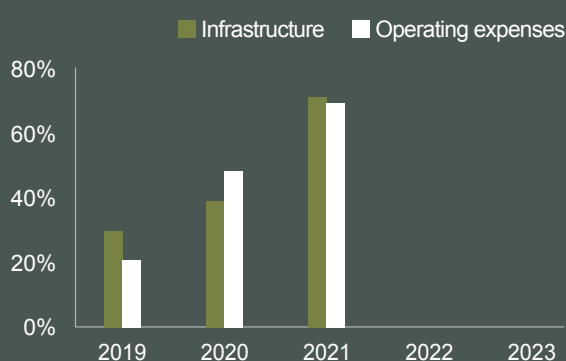


TOGO

DECEMBER 2021 REPORT

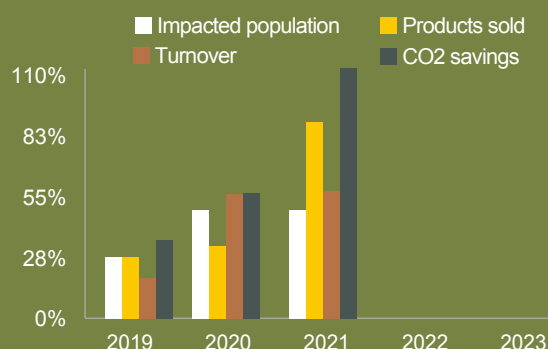
This project consists in supporting an NGO that will be morphing into a social enterprise following the end of the EU support after 3 years, an innovative approach to project sustainability. Its goal is to fight poverty in rural areas by facilitating access to sustainable energy. Therefore, it sources, markets and sells (i) solar lamps and kits and (ii) fuel efficient improved stoves and cookers, gradually over the entire country through a network of microenterprises. Support to clients is provided in the form of micro-credits provided by a partner MFI to ease acquisition by target women.

Coordinated by *Entrepreneurs du Monde*, a France based NGO : <https://www.entrepreneursdumonde.org>



Donation:

- 1 Donation: €200.000 by the Mangrove Foundation
- 2 €923.970 co-financing by mostly the EU as well as other corporate donors



Expected impact:

- 1 Target population: 200.000 people
- 2 Products sold: 50.000
- 3 Turnover: €3.400.000
- 4 CO2 savings: 171.000 tons

Commercial objectives are generally met or exceeded with a steady 30% turnover growth y-o-y. Though, operations show a permanent deficit, following the pandemic and also negatively affected by larger sales on low profit items (gas refills). Positive net profit is forecasted in 2026, resulting from the resale of carbon certificates, a new process starting in 2022. Projections show an extra need of €300K financing prior to a positive CF from operations in 2026.

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