



**entrepreneurs
for entrepreneurs**
Sustainable cooperation with the South

Annual Report 2016



Ambitious and relevant, more than ever before

At the end of December 2016 we asked ourselves what the DRC, De Kempen and the ISS had in common. Answer: SCK-CEN and spirulina, with a dash of Entrepreneurs for Entrepreneurs. Two months earlier, on 18 October 2016, Deputy Prime Minister Alexander De Croo awarded the *ENTREPRENEUR for ENTREPRENEURS* Trophy to DEME and African Drive projects.

Besides the input of Entrepreneurs for Entrepreneurs, all three of these projects shared one common factor: **sustainable entrepreneurship**.

In the case of the SCK-CEN project, the key aspect was meeting one of the **basic conditions** for entrepreneurship: nutrition. SCK-CEN wanted to use its knowledge and expertise of cultivating spirulina in the fight against malnutrition in the DRC. In collaboration with the NGO Congodorpen, the highly nutritious alga spirulina will now be grown in several locations in the DRC. Over time, this product could be marketed as a nutrition supplement.

The DEME project goes one step farther with the **exchange of expertise** and adds one more pillar, namely **training**. A public-private partnership between Congolese state-owned company CVM and dredging company DEME combines CVM's local knowledge with DEME's advanced expertise and experience. The independent continuation of the project will be ensured by training 40 Congolese students as members of the ship's crew. To this end, Entrepreneurs for Entrepreneurs established contact between DEME and the NGO VIA Don Bosco, which has considerable experience in training and education. The higher-ranking officers will undergo training at the Antwerp Maritime Academy and will be familiarized with dredging techniques by DEME itself.

Lastly, African Drive was looking for funding to expand its bus services in Benin. In the spring of 2016 Entrepreneurs for Entrepreneurs successfully launched a **crowd funding program** via Bolero, making it the first investment project for the South operated via this crowd funding platform. In less than no time the target amount was collected and the expansion of the bus services was able to proceed.





Entrepreneurs for Entrepreneurs has been a feature of the Belgian corporate social responsibility landscape and the development of sustainable entrepreneurship in the South for the past 17 years. The principles of the objectives of sustainable development have been embedded in the organization since its foundation in 2000, long before there was any question of the UN's SDGs. But first of all we want to be an innovative organization that constantly occupies itself with development cooperation and sustainable entrepreneurship and that can act as a bridge between the different players, even across borders.

The growth figures, which rise year after year, also prove that this approach is working. In 2016 we collected 12% more funds for the South, well above the one million mark. The funds for NGO projects saw a slight increase, but the B2B projects in particular have rocketed by more than 50%.

Nevertheless, our goals remain ambitious: Entrepreneurs for Entrepreneurs has a **new strategic plan** on the table for the next five years. This plan

provides for doubling the project funding and aims to raise the cooperation between relevant players to the next level. For the next two years we will be paying particular attention to intensifying our communication via networking events, immersion and prospecting trips, and further expanding our platform function through cooperation with other organizations.

We can only achieve these goals by means of our **strong network** of more than 70 volunteers, 8 NGO partners and more than 130 businesses that subscribe to our vision and mission.

Luc Bonte,

A handwritten signature in dark ink, appearing to read 'L. Bonte'.

Chair: Entrepreneurs for Entrepreneurs

What does Entrepreneurs for Entrepreneurs stand for?

Why Entrepreneurs for Entrepreneurs?

People in developing countries have the key in their own hands. Don't make them dependent on aid – put them on the road to independence by taking control themselves. That is the point of departure at Entrepreneurs for Entrepreneurs. Emerging countries hold many trump cards, and we help them play such cards well. We look for companies in Belgium that want to make direct investments in the South or want to support entrepreneurial NGO projects. With this strategy, Entrepreneurs for Entrepreneurs aims to ultimately make aid unnecessary.

Entrepreneurs for Entrepreneurs does this by cooperating with dynamic NGOs and more than 130 businesses. Large ones and small ones. Because we believe that entrepreneurship really helps the South move forward.





Vision

Entrepreneurs for Entrepreneurs believes that individuals and groups possess the will and the power to develop. By developing themselves socially and economically, they create prosperity for themselves and for the society within which they operate.

The realization that development cooperation must in the first place support economic initiatives, provided that the latter are sustainable and embedded in the local society, is gaining ground. In this context private initiative is indispensable.

Entrepreneurs for Entrepreneurs wants to support these emerging or growing economic initiatives in the South, within a sustainable and socially responsible framework.

Furthermore, more and more Belgian businesses, entrepreneurs and former entrepreneurs support the concept of corporate social responsibility (CSR). They recognize the significance of sustainable economic development in the South and are willing to contribute to it actively, financially and/or with expertise. Entrepreneurs for Entrepreneurs helps make this possible.

What does Entrepreneurs for Entrepreneurs stand for?

Mission

Entrepreneurs for Entrepreneurs is convinced that micro, small and medium enterprises in developing countries can be engines for sustainable human development and can contribute to the prosperity of local populations.

On this basis, Entrepreneurs for Entrepreneurs defines its mission as follows:

- Entrepreneurs for Entrepreneurs facilitates socioeconomic initiatives in low- and middle-income countries.
- To this end we bring businesses and entrepreneurial people from Belgium into direct or indirect contact with such initiatives. We stimulate cooperation in the form of financing and/or introducing expertise.





“

"In the west we have created a great deal of affluence through our know-how, our knowledge and our ability. But the know-why is also important to a company. You do not run a business just to make a profit, but also to create prosperity."

Dirk Perquy,
CEO of TERRE BLEUE



Strategic objectives

Entrepreneurs for Entrepreneurs wants to facilitate as many sustainable (socio)economic initiatives and projects as possible in low- and middle-income countries by

- raising funds (donations, loans and participations) from economic players in Belgium, and
- as a driving force, increasing cooperation (including in the form of exchanges of expertise) between relevant players.

Thus we increase the knowledge and the international engagement of businesses and entrepreneurs with the global problems at the same time.

We have developed two routes towards this objective:





SUPPORT FOR NGO PROJECTS

Entrepreneurs for Entrepreneurs cooperates with recognized NGOs possessing the required experience and knowledge of the field and having in their portfolio projects/programs aimed at stimulating the local economy in the South. We also cooperate with NGOs that deal with the basic preconditions for economic development: education, healthcare, basic infrastructure such as water, energy, business/ industrial buildings, working materials, etc.

Entrepreneurs for Entrepreneurs contacts businesses and entrepreneurs in Belgium with the proposal to support one or more of these NGO projects financially, possibly in combination with other forms of support and cooperation. The aim here is a sustainable long-term cooperation between these businesses and NGOs.

The selected projects/programs are integrated into a broader context of subsidized development cooperation in order to achieve a multiplier effect (four to five times the amount of the company donation).

Entrepreneurs for Entrepreneurs issues a tax certificate for donations to NGO projects.

SUPPORT FOR BUSINESS-TO-BUSINESS (B2B) PROJECTS

Entrepreneurs for Entrepreneurs offers companies and entrepreneurs in Belgium the possibility to directly support entrepreneurs in low- and middle-income countries who want to start or expand a sustainable enterprise. This can be done in different ways:

- in the form of a loan of finance or shareholding, and/or
- in the form of an exchange of expertise.

To this end we collect an extensive portfolio of entrepreneurial projects in the South with a well-crafted business plan. In this business plan, financial continuity and social relevance are essential. Only projects that are socially acceptable and sustainable are considered. These projects are presented to interested entrepreneurial investors in Belgium.

Entrepreneurs for Entrepreneurs acts as a matchmaker and provides professional support.

NGO projects supported in 2016

Entrepreneurs for Entrepreneurs is a non-profit organization (NPO) and regards economic activity as the engine for development in the South. That is why it supports local entrepreneurship in the first place.

Sustainable development only becomes possible when a number of basic conditions regarding sound management, infrastructure, safety, education and healthcare have been met. Entrepreneurs for Entrepreneurs contributes to these conditions as well.

Through diverse projects, local NGOs stimulate entrepreneurship in the South or create the circumstances that make sustainable economic activity possible.

COLOR KEY

The NGO projects supported are classified by continent and subdivided into four themes:

Entrepreneurship and training

We help people forward by making profit, creating jobs and innovating. Technical skills as well as personal development are essential in this regard. After all, local entrepreneurs stand a better chance if they know what's what. Both are based on sound training.

Water, infrastructure and sustainable technologies

Nobody can survive in the absence of proper water systems and sanitary facilities. Integrated water management is therefore a precondition for entrepreneurship. Without sustainable technologies and reliable infrastructure, local entrepreneurship is just as impossible.

Agriculture and food security

Improvement and commercialization of agricultural production lead to higher incomes and to security of diversity of the food supply. Experts and local artisans jointly search for sustainable and profitable agricultural activities.

Healthcare

Good healthcare is crucial to the development of a region. We therefore set great store by raising quality in the medical sector. At the same time, it is important to make it easier to access hospitals, for example by concluding medical insurance policies.

PROJECTS NGO AFRICA

1 Burkina Faso country

Setting up a semi-modern processing unit in Douna, in the south-west of Burkina Faso, for about 300 women who process rice.

Aperam Genk business

Vredeseilanden ngo

2 Burundi country

Contribution to better health and food security in the communities of Isale and Bugendana, with a special focus on 500 vulnerable women. Among other things, this project provides access to potable water for 15960 people and to sanitary and hygiene facilities for 5720 persons.

Terre Bleue business

Protos ngo

3 D.R. Congo country

Supporting the manufacture and installation of a metal bridge in Manguredjipa, a zone north-east of Butembo. The purpose of the bridge is to improve access to the region, thereby promoting the trade in and transport of merchandise.

De Scheepvaart business

Codéart ngo

4 D.R. Congo country

Support for the farmers' associations in the cultivation of coffee and cacao in Bikoro and Mooto. The overall goal of this project is to improve the living conditions of the population through sustainable and economic agriculture, focusing on cash crops such as cacao, coffee and palm oil.

Dierickx Leys et Cie, Miko Koffie, private donor, Viafonds business

Congodorpen ngo

5 D.R. Congo country

This pilot project aims to combat malnutrition by producing, testing and introducing spirulina as a nutrition supplement for some 50 families in the Bikoro and Mooto area. The spirulina is grown in existing fish ponds with the technical support of the company SCK-CEN.

Drijam NPO, private donations business

Congodorpen ngo

6 D.R. Congo country

Training 18000 small entrepreneurs in South Kivu with the aim of increasing their incomes by professionalizing and expanding economic activities.

Private donor business

Louvain Coopération ngo

7 D.R. Congo country

Supporting some 120 disadvantaged youths in Lubumbashi. The youths are welcomed and given shelter, food and medical care. When ready, they can receive vocational or technical training. An employment program helps the youths find a job.

Westmalle Trappist Brewery, Kiwanis Gent Artevelde, MSC PSA European Terminal, Samoco business

VIA Don Bosco ngo

8 D.R. Congo country

Improving incomes and food security of some 1000 farmers and fishermen in the Maï Ndombé region by means of better transport, so that merchandise can be brought faster and cheaper to the international port of Boma, for example, for sale.

CEPA cvba business

Trias ngo

D.R. Congo

3 4 5 6

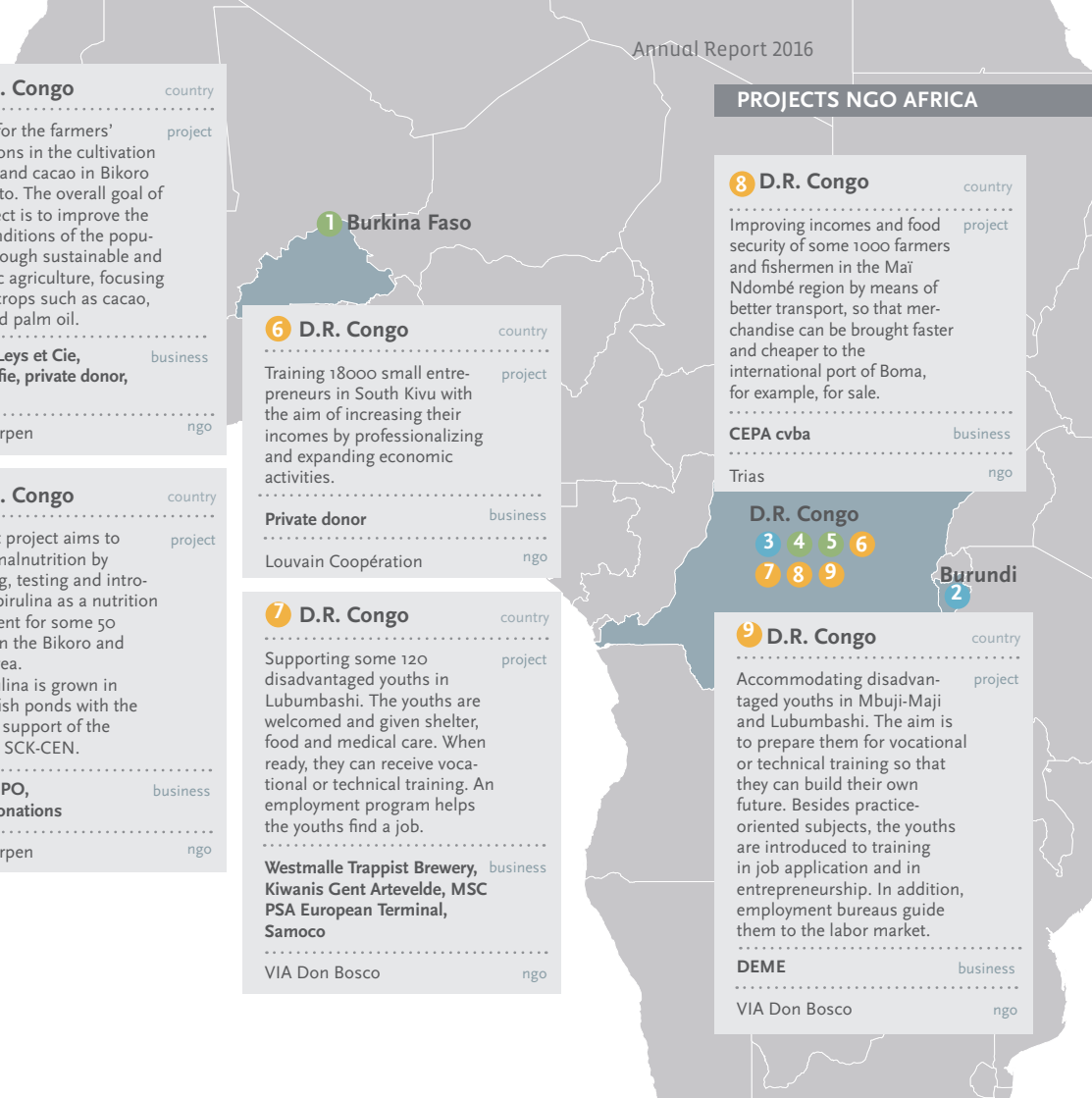
7 8 9

9 D.R. Congo country

Accommodating disadvantaged youths in Mbuji-Maji and Lubumbashi. The aim is to prepare them for vocational or technical training so that they can build their own future. Besides practice-oriented subjects, the youths are introduced to training in job application and in entrepreneurship. In addition, employment bureaus guide them to the labor market.

DEME business

VIA Don Bosco ngo



10 D.R. Congo country

Renovation of two turbines project for producing green power in a hydroelectricity station in Katana. Thanks to this project, electricity can be supplied to the Katana hospital complex day and night.

Umicore business

Louvain Coopération ngo

11 D.R. Congo country

Reintegration of 250 street children from Kinshasa into their families by giving them shelter and adapted training together with psychosocial support. This pilot project was set up in collaboration with the Cardinal Laurent Monsengwo Foundation. project

KU Leuven, Vanbreda Risk & Benefits and private donations business

Louvain Coopération ngo

12 Ethiopia country

Development of a sound microcredit system. project This offers the inhabitants of the densely populated rural region of Oromo prospects for the future and counters depopulation.

Plating Partners business

SOS Faim ngo

13 Ethiopia country

Strengthening of the capacities of the local microfinance institution SFPI. project SFPI's brief is to offer financial services (savings, credit, transfers, insurance) to the poorest, especially to women.

Belisol, private donations business

SOS Faim ngo

14 Ethiopia country

Strengthening of the capacities of the local microfinance institutions SFPI, Buusaa Gonofaa, Wasasa and Eshet. project The aim of this project is to expand the range of credit products of the institutions to

KBC business

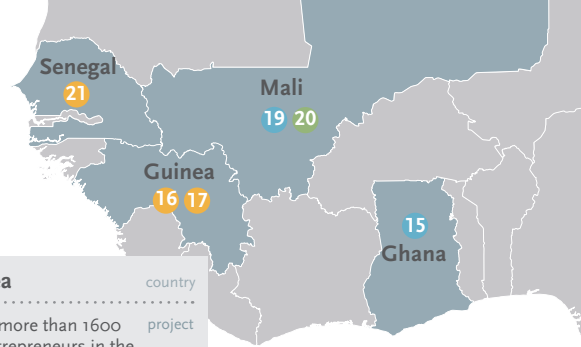
SOS Faim ngo

15 Ghana country

Improving the supply of potable water, hygiene and waste processing in the towns of Karni and Kitase in order to reduce the incidence of environmentally and water-related diseases and to improve the quality of life. project

BASF Antwerp, Dilkoma, Fuji Oil Europe, Goole Jean-Paul, HOPE*A and private donations business

FOS ngo



16 Guinea country

Supporting more than 1600 artisanal entrepreneurs in the city of Kindia in the management of their businesses so that more job opportunities are created in the local community. Special attention is devoted to the youths in the construction sector. project

RF-Technologies, Vandersanden business

Trias ngo

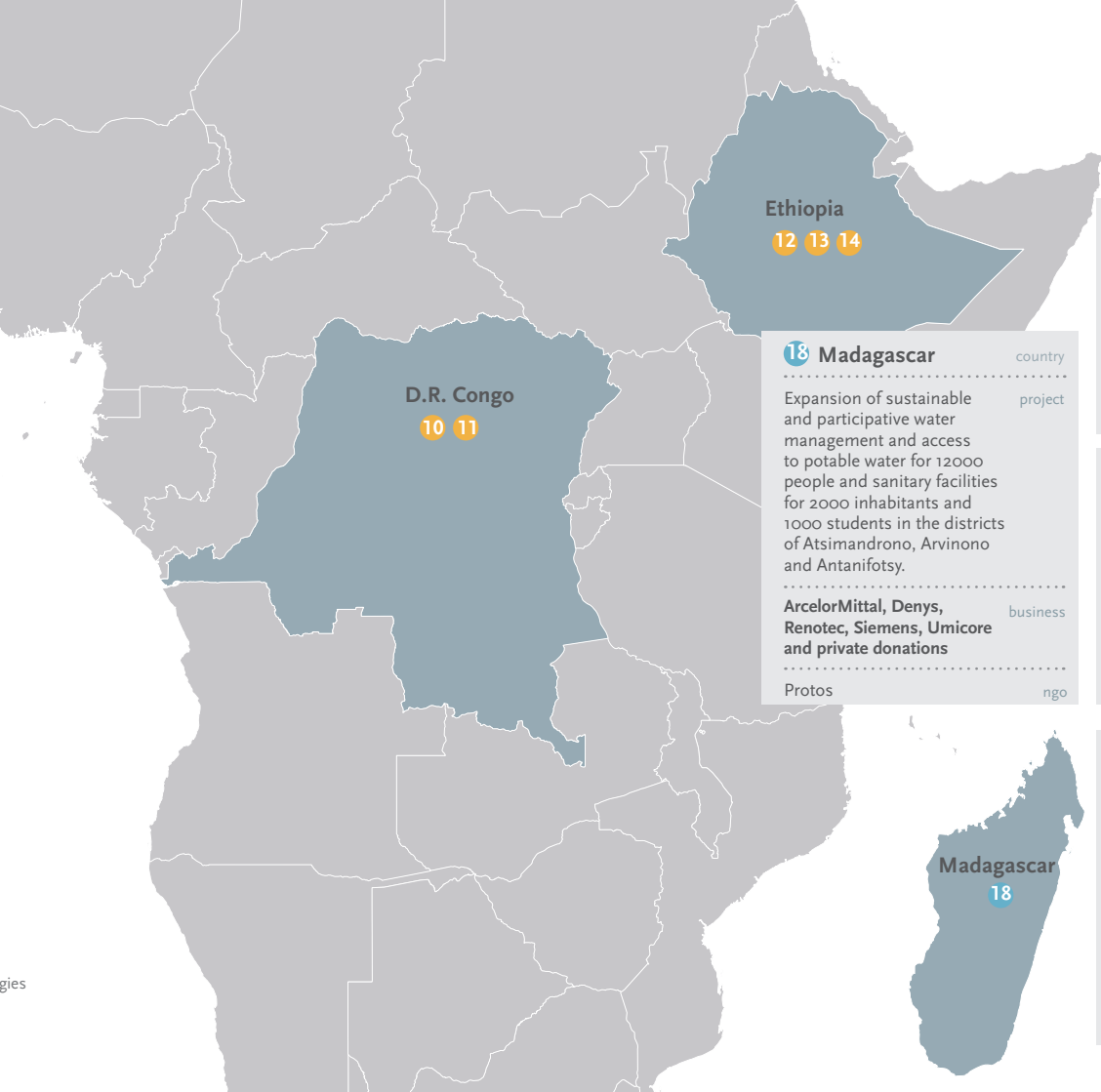
17 Guinea country

Offering training and information to some 1000 urban entrepreneurs in Kindia and to farmers in the regions around Lower and Upper Guinea. Special attention is devoted to artisans, micro-entrepreneurs, women and youths. project

Acerta business

Trias ngo

- Entrepreneurship and training
- Agriculture and food security
- Healthcare
- Water, infrastructure and sustainable technology



Ethiopia
12 13 14

18 Madagascar country
project

Expansion of sustainable and participative water management and access to potable water for 12000 people and sanitary facilities for 2000 inhabitants and 1000 students in the districts of Atsimandrono, Arvinono and Antanifotsy.

AcelorMittal, Denys, Renotec, Siemens, Umicore and private donations business

Protos ngo

19 Mali country
project

Sustainable access to potable water for 9600 people and sanitary facilities for 20000 people in the region of Mopti.

Willemen business
Protos ngo

20 Mali country
project

Supporting sustainable rice cultivation in order to ensure food security of the towns in the zone Office du Niger and Niono.

Co-valent business
SOS Faim ngo

21 Senegal country
project

Supporting and coaching 3500 female entrepreneurs in Fatick, one of Senegal's poorest regions. This project also supports three more activities: the recovery of salt, raising goats and the production of cashew nuts.

Private donations business
SOS Faim ngo

Madagascar
18

PROJECTS NGO AFRICA

Togo

25 26

22 Tanzania country

Supporting 2000 youths in Arusha to establish their own agribusiness, including by organizing technical training courses, peer-to-peer exchanges, sectoral studies and the extension of credit. project

Lotus Bakeries, private donations and Viafonds business

Trias ngo

23 Tanzania country

Strengthening the local economy in the Longido district by strengthening cooperative banks in 8 towns, supporting female and young entrepreneurs and developing local ecotourism initiatives. project

VKVM-ACAP (Amma, Bank Delen, B.D.M., Corona, Dela Holding Belgium, Emani, Euromex Edegem, Hiscox, Protect, Zurich Insurance Public) and private donations business

Trias ngo

24 Tanzania country

Supporting more than 500 fruit and vegetable growers in the Moshi district and establishing collaboration arrangements with the local and international markets. project

ArcelorMittal Gent, Trixxo business

Vredeseilanden ngo

Tanzania

22 23 24

South Africa

23

25 Togo country

Equipping a cooperative in Djabdjoaré consisting of 27 women who process rice. Building a drying room and a sales stand will increase the quality and the added value of the rice and generate a decent income for the rice processors. project

Municipality of Edegem business

Louvain Coopération ngo

26 Togo country

Offering engineering students their first practical experience within a development project for potable water in Togo. project

Democo, Siemens and Umicore business

Louvain Coopération ngo

27 South Africa country

Stimulating job opportunities by assisting the professionalization of 2700 small entrepreneurs. The program focuses on the more vulnerable population groups, especially women, youths and the poorest of the poor. project

Heraeus Electro-Nite business

Trias ngo

- Entrepreneurship and training
- Agriculture and food security
- Healthcare
- Water, infrastructure and sustainable technologies

PROJECTS NGO ASIA

28 Cambodia

country

Supporting micro-entrepreneurship through, amongst other things, market analysis, setting up saving and credit schemes and training on integrated agricultural systems. Special attention is devoted to some 750 vulnerable people in the province of Kampong Thom.

project

Umicore

business

Louvain Coopération

ngo

29 Cambodia

country

Providing structural support to 2 schools in the province of Battambang. With this training, 770 children from the surrounding brick factories and rice fields can take charge of their own future.

project

Wienerberger

business

Louvain Coopération

ngo

30 Philippines

country

Supporting 2,156 micro-entrepreneurs by offering training, credit extension and knowledge exchange through local partner Insol.

project

Gijbels Group,
RF-Technologies

business

Trias

ngo

Cambodia

28 29

Philippines

30

PROJECTS NGO SOUTH AND CENTRAL AMERICA

31 Bolivia

country

Improving the quinoa production process. Quinoa not only has a very high nutritional value, but also great economic potential. In Oruro this project involves about 12,900 families and in Tarija more than 40,500 inhabitants.

Lotus Bakeries, Viafonds business

Louvain Coopération ngo

32 Ecuador

country

Increasing the income of 150 small coffee growers and enabling them to counter the consequences of global warming. Special attention is devoted to involving youths and promoting Ecuadorian coffee in the local markets.

Umicore business

Vredeseilanden ngo

33 Ecuador

country

Access to and sustainable management of potable water for 5200 people, sanitary facilities for 1750 people and natural water sources for agriculture for 4500 people in the provinces of Esmeraldas and Loja.

Co-valent business

Protos ngo

El Salvador

35

40 Nicaragua

34 Ecuador

country

Training and facilitating knowledge exchange between 447 small-scale potato growers through a local cooperative with the ultimate goal of strengthening management.

Viafonds, Vleeswaren Antonio-Breydel business

Trias ngo

35 El Salvador

country

Supporting local economic development through the local fund for the self-development of some 3500 micro and small enterprises.

LRM, Punch Powertrain business

Trias ngo

36 Haiti

country

Improving the chances of employment of some 1200 youths from Haiti's slums by giving them work experience through practice-oriented training courses and work placements.

Horeca Vlaanderen business

VIA Don Bosco ngo

37 Haiti

country

Supporting an independent workshop for manufacturing footbridges. In 2016, five footbridges of between 12 and 22 meters were erected to take the populations in remote areas out of their isolation. The workshop was also working on a steel construction for building an earthquake-resistant school.

De Scheepvaart, Umicore business

Codéart ngo

38 Haiti

country

Managing and expanding 16 production workshops for processing manioc and cane sugar in order to increase the added value.

Private donations business

Codéart ngo

Entrepreneurship and training

Agriculture and food security

Healthcare

Water, infrastructure and sustainable technologies

Haiti

36 37 38

39

Ecuador

32 33 34

Peru

41

Bolivia

31

39 Haiti

country

Integrated water management in the Moustique river basin (22 km²) in the north-west of Haiti. Among other things, this project provides improved access to potable water for 8450 people and an additional 140 ha for agricultural production.

Port of Ghent, IPTE Factory Automation business

Protos ngo

40 Nicaragua

country

Contributions to more accessible and quality healthcare in the Dario and Terrabona municipalities, with special attention to sensitization and prevention of, amongst other things, diabetes and hypertension.

Staf Cars business

Damian Foundation Nicaragua ngo

41 Peru

country

Some 150 farmers have united in the cooperative Coopagros. At an elevation of more than 3000 m, they are turning «chuños», their indigenous potatoes, into the engine driving their own development. In 2016 this project was supported by, amongst other things, the construction of a freezing room to ensure the continuous supply of this unique product.

Belgacom and private donations business

Trias ngo

Support in kind

- **SCK-CEN** donated 200 desktops and 200 laptops as a donation in kind. Through Entrepreneurs for Entrepreneurs' partner network, these were distributed to VIA Don Bosco projects in the DRC and Madagascar. Close The Gap restored these computers to good working order, and together with Wereldmissiehulp they ensured that the appliances reached their destination.



B2B projects supported in 2016

We supported several projects in the South directly, without the intervention of NGOs.

The B2B projects supported are classified by continent.



Mobility

Benin

country

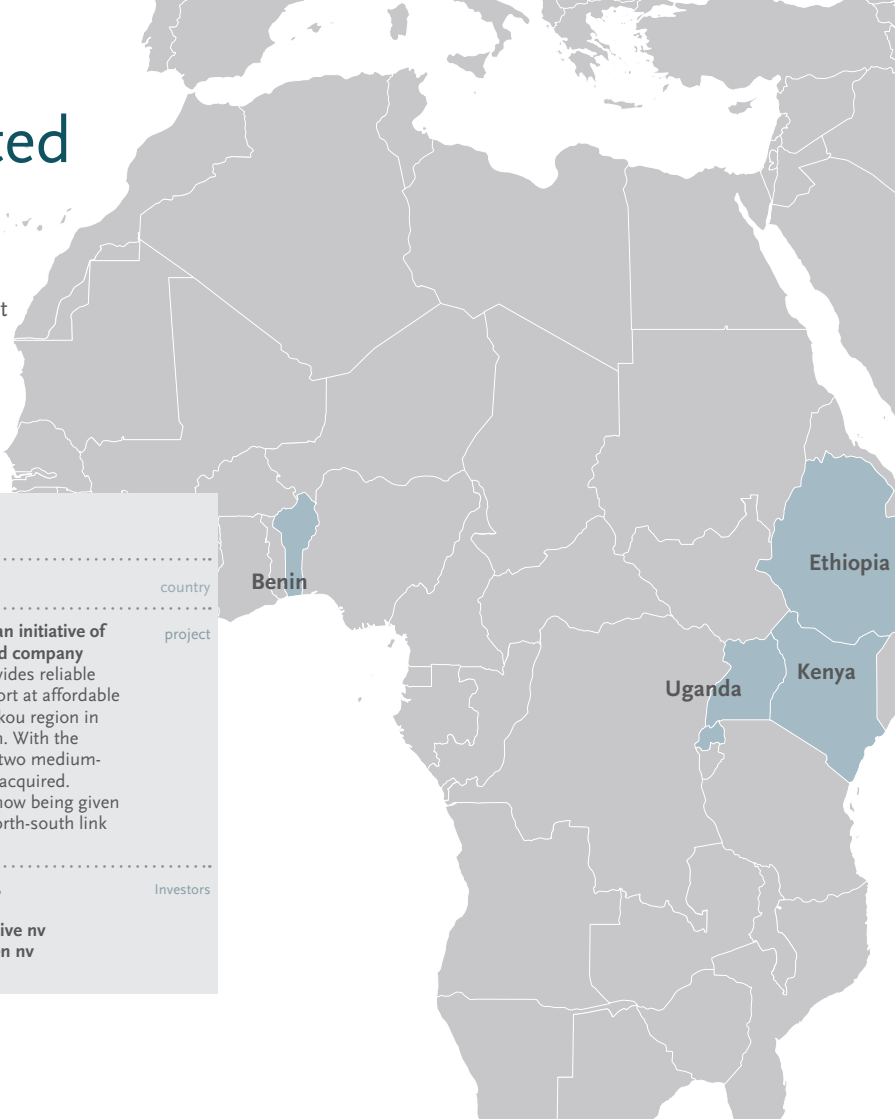
Benin

project

Baobab Express, an initiative of the Belgian limited company African Drive provides reliable passenger transport at affordable prices in the Parakou region in the north of Benin. With the money collected, two medium-sized buses were acquired. Consideration is now being given to realizing the north-south link to Cotonou.

Investors

**ECS Corporate nv,
Metropool nv,
Antwerp Automotive nv
Renault Antwerpen nv
Jorszen nv**





Horeca

Kenya

country

Laki Laki produces a drinking yogurt to Western standards. Sales of a nutritious breakfast drink to safari tourists are assisting an orphanage that buys cows with the proceeds. One cow feeds some 40 orphans.

project

De Coster Attorneys

Investors



Horeca

Uganda

country

Harmony Nutrifooods processes banana juice. The business was founded by Dr. Jessica Nanyunja in 2014 after prior training at the University of Ghent, where she obtained a master's diploma in the faculty of bioengineering. Harmony Nutrifooods now provides work to 52 Ugandans. The business manages the entire chain: from the banana plantation, where the old Kajinja variety is newly planted, and the factory, where the bananas are now pressed mechanically, to the Harmony Nutrifooods shop in Kampala, where you can buy banana juice, which is now sold in half-liter packs.

project

Annemarie Lambrecht
Annuska Hendrix
FHDM Invest
Filip Ackerman

Investors



Sustainability

Haïti

country

Atelier Cadeau De Dieu delivers technically reliable craftsmanship to the owners of pressing mills, enabling them to offer sustainable increased production to cane processors in the region of the Central Plateau, where most of the machines are obsolescent. The aim of this approach is to limit the outflow of people to the city of Port-au-Prince. The requested investment was used to prefinance the sale of new presses.

project

Freddy De Mulder & Hilde Bruselle
Marc & Cathy Soree
Sopet nv

Investors



Agriculture - Stockbreeding

Ethiopia

country

Mebelet Poultry Expansion is a poultry project that, following a successful trial run, is now eyeing a larger battery farm with some 3000 3-month laying hens. After 3 months they are ready to lay. All requisites are bought locally, which helps raise the income level of the local population. The waste products will be used to fatten cattle.

project

Bruno Geltmeyer,
Rony Inslegheers

Investors



Management

Entrepreneurs for Entrepreneurs is an NPO under Belgian law, with the General Meeting as its highest management organ.

All stakeholders (companies, NGOs, volunteers and experts) are represented at the General Meeting. The General Meeting appoints the Board, adopts the annual statements, grants discharge to the directors and approves the budget. The General Meeting is held once a year.

The Board, on which all stakeholders are represented, meets 5 times a year. The Board lays down the policy guidelines that are implemented by the volunteers. The chair chairs both the General Meeting and the Board. All board members are unpaid volunteers and have no operational mandate within the organization.

OVERVIEW OF BOARD MEMBERS

Luc Bonte,
chair

Marc Despiegelaere,
Protos, vice-chair

Anita Ory,
Wienerberger,
board member representing
the companies

Katrien Valkiers,
Siemens,
board member representing
the companies

Marie Devreux,
Louvain Coopération,
board member representing
the NGOs

Rik Raeymaekers,
Congodorpen,
board member representing
the NGOs

Leo Scheers,
board member representing
the volunteer consultants

Rony Inslegers,
board member representing
the volunteer consultants

Véronique Goossens,
board member representing
the communication volunteers

Bettie Elias,
board member representing
the communication volunteers

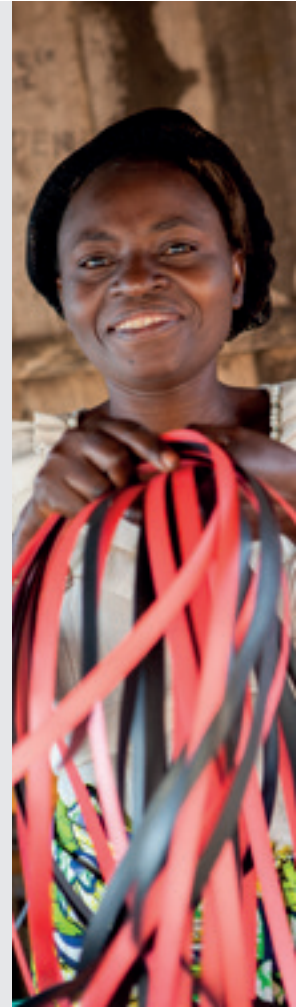
Freddy De Mulder,
board member representing
the experts

Jan Flamend,
board member representing
the experts

Paul Verstraeten,
board member representing
the experts

Hugo Vercammen,
board member representing
the experts and financial controller

Alfons Burggraaf Verplaetse,
honorary chair



Operations

Entrepreneurs for Entrepreneurs is an efficient organization with a flat structure. This means that via the secretariat of Entrepreneurs for Entrepreneurs – consisting of a general manager, a project manager, a communication manager and an office manager (2.8 FTE in total), who are in charge of daily operations – the Board receives the maximum input. The experts act as advisors to the Board.

For its daily operation, Entrepreneurs for Entrepreneurs is able to rely on the inputs and engagement of the voluntary consultants, who manage the company relations and are the engine of the organization, and on a team of volunteer specialists. Entrepreneurs for Entrepreneurs is a true volunteer organization. Read more on this topic on p. 34

INFORMATION AND TRANSPARENCY

Entrepreneurs for Entrepreneurs undertakes to inform you – members, donors, sympathizers and co-workers – by means of this annual report on the use to which the funds you have collected have been put.

As stakeholders of Entrepreneurs for Entrepreneurs, you are entitled to information. Entrepreneurs for Entrepreneurs also offers you the option to obtain further information from the secretariat free of charge.



Subscribed to values other than just profit in 2016

CORE MEMBERS

The following companies substantially support the operations of Entrepreneurs for Entrepreneurs. They are also represented on the management bodies of the NPO.

ArcelorMittal	Sobinco
Belisol	Special Fruit
Cortina	TRIXXO
DEME	Umicore
Lotus Bakeries	Vanbreda Risk & Benefits
Roularta Media Group	Veolia
SCK-CEN	Wienerberger
Siemens	

MEMBERS

Companies that make it possible for Entrepreneurs for Entrepreneurs to carry out its activities:

16M	FETRA	MSC-PSA European Terminal
Air Liquide	FHDM Invest	Notariaat De Jaeger
Annuska Hendrix	Flamend - Deckers	Peter Luypaers Advocatenkantoor
Antwerp Automotive NV	Filip Ackerman	Ravago Group Europe
Astrid Leysens	Group Bouwen	Red Pepper Media
ATL-Renting	Hugo Van de Voorde	Renault Antwerpen
Barco	Infrac	Rony Inslegers
Brouwerij der Trappisten van Westmalle	Jan Francois	Rotary Beveren-Waas
Bruno Geltmeyer	Jorssen NV	Schoups Advocaten
De Coster Advocaten	Marc Sorée	Sopet NV
De Peuter Machineverhuur	Maselis	Soudal NV
Deceuninck	Matthieu Boone	The House of Value
Denys	Metallo-Chimique	VDC Aannemingen
ECS European Containers	Metropool 4x4 NV	Waterland Private Equity NV
Essenscia	Migom-Van Coppenolle	Willemen General Contractor
Fedustria	Miko Coffee Service België	





SUPPORT IN KIND

Companies that assisted and advised Entrepreneurs for Entrepreneurs in 2016:

Antwerp Management School	KBC
Com&Co	Ketchum
CxO	KU Leuven
Daddy Kate	Lecta
Data Translations	Liedekerke
De Standaard	Martin's Hotels
De Strijdbare Grafica	Mastermail
Drukkerij Ameel	Medialife
Duval Guillaume	Miko Coffee
Jada Events	PwC Belgium
Kanaal Z	Siemens
	TBLM

“

"We find Entrepreneurs for Entrepreneurs a very pleasant and transparent partner in presenting and following up projects."

FRANS VAN TILBORG,
CEO OF MIKO



Subscribed to values other than just profit in 2016

INVESTORS

Companies and persons that invested directly in a B2B project in the South via Entrepreneurs for Entrepreneurs in 2016:

A. Lambrecht	De Coster Advocaten BVBA	Jorssen NV	Rony Inslegers
Annuska Hendrix	ECS European Containers	Marc Sorée	Sopet NV
Antwerp Automotive NV	FHDM Invest	Metropool 4X4 NV	
Bruno Geltmeyer	Filip Ackerman	Renault Antwerpen	

DONORS

Companies that support an NGO project or program in the South via Entrepreneurs for Entrepreneurs:

Acerta	Dierickx, Leys en Cie	IPTE Factory Automation
Aperam Genk	Dilkoma	KBC
ArcelorMittal Gent	Dredging International	Kiwanis Gent Artevelde
BASF Antwerpen	Drijam vzw	KU Leuven
Belgapom	Fuji Oil Europe	Lotus Bakeries
Belisol	Gemeente Edegem	LRM
Brouwerij der Trappisten van Westmalle	Gijbels Group	Miko Koffie
CEPA cvba	Goole Jean-Paul	MSC PSA European Terminal
Co-valent	Havenbedrijf Gent	Plating Partners
De Scheepvaart	Heraeus Electro-Nite	Punch Powertrain
Democo	Hope*A	Renotec
Denys	Horeca Vlaanderen	RF-Technologies



Samoco
Siemens
Staf Cars
Terre Bleue
Trixxo
Umicore
Vanbreda Risk & Benefits
Umicore
Vandersanden
Viafonds
VKVM-ACAP (Amma, Bank
Delen, B.D.M., Corona, Dela

Holding Belgium, Emani,
Euromex Edegem, Hiscox,
Protect, Zurich Insurance
Public)
Vleeswaren Antonio-Breydel
Wienerberger
Willemen

CORE NGO MEMBERS

The organizations that convert your engagement into sustainable development:

Codéart	www.codeart.org
Congodorpen	www.congodorpen.org
Louvain Coopération	www.louvaincooperation.org
Protos	www.protos.ngo
SOS Faim	www.sosfaim.be
Trias	www.trias.ngo
Via Don Bosco	www.viaddonbosco.org
Vredeseilanden	www.vredeseilanden.be

NGO MEMBERS

FOS	www.fos-socsol.be
-----	--

IN CONCLUSION, WE ALSO THANK:

- All private and anonymous contributors to our projects in the South.
- All supporters who encouraged the Entrepreneurs for Entrepreneurs team of runners during the 20 km race through Brussels with their contribution to the Protos project in Madagascar.

DO YOU ALSO SUBSCRIBE TO VALUES OTHER THAN JUST PROFIT?

You would also like to support Entrepreneurs for Entrepreneurs, but you don't know how? You don't know which projects really make a difference? You are concerned that your support will not reach the right place?

Then Entrepreneurs for Entrepreneurs is exactly right for you: we sort it all out for you! With the aid of a unique network of more than 130 engaged companies and 8 NGOs (non-governmental organizations) you can select from a range of meticulously screened projects.

Entrepreneurs for Entrepreneurs plays a unique platform role for dialog and exchanges of competence and expertise between the business world and players in international cooperation. Furthermore, it is a dependable partner that maintains sound relations with employer and employee organizations.



Benefits for the NGOs and entrepreneurs:

- More funds for international cooperation.
- Know-how inputs from the companies.
- Strengthening of the image and visibility of the NGO involved.
- Contribution to the corporate social responsibility strategy of the company concerned.

Entrepreneurs for Entrepreneurs offers the companies formulas that supplement each other.

- Direct support by way of company donations or investment in carefully selected development and/or business projects of entrepreneurs in the South.
- Indirect support of the activities of Entrepreneurs for Entrepreneurs through membership contributions.

Your company can get involved in a specific project or simply join as a member. As a member, you subscribe to and support the objectives of our organization.



You join a network of companies and entrepreneurs for whom corporate social responsibility is high on the agenda.

This membership is 500 euros a year (excl. VAT).

As a member of Entrepreneurs for Entrepreneurs:

- you are mentioned on our website and in our annual report,
- you join a unique network,
- you are invited to our activities,
- you are regularly informed of our operations.

**REMIT YOUR MEMBERSHIP FEE TO
OUR ACCOUNT TODAY:**

BE50 4310 7565 5118 (KBC)

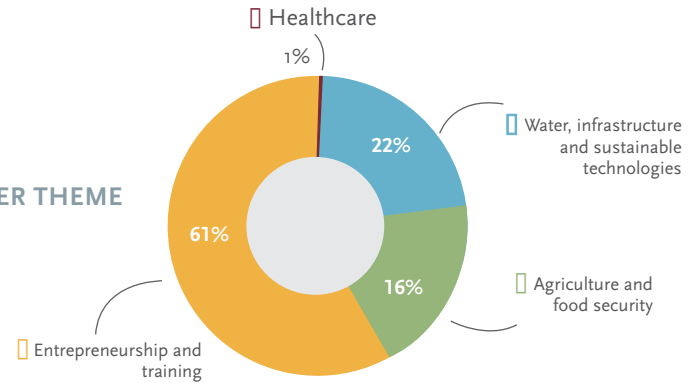
or

BE12 2300 0606 0092 (BNP Paribas Fortis)
quoting the reference «membership».

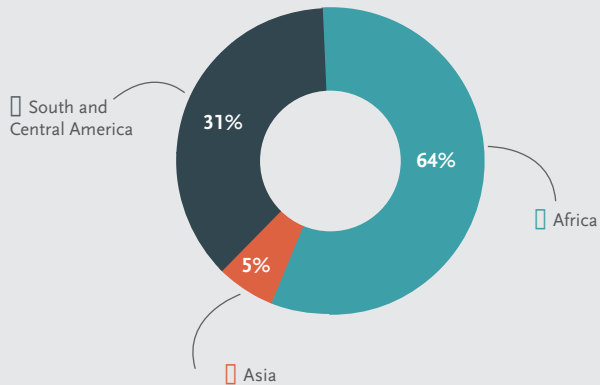


Financial report 2016

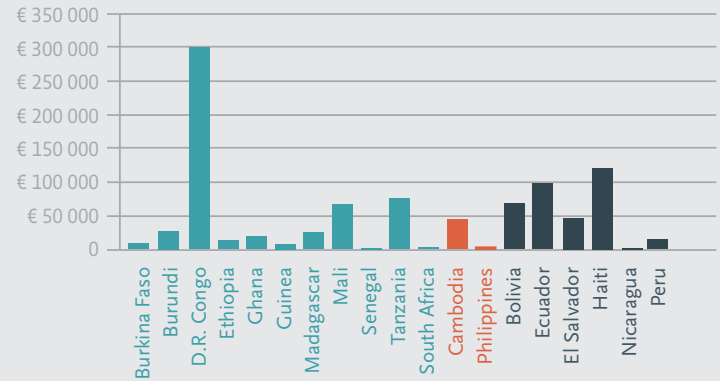
SUPPORT PER THEME



SUPPORT PER CONTINENT



SUPPORT PER COUNTRY



THE LEVERAGE EFFECT: YOUR DONATION: X 5

As regards its NGO pillar, Entrepreneurs for Entrepreneurs cooperates exclusively with NGOs recognized by the Belgian government. This offers the best guarantee of sustainable cooperation with partners that possess the necessary experience and expertise. Another consequence is that the majority of our NGO projects enjoy an advantageous system for co-financing by the European Commission, the Belgian Food Security Fund or Belgian development cooperation. This co-financing method has a multiplier effect with a factor of 5. With this leverage, Entrepreneurs for Entrepreneurs was able to invest an additional 3,020,000 euros in projects in the South in 2016. A contribution that makes a difference.

VIAFONDS LEVERAGE EFFECT



Viafonds is the social fund of the food industry. All companies in the food industry that donate to Entrepreneurs for Entrepreneurs can invoke an additional lever. In 2016 Viafonds undertook to donate 50 cents for every euro donated by a food company.



CO-VALENT

As an education fund, and therefore a joint network organization in the chemicals, plastics and life sciences sector, Co-valent's mission is to raise awareness of, activate and finance education and employment of blue and white collar workers in this sector. The educational fund focuses specifically on vulnerable groups, including those in developing countries. In the sectoral agreement on education, trade unions and employers, which jointly constitute Co-valent's management committee, decided to employ part of the sector's wage bill for a sustainable society. At the request of the trade unions, it was decided to cooperate towards the realization of a sustainable quality of life in internationally vulnerable environments as well. As one of the first education funds, Co-valent therefore primarily supports projects concerned with international solidarity. Through Entrepreneurs for Entrepreneurs, Co-valent supported a project in Ecuador managed by the NGO Protos and a project in Mali managed by the NGO SOS Faim.

FINANCIAL REPORT 2016

BALANCE (EUR)

	2016	2015	2014
ASSETS			
FIXED ASSETS			
Material fixed assets	5 102	7 657	7 031
CURRENT ASSETS			
Receivables due within one year	49 084	90 126	63 564
Liquid assets	257 207	458 702	555 569
Prepayments and accrued income	13 996	141 478	2 971
TOTAL ASSETS	325 389	697 963	629 135
LIABILITIES			
EQUITY			
Reserves	218 633	229 689	229 689
Profit carried forward	2 099	-11 056	12 040
Capital subsidies	2 437	2 943	3 449
DEBTS			
Sundry payables	15 710	20 551	29 415
Trade debts	84 384	305 836	354 042
Deferred income	2 126	150 000	500
TOTAL LIABILITIES	325 389	697 963	629 135
PROFIT AND LOSS ACCOUNT			
Income see page 31	1 046 534*	1 073 122	1 200 861
Costs see page 31	1 044 435*	1 096 217	1 199 949
Result	2 099	-23 096	912

*The detailed accounts of the 2016 financial year can be requested from Entrepreneurs for Entrepreneurs.
Composition of "Sundry payables": debts with regard to taxes, remuneration and social charges.*

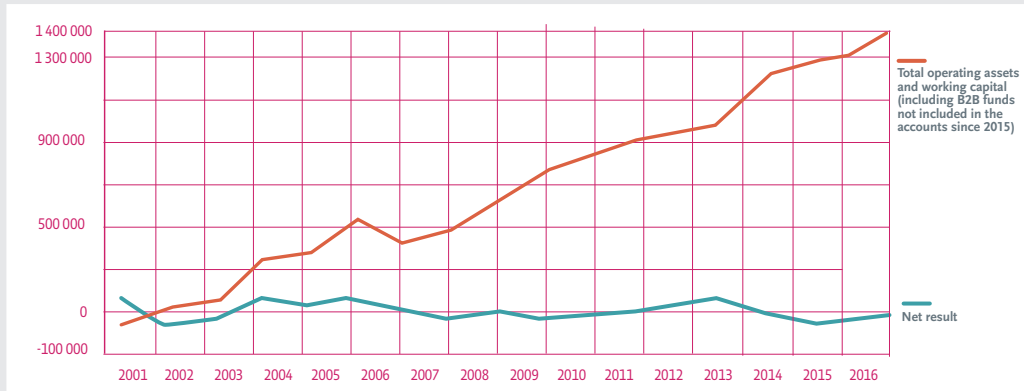
* Since 2015 the amounts of loans and the participations allocated to companies in the South in the context of B2B activity no longer pass through the bank accounts of Entrepreneurs for Entrepreneurs, but are deposited directly into the foreign accounts by the investors. These amounts do not appear in the official accounting figures of Entrepreneurs for Entrepreneurs filed with the National Bank, but we add them here for the sake of completeness. For 2016, the total amount is 345,520 euros.

	2016	2015	2014
REVENUE	1 392 054	1 286 473	1 200 861
Revenue for the operation of Entrepreneurs for Entrepreneurs	265 292	302 997	321 427
Membership fees and operating contributions from companies and NGOs	155 000	151 363	143 250
Financial revenue	389	838	903
Subsidy	506	506	10 657
Funds from donations	44 900	41 181	38 014
Other operating revenue*	64 498	109 109	128 603
Produits affectés aux projets et programmes dans le Sud	1 126 762	983 476	879 434
Revenue for projects and programs in the South	781 242	770 125	738 750
Dotation aux projets	-	-	15 472
B2B support**	345 520	213 351	125 211
COSTS	1 389 955	1 309 568	1 199 950
Project and program expenses	1 126 762	983 476	879 434
Operating costs	263 194	326 093	320 516
Communication & sensitization	68 673	85 172	90 077
Secretariat and administration	194 521	240 921	230 439
RESULT	2 099	-23 096	912

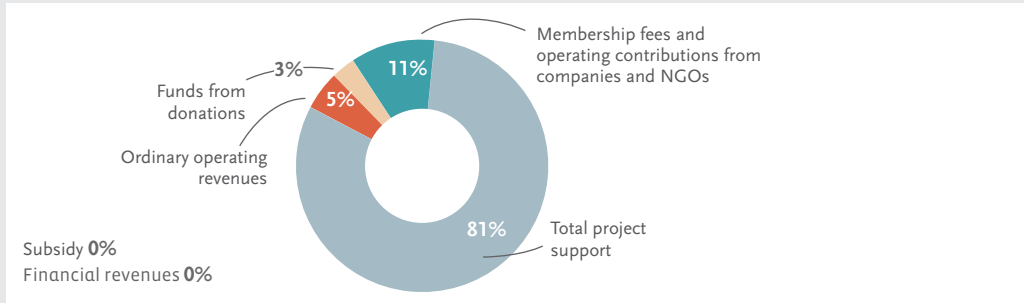
* The main revenue under "Other operating income" is the revenue from events (34,000) and from the Entrepreneurs for Entrepreneurs newspaper supplement (11,975). The recovery of personnel costs, third-party costs, payroll tax and other miscellaneous operating revenue also falls under this item.

** Since 2015 the amounts of loans and the participations allocated to companies in the South in the context of B2B activity no longer pass through the bank accounts of Entrepreneurs for Entrepreneurs, but are deposited directly into the foreign accounts by the investors. These amounts do not appear in the official accounting figures of Entrepreneurs for Entrepreneurs, but we add them here for the sake of completeness.

FINANCIAL RESULTS OF ENTREPRENEURS FOR ENTREPRENEERS NPO SINCE 2001



REVENUE OF ENTREPRENEURS FOR ENTREPRENEERS NPO 2016



Of all company donations intended for projects, only 4.78% was needed for running the NPO on average in 2016.



“

"Stimulating entrepreneurship
is the only structural way of
assisting the South."

THOMAS LEYSEN
PRÉSIDENT OF KBC AND UMICORE

Social report 2016

1. Volunteer work

Entrepreneurs for Entrepreneurs is a true volunteer organization. Its operation relies mainly on the disinterested, enthusiastic and professional inputs of volunteers. This they do together with the 2.80 FTE permanent employees, who are charged with the operational functioning.

CONSULTANTS

The engine of our organization is our team of experienced volunteer consultants who manage corporate relations. They contact companies and inform them of the possibilities the unique Entrepreneurs for Entrepreneurs network offers them. The consultants link them up with sustainable projects in the South and follow up their local investments. Together with companies they also look at how they can involve their employees as much as possible.

AMBASSADORS

The ambassadors introduce Entrepreneurs for Entrepreneurs to companies, thus creating a lever for the operations of the volunteer consultants.

EXPERTS

The other volunteers that support Entrepreneurs for Entrepreneurs in various areas are volunteer experts. These volunteers support the organization at the level of administration, accounting, communication, ICT, project management, screening of business plans, translations , etc.



© Tim Buelens



© Tim Buelens

2. Secretariat

The daily running of the secretariat was handled by 2.8 full-time equivalents (FTEs) in 2016 (average for the year):

- Björn Macauter – general manager (1 FTE)
- Anne-Lise Passelecq – project manager (0.50 FTE)
- Rik Defrère – office manager on temporary contract (0.60 VTE) replacing Lisette Moriau
- Natacha Bosman – communication manager (0.70 FTE)

3. Activity report

Entrepreneurs for Entrepreneurs enters into **dialog with companies** and offers them the opportunity to support entrepreneurs in the South. With our activities we stimulate the dialog between NGOs, development players and companies. An **open relationship between companies and development partners** is of the utmost importance. Where possible, Entrepreneurs for Entrepreneurs cooperates with like-minded organizations.

ACTIVITIES AND EVENTS

In 2016 we organized several activities to bring together the members of the Entrepreneurs for Entrepreneurs network and to raise awareness among the public at large.

- **12 March: Africa Film Festival**

Screening of "La Belle at the Movies" in collaboration with the Africa Film Festival for the partners of Entrepreneurs for Entrepreneurs, followed by a networking opportunity.

- **29 May: 20 km through Brussels**

177 runners from various companies ran for Entrepreneurs for Entrepreneurs in the 20 km race through Brussels. They collected more than €7600 for a potable water project of the NGO Protos in Madagascar. We thank the sporting employees of Arcelor Mittal Gent, Breydel, Eurostar25, Frulipe, Gimv, KDConsult, Nazka Maps, Punch Powertrain, Siemens, Robert Walters, Umicore, Vandereyt Bouw & Renovatie and Wienerberger.

Photos : 20 km of Brussels >
potable water project of the NGO Protos in Madagascar

- **16 June: Networking evening**

An evening of networking about corporate social responsibility in collaboration with Steenfabrieken Vandersanden. The guest speakers were Jo Vandeurzen, Flemish Minister of Welfare, National Health and Family and Jean-Pierre Wuytack, CEO of Steenfabrieken Vandersanden. We welcomed 44 attendees at this networking occasion. Venue: Vandersanden Group in Kleine Spouwen, Limburg.

- **23 June: General Meeting**

Venue: Antwerp Management School in Antwerp, sponsor in kind of Entrepreneurs for Entrepreneurs. The guest speaker was Willem Smets, volunteer at Entrepreneurs for Entrepreneurs and experienced mountaineer. In his address, "Every challenge is an opportunity", he

- **17 September: Les Pilotes du Coeur**

Veteran VIP rally, organized by Michel Leempoel and his Racingold team for the benefit of five worthy causes, one of which was Entrepreneurs for Entrepreneurs, supported by Roularta Media. This event generated 1,535 for the operation of Entrepreneurs for Entrepreneurs.



© Tim Buelens



© Tim Buelens



© Tim Buelens



© Tim Buelens



© Tim Buelens



© Tim Buelens

- **18 October: Entrepreneurs for Entrepreneurs Trophy**

The 2016 Entrepreneurs for Entrepreneurs trophy is the biennial award to the entrepreneur who undertook the most sustainable project in the South. At this festive occasion, numerous speakers turned up to share their experiences.

The evening was opened with the keynote address by Dirk Le Roy, Managing Director of Sustenuto, with the title: “Growing ambitions regarding corporate engagement: from CSR and shared value to sustainable development objectives”.

This was followed by a debate moderated by Veronique Goossens on the power of collaboration, with Hans Maertens, MD of VOKA, Werner Sels, chair of Ondernemers Zonder Grenzen, Vincent Reuter, MD of the Union Wallonne des Entreprises (UWE) and Luc Bonte, chair of Entrepreneurs for Entrepreneurs participating.

Frieda Van Wijck and Ghizlaine Kounda then presented the nominees.

Before the actual presentation of the trophy, Alexander De Croo, Deputy Prime Minister & Minister of Development Cooperation, gave a short speech, after which he, assisted by the chair of the jury, honorary ambassador Johan Swinnen, presented the Entrepreneurs for Entrepreneurs Trophy to the winners DEME, for its dredging project in the Congo River, and African Drive in the SME category for its sustainable buses in Benin.

This second award of the Entrepreneurs for Entrepreneurs trophy took place in the Château du Lac in Genval and was attended by more than 300 guests.

For practical support of these events, we were able to count on the assistance of:



antwerp
management school
The autonomous management school
of the University of Antwerp



Avicom
group



CXO



EKONOMIKA
ALUMNI



Fedustria



JADA
events communication



canal Z
MEMBER OF C&M MEDIA GROUP



Ketchum



MARTIN'S HOTELS
TOMORROW NEEDS TODAY



materialise
Innovators you can count on



MASTERmail
LEADER IN QUALITY MANAGEMENT SOLUTIONS



Medialife



ENTREPRENEURS
LEADS FRONTIERS



Port of
Antwerp



Sustenu10
Sustainability Desk



tblm



3D
TROPHY
FACTORY



uwe
union wallonne
des entreprises.



Voka
Vlaams
netwerk van
ondernemingen



Advertisement

- 28 December: Publication "What do Congo, De Kempen and ISS have in common?", the year-end advertisement by Entrepreneurs for Entrepreneurs in De Standaard.



Newspaper supplement

With its periodic newspaper supplements, Entrepreneurs for Entrepreneurs wants to show the broad public that Belgian entrepreneurs are concerned about corporate social responsibility without borders. These publications were made possible by the support of volunteers, De Standaard and our advertisers.



April 2016 (publication 21/04)
in De Standaard



June 2016 (publication 22/06)
in De Standaard



September 2016 (publication 15/09)
in De Standaard



November 2016 (publication 16/11)
in De Standaard



ANNUAL REPORT

Entrepreneurs for Entrepreneurs 2016

Ondernemers voor Ondernemers vzw
 Willem de Croylaan 58 boîte 4022
 3001 Heverlee
 Tél. : 016 32 10 72
 contact@ondernemersvoorondernemers.be
www.ondernemersvoorondernemers.be

EDITORS

Anne-Lise Passelecq
 Sofie Jacobs

PHOTOGRAPHY

Isabel Corthier
 (unless otherwise indicated)

PREPRESS

Merkwaardig – Else De Cuyper
 Ingrid Brolsma

RESPONSIBLE PUBLISHER

Ondernemers voor Ondernemers vzw,
 Björn Macauter, General Manager

PUBLICATION

This annual report is published by
 Ondernemers voor Ondernemers with grateful
 acknowledgement of the cooperation of
 Drukkerij Ameerl.





“

Many thanks!

Entrepreneurs for Entrepreneurs thanks all its volunteers, members, partners and sympathizers. Your support makes the difference!

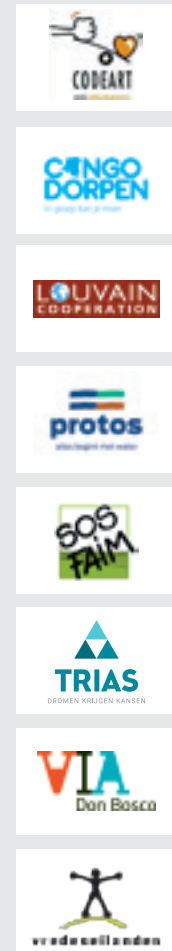
CORE MEMBERS



SPONSORS IN KIND



NGO PARTNERS



As at June 2017