The COVID-19 crisis, which has affected all countries without exception, has contributed to a rise in inequalities, particularly in the poorest countries most seriously weakened by the disease and its predictably heavy, long-lasting consequences.

We must not forget that solidarity, the value Geres has never ceased to defend and which is now pushing its way to the top of the agenda, is essential in relation to another risk, apparently less visible and less immediate: climate change. In 2019, Climate Solidarity explicitly became Geres cause, reflecting its twofold ambition to combat both poverty and climate change. It is the driver of all our fieldwork and mobilization to bring about a fair, ambitious energy transition.

In practical terms, this means the day-to-day mobilization and commitment of 140 women and men who are working, together with our partners in the field, in Cambodia, Myanmar, Mongolia, Tajikistan, Afghanistan, Morocco, Mali, Benin and Senegal, as well as France, in the Provence–Alpes Côte d’Azur region and at the association’s HQ in Aubagne. The Awards received in 2019 in Afghanistan, Mongolia and Mali are a just reward for everyone’s efforts.

Presently, in the Covid context, this team is adapting to make sure links with partners and communities are maintained; and to prepare for what comes after Covid-19. Thanks! Climate Solidarity in action means sharing amongst the countries where we work. The Geres Expertise team stands ready to get knowledge and experience circulating across Asia, Africa and France.

This cross-cutting focus means we can respond to new demands, make better use of our know-how and boost the association’s unity. The discussions on passive solar greenhouses between Mongolia and France, on energy/climate information services between France and the Maghreb, or on electrification between Mali and Myanmar are meaningful examples of this. Climate Solidarity in action means high-quality work to pursue the sustainable development goals, promote self-expression and empowerment for all, especially the poorest, and achieve results reflected in positive, lasting effects and impacts.

With a view to continually improving the quality of its work, in 2018 Geres created a position dedicated to quality and operational partnerships. And now, to pay even more respect to our duty of accountability to the people engaged in those projects and to the public and private donors who put their trust in us, an exercise is under way, in collaboration with our financial partners, to determine and assess the association’s overall impacts directly linked to fulfilment of its dual mandate to combat climate change and poverty.

Faced with health, political and economic uncertainties, the risks of growing poverty, inequalities and human rights violations, not to mention the risk of overlooking the measures needed to tackle the climate emergency, the only constructive option is to stay mobilized and in solidarity. This reading of the planet-wide crisis leads us to question our ways of working and their resilience to such a shock, while taking a critical look at national and international solidarity mechanisms, particularly through our participation in various collectives of associations (Coordination-SUD, Groupe Initiatives, Cler).

The crisis also opens up new opportunities to offer different perspectives and testimony, promoting wider awareness of the imperative need for international solidarity and respect for our environment.

Our thanks to all who regularly join forces with and support us to take forward the cause of Climate Solidarity.
A KEY PLAYER

IN CLIMATE AND ENERGY

Set up in 1976, Geres is an international development NGO which works to improve the living conditions of the poorest, preserve the environment and limit the impacts of climate change. Working in the field, it implements innovative energy and environmental solutions and adapts its activities to the various socio-cultural contexts, without forgetting to take a professional approach to solidarity. Its activities are always carried out in close partnership with local stakeholders.

5 MAJOR AREAS OF EXPERTISE

To streamline its efforts, Geres focuses its strategy on five areas of expertise which, taken together, can speed up the energy transition.

Controlling energy demand

Objective: Support stakeholders to adopt energy-sparing and energy-efficient social, technical and economic solutions suited to the different contexts, using technical levers (improving equipment and the built environment) and social and anthropological levers (changing perceptions and practices).

Rollout of renewable energy

Objective: Supply zero-carbon energy, available locally and on a long-term basis, at controlled, predictable and affordable cost. Apart from installing energy production equipment based on renewable resources, Geres contributes to the development of sustainable fuel supply chains and supports technical and social innovation around renewable energy.

Energy access

Objective: Promote access to reliable, sustainable energy services for private individuals, companies and institutions. This area of expertise combines the technical levers of controlling demand and renewable energy with social and economic levers designed to ensure their inclusive dimension.

Supporting climate-energy policies and actions

Objective: Support, guide and influence local and national territorial policies to combat climate change and reduce poverty as a contribution to the emergence of low-carbon, resilient societies.

Mobilization

Objective: Encourage everyone to commit to genuine societal change in the direction of greater Climate Solidarity. Act to reduce one’s carbon footprint and support vulnerable populations on their path to sustainable development and adaptation to climate change.

4 CROSS-CUTTING APPROACHES

To ensure the sustainability and scaling up of its activities, Geres deploys its expertise on the basis of four major methodological principles within an inclusive framework designed to achieve a major ambition: enabling the most vulnerable to become decision-makers and take an active role in the energy transition.

Territorial approach to development

To conduct our actions with local stakeholders, taking into account the territorial and political context.

Economic development

To support stakeholders and economic sectors to create and share added value and local employment, while contributing to sustainable development.

Capability-building and training

To pass on knowledge and skills to local stakeholders to help them become agents of change.

Partnership approach

To pool know-how, complementary services for the community and solutions that guarantee the adaptation to local contexts and sustainable stakeholder ownership of the value chains and territories.

WHERE WE ARE

OUR INTERNATIONAL PRESENCE

KEY FIGURES

11 PERMANENT REPRESENTATIVE OFFICES
130 TECHNICAL PARTNERS
77 FINANCIAL PARTNERS
140 EMPLOYEES
178 00 DIRECT BENEFICIARIES
83 PROJECTS CARRIED OUT IN 14 COUNTRIES

WHERE WE ARE

EUROPE MEDITERRANEAN
FRANCE TUNISIA MOROCCO

CENTRAL ASIA
MONGOLIA TAJIKISTAN AFGHANISTAN

SOUTHEAST ASIA
MYANMAR CAMBODIA

WEST AFRICA
SENEGAL MALI BENIN

SHORT MISSIONS
INDIA PAKISTAN

SHORT MISSIONS
BURKINA FASO
THE WOMEN AND MEN OF GERES

FOCUS ON GERES

OUR TEAM at 31 may 2020

Board of directors
Marie-Noëlle Reboulet
PRESIDENT

Executive direction
Laurence Tommasino
EXECUTIVE DIRECTOR

HEADQUARTERS
Administration and Finance Unit
Laurent Collinet-Brdys
DIRECTOR

Development and Mobilization Unit
Gilles Martin-Gillis
DIRECTOR

Human Resources Unit
Sandrine Fouillade
DIRECTOR

GERES STAFFING

140 DIRECT EMPLOYEES

61 WOMEN

79 MEN

32 PEOPLE WORK IN FRANCE

2 PEOPLE WORK OUTSIDE THE EU

106 PEOPLE WORK ABROAD (OUTSIDE THE EU): 89 LOCAL CONTRACTS 17 EXPATRIATE CONTRACTS INCLUDING 15 EMPLOYEES & 2 INTERNATIONAL SOLIDARITY VOLUNTEERS

OPERATIONS
EUROPE-MEDITERRANEAN
SHARED GOVERNANCE
Gerres France
Marie-Maud Gérard
ENERGY AND HOUSING
Alexia Hébrard
WASTE AND AGRICULTURE PROJECTS FOCAL POINT

1st link shared Governance PROJECTS FOCAL POINT

GERES EXPERTISE
Julien Jacquot
DIRECTOR

Energy access
Alexis Caujolle
CLIMATE AND DEVELOPMENT
Camille André
CLIMATE AND TERRITORIES
Clémentine Laratte
ECONOMIC DEVELOPMENT
Romain Cres
INCLUSION
Marina Dubois
QUALITY AND PARTNERSHIPS
Laurence Teissier

CENTRAL ASIA
Ouettin Moreau
REGIONAL DIRECTOR

Gerres Afghanistan
M-Riaz Ramin
DEPUTY COUNTRY REPRESENTATIVE

Gerres Mongolia
Beatriz Maroto
COUNTRY MANAGER

Gerres Tajikistan
Jonathan Demenge
COUNTRY MANAGER

SOUTH-EAST ASIA
Marco Gaspari
REGIONAL DIRECTOR

Gerres Cambodia
Aude Petelot
COUNTRY MANAGER

Gerres Myanmar
Bernardo
FERREIRA DE SOUSA
COUNTRY MANAGER

THE COMMITTEE

PRESIDENT
Marie-Noëlle Reboulet
VICE-PRESIDENT
Frédéric Baufl
SECRETARY
Éric Buchet
TREASURER
Sophie Iboa

THE OTHER MEMBERS
Jean-Louis Bal
Luc Bonnamour
Violaine Bousque
Thierry Cabrol
Jean-Claude Chassagnoux
Pierre Ducret
Julie Fardou-Chassagnoux
Alain Guinebault
Michel Hamelin
Anne-Claude Morin
Silvia Pariente-David
Vincent Priori

THE BOARD OF DIRECTORS
Geres board is made up of voluntary members elected at the annual general meeting.

An Iranian national and engineering graduate, I joined Geres in 2013 to supervise monitoring of biomass energy projects. I am now the focal point for this issue in West Africa. Apart from development prospects, I can see strong commitment on the part of the regional management of Geres to help its employees flourish, with a very rich community life.

FULGENCE AKAFFOU
Biomass-Energy Officer, West Africa

In May 2005, I joined Geres, the only NGO promoting energy efficiency standards in Afghanistan. In the last 16 years, I have taken part in implementation of several programmes with a very visible impact on the environment and the lives of vulnerable people. With my team and two Afghan NGOs, we are presently working on the development and large-scale rollout of energy-saving solutions for residential buildings in Kabul. The overall aim of this project is to reduce poverty, support the development of the local economy and reduce vulnerability to climate change.

MOHAMMAD RIAZ RAMIN
Geres representative in Afghanistan

I’ve been championing Geres work on agriculture and environment for nearly 10 years now, seeing the transformations in our civilization which has to respond to the challenges and immense tragedies now unfolding: climate, biodiversity, increasing scarcity of resources, all against a backdrop of insecurities and inequalities in the social fabric. The shared governance put in place by Geres allows us to try out in-house the diplomatic skills needed to cope with these transformations.

AMÉLIE HIMPENS
Agriculture-environment project officer

I joined Geres in Myanmar in 2018. I’m now co-ordinating the REACH project which is run in close collaboration with a community organization, the Thazi Network, and women entrepreneurs. I am passionate about autonomy for women and support for entrepreneurship in the energy sector. This mission helps me to acquire new technical skills in respect of solar energy.

AYE AYE NYO
Project co-ordinator, Geres Myanmar

The Geres board is made up of voluntary members elected at the annual general meeting.
HIGHLIGHTS 2019

IDEAS LABEL: RECOGNITION OF QUALITY
Geres obtained renewal of the IDEAS Label, confirming the quality of its practices in terms of governance, financial management and monitoring the effectiveness of its activities. Awarded by an independent committee which relies on in-depth analysis and external audits carried out by professionals on the basis of 120 indicators, this label is an essential vector of trust for the funders and donors who support Geres.

CO-BUILDING STRATEGIC ACTION IN SOUTH-EAST ASIA
Thinking about the regional forms of Geres action strategy and future courses of action: this was the theme of the two-day workshop held at the end of the year with the regional teams from Myanmar and Cambodia.

AWARDS AND HONOURS DURING THE YEAR
En 2019, the Green Business Zones (Zones d’Activité Électrifiée - ZAE) project run by Geres in Mali was rewarded on two occasions, receiving a special mention from the jury in the “energy” category in the Terra Award Sahel competition and winning the Low Carbon category in the International “Green Solution Awards” competition. In Afghanistan, it was the Central Highlands programme, in operation since 2014, which won an Energy Globe Award in the “Air” category. Finally, under the aegis of Oyunbats Batmunkh, the Geres Mongolia team, which helps the local authorities to take more account of climate change in territorial planning, was honoured by the National Women’s Association and the governor of Arkhangai Province for its investment in the CEMAATERR programme. The latter promotes adaptation and mitigation measures designed to increase the climate resilience of rural territories and secondary towns in the country.

PARTNERSHIP WITH A DESIGN SCHOOL
Thanks to a fruitful partnership with ESDAC, the Design, Communication and Applied Arts School in Aix-en-Provence, the Empowermed project, dedicated to reducing energy poverty and specifically focusing on women and health in the Mediterranean, gained a strong, dynamic visual identity accessible to all. A big thank you to the talented students and Bravo to the winning team!

80 CHILDREN, 80 SMILES
In Vahdat, a ruined town in Western Tajikistan, Geres took part in the thermal renovation of a school for blind and partially sighted children. Thanks to the funds raised by the European Bank for Reconstruction and Development (EBRD) Foundation and the Nid Poche, work has been undertaken to insulate the external walls and replace electrical fittings. Each of the six classrooms now has an energy-efficient electric radiator. A small inaugural ceremony was organized in the presence of the children, families, school staff and representatives of the three organizations, along with everyone who “lent a hand” with the project!

COASTS, ISLANDS, COMMUNITIES
As a result of the rounding-up campaign launched last spring by Maisons du Monde, at the initiative of its Foundation, more than 494,700 donations, amounting to more than €60,000, were collected in a few weeks. Objective: to support Geres work on preservation of natural resources in the Cardamom Mountains in Cambodia. Our thanks go to all these donors for their generous support and to the whole team at Maisons du Monde and the Foundation for their involvement.

“The €60,000 will help local communities in the Cardamom Mountains to restore forest ecosystems and champion sustainable management of the wood energy resource.”
Marie-Noëlle Reboulet, Président of Geres

TERITORIAL ACTION IN THE INTERESTS OF THE ENERGY TRANSITION
P 10-11: ENERGY ACCESS
P 12-13: RENEWABLE ENERGY
P 14-15: ENERGY DEMAND MANAGEMENT
P 16-17: CLIMATE & ENERGY
P 18-21: CIVIL SOCIETY MOBILIZATION
ZAE+: an economic development accelerator

In West Africa, Geres has since 2015 been supporting Very Small Enterprises (VSEs) and Rural Micro-Businesses (RMBs) established in villages with little or no access to electricity.

Objective: to facilitate their energy access, through Green Business Zones (ZAE), a concept which has already proved its worth.

1. What is the ZAE concept and what issues are involved?

The Green Business Zone concept arose from the desire to meet the energy needs of stakeholders in the territory, by offering cost-effective, sustainable energy alternatives in disadvantaged areas of the Sahel such as Mali, where the rate of rural electrification rarely exceeds 20%.

In practical terms, the aim is to encourage local processing by offering an integrated electricity supply solution for small businesses, co-operatives and rural services. In other words, a ZAE is a rural business accelerator. But in environments where education systems are lacking, where tensions, social inequalities and youth employment are all pervasive, electricity access alone cannot systematically generate inclusive economic development.

By establishing an overall ecolog-}

3 QUESTIONS FOR
Grégoire Gailly, head of the Geres ZAE+ programme

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By establishing an overall ecolog-

t favourable to the development
of rural entrepreneurship, the ZAE acts as a tool for developing rural territories, creating value and jobs.

What are the results of the two ZAEs established by Geres in Mali?

Set up in 2015 on communal land in Konkâguela, the first ZAE was able to host 10 VSEs, including five managed by women, create 75 jobs and generate turnover of €68,600 per year. Building on this initial success, a second ZAE came into being in 2019 in Koury at the initiative of the local Association of Artisans and Workers of Koury (ASAOK). This pilot project involved building a Productive Energy Hub linked to the Yeelen Kura power plant by a 1 km long medium-voltage line. 15 small businesses targeted for specific support are currently in the process of establishment under the leadership of Lydie Ongoiba, a young Malian engineer recruited to look after the technical and business management of the ZAE.

Following these two very encouraging experiences, you have decided to step up the development of ZAEs. Can you tell us some more about this?

Geres certainly is planning to promote and disseminate the ZAE concept in Mali and the sub-region via a scaling-up strategy designed to expedite rollout of this solution. The ambition is twofold: ensuring the long-term sustainability of the infrastructure and supporting all the partners. In this regard in Mali first of all, we are planning to establish a social enterprise to manage the ZAEs. It would have the role of ensuring sound management at local level, pooling the technical and business functions, organizing the wider rollout of stand-alone last kilometre solar solutions, including for households. Within the framework of this social enterprise, high-quality energy supply can be made accessible at an acceptable price in isolated areas. This equation is possible through innovative financial engineering and a lost kilometre local maintenance service. A first scaling-up stage is currently under way in Mali with funding from the Swedish International Development Agency.

It should result in the establishment of six new ZAEs by 2021 and will of course take account of the emergence of the social enterprise as a key element of the project.

Sustainable, high-quality energy

In central Myanmar, an arid zone which is home to one third of the country’s total population and where electricity grid coverage remains low, 80% of households still use wood to cook on traditional stoves. This situation exerts heavy pressure on forest resources and contributes to an annual deforestation rate of 2%. In addition, use of biomass as the main source of energy makes women’s work difficult and causes respiratory diseases due to exposure to harmful smoke. To overcome these problems, Geres has been striving since 2018 to facilitate access to sustainable high-quality last kilometre energy services while encouraging the development of new economic sectors.

Geres is taking up a twofold challenge in the isolated rural villages of central Myanmar: guaranteeing improved access to sustainable energy solutions for the most vulnerable communities while contributing to the development of local economic sectors.

Myanmar: when economic development goes hand-in-hand with sustainable energy solutions

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BIOCLIMATIC GREENHOUSES: an innovative solution supporting sustainable agriculture

In France and Mongolia, Geres is helping growers to install bioclimatic greenhouses as an alternative to heated greenhouses. Against a backdrop of large-scale climate change, these not only contribute to reducing energy consumption and greenhouse gas emissions but also play a leading role in the development of local agricultural value chains.

A key tool in Mongolian agricultural development

In Mongolia, a vast country of steppe, desert and taiga where extremely cold climate conditions have a heavy impact on vegetable cropping and production potential, the first passive solar greenhouses began to be built in 2010. The technology swiftly proved effective in increasing vegetable production, reducing dependence on imports and improving community diets. The greenhouses also have a role to play in establishing sustainable activities for the agricultural sector in urban and rural areas and are now a key development focus. Two-complementary approaches have been adopted: family-size greenhouses and development of small market gardens with a short supply chain selling to provincial centres.

Sustainable solutions for a viable agricultural sector

Agriculture occupies an important place in the Provence-Alpes-Côte d’Azur region of France, but conditions are difficult: a demanding climate in the mid-mountain zone, shrinking land availability, urbanisation and dependence on mass distribution channels which threaten the sustainability of local operations. In the face of these challenges and drawing on expertise developed in Mongolia, Geres has been helping growers since 2010 to install bioclimatic greenhouses. Based on models suited to the region and built from local materials, these bioclimatic greenhouses, powered by passive solar energy, represent a low-energy production tool. For the small and medium-sized operations which have adopted them, there are multiple benefits: diversification and safeguarding of production, lengthening of the growing season, adaptation of production systems to climate change. For the regional authority, which supports these initiatives, the economic stakes are high. Bioclimatic greenhouses help to encourage the establishment or maintenance of activities in isolated territories, particularly at altitude. They facilitate short-circuit marketing and play a part in maintaining and ensuring the business viability of growers committed to an eco-responsible approach and the search for sustainable solutions.

DID YOU KNOW?
The bioclimatic greenhouse is a fully south-facing structure, built of heavy materials, which can absorb the sun’s energy by day and re-radiate the stored heat at night and during cloudy periods. Everything is insulated to reduce heat losses.

The bioclimatic greenhouse is a super tool bringing more comfort and less stress.

BIOMASS IN FRANCE: an energy source ripe for development

The Provence-Alpes-Côte d’Azur region is one of the biggest energy consumers in France, but is also well placed to produce renewable energy locally, particularly using residual biomass derived from sources such as wood, municipal and commercial organic waste and agricultural residues. In this context, the 2030 target of regional planning policies is to multiply the number of methanation units by 20 and recycle 450,000 tonnes of organic waste.

With a view to the energy transition at territorial level, Geres is keen to support local energy production operations making use of the various existing biomass residues, whether of agricultural origin or derived from food processing or food distribution, catering, green spaces or households. Currently, the two main value chains developed are methanation and recycling of crushed agricultural residues for use as fuel. The aim is nevertheless to come up with comprehensive territorial solutions following the rationale of a circular biomass economy, combining energy recycling and other sectors such as composting, crushing/mulching of green waste and returning to the soil.

Producing locally to act globally

Geres is helping to implement various territorial methanisation initiatives under the Metha-synergy scheme involving ADEME, the Region, DREAL, Girdf, GRIT Gaz and the Bouches du Rhône Chamber of Agriculture. The project developers have a wide range of technical and methodological tools available for appropriate, coherent territorial projects: opportunity diagnostics, mapping of methane deposits and outlets, a brochure with technical, regulatory and consultative recommendations, site visits and training sessions. Through the AGERAIR project, Geres is working with the federation of organic farmers of Provence-Alpes-Côte d’Azur and the Vaucluse and Bouches du Rhône Chambers of Agriculture to establish facilities for four groups of farmers (tree growers and wine producers) to crush their residues from cutting back and uprooting. The crushed material will then be used as fuel, for example in distillery boilers. This is a way to recycle residues which used to be burned in the fields and so avoid atmospheric pollution and the impact of such practices on the climate.
Combating energy poverty and air pollution in Mongolia

Geres is carrying out a vast building renovation programme in urban areas. Aimed primarily at low-income households living on the outskirts of Ulan Bator, it seeks to reduce coal consumption and increase families’ thermal comfort, while controlling atmospheric pollution.

In Mongolia, the size of Western Europe and its vast steppes are home to 80 million head of livestock but just 3 million people. In apparent contrast with this idealized image, more than 70% of the population lives in Ulan Bator and the 21 provincial capitals, mainly in individual houses built in unplanned districts. With eight months of negative temperatures falling to minus 40°C in the heart of winter, its inhabitants are heavily dependent on coal for their heating and cooking needs. Combined with very poor construction standards and almost non-existent insulation of the buildings, this gives rise to catastrophic pollution of the inside and outside air with a particularly worrying effect on health. To combat this acute public-health problem and mitigate the effects of climate change, it is therefore vital to limit use of fossil fuels by improving energy efficiency and reducing heat loss in the detached housing in the outskirts of the capital.

Improving energy efficiency in housing

This is the challenge Geres has taken up. In close collaboration with the municipal- ity of Ulan Bator, civil society, banks and a network of artisans, engaging since 2018 in large-scale operations funded by the Euro- pean Union’s SWITCH programme and the Abbé Pierre Foundation. These aim to equip communities and the private sector with the necessary tools to reduce CO2 emissions and atmospheric pollution.

“...to improve the energy effi- ciency of 1000 houses in outskirts districts which have been left out of current measures and are the main sources of pollution in the capital. By designing simple, appropriate thermal renovation solutions, our teams are helping to structure a network of qualified artisans. They work with communities to raise awareness of the problem and provide information on appropriate technical solutions, while doing all they can to facilitate access to bank loans at preferential rate”, says Quentin Moreau, Geres Central Asia regional director.

The pilot programme pursues various lines of development, staging the implementation of targeted measures which, when combined, will eventually lead to substantial changes, with an overall improvement in health due to more sustainable energy consumption pat- terns and behaviour in the individual housing sector and sustainable reduction of coal consumption and emissions of CO2 and fine particles as a paradigm”, as Quentin Moreau concludes.

IN FIGURES

ROOF INSULATION FOR A 48 M² HOUSE: €517

- 35% lower energy consumption
- 3 degrees in their houses (from 17 to 20°C)
- Return on the investment after 7 years

ROOF AND WALL INSULATION AND VENTILATION FOR A 48 M² HOUSE: €2,785

- 70% lower energy consumption
- 3 degrees in their houses (from 17 to 20°C)
- Return on the investment after 20 years

Solutions geared towards energy efficiency and affordable thermal insulation.

VENTILATION FOR A 48 M² HOUSE: €517

- 70% lower energy consumption
- 3 degrees in their houses (from 17 to 20°C)
- Return on the investment after 20 years

owering appliances and the installation of ineffi- cient mobile air-conditioners. This worrying situation has direct consequences for the house- holds concerned in terms of indebtedness, social withdrawal, social exclusion and health.

What is Geres doing?

To combat energy poverty, Geres launched a vast four-year programme in 2019, aimed at empower- ing families facing energy poverty, with a focus on women and health. Carried out in partnership with all the stakeholders – social workers, occupational integration agencies or health professionals, the programme has several components. The kinds of action needed to meet the challenge include raising awareness of health risks; mobilization and training of local agencies in contact with households; and implementation of appropriate solutions: eco-friendly practices, installation of low-energy equipment and renovation of housing. The system relies in particular on the encouraging results of a social impact study conducted by Geres, LogisCité and Kimmu with funding from the Schneider Electric Foundation, highlighting the importance of energy advice visits as a lever to fight energy poverty.

Why are people in the Provence-Alpes-Côte d’Azur region more affected than others?

In France, according to National Energy Poverty Observatory estimates, there are 7 million people facing energy poverty. In the Provence-Alpes-Côte d’Azur region, despite a mild climate in winter, more than 160,000 households are thought to be affected, especially the most vulnerable families who struggle to access energy renovation for their homes which do not always have a fixed heating system. In summer, the high temperatures exacerbate the phenomenon, resulting in overuse of cooling appliances and the installation of inefficient mobile air-conditioners. This worrying situation has direct consequences for the households concerned in terms of indebtedness, social withdrawal, social exclusion and health.

How are households involved in this scheme?

We aim to build households’ capacity to find and implement solutions to their problems which will improve their thermal comfort while reducing their bills. With this in mind, we help them to identify problems relating to consumption and energy bills and steer them towards choosing appropriate solutions.

Return on the investment after 20 years

To make it easier to carry out essential works, we are working to set up a fund to cover the not incon- siderable costs involved. In the Provence-Alpes Côted’Azur region, 400 families have been reached by Geres and essential works have been carried out in the homes of 50 households, resulting in annual savings of between €200 and €400 on water and energy bills.

Moreau, Geres Central Asia regional direct
Towards an inclusive, participatory energy transition in Morocco

With the adoption of national strategies to develop renewable energies and energy efficiency, the Kingdom of Morocco stands as one of the vanguard countries in the African energy transition. The challenge is to support this transition and put it into practice at the level of local territories and stakeholders.

In response to this challenge, Geres is developing low-carbon technical solutions and empowering citizens and territories through three flagship projects. Its activities draw on several decades’ experience in Morocco, which has led to strong territorial attachments and much greater knowledge of operational themes such as energy efficiency according to a supply chain approach, territorial energy/climate planning and citizen awareness and mobilization on these topics.

Efficient gas-fired ovens in urban areas
Massive use of wood for cooking, especially in rural areas, has led Geres to take an interest in alternative cooking methods, particularly using butane gas. In partnership with Moroccan oven manufacturers, Geres has brought its technical expertise to bear on the design and distribution of highly energy-efficient gas-fired ovens and has created the “FaranEco” label. After several months devoted to factory tests, this pilot activity began in 2019 and has already succeeded in identifying and canvassing more than 300 professionals in the urban areas of Casablanca and Rabat-Salé.

Helping territories move towards the energy transition
After an initial successful collaborative experiment with Chefchaouen municipality, Geres forged new partnerships in 2019 to assist Midelt Province, which is keen to pursue its commitment to the energy transition launched within the framework of OGE’s Sustainable Energy in Midelt and Tata Provinces (EDMITA) project. Since 2018, Geres has been regularly involved in this area, conducting a study on winter heating and thermal comfort in the Province’s schools and supporting the emergence of an Energy Information Centre. As of 2020, priority will be given to improving energy efficiency in schools and supporting territorial energy/climate planning.

Wide-scale citizen mobilization
Geres has helped Chefchaouen municipality to set up the first Energy/Climate Information Service (SIEC). This service is designed to inform citizens and professionals, raising their awareness of energy demand management. Capitalization work in 2019, led by the Tangier-Tétouan-Al Hoceima Region in Morocco and the Provence-Alpes-Côte d’Azur Region in France, has given Geres the opportunity to learn strategic thinking on the operationalization and continuity of SIECs in the Maghreb. For 2020, the challenge is to roll out this kind of operation more widely in Morocco, with the involvement of local Civil Society Organizations (CSOs) and support from the French Development Agency (AFD).

Taking action at territorial level

In Benin and Cambodia, Geres is supporting the development and implementation of biomass energy strategies in territories affected by deforestation and land degradation.

The activities are aimed at boosting the planning, management and decision-making capacity of local public and private stakeholders in the sustainable biofuel production and distribution chains. Following on from several pilot projects, 2019 saw the start of an approach focused primarily on:

**Sustainable resource management**

In Benin, surveys and analyses of wood energy supply and demand and the impacts on forest resources resulted in practical action proposals, consistent with the main lines of its energy/climate strategy, being put to the Groupement Intercommunal des Collines (GIC). In Cambodia, Geres helps communities in the buffer zones of the Cardamom Mountains to implement their community forest management plans, in keeping with municipal development plans.

For a multi-stakeholder dialogue
Geres is taking action all along the value chain, encouraging dialogue between the various stakeholders: technical services responsible for the forest, local authorities, community bodies, entrepreneurs and local artisans involved in production, distribution, transport or marketing. In Cambodia, a dedicated committee facilitated joint identification of degraded areas until for any agricultural activity but suitable for commercial energy plantations. In Benin, consultations with the CDC are the precursors of a territorial forum for dialogue.

A cross-cutting approach
Exchanges of experience and expertise between these two countries, together with development of partnerships with organizations specializing in biodiversity conservation, are planned through the CEMATEUR programme, which promotes a territorial approach to the energy transition appropriate for rural areas and relay towns in Asia, West Africa and the Mediterranean.

Boosting climate change resilience

The third phase of the project to support the climate mobilization of French NGOs (PAMOC3), which organizes the activities of the Climate and Development Committee (CDC) of Coordination SUD, began in January 2019.

Under Geres’ leadership, the project aims to help Civil Society Organizations working on international solidarity to cope with the growing social and climate emergencies and fulfill their public interest mission more effectively as they get to grips with the climate issues their organizations must face.

Putting forward climate-compatible development solutions
The work of the CDC committee, which has the role of putting forward climate-compatible development solutions, rests on four pillars:

- Provision of training on mainstreaming climate in the development policies of operators in both North and South.
- Production of technical and scientific knowledge on climate, addressed in operational terms to the CSO teams, funders and public authorities.
- Influencing French policymakers to move towards greater climate coherence.
- Capitalizing on practice to inform the climate activities of Coordination SUD members.

In 2019, amongst other activities, a multi-stakeholder meeting on Nationally Determined Contributions and Forests was co-organized in Paris with the NGO Fern. It resulted in an issue paper widely distributed by the member CSOs.

What are the challenges for 2020?
COP26 is billed as the last chance for the Paris Agreement. For the CDC, 2020 will be the launch year of the training programme for CSO’s field and headquarters teams. In addition, efforts will be required from all concerned to turn the spotlight onto this collective approach and make sure the necessary human and financial resources are available for its full implementation.

**IN FIGURES**

Small bakeries adopting “FaranEco” ovens have been able to achieve 50% savings on gas.

Significant savings are made on running costs: more than 50 euros per month.
A community committed to Climate Solidarity

Developed and facilitated by Geres, the Climate Solidarity Community brings together local government authorities, associations and businesses, committed alongside us to the climate.

**A TOWFOLD APPROACH, BOTH ENGAGING AND COHERENT**

**Change agents:**
- Estimate their emissions and reduce their impact on the climate through measures geared towards carbon neutrality and a sustainable development approach adapted to suit each organization.
- Mobilize their staff, consumers and, more broadly, citizens through advocacy campaigns and mobilization mechanisms.

**Supporting Geres energy transition work to help vulnerable communities in territories in France and internationally, through patronage.**

**Geres ambition is to support its partners, helping them to implement and promote their climate-friendly measures and share good practice, while creating new synergies.**

**TO SPEED UP CHANGE**

Geres makes tools available and facilitates regular workshops for the community.

**TO AT FIRST HAND**

**PRIVATE SECTOR MOBILIZATION**

**Support**

**tools**

**A MADE-TO-MEASURE PARTNERSHIP**

To help its partners put their approach into practice, Geres makes tools available and facilitates regular workshops for the community.

**Alexandre Latz,**
General Manager, Concept Emballage

"The balance in the wine industry is going to be severely upset, casting doubt over yields and calling into question the notion of terroir (climate/land/grape varieties). Concept Emballage, which has always had its roots in the industry, wants to play its part in the collective efforts needed to preserve this key agricultural activity. Through our partnership with Geres, tailored to the way SMEs operate, we have been able to map our carbon footprint and put in place a coherent energy conservation plan. This is beneficial at several levels: it commits us to preserve our customers’ business, helps to diminish our carbon dependency and boosts our resilience to the uncertainties of that energy source. The plan steers our management towards more conservation and less wastage, making it a virtuous economic compass. Finally, it rallies all our employees around a shared project of benefit for the planet their children will inherit."

**Gilles Martin-Gilis,**
Director of Geres Mobilization and Development Service

"These days, many businesses are already taking ad hoc measures to tackle environmental issues: saving water, energy and materials, reducing waste or raising their employees’ awareness. Nevertheless, due to lack of knowledge, time or resources, these measures are still not sufficiently integrated into the framework of a formalized development strategy. This is why Geres has decided to support our partners step-by-step so that they can structure their approach and activities more effectively, helping them in particular to get a better grasp of Sustainable Development issues, the SDGs and their implementation. While putting forward ideas and advice, our role is also to help them see more clearly the interdependence of the environmental, social and economic dimensions, taking as a paradigm the transformation of constraints into opportunities and innovation levers. By coming together in the Climate Solidarity Community, our partners can share common values and objectives and commit to supporting our work with the most vulnerable people."

---

**PRIVATE SECTOR MOBILIZATION**

**A made-to-measure partnership**

**Take the first step**

**Advises and supports**

- Reduce support through practical measures
- Support through partnership
- Follow a plan of action towards carbon neutrality
- Be recognized as committed partner
- Support through partnership
- Share carbon footprint and put in place a coherent energy conservation plan

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**ANNUAL REPORT 2019**

[Image 118]
Citizens mobilizing for Climate Solidarity

2019 was a transition year for citizen mobilization at Geres. The urgent need for wide-scale mobilization of civil society, in parallel with our fieldwork, led us to transform our communications tools to get the issues of climate solidarity across more effectively to our target audience.

We therefore undertook an in-depth rethink of our website to make it easy for all, whether institution, local authority, company, foundation or citizen, to find out how they could play their part in the societal transition. This overhaul was an opportunity to boost the visibility of our eco-friendly steps platform by incorporating it in the Geres website. Dozens of new ideas, linked to all the Sustainable Development Goals (SDGs), will be added and attract many more commitments to Climate Solidarity, on top of the 34,000 received so far. A new discussion group has also been launched on Facebook so that the 7000 citizens who have signed up on the platform can easily share the various ways they are committing to speed up the transition.

Finally, a major digital mobilization campaign was carried out at the end of the year, inviting citizens to discover the solutions we promote and implement in our various countries of operation. This campaign was viewed almost 1.5 million times on social media and information sites and encouraged new donors and members to join us.

In what way is achievement of the SDGs related to the fight against climate change?

Back in 2015, the World Bank warned the international community: if nothing is done, 100 million more people will be threatened with poverty as a result of the impact of climate change. Everything is interrelated. Achieving the 17 Sustainable Development Goals set by all the States on the planet for themselves is unthinkable without swift collective action to reduce greenhouse gas emissions and prepare people for the irremediable consequences of the current climate disturbances. The IPCC (Intergovernmental Panel on Climate Change) has been saying it again and again for more than 20 years: the climate is changing and impacting the whole of humanity. Now, more than ever, we need to fight for Climate Solidarity!

How can citizens be brought on board to meet this major collective challenge?

At Geres, we believe that everyone is able to take action at their own level to bring about a fair societal transition compatible with the planet’s limits. We therefore put forward 80 steps on our on-line platform. Everyone can genuinely become a player in this transition. Ways they can contribute to Climate Solidarity include changing consumption habits; getting information on climate disturbances and informing those around them; and getting involved in solidarity associations or citizen movements.

What measures were taken in 2019 to raise citizens’ awareness of these issues?

All of us, without exception, can do something to avoid breaching the ecological ceiling and help the most vulnerable not to fall below the social floor. In this connection, we have organized more than 20 awareness events targeting civil society organizations and citizens. For example, in liaison with Territoires Solidaires, we held two half-day workshops for associations and local authorities in the Provence-Alpes-Côte d’Azur region on Climate Solidarity and the need to bring the SDGs and the fight against climate change into everything they do. Awareness work was also undertaken with hospital staff and patients at the Timone and Conception hospitals in Marseille, as global health is particularly threatened by the consequences of the current disturbances.

THREE QUESTIONS FOR Camille André, Head of Geres climate and energy programme, in charge of citizen mobilization work within the framework of the “Climate Solidarity” programme.

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Off-grid solutions to meet rural communities’ energy needs

Energy access via development of mini-grids in Myanmar

In Myanmar, the proportion of people connected to the national grid rose from 30% in 2014 to 42% in 2018. Yet a large enough increase to achieve the goal of universal electricity access by 2030, but at the same time there is potential to develop an estimated 16,000 mini-grids. The scale of the investments needed to extend the national grid (an estimated US$10 billion) explains the interest taken by various agencies in off-grid solutions and the development of decentralized mini-grids. With this in mind, in November 2018, the French Development Agency commissioned Geres, in concert with IED, to conduct a feasibility study on financial support for the Myanmar government in the shape of a sovereign loan in the amount of €400 – €500 million. This study has several components, dealing in particular with technical and economic modelling of the investments and analysis of technical solutions and economic viability for developers. Special attention is paid to the project’s integration in the existing institutional and financial landscape and assessment of its future social, economic and environmental impacts.

Improving conditions for education in Morocco

The climate of Midelt Province, in the Middle Atlas mountain range in Morocco, features cold, harsh winters. In this isolated rural area, schools are veritable thermal sieves.

Through the CEMASTER-Morocco project, Geres is working with the local authorities responsible for school construction, renovation and maintenance to ensure that more account is taken of the principles of energy efficiency and bioclimatism in local planning and the programming of public facilities. Pilot exercises will be carried out in several schools with artisans and entrepreneurs in the sector to encourage local service provision. They will support environmental awareness campaigns conducted with local associations, targeting young people and, more broadly, citizens and public and private institutions. By 2023, at least 150 school students and educational personnel should be enjoying greater thermal comfort in the projects’ pilot schools and 600 people will have greater awareness of the issue.

Encouraging multi-stakeholder dynamics

In Tunisia, Geres has been involved in several collaborative ventures. One with the national energy management agency (ANME), thanks to financial support from its French counterpart ADEME, and the other with the city of Sousse, within the framework of its decentralized co-operation with the city of Marseille, thanks to support from the Provence-Alpes-Côte d’Azur region.

The first component of the work involved in Geres collaboration with ANME relates to energy management and production of renewable energies in public buildings. The second aims to establish Energy/Climate Information Services to mobilize, educate and advise residents, businesses and local authorities on energy management. In 2020, thanks to financial support from AFD, this dynamic multi-stakeholder alliance for sustainable territorial development, of which the city of Sousse is a pioneer, will be facilitated in other cities such as Nabeul and Bizerta. Objectives: encourage the participation of associations and civil society organizations (growing in numbers since the Arab spring) in the energy transition and draw on their expertise. Around these topics, discussions will continue within the framework of the Mediterranean working group launched by Geres in 2017 for Tunisian, Moroccan and French stakeholders such as FLAME and CLER.

On the way to a more virtuous textile industry

The clothing industry in Cambodia is a major provider of industrial jobs. Over the last decade, it has experienced rapid development, unfortunately accompanied by sharply increasing energy demand and greenhouse gas emissions.

The overwhelmingly predominant use of cheap, unsustainable, untraceable wood to provide heat in these clothing factories contributes to deforestation and worsens the sector’s ecological footprint. While international brands are becoming more and more committed to reducing their carbon footprint, moves within textile factories towards efficient, more sustainable production patterns are essential if garment production is to continue in Cambodia. Thanks to European funding, Geres is beginning the ASSET (Adopting Solutions for Sustainable Energy in Textiles) project in the second quarter of 2020, in partnership with the GGGI (Global Green Growth Institute) and GMAC, the garment producers union in Cambodia. This four-year project aims to enhance skills and investments in energy-efficient, sustainable technologies and practices in the factories.

Recycling organic waste

Metha’Synergie – where all the institutional and professional players in the methanation sector in the Provence-Alpes-Côte d’Azur region come together.

Its role is to promote, support and dynamize the sector in the territory. Set up by ADEME, the Provence-Alpes-Côte d’Azur Region, DREAL, Regional Chamber of Agriculture, Geres, GRT Gaz and GrdF, this consortium recently launched a new website to inform and assist project developers interested in methanation of their residual organic matter. A veritable toolkit, this new digital platform also offers documentation, regulatory information, operational tools and mapping of the region, together with a training directory.

More information on: www.methasynergie.fr
ENHANCING QUALITY IN PROGRAMMES: a daily challenge for our teams

Monitoring and evaluating projects and fieldwork is a major concern for Geres. Tokens of relevance in relation to people’s needs, showing that we are working efficiently and sustainably, monitoring and evaluation systems are also the source of reliable information we can share with all our partners, members and donors. To be precise, Geres’ quest for quality means practical support, in communication and dialogue, for all the operational teams in concrete situations relating to the project cycle. It also means sharing and cross-fertilization of good practice in-house and taking part in cross-disciplinary exchanges with other organizations.

Why get involved in the dynamics of comprehensive continuous improvement?
Combating both poverty situations and climate change is a human adventure in which a series of players must take part. The process of change is long and stimulating, but also demanding due to the complexity of the systems involved. The quality approach should allow Geres to make progress in managing that complexity so that our work is as relevant as possible in the long run. That means that, to make sure programmes precisely reflect the needs of people and territories, local stakeholders must be involved from the design stage onwards. The quality approach should also improve the agility of Geres and the systems so that they can shift direction as necessary in case the context changes. In addition, against a background of dwindling public funds, questions as to the effectiveness of development aid and changes in the international solidarity scene, NGOs are presently induced to demonstrate that their work is relevant, effective and produces long-term results. They also need to be transparent as regards their management and governance methods and accountable vis-à-vis all their partners and supporters.

“Commitment to a quality approach con therefore mean gaining in credibility and legitimacy, consolidating relationships with financial and technical partners or confirming Geres’ strategic positioning in its various fields of action. But it also helps to boost the relevance, effectiveness, sustainability and professionalism of our work, while standing out from the others,” explains Laurence Teissier, Quality and Partnerships Officer.

THE WORKSHOP IN MALI
The workshop’s objective: enhancing shared knowledge of the project cycle: from design to evaluation by means of a monitoring and evaluation system and taking part in cross-disciplinary exchanges with other organizations.

MONITORING AND EVALUATION
To monitor each project stage: from design to evaluation by means of a monitoring and evaluation system

PROJECT SET-UP
Projects built on sound knowledge of the context and locally expressed needs

CAPITALIZATION
Projects generating knowledge and encouraging replication

PARTNERSHIPS
A co-building approach with stakeholders

ACCOUNTABILITY
Engaging with donors to add value to our impacts

THE SOCIAL MISSION OF THE FAP
The mission of the Abbé Pierre Foundation is to help any destitute person to access decent housing and a dignified life. Thinking about the social impacts of the activities we support is essential if we are to anticipate and respond better to the expectations of the most excluded people and give them the ability to bring about change for themselves. The aim here is to put together impactful activities, capable of promoting both collective consciousness and the economic, social and citizen emancipation of each inhabitant.

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TWO QUESTIONS FOR
Thierry Hergault, head of the International Solidarity section of the Abbé Pierre Foundation (FAP).

The FAP is looking into its social impacts – why is this work important for you? And what is it about?
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Our financial partners

Geres wishes to pay tribute to the commitment, loyalty and confidence of its financial partners, without whom its work and that of its technical partners could not be conducted.

Our partner networks

Our presence in over 20 associative networks contributes to the sharing of experiences. It also shows our willingness to look for synergies that will help us conduct our actions with more efficiency.

Find the exhaustive list of our partners on our website: www.geres.eu/en/about/our-partners/
Financial Report

The budget totalled €8M, showing an increase over 2018 (+€222,000, +7%). This development was driven by West Africa, where activities increased significantly in 2018 (+€1,047,000, +57%). Maintaining its position as the foremost region for Geres, it accounted for 36% of uses of funds. Central Asia is still Geres second most important operational area, with a slight fall in 2019. The shares of the Europe-Mediterranean region and above all Southeast Asia went down, accounting for 12% and 9% respectively of actual uses of funds. The volume of activity of the cross-cutting expertise unit also fell (-9%); it accounts for 8% of uses.

A SURPLUS RESULT
Geres posted a surplus for the 2019 financial year, with a bottom line of €176,000. As in 2018, this surplus is essentially due to operational activities; the income from sales of carbon credits generated a surplus of only €4000 in 2019. We therefore, as in 2018, able to achieve better coverage of the association's expenditure through the various projects and turning our esperances to more profitable use. In 2019, we were also in a position to take a more proactive position on recovery and to refine the accounting practices in terms of governance, financial management and monitoring the effectiveness of our work. It is awarded by an independent committee.

BUDGET DISTRIBUTION PER REGION (OUTSIDE HQ)

- **EUROPE** 12%
- **MEDITERRANEAN** 17%
- **CENTRAL ASIA** 38%
- **WEST AFRICA** 38%
- **SOUTHEAST ASIA** 8%

**GERES EXPERTISE** 8%

**THE BALANCE SHEET**

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2019</th>
<th>2018</th>
<th>VARIATION 2019-2018</th>
</tr>
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<tbody>
<tr>
<td>NET FIXED ASSETS in €</td>
<td>356 467</td>
<td>320 667</td>
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<tr>
<td>Stock of services</td>
<td>43 162</td>
<td>50 531</td>
<td>-15%</td>
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<tr>
<td>Stock of finished products</td>
<td>60 163</td>
<td>1 841</td>
<td>3 167%</td>
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<tr>
<td>Receivables</td>
<td>9 928 168</td>
<td>16 026 717</td>
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<tr>
<td>Accrued income</td>
<td>46 877</td>
<td>271 326</td>
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<tr>
<td>Prepaid expenses</td>
<td>10 968</td>
<td>19 319</td>
<td>-43%</td>
</tr>
<tr>
<td>Cash</td>
<td>3 777 469</td>
<td>2 727 144</td>
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<tr>
<td>NET CURRENT ASSETS in €</td>
<td>14 660 787</td>
<td>19 096 880</td>
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**TOTAL NET LIABILITIES in €**

<table>
<thead>
<tr>
<th>2019</th>
<th>2018</th>
<th>VARIATION 2019-2018</th>
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<tbody>
<tr>
<td>Due to suppliers</td>
<td>234 265</td>
<td>475 716</td>
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<tr>
<td>Due to credit institutions</td>
<td>84 093</td>
<td>71 649</td>
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<tr>
<td>Stock of finished products</td>
<td>10 968</td>
<td>353 977</td>
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<tr>
<td>Operating result</td>
<td>175 649</td>
<td>137 462</td>
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<tr>
<td>Provisions for end-of-service allowance</td>
<td>39 210</td>
<td>36 702</td>
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<tr>
<td>Stock of services</td>
<td>481 720</td>
<td>445 048</td>
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<tr>
<td>Dedicated funds</td>
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<td>359 863</td>
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<tr>
<td>Fixed assets</td>
<td>483 497</td>
<td>841 812</td>
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<tr>
<td>Due to credit institutions</td>
<td>11 192 237</td>
<td>14 694 335</td>
</tr>
<tr>
<td>Current liabilities in €</td>
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<td>7 485 477</td>
</tr>
<tr>
<td>TOTAL NET LIABILITIES in €</td>
<td>14 660 787</td>
<td>19 096 880</td>
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**EQUITY AND LIABILITIES**

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<tr>
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<th>VARIATION 2019-2018</th>
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<tr>
<td>Provisions</td>
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<td>942 856</td>
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<td>Operating result</td>
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<td>Association funds in €</td>
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<td>PROVISIONS in €</td>
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<td>Tax and social security</td>
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<td>Revenue</td>
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<tr>
<td>CURRENT LIABILITIES in €</td>
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</tr>
<tr>
<td>Total net liabilities in €</td>
<td>14 660 787</td>
<td>19 096 880</td>
</tr>
</tbody>
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PROSPECTS FOR 2020
Geres began in 2019 to invest in its own development in accordance with its 2019-2022 strategic plan, while pursuing its strategy of strengthening own funds. The initial results of these investments can be seen in the 2019 accounts, with an increase in funds raised from companies within the context of the climate solidarity approach. The activities in 2020 and probably in the medium term as well. Geres will therefore be adapting the resources devoted to its development but not abandoning the strong strategic choices made in 2019, including mobilization of companies and individuals around our new slogan «climate solidarity in action». We hope also to be able to increase the volume of our sales of carbon credits generated in Mali.

The balance sheet total has fallen significantly (~28%) from €19.4M to €14M. This is primarily due to the reduction, following a sharp increase in 2018, in receivables under assets and deferred income under liabilities, which amount to €9.9M and €11.2M respectively. Of these two figures, the first represents funds not yet received against funding agreements already signed, while the second represents funds not yet used. This decrease means a drop in the «reserve» of activities for the coming years, essentially 2020 and 2021. Despite this, deferred income remains above the 2017 level (€3.2M). Available funds (cash in hand) now correspond to €2.7M to €3.9M in 2019 (+1.2M, +42%). Part of this development (€531,000) is related to a change in our accounting practices (cf. opposite).

Annual instalments amounting to €188,000 were paid on loans contracted in 2015. Amounts due to credit institutions therefore continued to fall, totaling €84,000. They will be settled in full in 2020. Thanks to the surplus generated in 2019, own funds have continued to increase, reaching €1,255,967. They accounted for 16% of the 2019 budget, or 1.9 months’ activity.

CHANGE IN ACCOUNTING STANDARD
As of October 2019, Geres Mali began using the CEGID software to manage its accounts. This software is used for Geres general accounting. Geres Mali is to install this software in all its offices and only use Excel spreadsheets for certain operations (cashbook, partners’ accounts). The accounting assets and liabilities of the Mali office are now recognized according to their type (partners’ receivables, other receivables, cash in hand) rather than as a single receivable from Geres payable to its Mali office. Cash in hand in Mali is therefore now accounted for in Geres overall cash position.

FINANCIAL TRANSPARENCY
Operating and fundraising costs accounted for 14.4% of the total budget; although stable in absolute terms (~€500,000), these costs are down in relative terms, having accounted for 14.9% of uses in 2018. Fundraising costs have increased significantly (+€20,000, +158%) due to a media campaign launched at the end of the year. Geres accounts were signed off at the Board meeting on 29 June 2020 and have been certified by the auditors Llinas Audit.
Activities in West Africa are responsible for this increase, due to projects funded by Luxembourg Co-operation and Swedish Co-operation respectively. The latter will continue to develop with the « Green Business Zones » (ZAE). West Africa saw a 57% increase in activity and so remains Geres foremost region (€2,877,000).

Central Asia, with a 21% fall, is still the second most important operational region for Geres. The aim of the two most important projects in terms of financial volume is the development of innovative, appropriate energy solutions for housing in Kabul and Ulan Bator. Mainly funded by the European Union, these projects also enjoy a strong commitment from the French Development Agency and Abbé Pierre Foundation respectively.

The Europe-Mediterranean region to improve energy access is continuing. Activities in Morocco, the second phase of the AFD-funded project has continued as predicted, saw a sharp drop in activity (-43%). Thanks to funding from the Nordic Development Fund, Geres is continuing to work on the sustainable charcoal supply chain. In partnership with GIZ and with EU funding, Geres will be able in 2020 to invest in energy efficiency for textile factories. In Myanmar, the AFD-funded project aimed at developing a last kilometer equipment distribution network to improve energy access is continuing.

The Europe-Mediterranean region now accounts for no more than 12% of Geres activities. In Morocco, the second phase of the AFD-funded project has continued to provide support for the development of small bakeries via improvement of the energy performance of the bread ovens used. Activities will develop in Tunisia through a multi-country project due to start in 2020, focusing on support for civil society in the Zaghouan to develop Local Energy and Climate Information Services (SIEEC). Activity in France also contracted in 2019. Projects are still mainly implemented in the Provence-Alpes-Côte d’Azur region and funded by ADEME and the Regional Council.

The feasibility study conducted in Pakistan with AFD funding, which was to end in 2019, has been extended by one year.

In Southeast Asia, as predicted, saw a sharp drop in activity (-43%). Thanks to funding from the Luxembourg and Swedish cooperation agencies respectively, carbon credit sales were very low in 2018 (€36,000). Turnover from service provision is much lower (-€269,000, -52%), following the increase recorded in 2018. As in 2018, it comes essentially from three regions and services: South-East Asia, Europe-Mediterranean and the Expertise unit. Although the fall affects all three, it is much more marked in South-East Asia, where the volume of services had risen considerably in 2018 (-€177,000, -72%) and for the Expertise unit (+€71,000, +48%).

Individual donations generously given by the public are still low in relation to total funds (€71,000, 1% of actual funds) but have increased by +€10,000 aside from donations received by way of carbon offsetting. In 2018, donations received via partnerships were recognized under individual donations (€58,000). In 2019, they have been recognized under other income. Other income (€102,000) has increased sharply (+118%). Apart from the impact of recoveries of provisions (€281,000) and the variation in carbon credit stocks in Mali and ongoing service provision (+€55,000), other operating income amounts to €192,000. It derives in particular from partnerships entered into with companies mobilized for climate solidarity (€119,000) and financial income (€20,000).

Grants represent a very small proportion of public funds: 83% of actual uses are against 71% a year earlier. As in 2018, this rise in the share of public grants and drop in the share of private grants is primarily due to the two projects in Mali, 100% funded by the Luxembourg and Swedish co-operation agencies respectively.