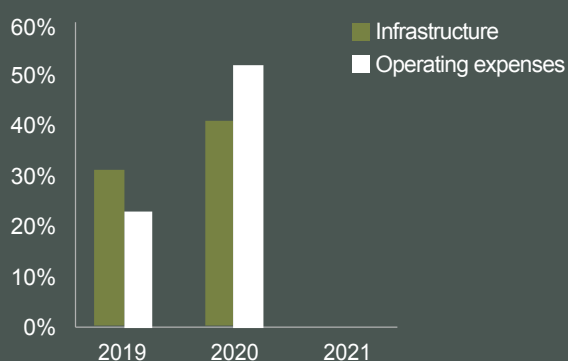


TOGO

DECEMBER 2020 REPORT

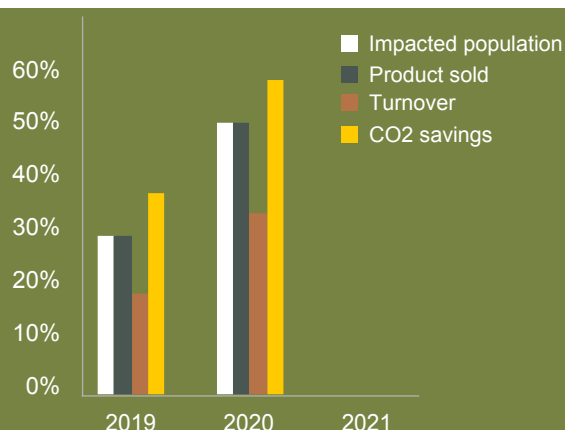
This project consists in supporting an NGO that will be morphing into a social enterprise following the end of the EU support after 3 years, an innovative approach to project sustainability. Its goal is to fight poverty in rural areas by facilitating access to sustainable energy. Therefore, it sources, 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

Progresses are steady, but growth was slowed down by the Covid-19 pandemic. Though, the distribution network of microentrepreneurs already exceeds plan reaching 151 (target 150). Nevertheless, issues exist with regards to the product mix, with a significant uptake in sales of gas refills having a lower margin, thus deteriorating the EBIT. The association is thus updating its strategy in light of the profitability target.

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