# INTEGRATED REPORT 2019





# THE FOUNDATION IN 2019



#### **ACTIVITY**



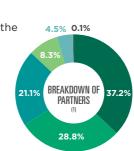


#### **MILLION**

portfolio followed by the Foundation

- Sub-Saharan Africa South and South-East Eastern Europe and
- Central Asia

  The Middle East and North Africa
- Western Europe ■ Caribbean





**SHARE PORTFOLIO** in fragile countries(2)

Projects approved in 2019

#### **PORTFOLIO**

microfinance **INSTITUTIONS** 

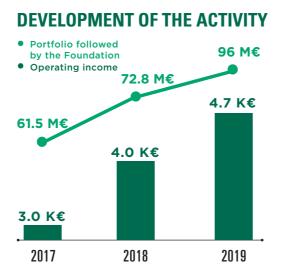


social impact **ENTERPRISES** 

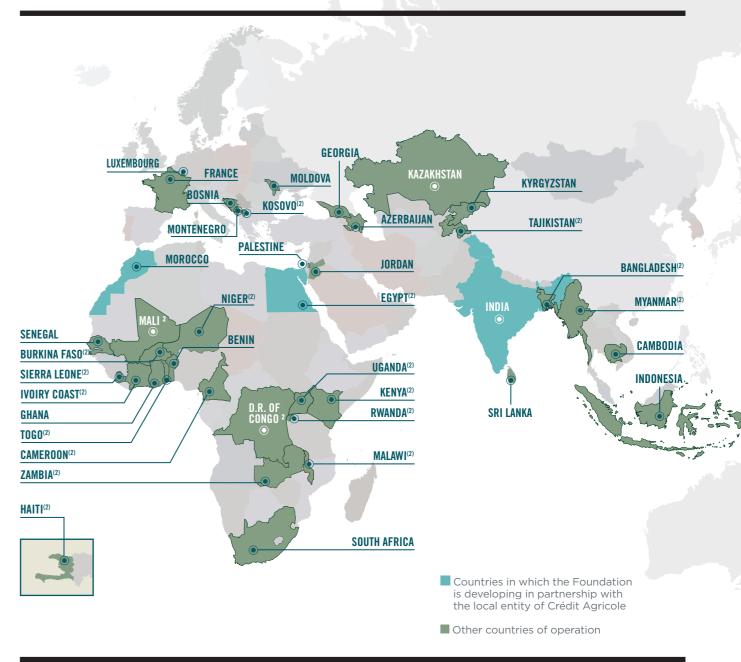


Read about the Foundation's impact on page 8

#### **FINANCIAL RESULTS**



#### **COUNTRIES OF OPERATION**



<sup>(1)</sup> Share portfolio followed per geographic area (2) Fragile countries according to the lists of the World Bank and the OECD

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# INTEGRATED REPORT 2019

ACTING FOR SOCIAL IMPACT ENTREPRENEURSHIP



# FINANCIAL INCLUSION BANKERS

# 2020, a new decade begins. The Grameen Crédit Agricole Foundation is broaching it with confidence and enthusiasm.

The Romanian writer Petru Dumitriu wrote "man is a matter of perseverance". The Foundation's steps are part of this ongoing perseverance.

The Foundation has registered dynamic growth for the third consecutive year. Our financial commitments were up by +32% in 2019, bringing to €96 million the outstanding financing granted to 73 microfinance institutions and 12 social enterprises in 39 countries. There is good news about our investments in social impact enterprises as well, where new projects are developing and consolidating.

### The most striking developments for the year lie elsewhere, however.

These developments have to do first and foremost with the strong mobilisation that is growing stronger everyday thanks to our ecosystem. A great deal of progress has been made this year. In India, we implemented a microfinance programme with Crédit Agricole CIB. We created the Fonds pour la Finance Inclusive en milieu Rural (FIR) [Rural Inclusive Finance Fund] and 21 Crédit Agricole regional banks have come forward to sign up as have Amundi and Crédit Agricole Assurances. Together with the Group's entities, we have also successfully deployed "Banquiers solidaires" [Solidarity Bankers], an initiative geared to posting employees to provide technical support to our partners in the field.

# The Foundation's action is fully in line with Crédit Agricole's outlook.

In its Ambitions 2022 plan, the Group is asserting itself as a bank that supports regions

committed to societal and environmental transformations, while placing itself at the service of all. Its strategic plan also aspires to develop financing with a social impact as a useful bank for society.

# This is a natural frame of reference for the action of the Foundation, whose mission is to be a financial inclusion banker.

With our partners, we act at the heart of vulnerable territories of countries around the world, contributing to the development of local entrepreneurship accessible to all through our financing. We are helping to build a fairer economy, where profits are better distributed and where the effects are geared to the collective interest.

Drawing on its financing and investing experience, the Foundation has developed a vision that renews the economic and social goals of entrepreneurship - a model to be pursued, in our view.

The support that you show for our projects is a sign that ideas and actions are converging. Let's keep up the good work, together.

# - "Together with our partners, we help to develop local entrepreneurship"

#### Éric Campos,

Managing Director Grameen Crédit Agricole Foundation and CSR Manager, Crédit Agricole

# INCLUSIVE GROWTH AT THE HEART OF BANKING

**INTERVIEW** 



## - "We want a bank that is more accessible, more inclusive, and more supportive."

# —How does the Crédit Agricole Group see impact finance?

**P. Brassac:** Against a global backdrop marked more than ever before by the effects of a massive globalization of our economy, the cooperative and mutualist model of our Group has managed and will always manage to adapt because it boasts the values and operating winning assets required to "manufacture" sustainable growth. As a bank whose raison d'être beckons us to act day in and day out in the interest of our customers and society, we have placed the societal project among the three strategic priorities of our Group's mission, and

#### Philippe Brassac,

General Manager, Crédit Agricole S.A.

#### Raphaël Appert,

Senior Vice Chairperson, Fédération nationale du Crédit Agricole & Director, Grameen Crédit Agricole Foundation

have made positive impact on society an integrated dimension in our value creation model. This pivotal decision, which highlights our historic responsibility to provide financing and economic guidance and support to populations and regions, is geared to tackling two major challenges: to support our customers in the energy transition, and to mobilize so as to strengthen social cohesion and economic development for all.

## —Are the Regional Banks also mobilizing in this direction?

**R. Appert:** The cooperative and mutualist model creates ties that bind. It has always been a source of positive externalities, not only for the financial community but also for the functioning of the economy and society at the regional level. Strengthening social cohesion through economic development in the regions is the most symbolic externality of mutualist particularism. Crédit Agricole's Regional Banks are rooted in their regions, where they are fertilizing local economies and maintaining human ties through the financing they provide. Our cooperative and mutualist model goads us to act consistently so as to make the bank more accessible by providing access to our banking products and services for all, but also more supportive by providing advice and guidance for projects that have beneficial effects in the collective interest.

# —What role do you think the Grameen Crédit Agricole Foundation can play?

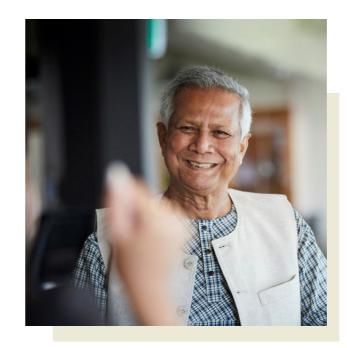
P. B.: The Foundation has drawn on its unique experience to play a pioneering role. It has successfully explored innovative models of social inclusion and communitybased financial services. Its expertise proves very useful for fertilizing the other lines of business of our group. R. A.: I am delighted to see that more than half of the regional banks have invested in the Fund for Inclusive Finance in Rural Areas, thereby enabling the Foundation to amplify its impact in emerging countries. Alongside the Foundation, the regional banks, but also Predica and Amundi, are committed to combatting poverty by developing impact entrepreneurship. It is a sign that we share a common vision. Similarly, the Solidarity Bankers operation shows how proud our employees are to get involved and share their skills for the benefit of the Foundation's partners.

# FINANCE IS OXYGEN FOR THE ECONOMY

#### **Professor Muhammad Yunus,**

Nobel Peace Prize Laureate, 2006 Director, Grameen Crédit Agricole Foundation

#### **INTERVIEW**



- "All stakeholders have to be mobilised in order to move forward"

#### -How do you gauge our times as we enter 2020?

Professor Yunus: We must continue to take action to change the world. The over-riding question now is not how to make more money, but how to protect the world from climate disaster, extreme wealth concentration, and danger posed by artificial intelligence by taking away employment in a massive way. We must redesign the economy to undo this. We need to bring about a great change collectively so as to get back on the right track. Public, private and individual actors have to be mobilised in order to move forward.

## —What is the purpose of social business? Can it inspire the banks?

**Prof. Y.:** It is a concept of business which dedicates itself in solving social problems such as lack of access to drinking water, malnutrition, environmental degradation, financial exclusion and unemployment. Of course, banks can be created as social business. Even existing banks can create social businesses to provide financial services to unbanked people. They need the financial oxygen just like anybody else. With 1.7 billion people on the planet who are excluded from the banking system, initiatives such as those we are carrying out with the Grameen Crédit Agricole Foundation are showing the way.

## —How do you see the Foundation after more than ten years of action?

**Prof. Y.:** Microfinance institutions help build an economic future of people who are by-passed by the conventional banks. By financing them, the Foundation pursues its mission of strengthening the fight against poverty and at the same time shows that this business model is sustainable and that it accomplishes its goal. I am also very pleased that the Foundation continues to focus on women, because they are the ones who are always forgotten in the economic system that we built in the past.

4

The Foundation has been promoting the economic empower-

ment of people, in

















The Foundation contributes through its action to 8 of the 17 Sustainable **Development Goals** adopted by the UN for



APPROACH OUR IMPACI

The Foundation's mission:

Help reduce inequalities and poverty through financial inclusion and the promotion of social impact entrepreneurship.

# A FUTURE-ORIENTED APPROACH, COMMITTED **ACTION**



**FINANCING** 

**INVESTING** 

**SUPPORTING** 

investment funds

**ADVISING** 

of microfinance institutions

in social impact enterprises

the growth of our partners





#### **Stakeholders Expertise**

IMPACT INVESTMENTS

and financing engineering

#### **ASSESSMENT**

of social and economic performance

#### **COORDINATION**

of technical assistance

#### **ORGANISATIONS** supported

#### **LENDERS**

Financial and technical **PARTNERS** 

**DIRECTORS EMPLOYEES** 

#### GRAMEEN CRÉDIT AGRICOLE **FOUNDATION**

SOCIAL IMPACT ENTREPRENEURSHIP PARTNER



**Aims** 

**ECONOMIC** 

**INCLUSION** 

of women

through entrepreneurship

**EMPOWERMENT** 

DEVELOPMENT

of rural territories







#### means and resources

from lenders

#### **SUSTAINABLE** RESILIENCE

of the economies

#### INITIAL ENDOWMENT

**FUND** 

in rural areas (FIR)

**DEBTS** 

**INCLUSIVE FINANCE** 

**NET RESULT** 

€165 million granted in loans

40 countries of operation

**Objectives** 

2022

100 microfinance institutions

**250,000** microcredits

75% rural areas 80% women

# HIGHLIGHTS 2019



#### **COOPERATION WITH CRÉDIT** AGRICOLE CIB IN INDIA

Loans amounting to €12 million could be granted by Crédit Agricole CIB under a partnership to Indian microfinance institutions under the Foundation's supervision and guarantee.

#### WITH THE EUROPEAN INVESTMENT BANK

The Foundation received a loan for €12 million equivalent in CFA from the EIB to support the development of microfinance in West Africa. An event was organised in Paris.



#### SIX NEW COUNTRIES

The Foundation strengthens its action with funding in 6 new countries: in Niger with a loan to ACEP: in Rwanda with VisionFund: in Sierra Leone with SEF and the Phakamani Foundation, in Morocco with Al Karama and in Moldova with

MARCH MAY JUNE

#### **POSITIVE ASSESSMENT FOR SOLIDARITY BANKERS**

Launched by the Foundation and Crédit Agricole SA, the skills volunteering programme of the Crédit Agricole Group is rounding offits first year. The programme has proved a success with 13 missions carried out since the programme was launched in 2018, attesting the commitment of the Group and its staff.



#### AGREEMENT SIGNED WITH HCR AND SIDA FOR THE INCLUSION **OF REFUGEES**

The United Nations High Commissioner for Refugees (UNHCR), the Swedish International Development Agency (SIDA) and the Foundation launched a four-year programme to prompt access to financial and non-financial  $services \, for \, refugees \, and \, the \, host \,$ communities in Uganda.



#### AFRICAN MICROFINANCE WEEK

The Foundation organised its 5th African Facility Forum during the annual African Microfinance Week held in Ouagadougou, Burkina Faso. Somme 22 partner institutions of the African Facility shared their collective results and exchanged good

NOVEMBER DÉCEMBRE





#### **CREATION OF KOSSAM SDE IN SENEGAL**

Launch of Kossam SDE, a subsidiary of La Laiterie du Berger, a Senegalese social business, whose shareholders include the Foundation and Crédit Agricole Franche-Comté. Its objective is to structure an inclusive diary industry in the north of the country. The company is headed by Jonathan Michaud, one of the first Solidarity Bankers, seconded by Crédit Agricole Franche-Comté.



#### LAUNCH OF THE STRATEGIC PLAN 2019-2022

The Foundation charted a strategic plan for the second time in four years. The roadmap of this plan sets three milestones, namely to consolidate the microfinance offer, strengthen the resilience of rural economies and promote social impact finance.





#### COOPERATION WITH CRÉDIT DU MAROC

The Foundation and Crédit du Maroc finalised a cooperation agreement that will enable the Moroccan Bank to finance microfinance institutions in local currency with the Foundation's guarantee and expertise. Al Karama was the first such MFI to be financed.

#### 21 REGIONAL BANKS, AMUNDI AND CA ASSURANCES SUPPORT THE FIR

SEPTEMBER

Launched in 2018 by the Foundation, the Rural Inclusive Finance Fund (FIR) is largely subscribed by the Regional Banks of Crédit Agricole - 21 all together. This fund is a testament to collective commitment in the development of inclusive finance.



#### SUCCESS OF SOLIDARITY CENTS

This operation was launched by the Grameen Crédit Agricole Foundation and Crédit Agricole SA in 2018 to collect donations from employees of Crédit Agricole for a social impact project. In 2019, the NGO Entrepreneurs du Monde was the beneficiary organisation for the 2nd year in a row, with the support of CA Centre-Est.



#### **5<sup>TH</sup> MEETING OF THE FOUNDATION FRIENDS CLUB**

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After a 4th meeting in July which focused on the Solidarity Bankers programme, the 5th meeting of the Foundation Friends Club took place around the theme "the Impact of Foundations" and was attended by the general delegates of several foundations who came to bear witness: Solidarités by CA Centre-Est Foundation, CA Nord de France Foundation and Chanel Foundation.





— The Foundation combines

its mission: financing and loan

guarantees, equity investments,

advice in impact investment. It is

a vehicle of inclusive finance.

several modes of action to accomplish

coordination of technical assistance,

ACTING IN A WORLD IN TRANSITION

Resource shortages, famines, migratory pressure, conflicts, are just some of the many factors and consequences of an unprecedented ecological crisis. Societies and economies must reinvent themselves to build a more sustainable and resilient world. Global initiatives and local actions for an ecological transition are and will continue to be essential.

The Foundation operates in this world in transition by financing and strengthening the functioning of microfinance institutions and social impact enterprises that provide essential services to disadvantaged populations which are the most vulnerable to climate change. There are more than eight million beneficiaries of organisations supported by the Foundation at present, 85% of whom are women and 78% of whom live in rural areas.

fundamental



#### TECHNOLOGICAL

The digitisation of financial services will foster broader financial inclusion cost-effectively. It will also reduce the isolation of remote areas.



#### **ECOLOGICAL**

Access to financing is bound to promote access to cleaner and safer energy. Green financial services are helping to support sustainable agricultural practices.



#### AGRICULTURAL

Promoting the transition more sustainable agriculture to reduce rural poverty and provide greater food security is a global challenge.



# to a more productive and

Strategic pillars 2019-2022



Watch the video of the Strategic Plan 2019-2022 on gca-foundation.org



#### **STRENGTHEN**

the microfinance sector and underpin its progress. The Foundation helps improve the offer and practices of inclusive finance activities.



#### **FOSTER**

economic development in rural areas. The Foundation is committed to social impact enterprises in the agricultural sectors and essential services



#### **PROMOTE**

inclusive banking and social impact finance. The Foundation is developing the responsible approach through its cooperation schemes, particularly with Crédit Agricole.

for the benefit of vulnerable territories that find themselves in political, environmental and/or social upheavals. In 2019, the Foundation accordingly bolstered its presence in Sub-Saharan Africa, which accounts for 37% of its portfolio.

Strong presence in Sub-Saharan Africa

The Foundation acts



Foundation's microfinance portfolio

in terms of the Foundation's portfolio



organisations supported



international lenders in the

in number of organisations supported

In 2019, the

Foundation increased

portfolio and entered

into new partnerships

to bolster its technical

expanding the scope

of its microfinance to

its microfinance

assistance offer.

7 new countries.

#### live in rural areas. million portfolio followed in microfinance

microfinance institutions

ultimate beneficiaries (clients of financed institutions)

SUPPORTING AND STRENGTHENING THE MICROFINANCE SECTOR

PILLAR 1

COPE CHANGES IN THE SECTOR AND THE IMPACT OF CLIMATE CHANGE



developing an expert and responsible approach. The loans it grants are distributed by its partner microfinance digital transformation. institutions (MFIs) as microcredits is also placed on rural populations: clients of the institutions supported insert below).

In 2019, the Foundation's microfinance activity continued to grow at a sustained pace. The Foundation invested in microfinance in seven new countries: Rwanda, Niger, Sierra Leone, South Africa, Moldova, India and Morocco. Its microfinance portfolio now amount to €91 million and the average loan it grants to the institutions financed is €1.1 million.

In addition to such financing, the Foundation provides technical assistance support to its partners. In

**Present in microfinance on three** 2019, the Foundation launched two continents, the Foundation is new programmes to respond to new challenges facing MFIs such as the financial inclusion of refugees and the

for income-generating activities: The Foundation also strengthened its farmers, growers, craftsmen, micro- links with the Crédit Agricole Group entrepreneurs, etc. Its clients are through cooperation schemes (see mainly women (85%), while emphasis opposite) and with institutional players, including a new partner, the 78% of the more than 8.9 million European Investment Bank (EIB) (see

#### IN WEST AFRICA WITH THE EIB

on has received €332,860 to



#### IN INDIA WITH **CREDIT AGRICOLE** CIB

CREDIT **AGRICOLE** COOPERATION

he Foundation entered the strategic Indian microfinance market through its cooperation with Crédit Agricole CIB. The latter will be able to provide funding and loans to the tune of €12 million in local currency equivalent to Indian microfinance institutions. The Foundation will moreover provide expertise for the identification and appraisal of applications, and guarantee of Crédit Agricole CIB's commitments, and for monitoring the performance of the MFIs supported.

The loans granted to the institutions will promote access to financial services for many people in order to encourage the development of income-generating activities. The main beneficiaries will be rural populations and female entrepreneurs.

The first operation is a €5 million loan, 100% guaranteed by the Foundation, to the Indian company Fusion Microfinance. This company offers financial products and services to over 1.2 million women, mainly in rural areas (86%), who constitute all of its customers. The institution manages a portfolio of €237 million. It is present in 17 Indian states, with a network of 440 branches and 3,695 employees.

"The Foundation brings its understanding of the challenges of microfinance and Crédit Agricole CIB's Indian branches their tried and tested knowledge of local banking regulations."

> EMMANUEL BOUVIER D'YVOIRE, Agricole CIB India



Read the full article on gca-foundation.org

#### **INCREASED SUPPORT FOR PARTNERS**

**TECHNICAL** ASSISTANCE

STRATEGIC PILLARS



he Foundation provides a technical assistance facility to help build the capacity of institutions funded through several programmes.

72 missions were carried out under the African Facility programme in 2019. Launched with Agence Française de Développement (AFD) [French Development Agency] in 2013, the programme is now in its second phase and supports 22 microfinance institutions in Sub-Saharan Africa.

A second programme, Solidarity Bankers, is also on another scale now. Launched with Crédit Agricole S.A. in 2018, the skills volunteering scheme open to Group employees has already supported 13 social institutions and businesses for a total of 123 mission days (see p. 21).

Two new programmes have been added to the Foundation's technical assistance offer. The Foundation is developing a programme together with the United Nations High Commissioner for Refugees (UNHCR) and the Swedish International Development Cooperation Agency (SIDA) to support institutions in adapting their financial and non-financial services for refugee populations and host communities in Uganda.

Finally, the Foundation is launching a joint programme with the European Investment Bank and the Government of Luxembourg in West Africa, to provide technical assistance to five target institutions.

"We have set up a tool to help manage our products called the Agricultural Loan Appraisal System thanks to the technical assistance.

SUSAN CHIBANGA, Managing Director



Read the full



Watch the video of the

STRATEGIC PILLARS

PILLAR 2

**RESILIENCE OF AGRICULTURAL REGIONS** 

The Foundation promotes the development of rural economies by financing and supporting social impact enterprises in rural areas where the adaptation and resilience of sectors are keys for the future.

million portfolio in entrepreneurship

55 % in agribusiness and essential services

small farmers and producers supported through the agribusinesses financed\*\*

\*\*Laiterie du Berger, Société Sénégalaise des Filières Alimentaires, Vert Ltd and Grameen Danone Foods



agriculture is three times more effective in reducing poverty than in anv other sector". Two-thirds of the of the economy depend on helping French animated film. them to transform their practices and promote their self-reliance through appropriate financing and services.

With a portfolio of 12 social enterprises **geared** mainly to the rural areas, in which it is a shareholder, the Grameen Crédit Agricole Foundation has acquired solid experience in financing rural economies.

Given Senegal endeavours to reduce its dependence on rice imports, the social enterprise SFA brings farmers together and distributes rice produced locally. Digitization provides an opportunity to make its model viable and to structure its sector: the company has thus benefited from a Solidarity Banker mission.

According to the FAO,\* "Investing in The Foundation supports job creation beyond the agricultural sector. By way of illustration, it is a shareholder in the Phare Circus (PPSE), a company which world's most vulnerable people live in promotes culture through social rural areas. Their difficulties are moreover integration in Cambodia. PPSE compounded by the degradation of registered sustained growth in 2019 land and natural resources. Their with new opportunities for female resilience and a broader rebalancing employment in the co-production of a

#### DRINKING WATER FOR ALL

oundation has provided bond purification and supply solution at a fail price. One million litres of water were supplied, and 65 rural jobs created in



Watch Oshun's video on vimeo.com/340933560

\*UN Food and Agriculture Organisation

#### **CLEAN AND ACCESSIBLE ENERGY**

**ESSENTIAL SERVICES** 

n Haiti, the social enterprise Palmis Enèji, in which the Foundation is a shareholder, provides a solution for families without access to electricity. It provides clean and economical equipment: solar energy lamps, LPG gas hobs, and improved coal stoves which can be purchased with microcredits.

The company is developing its business: it plans to expand its product range and set up distribution centres in landlocked territories. In 2019 it received assistance through a Solidarity Banker mission to prepare for its next fund-raising campaign.

Palmis Enèji's action has a triple positive impact: on the health front, by reducing the risk of diseases linked to cooking fumes; an economic impact, with a network of micro-franchised retailers; and an ecological impact, by reducing deforestation and carbon emissions. It has saved 153,000 tonnes of wood and reduced CO. emissions by 203,000 tonnes.



In Haiti, villages are inaccessible and households have no electricity. Palmis Enèji provides economical equipment that is beneficial to health and the environment alike. Our social utility mission can be summed up with these words: "See the light shine in our families."

> JEAN-FARREAU GUERRIER, Haiti Coordinator / Palmis Enèji, Entrepreneurs du Monde



Read the full interview on gca-foundation.org

#### MILK PRODUCTION WITH KOSSAM SDE

**DAIRY SECTOR** 



n 2019, the Laiterie du Berger (a dairy farm) launched its subsidiary Kossam SDE to structure the dairy sector in northern Senegal. Kossam has consolidated the dairy's action through training courses and by developing an innovative model of pilot "mini-farms".

"More than 600 farming families impacted by the development of the local dairy industry have seen their income increase by more than 50% between 2018 and 2019," says Jonathan Michaud, Kossam's Managing Director, an agricultural engineer seconded by Crédit Agricole Franche-Comté, who, after a Solidarity Bankers mission in 2018, extended his stay to manage the project for two years.

A new phase is about to begin for the Laiterie du Berger and Kossam. Won over by the social enterprise model of Laiterie du Berger, the Mastercard Foundation has just provided Kossam with a USD 5 million grant for the period 2019-2022 to enable the company and its subsidiary to create 5 000 direct or indirect jobs in the region. This amount will be used to increase milk collection to 4,000 tonnes and to capitalise on the restructuring of the collection system. This financial support is geared in particular to women, who are traditionally responsible for milk production in Senegal.

"Our impact entrepreneurship model has been enriched by a culture of alliance and cooperation."

BAGORÉ BATHILY, Founder, Laiterie du Berger and Kossam SDE in Senegal



Read the full interview on gca-foundation.org

enterprises supported

Social impact

# PROMOTING INCLUSIVE BANKING

**SOCIAL IMPACT FINANCE** 

Capitalising on a successful impact model for microfinance and social entrepreneurship, the Foundation supports the Crédit Agricole's synergies in inclusive finance and positions itself as an investment expert and advisor.

Crédit Agricole

With investments from **Regional Banks** 

organisations supported via Solidarity Bankers



PILLAR 3

Partnerships with the Crédit Agricole Group increased in 2019. The Group Fund (FIR) with a total investment of using extra-financial criteria in Group. addition to financial criteria, this type of subscription is fully in line with the impact investment strategies.

In broader terms, another way of being "a useful bank for its customers and for society" is emerging. This is the case with the cooperation schemes with Crédit Agricole entities to finance microfinance institutions in emerging countries and to support them with the Foundation's guarantee and supervision (see p. 15).

This applies also to the Solidarity Bankers programme which enables Group employees to carry out technical missions with an impact for the benefit of the Foundation's partners: draw up a business plan of a social business, digitize a microcredit offer, consolidate the dairy data of Peul breeders.

With these projects, the Foundation is bolstering its position as a centre joined the Rural Inclusive Finance of financial innovation for Crédit Agricole and promoting cooperation €9.7 million (see p. 19). Assessed for financial inclusion within the

#### Centimes solidaires. **CHANGE OF SCALE**

The solidarity rounding operation was carried out with the support of CA Centre-Est and Crédit Agricole SA on

€8,657 in employee donations



Watch the video of Rania, a Syrian refugee and entrepreneur supported by Solidarity Cents on youtu.be/rzbPGpVNtPY

Read the interview of Aurélie
Bellemin, CEO of Fondation Soldarités 22 by CA Centre-est on gca-foundation.org

#### 21 REGIONAL BANKS. **AMUNDI AND CA ASSURANCES INVEST IN THE FIR**

FIR FUND

he Foundation manages the Fonds pour la Finance Inclusive en Milieu Rural (FIR) [Rural Inclusive Finance Fund], an impact fund that promotes microfinance and entrepreneurship in emerging countries. Launched in 2018 with CA Indosuez Wealth (Asset Management) and CACEIS Bank, Luxembourg Branch, the fund is geared exclusively to entities of the Crédit Agricole Group.

After one year, the FIR was subscribed for €9.75 million by 21 Regional Banks\*, Amundi and Crédit Agricole Assurances. This is an unprecedented mobilisation within the Group.

"Investing in the FIR contributes to the fight against poverty by providing rural communities in developing countries with access to essential services, underscores Nicolas Denis, Managing Director of Crédit Agricole Normandie-Seine. In direct contact with the real economy and society, these approaches are the tools for positive social transformation."

His point of view is shared by Jean-Christophe Kiren: "Investing in the FIR fund represents a chance for the regional banks to open up to microfinance by drawing on the experience of the Foundation and to develop new tools for the benefit of our territories."





Read the full interviews and the FIR Report 2019 on

# THE ADVENTURE **SOLIDARITY**Bankers



STRATEGIC PILLARS



heir names are Domique, Sarah or Haoly. The Crédit Agricole Group's Solidarity Bankers have travelled to Senegal, Kenya, Cambodia, or to Tajikistan to social enterprises, or microfinance institutions. They have brought their expertise to bear for technical assistance missions where they volunteered their skills. Launched by the Grameen Crédit Agricole Foundation and by Crédit Agricole S.A., the "Banquiers Solidaires" [Solidarity Bankers] programme allows to enhance the skills of employees of the Crédit Agricole Group, while providing additional support to partner microfinance institutions and companies of the Foundation.

By the end of its first year, the initiative had enabled 14 employees to work in a different setting as part of a societal impact approach within 12 microfinance institutions and social enterprises - a resounding success that confirms the commitment and determination of the employees to support projects with social impact.

'Opening up, knowing how to mobilise ones skills and capacities for others and be able to adapt when necessary are human skills that are the hallmark of the mutual banker profession."

> LAURENCE LEBRUN-RENOULT, Managing Director CA Val-de-France



Read the full interview on gca-foundation.org

\* 21 Regional Banks: Alpes Provence, Alsace-Vosges, Brie Picardie, Centre-Est, Centre-France, Centre Loire, Centre-Ouest, Champagne-Bourgogne, Charente-Périgord, Finistère, Franche-Comté, Ille-et-Vilaine, Languedoc, Loire-Haute Loire, Martinique-Guyane, Normandie-Seine, Provence Côte-d'Azur, Réunion, Savoie, Sud Rhône Alpes and Touraine Poitou.

# ORGANISATION — Always at Crédit Agricole's side, the Foundation cultivates common roots and a spirit of cooperation with its partners. Because behind the

figures, the men and women and

of the Foundation's action.

a collective excellence are at the heart

# A SOLID AND COMMITTED STAKEHOLDER, A PROFESSIONAL **ORGANISATION**

THE FOUNDATION'S GOVERNANCE IS STRUCTURED **AROUND FOUR KEY BODIES** 

#### **Board of Directors**

Investment Committee



Chaired by Jean-Marie Sander, the Board of Chaired by Jean-Marie Sander, the Board of Directors defines the Foundation's strategy. It has 11 directors, representing the founders Crédit Agricole S.A. and Grameen Trust, as well as qualified individuals. Mohammad Shahjahan is the Vice-Chairman. In 2019, the Board of Directors met three times, namely in March, June and November.

- •Jean-Marie Sander
- (Chairman)
- •Mohammad Shahjahan (Vice-Chairman)
- •HRH the Grand Duchess of Luxembourg
- Professor Muhammad Yunus •Raphaël Appert
- ·Soukeyna Ndiaye Bâ
- Jérôme Brunel
- Abdul Hai Khan Sylvie Lemmet
- •Bernard Lepot

#### •Jean-Pierre Paviet



Chaired by Bernard Lepot, the Committee examines and approves investment projects on an operation-by-operation basis. It also monitors the Foundation's activity and gives its opinion on the annual development plan. Composed of three directors, including an independent expert who joined the Committee in 2019, and the Managing Director, it met 11 times in 2019.

- Bernard Lepot (Chairman)
- •Jean-Pierre Paviet
- •Mohammad Shahiahan Etienne Viard
- (independent expert)

#### Finance, Risk and Impact Committee



Chaired by Sylvie Lemmet, the Committee attends to the Foundation's financial performance and risk control and monitors its social and environmental impact. Composed of three directors, it met four times in 2019.

- (Chairwoman) Jérôme Brunel
- •Mohammad Shahjahan

#### Compliance and Internal Control Committee



Chaired by Jerôme Brunel, the Committee ensures compliance with the AML/CFT policy, the Ethics Charter and Code of Conduct, as well as the proper functioning of the internal control system. Composed of a Director, the Managing Director and an independent external auditor, it met three times in 2019.

- •Jérôme Brunel
- Fric Campos •Bernard Fouquet

(Independent external

The Foundation has a strong governance model and its operation is structured around four areas of activity. The governance of the Foundation is composed of a Board of Directors and three specialised committees.

#### **Active and committed** qovernance



meetings of governance







million in loans approved by the Investment Committee during the year

\*2 new directors will join the Foundation's Board of Directors in 2020

#### THE GOVERNANCE

The Foundation's



Jean-Marie Sander

#### Independent experts



**Bernard Fouguet** 



Étienne Viard

#### Representing the Crédit Agricole Group



Raphaël Appert



Jérôme Brunel, Chairman of the Ethics, Compliance and Audit



**Bernard Lepot** Chairman of the Projects



Jean-Pierre Paviet

#### **Qualified personalities**



GRAMEEN CREDIT AGRICOLE FOUNDATION

S.A.R. la Grande Duchesse



Soukeyna Ndiaye Bâ



Sylvie Lemmet Présidente du Comité Finance, Risques et Impact

#### Representing the Grameen Trust



Pr Muhammad Yunus



Abdul Hai Khan



Muhammad Shahjahan

# THE FOUNDATION'S **TEAM**

Through its expertise and commitment, the Foundation's team supports financed organisations that work for financial inclusion and impact entrepreneurship. In addition to 23 employees based in France, the Foundation has a local presence with 4 representatives in West and East Africa.

#### A professional team, responsible management



**Employees** 

Consultants







#### **ADMINISTRATIVE AND** FINANCIAL DEPARTMENT

**Unit Manager** Hélène Keraudren-Baube

**Administrative and Financial** officers

Executive

**Assistant** 

Alexia Jaunet

Claire Lecocq Rym Boukharouba

#### **RISK, COMPLIANCE AND** SOCIAL PERFORMANCE **DEPARTMENT**

**Unit Manager** 

Édouard Sers

**MANAGEMENT** 

Éric Campos

Managing Director →

**Risk and Social Performance** analyst

Gabrielle Ferhat

**Risk and Compliance** analyst

Pauline Blit

#### **COMMUNICATION & PARTNERSHIPS DEPARTMENT**

**Unit Manager** 

Carolina Herrera

Communication officer Maria Franco

**INCLUSIVE FINANCE** 

Philippe Guichandut

**Investment officers** 

Jeanne de Guillebon

**Technical Assistance and** 

Microinsurance officer

Pierre Casal Ribeiro

**Investment advisors** 

Investment interns\* Chloé Chevrand

Swann Heuveline Natacha Sur

Marin de Larochefordière

**David Camara** 

Lamine Cissé

El Hadji Diop

Kathrin Gerner

Caroline Brandt

Violette Cubier

Julie Serret

Laurent Chauvet

**Unit Manager** 

**DEVELOPMENT DEPARTMENT** 

**Communication and** Partnership interns\*

Oumnia Nadji **Evelyne Offroy** 

#### **INVESTMENT FUNDS AND COOPERATION WITH CREDIT** AGRICOLE DEPARTMENT

**Unit Manager** Pascal Webanck

**Investment officers** 

Céline Hyon-Naudin Cécile Pochet Faniry Ramampy Hélène Sananikone

\*6-month internships

#### **Executive Committee**



Managing Director



Head of Inclusive Finance Development



Head of Risk, Compliance & Social Performance



Head of Communication & Partnerships



Keraudren Baube Chief Financial Officer



Head of Investment Funds & Cooperation with Crédit Agricole

# FINANCIAL **STATEMENTS**

Consolidated balance sheet (in € 000)

2019

83 921

70 148

7 683

5 432

12 545

846

11 699

96 520

53

658

2018

73 497 61 212

6 075

5 401

809

16 320

690

15 630

89 871

53

Assets

Loans

**Financial assets** 

Term deposits

**Current assets** 

Equity investments

Debts receivables

Debtors due in 1 year

**Prepaid expenses** 

TOTAL ASSETS

Cash at bank and in hand

Buoved by a profitable performance

#### nvestment Managers



**Caroline Brandt** Senior Investment



**David Camara** Investment



Technical Assistance Programme Manager





Pierre Casal Ribeiro Laurent Chauvet Senior Investment Investment Manager



**Lamine Cisse** 



Violette Cubier Investment Manager



El Hadji Diop Investment Advisor

#### nvestment Managers



Kathrin Gerner Investment

Advisor



de Guillebon Investment Manager



Investment Manager



Julie Serret





Céline Hyon-Manager



estments & Cooperation with CA

Senior Investment Manager



Cécile Pochet, Investment



Faniry Ramampy, Investment Manager



Sananikone Senior Investment Manager

#### **Risk and Social Performance**



Analyst



Gabrielle Ferhat Risk & Compliance Risk and Social Performance Analyst





Boukharouba Middle-Office officer



Officer



Maria Franco Communication



Alexia Jaunet Executive Assistant



Pierre Lamouroux MIS Project Officer



Officer

Claire Lecocq Middle-Office



Chloé Chevrand



Swann Heuveline Investment Intern Investment Intern



Marin de Larochefordière Investment Intern



Oumnia Naidi Communication & Partnerships

Intern



Evelyne Offroy Communication & partnerships



Natacha Sur Investment Intern

#### **Profit and loss account** (in € 000)

Income from financial assets       4 448       3 882         Other financial income       246       151         TOTAL FINANCIAL INCOME       4 694       4 033         Other operating income       623       428         Financial charges       -868       -465         Personnel expenses       -1 399       -1 338         Other external charges       -2 217       -2 140	Other financial income       246       151         TOTAL FINANCIAL INCOME       4 694       4 033         Other operating income       623       428         Financial charges       -868       -465         Personnel expenses       -1 399       -1 338         Other external charges       -2 217       -2 140		2019	2018
Other financial income 246 151  TOTAL FINANCIAL INCOME 4 694 4 033  Other operating income 623 428  Financial charges -868 -465  Personnel expenses -1 399 -1 338	Other financial income       246       151         TOTAL FINANCIAL INCOME       4 694       4 033         Other operating income       623       428         Financial charges       -868       -465         Personnel expenses       -1 399       -1 338         Other external charges       -2 217       -2 140			
TOTAL FINANCIAL INCOME 4 694 4 033  Other operating income 623 428  Financial charges -868 -465  Personnel expenses -1 399 -1 338	TOTAL FINANCIAL INCOME         4 694         4 033           Other operating income         623         428           Financial charges         -868         -465           Personnel expenses         -1 399         -1 338           Other external charges         -2 217         -2 140	Income from financial assets	4 448	3 882
Other operating income 623 428 Financial charges -868 -465 Personnel expenses -1 399 -1 338	Other operating income 623 428  Financial charges -868 -465  Personnel expenses -1 399 -1 338  Other external charges -2 217 -2 140	Other financial income	246	151
Financial charges -868 -465 Personnel expenses -1 399 -1 338	Financial charges -868 -465  Personnel expenses -1 399 -1 338  Other external charges -2 217 -2 140	TOTAL FINANCIAL INCOME	4 694	4 033
Personnel expenses -1 399 -1 338	Personnel expenses -1 399 -1 338 Other external charges -2 217 -2 140	Other operating income	623	428
	Other external charges -2 217 -2 140	Financial charges	-868	-465
Other external charges -2 217 -2 140		Personnel expenses	-1 399	-1 338
	OPERATING DESIJI T 834 518	Other external charges	-2 217	-2 140
	OPERATING PESUIT 834 518			
OPERATING RESULT 834 518	OI ERMINO RESOLI	OPERATING RESULT	834	518

buoyed by a profitable performance
and growing resources, the Foundation
boasts a robust profile. It perpetuates
its business model and continues to
grow at a sustained pace.

Liabilities	2019	2018
Grants and result	48 701	48 276
Intial grant	50 001	50 001
Profit/loss carried forward	-1 725	-2 047
Profit/loss for the financial year	425	323
Creditors	45 336	41 038
Amounts owed to financial institutions	43 922	39 899
Tax and social security debts	50	51
Other accrued charges payable	389	404
Other creditors	975	684
Deferred income	2 483	557
TOTAL LIABILITIES	96 520	89 871

	2019	2018
Reversal of value adjustments on financial assets	240	71
Value adjustments	-643	-235
Realised losses	-3	-39
Extraordinary income	38	8
Extraordinary charges	-40	0
PROFIT/LOSS FOR THE FINANCIAL YEAR	425	323

# CREDIT

# **PARTNERS**

#### **FINANCIERS AND OPERATIONAL PARTNERS**









MOROCCO

AL KARAMA

**MOLDOVA** 

**NIGER** 

FATEN

LAPO

ACEP NE

**PALESTINE** 

SMART CREDIT

**MONTENEGRO** 











## (M) UNHCR

#### PARTNER MICROFINANCE INSTITUTIONS SUPPORTED IN 2019

**AZERBAIJAN** VIATOR

**BENIN** 

ACFB COMUBA PEBCO RENACA VITAL FINANCE

**BOSNIA &** HERZEGOVINA

MI-BOSPO MIKRA PARTNER

**BURKINA FASO** 

ACEP BURKINA FASO PAMF BURKINA FASO PMBF (EX SOFIPE)

**CAMBODIA** 

AMK CHAMROEUN LOLC CAMBODIA

**CAMEROON** ACEP CAMEROON DEMOCRATIC REPUBLIC OF CONGO

BAOBAB RDC PAIDEK

**EGYPT** DBACD

TASAHEEL

**GEORGIA** CRYSTAL LAZIKA

**GHANA** 

SINAPI

**INDIA** 

ANNAPURNA **FUSION** 

LUXEMBOURG **INDONESIA** KOMIDA ADVANS HOLDING

**MALAWI IVORY COAST** 

MLF MALAWI ADVANS COTE D'IVOIRE PAMF COTE D'IVOIRE MALI

JORDAN

BIMAS

**KOSOVO** 

BAOBAB - MALI

KAFO-JIGINEW

AFK

KRK

FINCA JORDAN

**KAZAKHSTAN** ASIAN CREDIT FUND BEREKE

KMF KENYA

MONTE CREDIT **MYANMAR** 

ECLOF KENYA BRAC MYANMAR MUSONI KENYA PROXIMITY DESIGNS VISIONFUND MYANMAR

**KYRGYZSTAN** FMF( OXUS KYRGYZSTAN SALYM FINANCE

**RWANDA** VISIONFUND RWANDA

**SENEGAL** CAURIE MICROFINANCE

SIERRA LEONE

PHAKAMANI

**SOUTH AFRICA** 

FOUNDATION

**SRI LANKA** 

BERENDINA LOMC VISIONFUND LANKA

**TAJIKISTAN** 

HUMO **OXUS TAJIKISTAN** 

TOGO ASSILASSIMÉ COOPEC SIFA

**UGANDA ENCOT** UGAFODE

ZAMBIA

UMF

AMZ FINCA ZAMBIA

#### **SOCIAL IMPACT BUSINESSES SUPPORTED IN 2019**

**BANGLADESH** 

GRAMEEN DANONE FOODS

**CAMBODIA** PPSE

**FRANCE** 

BABYLOAN **FADEV** OSHUN

HAITI PALMIS ENEJI **INDIA** 

GREEN VILLAGE VENTURES

**KENYA** ACRE AFRICA VERT LTD

**PALESTINE** ACAD SÉNÉGAL

LA LAITERIE DU BERGER SOCIÉTÉ SÉNÉGALAISE DES FILIÈRES ALIMENTAIRES

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The world is changing fast. As an expert in microfinance and specialist in companies with a social impact, the Grameen Crédit Agricole Foundation proposes a bold model where human beings and solidarity are the keys to reinventing a shared and sustainable economy.

Its approach is based on the empowerment of women through entrepreneurship, the development of rural areas, access to financial services, the development of rural areas, and access to financial or essential services. These are all skills that have mastered and are generating positive impacts.



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