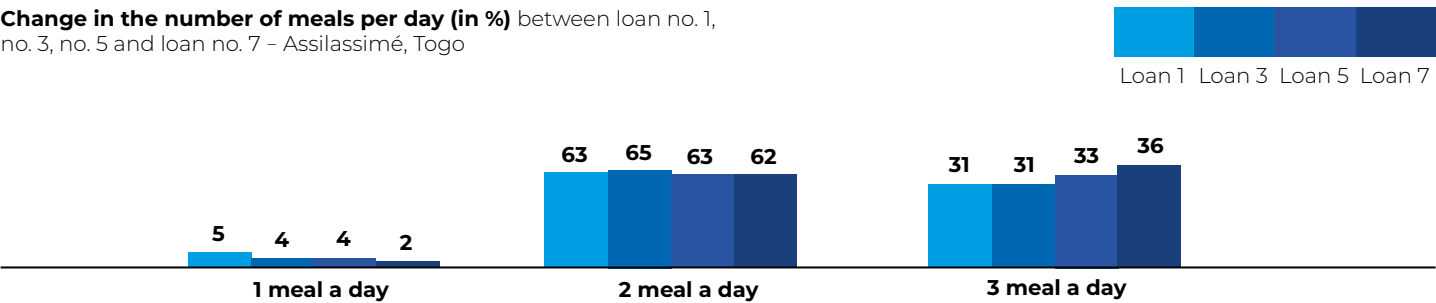
“Before, eating three times a day was a challenge. Today, we choose what we want to eat”.

Beneficiary of Assilassimé, Togo

Social microfinance mobilised to support food resilience

The countries where we operate face complex food security and nutrition challenges that are exacerbated by climate change. Agricultural models can be adapted to meet these challenges, and social microfinance has a role to play. To support small-scale farmers in this transition, all our social microfinance enterprises offer agricultural loans tailored to harvest cycles, as well as support from technical agricultural advisers. They support and advise farmers in implementing agroecological practices to increase yields while protecting the environment. Value chains are strengthened by linking farmers with input suppliers and buyers. This close support takes place over time through individual visits and monthly group training sessions.

As well as supporting small-scale producers, social workers have a role to play in promoting food security and nutrition. For example, Yikri’s team of social workers in Burkina Faso identifies the families most affected by malnutrition, particularly in disadvantaged areas of the capital, and refers them to associations offering subsidised milk distribution programmes.



Better schooling for beneficiaries’ children and training for beneficiaries



The positive trend in income and savings, coupled with training on the importance of educating children, benefits school enrolment, as attested by the rising school enrolment rates in families supported by our microfinance institutions.

Increase in school enrolment rates for children

In Anch Chi Em, Vietnam, the proportion of beneficiaries whose children aged between 7 and 15 all attend school increased by 12% between the first loan application and the seventh, i.e. approximately three and a half years later. In Haiti, at Palmis Mikwofinans Sosyal, this proportion has risen by 16%. In Myanmar, Sont Oo Tehtwin notes a 13% increase in primary school attendance and a 19% increase in secondary school attendance, reflecting not only improved access but also greater continuity in the educational career.

Significant improvements are also seen in West Africa. In Senegal, among Fansoto beneficiaries, enrolment of children aged 7 to 15 has risen by 30% between the first and seventh loan cycles. As for Yikri, in Burkina Faso, enrolment of children aged 7 to 14 has increased by 10%. According to a 2024 satisfaction survey, 66% of Wakili beneficiaries in Guinea stated that their children’s school attendance had increased.

“I’m so pleased that, with what I’ve learnt about public speaking and accounting in the entrepreneurship course, I was awarded first prize in the Entrepreneurship Week pitch”

32-year-old woman on the Miawodo vocational integration programme, Togo

Increased capacity to finance education

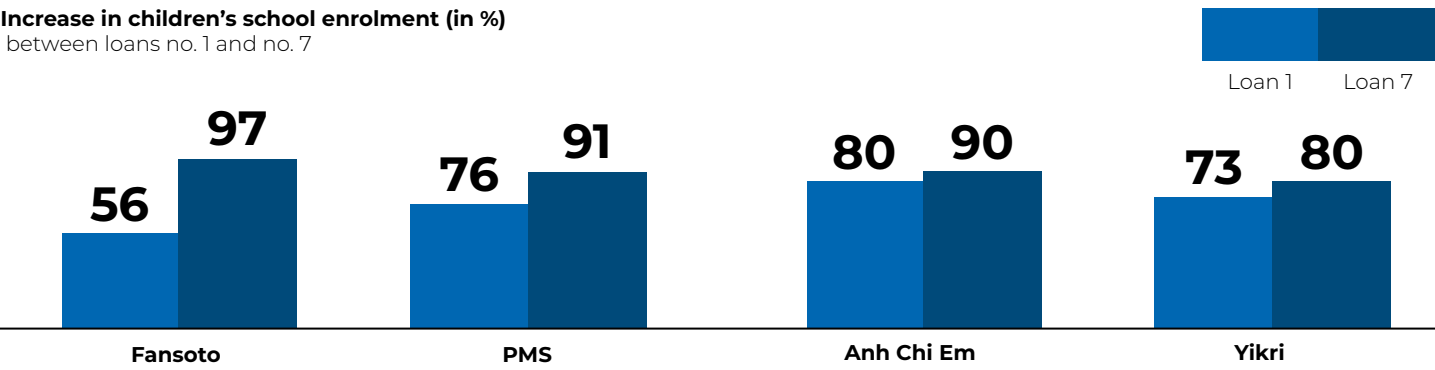
These results are directly linked to an increase in households’ ability to bear the costs of education. 95% of Munafa beneficiaries in Sierra Leone say they are now better able to pay for their children’s education. This figure is also high for Fansoto in Senegal (85%), Wakili in Guinea (82%) and Sont Oo Tehtwin in Myanmar (55%). The positive trend in income and savings allows families to ensure their children continue to attend school, and to finance supplies, uniforms and transport costs, which are often major obstacles to education in these contexts.

A home environment more conducive to learning

Beyond the economic aspects, the solar equipment distributed also contributes to a better educational environment. The use of solar lamps has a positive impact on learning, as it allows children to study in the evening in good conditions. In several rural regions, decentralised electrification is improving access to information via radio, Internet and solar-powered television sets, contributing to an opening up to the world and cultural enrichment for young learners and adults alike.

Developing the skills of beneficiaries through training

In addition to formal schooling for children, a number of incubated social enterprises use training as a key lever for empowering their beneficiaries. Three of them have made this their primary mission: Miawado, in Togo, where 83% of beneficiaries feel satisfied with their training, Emergence Net in Burkina Faso, where 98% feel satisfied with their training, Des Saveurs et des Ailes in France, where 100% of beneficiaries feel they had acquired the skills they need to set up their business. In addition, the training service provided by all social microfinance institutions is of great use to beneficiaries. The high satisfaction rate recorded this year at Assilassimé (93%) and Anh Chi Em (89%) attests to the relevance and impact of these training programmes on the beneficiaries’ career paths.



Women’s empowerment



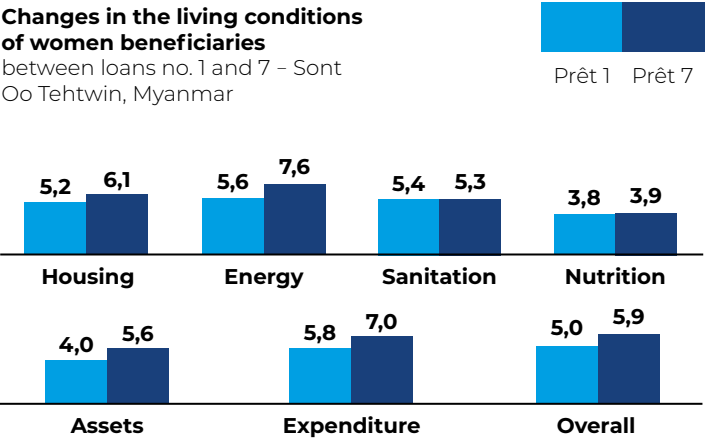
Programmes focused on women

As highlighted above, all the programmes implemented target vulnerable women as a priority, in order to improve their structurally more disadvantaged situation. As a result, 89% of beneficiaries are women. They are therefore the first to experience the economic, social and personal changes brought about by the services on offer.

A tangible improvement in living conditions

In Myanmar, Sont Oo Tehtwin measured changes in the living conditions of the women supported. Between applying for their first loan and their seventh, their quality of life increased by an average of 19%. This trend is measured by calculating an index comprising a number of criteria: housing, access to energy, sanitation, nutrition, assets and expenditure. These results are a tangible illustration of the cumulative positive effects of supporting women.

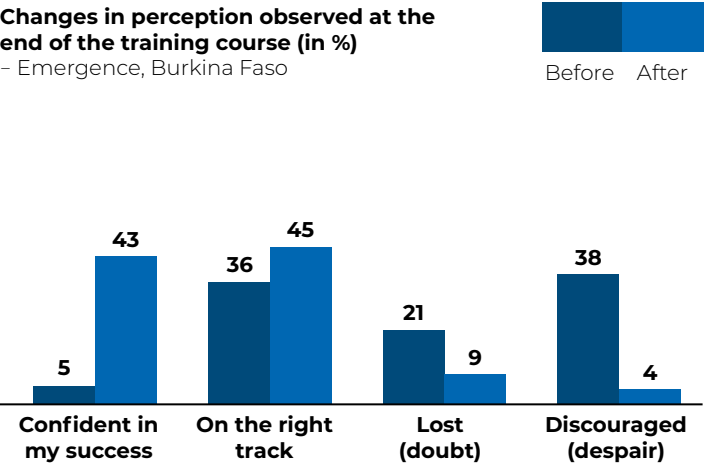
Changes in the living conditions of women beneficiaries between loans no. 1 and 7 – Sont Oo Tehtwin, Myanmar



Gaining in skills, confidence and decision-making power

In Burkina Faso, the example of the Emergence Net training company shows the extent to which support for women can bring about profound change. At the end of the programme, 98% of beneficiaries volunteer that they have gained in skills and self-confidence. The graph shows a clear improvement in mindset. The majority report a significant improvement in their income, and 84% say they are now better able to cover their basic needs. The impact can also be seen in their place in the household, in particular their decision-making in managing resources: 91% of the women surveyed reported an improvement in their ability to take part in decision-making. 76% of them feel that this change is directly linked to the fact that they now contribute more to household income.

Changes in perception observed at the end of the training course (in %) – Emergence, Burkina Faso



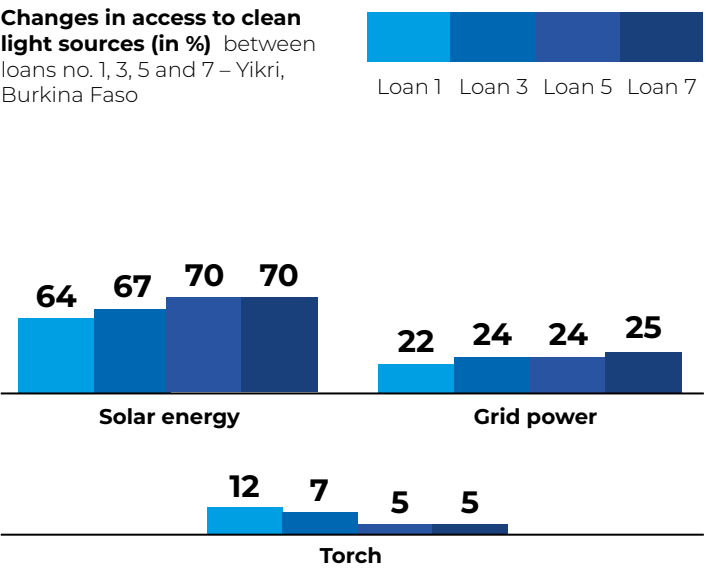
Access to clean, affordable energy



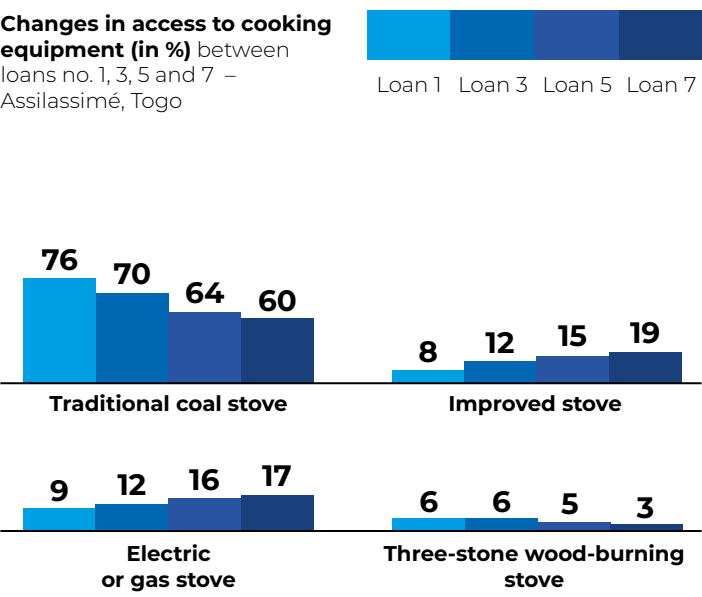
Transforming everyday life with clean energy

Access to clean, reliable and affordable energy directly improves the quality of life of households and entrepreneurs. Since purchasing lighting and cooking equipment, beneficiaries have reported tangible improvements in their daily lives. In addition to the positive economic, health and educational effects described above, beneficiaries feel safer in their homes, thanks in particular to better lighting after dark, and have more time for essential or secondary activities. This means they can work in the evening, prepare for the next day’s work, study (adults and children alike), do household chores, pursue hobbies, read or pray. These changes provide particular relief for women and children, who are often the most vulnerable to energy poverty, by making it easier to cook without toxic fumes and by improving safety and comfort in the home.

Changes in access to clean light sources (in %) between loans no. 1, 3, 5 and 7 – Yikri, Burkina Faso



Changes in access to cooking equipment (in %) between loans no. 1, 3, 5 and 7 – Assilassimé, Togo



Synergy between microfinance and energy players

To facilitate the acquisition of this equipment, partnerships are being developed between those involved in access to energy and social microfinance players. For example, in Burkina Faso, Yikri works with Nafa Naana, a social enterprise specialising in the distribution of clean cooking and lighting equipment (solar lamps, improved stoves, gas stoves). While Nafa Naana supplies the equipment, Yikri makes it possible to purchase it via loan or savings schemes. This two-pronged approach strengthens the social and environmental impact of these solutions.

Measurable progress in lighting and cooking equipment

A number of social organisations are reporting an increase in access to clean, sustainable sources of light. In Burkina Faso, by the seventh loan cycle, Yikri’s beneficiaries have greater access to solar energy and grid electricity, while at the same time the use of battery torches is reduced. In Haiti, at Palmis Mikwofinans Sosyal, 55% of partners who did not have a solar lamp when they arrived have one after their fifth loan. Access to more effective, environmentally friendly and economical cooking equipment is also accelerating. In Togo, Assilassimé’s beneficiaries in their seventh loan cycle have increased their use of improved stoves and gas or electric stoves (+9%) and reduced their use of traditional stoves. 50% of Sont Oo Tehtwin beneficiaries in Myanmar and 27% of Fansoto beneficiaries in Senegal feel they now use a cleaner source of energy for cooking.

“With my gas stove, I save precious time: cooking is quicker, cleaning pans is easier, and I no longer have to go into town every day to buy wood. What’s more, I’m no longer breathing in smoke, which is better for my health. Thanks to the gas stove, I can produce more, faster and in better conditions”.

Beneficiary of Mivo Energie, Togo



Improving the health of beneficiaries

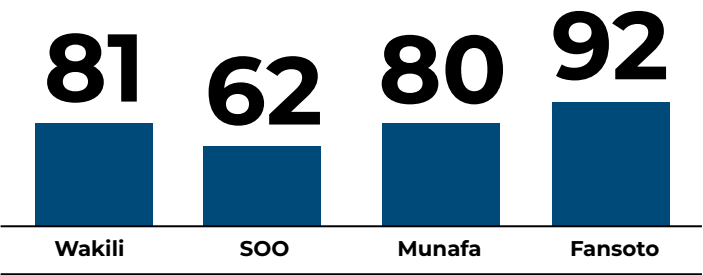
Better economic access to healthcare

In countries where social microfinance institutions operate, the financial ability of beneficiaries to meet healthcare costs has increased significantly. A large majority of beneficiaries surveyed said they were better able to cover their medical expenses. Positive response rates are particularly high at Munafa in Sierra Leone (92%), Wakili in Guinea (81%) and Fansoto in Senegal (80%). This increase reflects a tangible reduction in financial vulnerability to disease.

“Being able to provide for my family’s medical expenses and ensure my children’s well-being is a real plus. Thanks to Fansoto, I can manage my money better and offer them a decent life”.

Beneficiary of Fansoto, Senegal

Increase in ability to pay for healthcare costs as perceived by beneficiaries (in %)



More suitable and formal healthcare choices

This improvement can be seen in particular in the change in the type of healthcare facility approached. 63% of Assilassimé’s beneficiaries in Togo say they go more frequently to the health centre, clinic or hospital in the event of illness in a member of the household, compared with previous self-medication practices or use of traditional pharmacopoeia. A similar phenomenon is observed in Senegal with Fansoto (11% increase in visits to health posts between the first and seventh loan cycles) and in Sierra Leone with Munafa, where 55% of customers now go to hospitals or consult private physicians or community health workers.

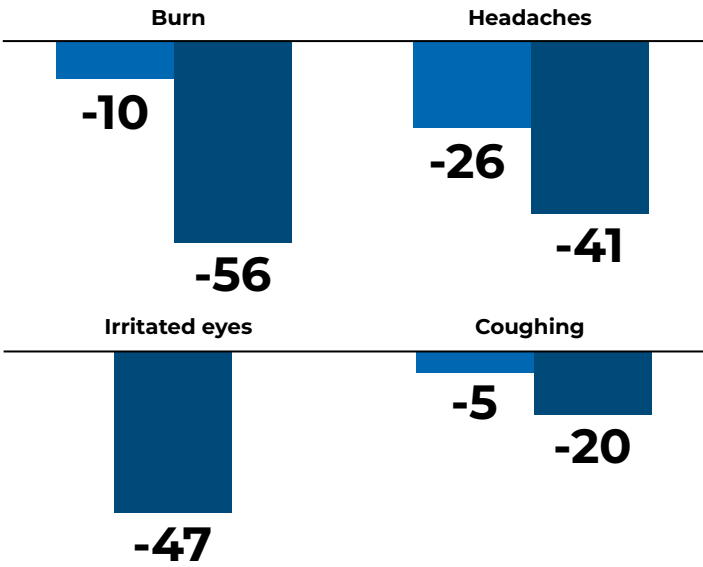


Energy equipment for health

Access to clean cooking solutions such as improved stoves and gas stoves has reduced the risks associated with cooking with wood or rudimentary charcoal, and has had a proven positive effects on health. In Haiti, at Palmis Enèji and at Nafa Naana in Burkina Faso, users reported fewer burns, eye irritation, coughing and headaches.

In addition, solar equipment such as fans and refrigerators have improved temperature regulation and the preservation of perishable foodstuffs, thereby indirectly contributing to food safety and the prevention of food-borne diseases.

Risk reduction identified by beneficiaries of Palmis Enèjis, Haiti and Nafa Naana, Burkina Faso (in %)



Health insurance: a lever for rapid and equitable access to healthcare

In Togo and Burkina Faso, the introduction of a health micro-insurance service has transformed healthcare-seeking behaviour. At Assilassimé in Togo, 68% of the insured believe that the cover helps them reduce health-related costs, while 20% of the insured say they no longer self-medicate but now go to medical facilities. At Yikri, in Burkina Faso, the impact is even more significant: the study shows a 14% increase in the use of health facilities, a 30% increase in healthcare seeking from the onset of symptoms, and an 80% reduction in the number of people refusing to buy medicines for financial reasons. Furthermore, 41% of beneficiaries say they no longer have difficulty paying for their healthcare, and 23% no longer need to draw on their savings to pay for treatment.

Positive environmental impact



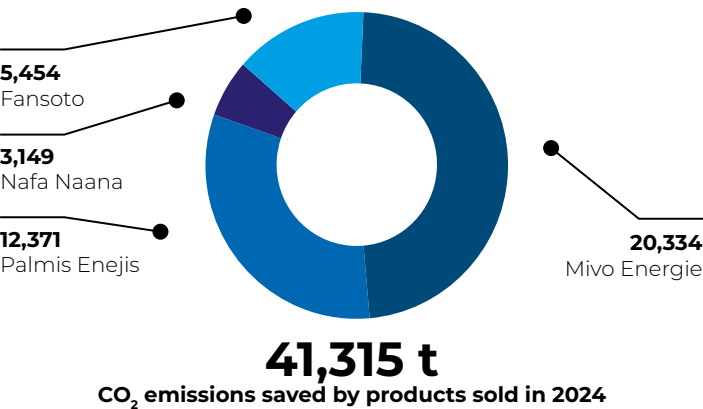
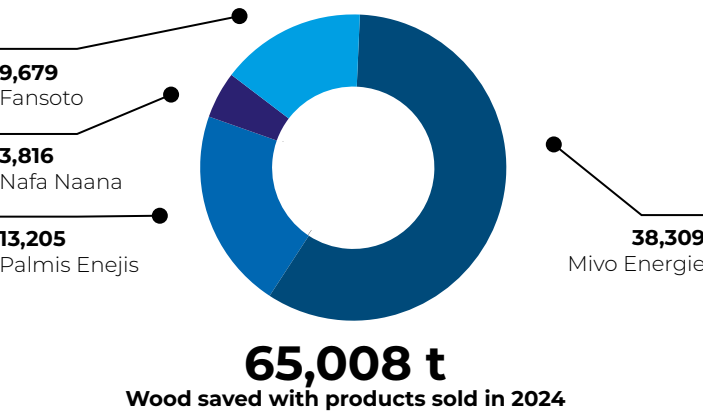
Clean cooking solutions reduce CO₂ emissions and deforestation

By replacing traditional cooking equipment with gas cookers or improved stoves, we significantly reduce CO₂ emissions while improving people’s health and the environment.

Gas stoves and improved stoves help to reduce CO₂ emissions. They are more effective than traditional cooking methods such as wood or coal, reducing wood consumption and greenhouse gas emissions.

By burning wood more completely and effectively, these technologies require less fuel to accomplish the same cooking tasks, thus limiting pressure on forests and helping combat deforestation.

The graphs below show the overall reductions in CO₂ emissions and wood consumption achieved by the organisations providing clean cooking solutions. The calculations are made using estimates based on the number of products sold in 2024.



The scientific evaluation of the Tond Laafi mutual health insurance scheme, set up by ATIA for Yikri’s beneficiaries in Burkina Faso, shows that membership of the health micro-insurance service increases the use of appropriate healthcare, reduces the time between the onset of symptoms and the need for care, and significantly reduces families’ direct health expenditure. The research team led by D. Boutin and L. Petitfour also emphasises the strong impact on the socio-economic security of families by easing their budgetary constraints linked to health issues, thus leaving the income-generating activity unaffected.

[TO FIND OUT MORE](#)

A gradual move towards more sustainable farming practices

Thanks to the training and advice provided by the technical agricultural advisers, gradual changes are being observed in the agroecological practices of the beneficiaries. These changes are measured during evaluations carried out at various stages of the support programme. The data shows a slow but encouraging adoption of sustainable practices between the first and second farm assessments by technical agricultural advisers: the use of compost rises from 30% to 37%, farming activities become more diversified and interconnected (from 8% to 15%), and the rational use of chemical pesticides increases slightly (from 4% to 7%). These results attest to an actual, albeit gradual, shift in behaviour towards more environmentally-friendly production methods. However, certain practices, such as the exclusive use of natural pesticides, are still very marginal, underlining the need for ongoing technical support. This is why a specific study was carried out on the effect of field schools on changes in pesticide-related practices.

This illustrates a gradual transition towards healthier approaches for beneficiaries and greater respect for the environment thanks to technical support, as shown in the table opposite.

Effect of field schools on changes in pesticide-related practices	Without training	With training
Chemical pesticides	73%	56%
Chemical pesticides and organic techniques	18%	7%
Natural pesticides and organic techniques, limiting chemical pesticides to extreme cases	4%	25%
Natural pesticides and organic techniques only	2%	4%
No pesticides used	4%	8%

05

Knowledge sharing

We share our approach, experiences and tools and learn from the practices of others.

Events

Presentation at European Microfinance Week 2024: Mutual health insurance: [how to build resilience among vulnerable women entrepreneurs?](#)

Presentation at European Microfinance Week 2024: [Experiences, challenges and lessons learned from those involved in impact investment](#)

Presentation at the official launch of a multi-year partnership agreement with Agence Française de Développement, October 2024: [Social microfinance and SSE in the fight against poverty in developing countries](#)

Sharing experiences at the Paris Impact Network, September 2024: [on Gender mainstreaming in social enterprises](#)

Organisation of a [webinar to meet the HR needs and challenges of social enterprises](#) while advancing gender equality, March 2024

Publications to which we have contributed

F3E – [Experiencing gender and taking action for gender](#)

E-MFP – [Green essential practices, highlights of good green practices, e-MFP](#)

Proparco – [Private Sector & Development - #41 - Acting in fragile contexts: financing, partnerships, innovation](#)

E-MFP – [How Entrepreneurs du Monde has built up a network of social MFIs over the past 25 years](#)

[For systems adapted to the existing or emerging limited-profit social and solidarity economy \(SSE\) in aid partner countries with AVSF, GRET, SIDI](#)



06

Testimonies



Diéry SENE,
Executive Director of Fansoto, Senegal

"In 2024, Fansoto continued to benefit from valuable technical and institutional support from Entrepreneurs du Monde, aimed at building its capacity and improving its operational efficiency. This support allowed us to improve our social, environmental and financial results, adjust our procedures and services to the needs of our beneficiaries, in particular by developing suitable training modules. Lastly, this support strengthened Fansoto's resilience, helped it move towards autonomy and consolidated its position as a socially responsible institution in the face of competition".



Roxane LEMERCIER,
*Regional Manager
Africa and Middle East, MFR*

"MFR has been working with Entrepreneurs du Monde for many years. In 2024, we carried out impact assessments for four institutions. By calling on an external evaluation company specialising in performance and social impact, the institutions in the Entrepreneurs du Monde network are showing a genuine desire to improve their services. The external evaluation carried out by MFR supplemented the data collected and analysed internally. It confirmed a high probability of positive impact on the lives of beneficiaries, as well as a good alignment of the impact results with the mission and the theory of change".

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07 Appendices

List of incubated social enterprises

Name	Country	# Beneficiaries
Anh Chi Em	Vietnam	4,880
Assilassimé	Togo	38,551
Ateco	Philippines	375
Auréole Monde	Togo	n.d.
Des Saveurs et Des Ailes	France	32
Ekileko	Ivory Coast	240
Ekofoda	Togo	286
Elili	Liberia	489
Emergence Net	Burkina Faso	45
Fansoto	Senegal	20,636
Fina Tawa	Senegal	1,266
Miawodo	Togo	373
Mivo Energie	Togo	69,555
Munafa	Sierra Leone	15,435
Nafa Naana	Burkina Faso	13,010
Palmis Enèji	Haiti	16,000
Palmis Mikwofinans Sosyal	Haiti	8,989
Sont Oo Tehtwin	Myanmar	5,900
Un Toit Vers l'Emploi	France	100
Wakili	Guinea Conakry	17,605
Yikri	Burkina Faso	30,659

12 • The 13 institutions supported by Microfinance Solidaire include 7 institutions incubated by Entrepreneurs du Monde and 6 other institutions.

Average results of microfinance institutions currently supported by Entrepreneurs du Monde and Microfinance Solidaire.¹²

	EdM	MFS
Organisations	9	13

Social and environmental audit CERISE+SPTF

% of organisations having conducted an SPI audit (last 3 years)	78%	77%
Average SPI audit score	73%	71%
Customer Protection score	73%	70%
Environmental dimension score	40%	38%

Outreach among target audiences

Beneficiaries	143,144	351,295
Gross outstanding portfolio	€15,152,712	€84,931,081
Active borrowers	77,350	266,299
Average amount of loans disbursed €	€288	€421
Average loan disbursed/ GNI per cap.	25%	30%
Rural	47%	43%
Women	88%	90%
Training sessions completed	31,128	34,848
Beneficiaries of social support (listening)	1,876	15,257
Beneficiaries referred to external organisations	938	2,544
Field school sessions provided	432	402
Field school beneficiaries	7,902	7,552
Individual agricultural advice/support visits	4,814	4,370

Breakdown of borrowers by sector

Agriculture	26%	50%
Production/crafts	1%	4%
Services/commercial activities	71%	39%
Consumer and other	2%	8%

Social and environmental performance management systems

Formalised social performance strategy	100%	92%
Report produced annually	100%	85%
Code of ethics/social charter in place	100%	92%
Board measures and discusses progress towards social objectives	89%	85%
Complaint management procedure in place	100%	92%
The strategy including environmental issues	100%	77%

Beneficiary satisfaction

% of organisations that have conducted a satisfaction survey (last 3 years)	67%	54%
Overall satisfaction rate	94%	94%
% collecting data to understand reasons for departures	78%	85%
Departure rate	6%	7%
% departures due to problems/dissatisfaction with the institution	6%	9%

Pricing and transparency

Annual Percentage Rate (APR)	35%	41%
Transparency index	66%	70%

Human resources management

Employees of organisations with local contracts (FTE)	629	2,336
% staff on indefinite contracts	80%	56%
Staff turnover rate	17%	22%
% of organisations that have conducted a HR satisfaction survey (last 3 years)	56%	54%
Employee satisfaction rate	45%	52%

	Women	Men
Gender-specific indicators – EdM		
% of active borrowers	88%	12%
Average amount of loans disbursed	€287	€292
Average amount of 1st loans	€148	€115
Portfolio at risk ratio 30 days	7,7%	9,2%
Average outstanding savings	€18	€19
Breakdown of staff	43%	57%
Breakdown of management team	33%	67%
Breakdown of Board members	44%	56%

Summary of the 6 energy access organisations supported by Entrepreneurs du Monde¹³

Sales summary

Families equipped	20,161
Indirect beneficiaries	100,805
Number of products distributed	25,687

Beneficiary profile

Not connected to the electricity grid	17%
Using precarious energy sources for lighting	38%
Using precarious energy sources for cooking	58%
Living below the \$5.50/day poverty line (PPP 2011)	59%
Living below the \$3.20/day poverty line (PPP 2011)	30%
Sales where women are the main users of the equipment	64%

Beneficiary satisfaction

Net Promoter Score	63
Satisfaction rate	93%
Sales where women participate in the purchasing decision	56%
Percentage of beneficiaries familiar with the hotline number	51%
Level of satisfaction with after-sales service	93%

Changes in the lives of beneficiaries

People who feel their life has improved	82%
People who feel their income has improved	64%
People feeling safer in their homes	98%
Households where children have been able to study better	78%
People reporting fewer burns	43%
Household members reporting that their health has improved	27%

Impacts (estimates based on the service life of products sold)

# solar kW installed	14
CO ₂ emissions saved (tonnes)	41,315
Wood saved (tonnes)	65,008
Savings (€)	€4,738,677

Human resources management

Number of employees	105
Female members of staff	28%
Women in management	28%
Women on supervisory committees or boards of directors	44%
Staff turnover rate	25%
Employee satisfaction rate	53%
Dealer satisfaction rate	78%

CERISE Social Business Scorecard audit

Average SBS audit score	78%
1 - Project	89%
2 - Public	83%
3 - Product	79%
4 - HR policies	75%
5 - Ethical principles	71%
6 - Profits	62%
7 - Partnerships	87%

Social and environmental performance management systems

Formalised social charter/strategy	83%
Report produced annually	17%
The Board of Directors/Supervisory Committee discusses social results at meetings	33%
Beneficiaries' complaint management procedure in place	67%
Staff complaint management procedure in place	17%
End-of-life battery management procedure	20%

13 • This figure includes the 5 social enterprises distributing cooking and lighting products in Haiti, Burkina Faso, Ivory Coast, Togo and the Philippines, as well as a microfinance institution in Senegal offering loans to finance cooking equipment.



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