

# Entrepreneurs for Entrepreneurs

Ondernemers voor Ondernemers - OVO

Collaboration with an impact



Local entrepreneurship is a driver for greater opportunity. Entrepreneurs for Entrepreneurs strengthens sustainable entrepreneurship in Africa. And seeks Belgian entrepreneurs, companies and investors who support these projects with expertise and resources.

## How do we create impact?



### DONATIONS

Promoting the basic conditions to enable entrepreneurship, a partnership with 6 recognized NGOs



### AFFORDABLE LOANS

Helping African SMEs grow their business with affordable loans



### TRAINING AND COACHING

Local and Belgian volunteer coaches mentor African entrepreneurs to further develop their businesses



### NETWORKING

OVO builds a unique platform and international network to promote cooperation and knowledge sharing between relevant actors

## Why?

41% of Southern Africa lives in poverty: almost half the population lives on less than \$1.25 a day. The local population has the potential, the will and the strength to develop.\*

For this, entrepreneurship is essential. Employment provides income, more and longer education and prospects for a better future.

\*Source: 2018 World Bank survey

## With which value?

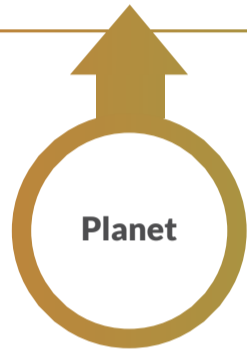
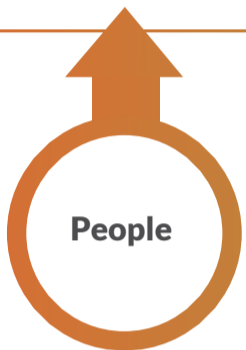
### OVO's criteria for supporting SME's

- **profitability** within 3 years after investment
- primarily African owned and
- **investment need** of less than € 50.000

- **social impact** creation by generating local jobs and/or by offering needed services/ goods for vulnerable or underserved segments of society and
- **fair relationships** with employees, customers and suppliers

- incorporation of principles of the circular economy or
- **reduces the negative impact** of a typical service or production on the natural environment and on human health

- use **sustainable technology** in a smart way or
- contribution to a **transition to a more sustainable society** or economy through the use of technology



## OVO in figures



network of **112** companies



In 2022  
**€ 1.200.000**  
invested in social-economic projects in low- and middle-income countries



**122** volunteers



## Our Accelerator Program SusTech4Africa

- With **Sustainable Technology for Africa** - SusTech4Africa for short - OVO stimulates sustainable entrepreneurship in Africa. Together with partners, we help selected projects optimize their business models and make them more sustainable in 4 steps.



### TRAINING

Through local partners, sustainable and promising entrepreneurs are invited to participate in the SusTech4Africa boostcamp

**3 days**



### COACHING

Selected entrepreneurs are individually coached by Belgian experts to come to a realistic yet ambitious business plan

**6 months**



### GROW

Investment ready companies are offered a tailor-made loan so that they can realise their planned growth together with their assigned coaches and peers

**1 to 5 years**



### EXCEL

Successful entrepreneurs outgrowing the OVO support are linked to relevant impact investor organizations

**∞**

## You can strengthen sustainable entrepreneurship in 4 financial ways:

- By **investing** in a business in the form of a **loan**
- By **donating** to our **OVO Acceleration Fund** providing affordable loans to African SME's
- By **donating** to a project through one of our **6 NGO partners** that promote local entrepreneurship
- By **supporting** our organisation as a **member** or a **core member**

## Another way to support our organisation:

- **Become** an **OVO volunteer**: coach an entrepreneur, share your expertise,...



"OVO in 3 words?  
Passion, expertise and local anchoring. Always looking for what drives us as a partner and how we can have an impact."

**Sabine Schellens**  
HR and organisational development manager, Aquafin



"An affordable loan accompanied by coaching that reinforces the impact of the investment, that is the innovative approach we propose"

**Björn Macauter**  
General Manager at OVO



"The loan is a huge boost, but the guidance from OVO is invaluable."

**Douglas Karugaba**  
of Innovex, SusTech4Africa participant Uganda 2018



"Because I strongly believe in strengthening entrepreneurship in Africa. Because collaboration is mutually rewarding"

**Bettie Elias** Board member

Find out more about us:

