



Forth *investment*



ACTIVITY REPORT 2022

JUNE 2023

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EDITORIAL



Forth*investment*

Our credo is to perpetuate responsible companies

Our vision is to contribute to the development of an inclusive, sustainable and fair economy in Burkina Faso and Africa, through responsible entrepreneurship. ForthInvestment strives to draw on the skills, network and experience of the diaspora to support and finance Micro, Small and Medium-sized Enterprises (MSMEs).

For over 7 years now, we've been involved in private equity, incubation, acceleration, business creation and the development of support programs for MSMEs in Burkina Faso, Côte d'Ivoire, France and Canada.

Our interventions are particularly focused on providing companies with access to skills that will enable them to improve their performance, become sustainable and obtain funding more easily from financing structures and ForthInvestment.

The year 2022 was marked by many challenges, but also by the growth of our business and partner portfolios.

OUR SUPPORT & FINANCING PROGRAMS IN 2022



In 2022, ForthInvestment deployed five (05) programs for MSMEs, including four (04) coaching programs and one (01) financing program. The aim of these programs is to provide technical and financial support to entrepreneurs to help them better structure their businesses, facilitate their access to financing and scale up their activities. Noted that ForthInvestment developed its first support programs for MSMEs, in 2021. The results in 2022 were more than satisfactory, exceeding expectations.

SUPPORT PROGRAMS



1

PME PERFORMANTES WASH

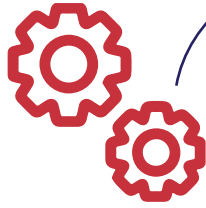
Strengthen the private water and sanitation sector and contribute to achieving SDG 6"

As part of its activities, ForthInvestment, in collaboration with Aqua for All, an international foundation, deployed a support program called "PME PERFORMANTES WASH". The aim of this program was to establish 10 companies in the WASH (Water, Sanitation and Integrated Water Resources Management) sector.

The PME PERFORMANTES WASH program was implemented from February 2021 to August 2022. It was deployed in partnership with IRC WASH, Sinergi Burkina, Maison de la PME (SGBF) and public and private sector financing and support players.

A workshop on WASH entrepreneurship with a satisfaction rate of around 90%, presented the short-term results of the program. The workshop was attended by the Dutch Ambassador to Burkina Faso, Aqua for All's West Africa Regional Director, Aqua for All's Burkina Faso and Senegal Program Manager, the 10 SMEs supported, WASH sector players and representatives of projects supported by Aqua for All in Burkina Faso.

Implementation partners

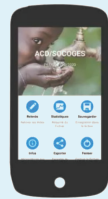


Beneficiary companies

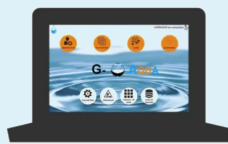


2

PRE-SCALE HIGH-PERFORMANCE SMES



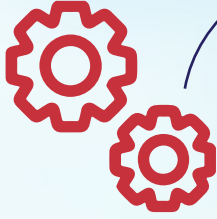
G-Aqua



Following on from the PME Performantes WASH program, ForthInvestment, still in collaboration with Aqua for All, initiated support for 10 SMEs to prepare them to receive financing. This project entitled "PME PERFORMANTES PRE-SCALE" began in September 2022 and ran for eight (8) months.



Implementation partners



Beneficiary companies





3

SME PERFORMANCE WASH-CLIMAT 2.0

Aware of the role SMEs can play in the sustainable development of the water and sanitation sector, and given the success of PME Performantes WASH, ForthInvestment and its partner Aqua for All have developed PME PERFORMANTES WASH-CLIMAT 2.0. The main aim of this program is to support 10 SMEs in the WASH sector in scaling up their activities.

It is deployed in collaboration with IRC WASH, Sinergi Burkina, Société Générale Burkina Faso, MDF TRAINING & CONSULTANCY and CEWAS.

Launched in November 2022 for a period of eighteen (18) months, PME Performantes WASH-Climat 2.0 will enable SMEs to benefit from tailored organizational and technical support, financing and facilitated access to financing structures. The program will also provide an opportunity to bring together players in the WASH ecosystem and businesses through networking activities and advocacy.



Implementation partners





4

BIODIGESTER SUPPORT PROGRAM

"Promoting the biodigester sector to improve living conditions for rural populations"

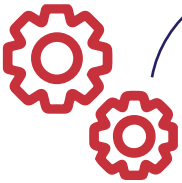
The National Biodigester Program (PNB-BF), with the support of the World Bank, with the aim of improving the living conditions of rural populations and developing agro-pastoral production, has created and is developing a commercial biodigester construction sector.

Since October 2022, ForthInvestment has been selected to provide organizational and financial support to players in the sector. These are essentially fifteen (15) companies in the biodigester field from the **Association des Professionnels du Biodigester et des Energies Renouvelables (AProBER)** and PNB-BF.

The companies are active in biodigester construction, biogas fireplace design and compost sales. They are located in various regions of Burkina Faso, including: Centre-Ouest, Boucle du Mouhoun, Centre-Est, Nord, Cascades and Sud-Ouest.



Implementation partners



Beneficiary companies



FINANCING PROGRAM

5

JOB AND BUSINESS BOOSTER (JBB)



Supporting young entrepreneurs to create and consolidate decent jobs"

Developed in consortium with the Dutch foundation Woord en Daad, the main aim of the JOB AND BUSINESS BOOSTER program is to support and finance 360 young entrepreneurs, 50% of whom are women. The program will consolidate and create 1080 decent jobs for young people.

Developed in 2022, JBB was officially launched in 2023 over a period of three (03) years. The program targets companies in the agriculture, livestock, fishing, agri-food processing, waste recycling and renewable energy sectors. Companies must be located in the Centre, Hauts-Bassins, Boucle du Mouhoun, Cascades and Centre-Ouest regions. They will benefit from inclusive support, including:



Training and coaching for access to financing



Contact and follow-up with financial institutions to obtain financing



Post-financing coaching for repayment of funds



Job intermediation

Implementation partners



Beneficiary companies





OUR RESULTS

Over the course of 2022, the programs developed and implemented have made significant progress, thanks to the multi-faceted support of our partners and the commitment of the beneficiaries of the various programs.

TO DATE, FORTHINVESTMENT IS:

companies supported
and currently being supported

445

3.6 M€

raised to support and finance MSMEs

192

companies financed
and in the process of being

09

programs
deployed and developed in Burkina Faso

1330

jobs consolidated

and created or in the process of being consolidated and created

N OUR INVESTMENT PORTFOLIO

We have created and invested in nine (09) companies, including five (05) still in operation:



1 GEOREVA AFRIQUE : Services, sales and rental of geophysical equipment



2 FORTHTRADE : Financial inclusion of MSMEs



3 APPRENDRE AUTREMENT : Workshops and educational magazines for children



4 WÉLÉBRÉ & CO : Building & public works

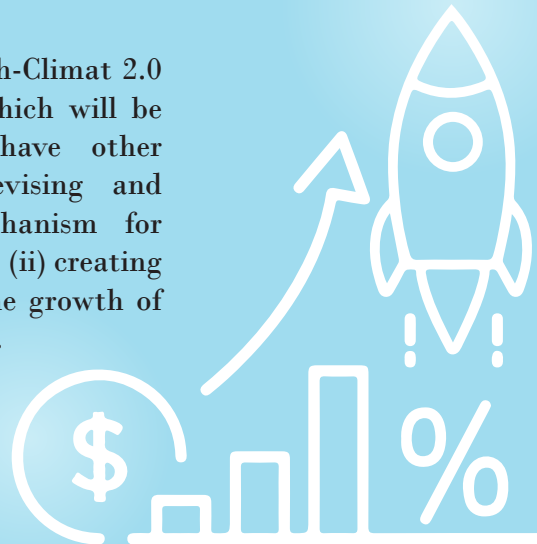


5 SM LAB & CO : Incubator and accelerator



V OUR PERSPECTIVE

In addition to the PME Performantes Wash-Climat 2.0 and Job & Business Booster programs, which will be fully deployed from 2023, we also have other development prospects. We are (i) devising and deploying a new access-to-finance mechanism for MPMEs excluded from the financial system, (ii) creating two new companies and (iii) supporting the growth of the 5 companies in our investment portfolio.

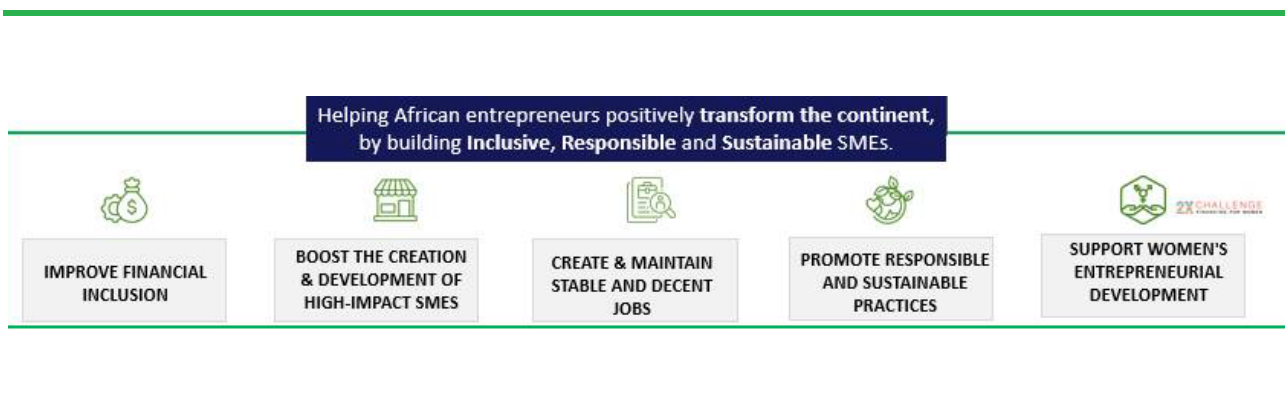


M OUR IMPACT MISSION



ForthInvestment's mission is to help African entrepreneurs positively transform the continent, by building Inclusive, Responsible and Sustainable SMEs.

We are an impact company created and run by people whose ambition is to have a positive impact on the continent. As such, we have defined an impact thesis articulated around five (05) objectives embodying our purpose:



VII OUR TEAM



ForthInvestment is a young, dynamic and multidisciplinary operational team of fourteen (14) employees. Day in, day out, they support entrepreneurs through the implementation of our various projects and programs.



Massa BALIMA, Managing Director of ForthInvestment, is an engineer and holds an executive MBA from the Université du Québec à Montréal (UQAM). He has over 15 years' experience in project management with major companies in France and Canada. He ensures the smooth running of the company and handles operational management.



At his side, Landry PARKOUDA, co-founder of ForthInvestment, is in charge of the company's development strategy. He holds a Magistère in Management Sciences from Paris-Dauphine University, an MBA from Anderson Business School (USA) and the Sustainable Leadership program from HEC Paris. Since 2018, he has been Country Representative for the Investisseurs & Partenaires investment fund.



ForthInvestment also has over forty (40) associates around the world, made up of entrepreneurs and professionals (BCG, Google, Accenture, Ecobank, PwC, etc.) who contribute their skills and experience to the inclusive support of companies.



COMPANIES SUPPORTED IN 2022 UNDER THE VARIOUS PROGRAMS



SANITATION



DOUN INGENIERIE CONSTRUCTION

Doun Ingenierie Construction specializes in the construction of sanitation facilities and architectural design. It contributes to improving people's health through the construction of toilets.



GLOBAL ENGINEERING SOLUTIONS BUSINESS (GESB)

GESB's mission is to revolutionize the water sector by designing digital tools for managing and monitoring water billing and distribution. Its aim is to help make access to drinking water possible for all.



GLOBAL ASSAINISSEMENT INTERNATIONAL

To improve people's quality of life, GAI is involved in the manual emptying of septic tanks and the renovation of sanitation facilities.



Energie et Eau d'Afrique (ENER-AF)

As a company involved in the construction of modern public latrines and the sale of sanitaryware, ENER-AF aims to facilitate access to hygiene services for the population.



ZIBDON ECO - SERVICES

The aim of Zibdon Eco-services is to promote the recycling of sewage sludge through the construction of ecological mobile toilets using Biofil and Microflash technologies.



CENTRAL DES TRAVAUX

A mechanical septic tank emptying and emptying vehicle repair company, Central des travaux has set itself the mission of guaranteeing a healthy living environment for its customers.



FARAFINA ECO-ENGINEERING

Farafina Eco-Engineering is involved in the construction of boreholes, the marketing of irrigation systems and autonomous solar-pumped water stations. It has also developed and markets SIM-SAN toilets. It offers innovative solutions for access to drinking water and hygiene for all.



HINE MANFO

Hine Manfo specializes in the management of public mobile toilets and also offers cleaning services. The company's aim is to provide Burkina Faso with a healthier lifestyle.



DRINKING WATER



BILADA

Bilada is a social enterprise that produces and markets food-grade chlorine, fruit and vegetable disinfectants and hydroalcoholic solutions. It aims to facilitate access to life-saving health solutions for the population.



Filtres Eau Distribution (FEDIS)

Burkina Faso should have access to quality water. This is the challenge facing Filtres Eau Distribution, a company specializing in the marketing of water filters and accessories.



BIODIGESTER



AGENCE BAALI INNOVATION (ABI)

Agence Baali Innovation specializes in the construction of biodigesters and the marketing of biodigester by-products such as compost. In this way, it is helping to reduce deforestation in the Cascades region.



Eco construction et services (EECS)

EECS offers a wide range of services in the biodigester sector, including biodigester construction, the sale of biogas equipment and the marketing of biopesticides and livestock feed. In this way, it contributes to improving living conditions for the populations of the Boucle du Mouhoun region.



LE CENTRE DE RESSOURCES ET DE CONSTRUCTION DE BIODIGESTEUR ENERGIE RENEUVELABLE (CRCB)

Through these biodigester construction activities and the marketing of biodigester products, CRCB enables households in the Centre-Est and Centre-Sud regions to produce their own organic fertilizer.



Entreprise soleil Levant (ESL)

Located in the Nord region, Entreprise Soleil Levant contributes to the reduction of greenhouse gases through the construction of biodigesters, the marketing of compost and biogas equipment.



Agence d'exécution de Projets et études (AGEPE)

Through the construction of biodigesters and the sale of biogas equipment, AGEPE enables women to save nearly 3 hours a week on wood fetching. This enables women in the South-West region to develop income-generating activities.



TELADO GLOBAL BUILDING BIO (TGBB)

Specialized in civil engineering, TGBB is also active in biodigester construction. With its expertise in this field, TGBB is able to provide solutions that improve soil fertilization and thus the living conditions of farmers in the Centre-East region.



NAMANGDO SARL

Namangdo specializes in the production and marketing of compost and biopesticides. The organic fertilizers produced by the company help improve agricultural yields in the Centre-East region.



BIO NATURE PRODUCTION (BNP)

Specializing in the production and marketing of compost, biopesticides and animal feed, BNP supports income generation for households in the Centre-East region through biodigester technology.

Construction métallique Zoé Wend-Saango (CMZS)

CMZS specializes in the manufacture of metal and aluminum products. It produces biogas stoves and markets biodigester construction accessories in Tenkodogo and the surrounding area. To this end, it contributes to the well-being of households.



COOPERATIVE NUNA BIOGAZ

This cooperative is involved in biodigester construction and the sale of biogas equipment in the Centre-West area. It promotes the use of organic fertilizer produced by biodigesters, which is more beneficial than chemical fertilizer for soil restoration and enrichment.

SIDLABOUMBOU BIODIGESTEUR BATIMENT ROUTE (SBBR)

Through its biodigesters construction business, Sidlaboumbou contributes to the valorization of organic fertilizers in the Centre-Est region.



BIO ÉCO SERVICE

Active in the production and marketing of compost and biopesticides in the Centre-Est region, Bio Eco Services contributes to a healthy diet for rural households through the promotion of organic agricultural inputs.

NIAD AK METAL

Niad Ak Métal is a welding company based in the Centre-Est region of France, specializing in the manufacture of biogas stoves and the sale of accessories for biodigester construction. The company helps to protect women's health by limiting their exposure to smoke from the use of firewood or charcoal.

Etablissement Zabsonré Yacouba (EZY)

Active in the production of biogas stoves and the sale of biodigester accessories, EZY is helping to improve living conditions for the people of the Centre-Est region.



Forth Investment

*We invest in high-potential
SMEs every year.*

For more impact, join us!

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