



# entrepreneurs for entrepreneurs

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*Sustainable cooperation with Africa*



# Entrepreneurs make the difference

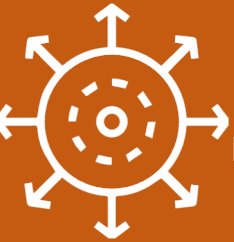


Spectacular population growth in Africa, much faster than employment growth

Africa is heavily exposed to the effects of climate change



Economic and ecological migration on the rise



Encourage entrepreneurship to provide opportunities for everyone in their own region



Investing in sustainable entrepreneurship in Africa



# OVO's mission

OVO encourages sustainable entrepreneurship in Africa

- We see local entrepreneurship as an engine for increased opportunities.
- We select, coach, finance and monitor African businesses and projects to help them achieve their goals.
- We actively build an international network of partners, experts and organizations that share the same goal



# How we create impact

## DONATIONS

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

## AFFORDABLE LOANS

Helping SMEs grow with social loans  
Focus countries: Uganda, Rwanda, Senegal and Benin

## EXPERTISE

Coaching, mentoring and knowledge exchange





# An independent network organization with an entrepreneurial mindset





# Our strenghts



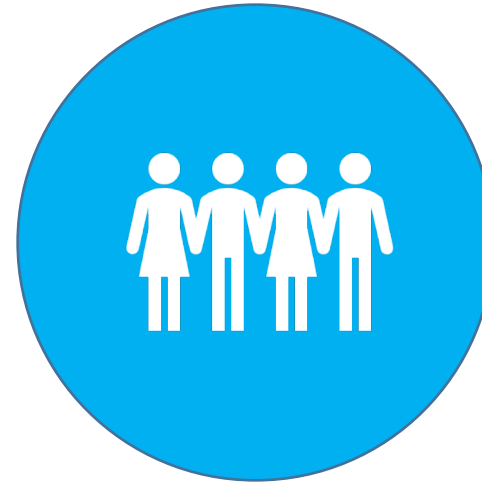
Sustainable economic projects with social impact: a differentiated project portfolio



Due diligence: support and advice by experienced experts and thorough screening by OVO investment committee



Access to expertise to stimulate creativity and knowledge transfer



A professional team supported by experienced volunteers



# Our impact in 2023

## OVO in figures



network of  
**+110** companies



**+140** volunteers



**4** focus countries



**5** NGO partners



**8,6** full-time equivalent  
employees  
(3,9 in Belgium/4,7 in Africa)



**€ 1.132.360**  
**invested** in social-economic  
projects in low- and middle-income  
countries



# Our impact in 2023

## Donations

- **€ 700.000** donations in **21** socio-economic projects from our NGO partners

## Loans

- **€ 432.360** loans for **18** entrepreneurs in Africa
- Via **Business Angels** and the **OVO Acceleration Fund**

## Expertise

- **+90 coaches** provided coaching to African entrepreneurs
- **28** african entrepreneurs coached during the **4** editions of **SusTech4Africa**
- **22 Internships** in Africa of AFD, Humasol, Thomas More and ICHEC

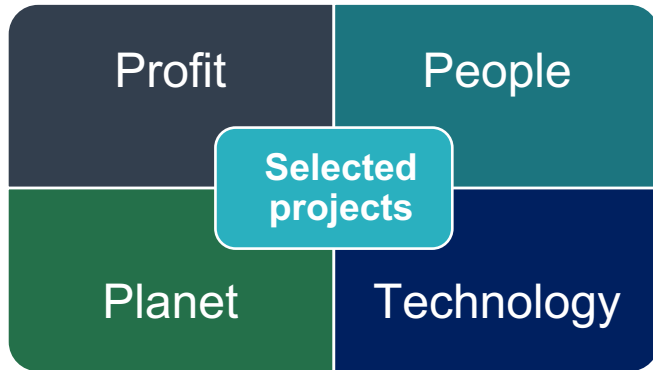
*Donations: 2014 - 2022: €7,023,000 donations to projects of our NGO partners*

*Loans: 2014 - 2022: €2,057,000 invested in 66 start-ups/scale-ups through syndicated loans from 100 Belgian Business Angels*



# SusTech4Africa

With **Sustainable Technology for Africa** – SusTech4Africa for short – OVO stimulates sustainable entrepreneurship in Africa. Together with partners we help selected projects to optimize their business models and making them more sustainable in vier steps.





# Building project pipelines with complementary local partners

## 1 – IDEATION + FROM IDEA TO COMPANY

Local partners follow the ideation of certain projects and transform the best ideas in commercial projects,

## 2 – BUSINESS INCUBATION

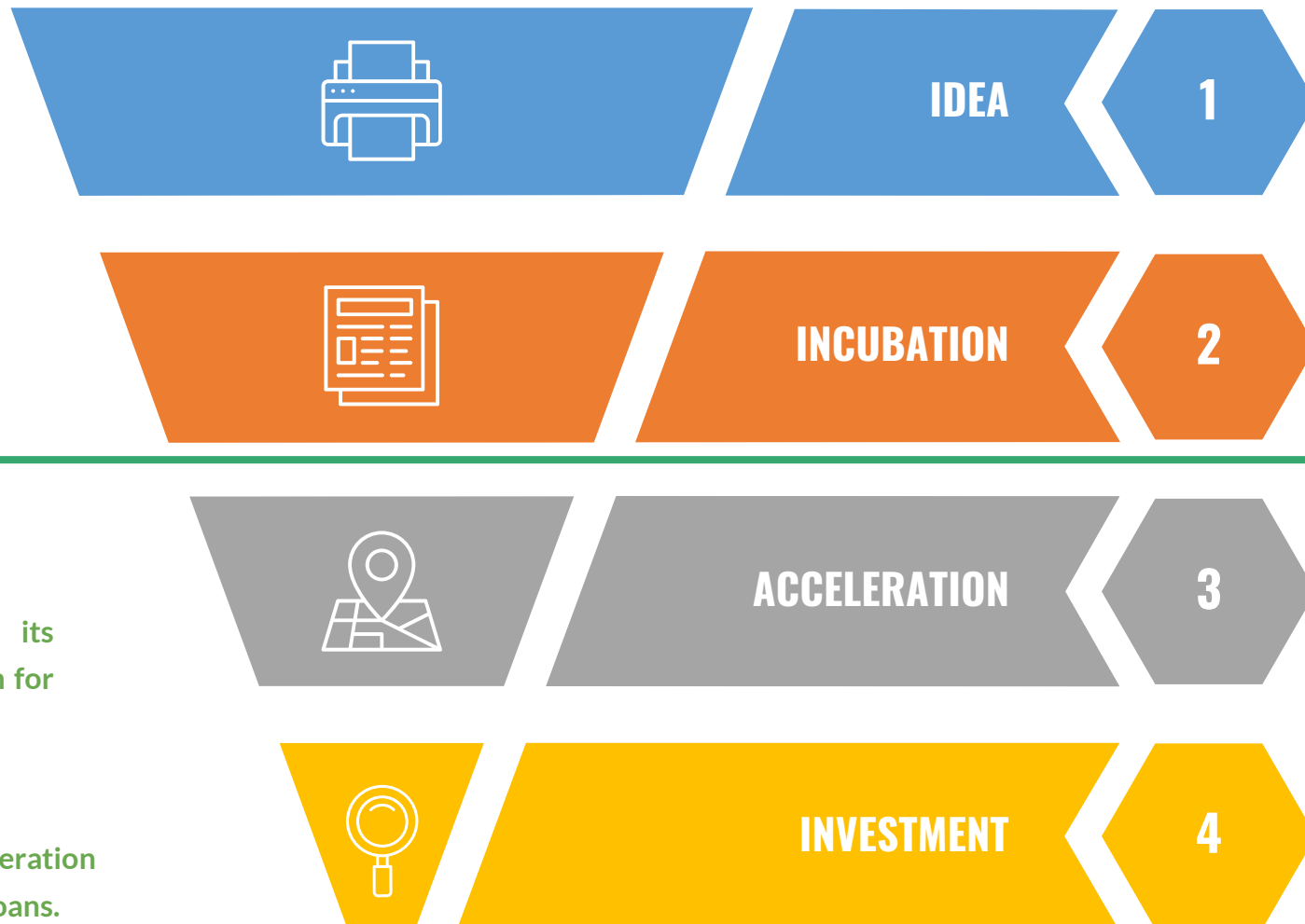
A selected local partner structures and validates the business incubation projects

## 3 – ST4A – ACCELERATION OF THE ACTIVITY

OVO coaches the most promising companies in its acceleration program SusTech4Africa and prepares them for investment.

## 4 - INVESTMENT

Thanks to OVO, interested investors and the OVO Acceleration Fund promising African SME's have access to affordable loans.





# ST4A in 4 African countries – Local partners



## BENIN



Partners



## SENEGAL



## RWANDA



## UGANDA







# Coaching by intercultural and intergenerational teams

## **AFRICA** SUSTAINABLE COMPANIES

Present projects that meet local needs and with a social added value

## **BELGIUM & AFRICA** STUDENTS

Add alternative perspectives, new techniques, innovation and dynamism



## **BELGIUM** EXPERTS

Bring commercial experience and technical expertise to make the project stronger and investment-ready

## **LOCAL** EXPERTS

Improve knowledge of the local context and interact directly with the entrepreneur.





# SusTech4Africa - Timeline

- Boostcamp *3 days*
  - Introduction to ST4A
  - Training in Impact Business Model Canvas
  - Pitch
- Online coaching *6 to 9 months*

Weekly or bimonthly meeting (determine fixed date, 2 hrs.) to:

  - thoroughly analyze the project
  - prepare the case to be submitted to the Investment Committee
  - Business plan
  - Financial plan
  - Evaluation of the SDGs
  - Summary report

We recommend starting with the SDG Evaluation, then the Business plan and finally the Financial plan. All tools can be found on <https://ondernemersvoorondernemers.be/en/team-projects-en>

- After granting the loan:
  - Further follow-up of the Business plan / Coaching
  - Reimbursement of interest payments





# SusTech4Africa - Timeline

- The projects are presented to the investment committee as soon as the required documents are ready and the chances of success are sufficiently high.
- The Investment Committee (IC) meets once a month
  - At least one month before the IC the final documents are sent to the national coordinator.
  - The national coordinator checks the quality of the documents.
  - When the national coordinator agrees with the documents, he/she sends them to the IC.
- Greenlight from the Investment Committee
  - Search for Business Angels starts
  - The management committee of the OVO Acceleration Fund determines the contribution of the fund (amount between 25% and 50% of the requested loan).



# SusTech4Africa – Loan conditions

- Loan in EUR
  - Fixed interest rate of 7% per year
  - Generally payable half-yearly or yearly
- Acceptable guarantee
  - E.g. the machine bought with the borrowed money, a plot with similar value, a third party as guarantor, etc.
- Tailor-made
  - Based on the repayment capacity (cf. financial plan; cash flow analysis)
  - Capital repayment:
    - Fixed or progressive amounts
    - Half-yearly or yearly
    - Grace period possible
- Repayment term: 2 tot 5 years



# SusTech4Africa – Coaching process

## Online coaching. The Business Coach:

- ✓ Is the single point of contact between the African entrepreneur and the OVO team
- ✓ Takes the initiative to organize and lead the calls with the twinned company
- ✓ Brings his/her expertise and shares his/her experience with this company
- ✓ Makes sure the company is and stays on the right track
- ✓ Helps the entrepreneur build his investment case
- ✓ Attends the monthly meetings and takes stock of the progress or lack of progress of the company
- ✓ Writes the final selection report and presents it to the investment committee with the recommendation to grant a social loan or not

## As soon as the loan has been granted:

- ✓ Can decide to stay on as coach of the project until the loan is fully repaid
- ✓ Must complete the interim report



# SusTech4Africa – Coaching process

## Support, guide and challenge

- Your role is to help the entrepreneur grow and (possibly) receive an investment. If you feel that an entrepreneur is not motivated or not committed, is it better to stop the process than to constantly having to keep an eye on him.
- Take the time to learn and understand his activities, his customers and the market dynamics. Africa is Africa, not Europe.
- You share your expertise, experience and network to guide and support the company in its development.
- You constantly challenge the entrepreneur. Throughout the process be realistic and honest with him.
- You're not his employee, you're his advisor, you don't do his work for him. You are there to listen and to give feedback and appropriate remarks.
- It is his company, not yours.



# SusTech4Africa – Coaching process

To reach this objective, the Business Coach has contacts with:

- the national coordinator in the South
- the national coordinator in the North
- the assigned expert(s)
- the compliance officer

As linchpin, the Business Coach communicates in both directions so all parties involved:

- ✓ are informed correctly on the progress made
- ✓ are informed in time in case of (emerging) issues
- ✓ have realistic expectations

**Important remark:** the coaching process may lead to the conclusion that the entrepreneur doesn't ask for a loan for various reasons: the business model is reviewed in such a way that a loan is no longer necessary, the business is in the current phase not able to honor a loan, etc. For OVO, the coaching process is as important as granting a loan. Strengthening the abilities is part of OVO's mission, i.e. support entrepreneurship in Africa.