Just like the Afghan woman with a solar cooker on the cover of our annual report, Geres concentrates diffuse energy so that it can be used to enhance human well-being. To bring about shared prosperity and greater Climate Solidarity, that’s our goal every day, acting collectively, reducing our carbon footprint and supporting activities designed to provide better energy services to the most vulnerable. Together, we support the energy transition and help as many people and economic operators as possible to find themselves in a safe and just space, under the sustainable ecological ceiling and above the minimum social floor (see page 5). In this approach resolutely geared towards more justice and solidarity, the management of our common home cannot be solely a matter of flows and stocks, but rather of interactions between human beings. When you read this annual report, you will find that all the activities carried out by Geres teams fit in with these dynamics of collective work and focusing of human energies to do things better. Mindful of environmental considerations, we work alongside local people, in a partnership and capacity-building approach which takes full account of the territorial and economic dimensions. And when emergency needs arise, we adapt to take action alongside these local stakeholders, as can be seen from the efforts made in the context of the pandemic. In Africa, as in Asia and France, our work is done in partnership with civil society organizations, small farmers, artisans or companies and local, national and international administrations. We seek synergy and complementarity with them in response to diverse, evolving issues and to achieve the sustainable development objectives we have set ourselves together. Guaranteeing quality, these alliances mean that we can implement significant programmes and improve the effectiveness and impact of our operations while diversifying resources.

In 2021, despite the difficult circumstances we face – health crisis exacerbating competition in fundraising, return of a military regime in Myanmar, troubles and insecurity in Mali and Afghanistan – we continue to pursue the same ambitions. And we shall continue to take action to maintain the impact of our work in the long term, with for example the establishment of a social enterprise to operate the ZAEs (green business areas) in Mali. At the same time, mobilization of the general public, commitment to an OSR approach and our active participation in groupings of organizations are some of the activities helping to reinforce the impact and soundness of our association. For more than a year, faced with the planetary health crisis, billions of us humans have been able to demonstrate on a day-to-day basis our ability to make living together a priority ahead of our personal interests. It’s not always easy, but we’re getting there because we can see that every one of us is clearly responsible for all, with all of us standing in solidarity. Climate Solidarity is not an inaccessible dream. We’re counting on you to make it tomorrow’s reality.

Marie-Noëlle Reboulet, President, and Laurence Tommasino, Executive Director
Climate Solidarity in action

Set up in 1976, Geres is a development NGO working in France and internationally with a twofold mandate: to combat both poverty and climate change. As a field operator, it puts in place innovative solutions for a fair energy transition in a dynamic process of ambitious societal change.

Geres has made the rational decision to focus its attention on five areas of expertise which, taken together, contribute to its twofold mandate to bring about shared prosperity. To maintain and extend the impact of its work in the long term, Geres works alongside local stakeholders, in a partnership and capacity-building approach taking full account of the territorial and economic dimensions.

At Geres, our work draws on the donut model developed by Kate Raworth, a professor at Oxford University. By working practically and on a day-to-day basis for the energy transition and climate solidarity, our ambition is to help as many people and economic operators as possible to find a safe and just space, under the ecological ceiling and above the social floor.
The women and men of Geres

The organization chart at 31 May 2021

Board of directors
Marie-Noëlle Reboulet PÆSIDENT
Frédéric Bœuf VICE-PÆSIDENT
Jean-Louis Bal PÆSIDENT
Luc Bonnamour VICE-PÆSIDENT
Violaine Bousquet General management
Thierry Cabrol Laurence Tommasino EXECUTIVE DIRECTOR
Jean-Claude Chassagnoux Development and Mobilization Department
PÆrre Ducret Gilles Martin-Gilis DIRECTOR
Julie Fardoux-Chassing Human Resources Department
Alain Guinebault Anne Eveno Le Fur DIRECTOR
PÆrre Ducret Éric Buchet SECRETARY
Julie Fardoux-Chassing Sophie Îbœ TREASURER
Alain Guinebault
Anne Eveno Le Fur

142 ASSOCIATES
62 WOMEN
80 MEN

40 PEOPLE WORKING IN THE UE, OF WHICH:
35 EMPLOYEES IN FRANCE
2 INTERNS
2 COMMUNITY SERVICE VOLUNTEERS
102 PEOPLE WORKING OUTSIDE UE, OF WHICH:
88 LOCAL CONTRACTS
1 LOCAL INTERN
10 EXPATRIATE EMPLOYEES
3 INTERNATIONAL SOLIDARITY VOLUNTEERS

The board of directors
The Board of Directors of Geres is composed of volunteer members elected in general assembly.

THE BOARD

OTHER MEMBERS
Jean-Louis Bal
Luc Bonnamour
Violaine Bousquet
Thierry Cabrol
Jean-Claude Chassagnoux
PÆrre Ducret
Julie Fardoux-Chassing
Alain Guinebault
Michel Hamelin
Anne-Claude Morin
Silvia Pariente-David
Vincent Priori

Europe-Mediterranean

West Africa
Anne Lancelot Regional Director
Geres Mali Simone Teaggi Country Representative
ZAE Programme Grégoire Gailly Programme Manager

Central Asia

Quentin Moreau Regional Director
Geres Afghanistan M-Riaz Ramin Assistant Country Representative
Geres Mongolia Beatriz Maroto Izquierdo Country Representative
Geres Tajikistan Viktoria Demidova Country Representative

Southeast Asia

Marco Van Grinsven Crisis Country Representative

Executive

Julien Jacquot Director
Alexia Caujolle Energy access
Saverio Ragazzi Climate & development
Clémentine Laratte Climate & territories
Romain Cres Economic development
Marina Dubois Inclusion

Quality & Operational Partnerships
Laurence Teissier

In France and internationally

The operational teams

Europe-Mediterranean

West Africa
Anne Lancelot Regional Director
Geres Mali Simone Teaggi Country Representative
ZAE Programme Grégoire Gailly Programme Manager

Central Asia

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Quality & Operational Partnerships
Laurence Teissier
Combating energy poverty in Marseille

Geres launched a fundraising campaign in association with the participatory funding platform Les Petites Pierres, dedicated to inclusive housing in France. Objective: to facilitate access to finance for the hardest hit households and help them reduce their energy consumption while sustainably improving their level of comfort. As a result of this initiative, funds were collected to pay for improvement work or replacement of defective heating systems in several residential buildings in Cabucelle district.

ZAEs making news in Mali

In response to the health crisis, Koury Green Business Area took up the manufacture of local cotton masks designed for people taking part in field activities. In 2020, two new GBAs were set up, in Diaramana (Bla Cercle, Segou Region) and Madina (Kita Cercle, Kayes Region). These new facilities, built using the Nubian Vault technique with compressed earth bricks, include more than 620 m² of professional buildings and 41 kWc of solar fields. They are intended for the 15 or so rural VSEs identified during 2020 which have received development support.

AFGHANISTAN: raising awareness of energy poverty and climate change

As part of its Kabul Green Homes programme, Geres and the National Environmental Protection Agency (NEPA), with support from the European Union and French Development Agency, organized a national conference attended by 170 people. Objective: to pool solutions combating energy poverty, climate change and atmospheric pollution in the country.

COVID-19: an exceptional aid scheme in Tajikistan

With support from the Abbé Pierre Foundation, Geres launched an exceptional operation to reduce energy poverty and improve the living conditions of vulnerable households severely affected by the COVID-19 crisis. Around one hundred families received assistance.

PROMOTING METHANATION IN THE PROVENCE-ALPES-CÔTE D’AZUR REGION

As a member of the Métha’Synergie collective, which brings together public, economic and voluntary sector operators in the region’s methanation industry, Geres took part in preparing a practical guide to aid understanding, analysis and action. See the guide > www.geres.eu
Our operations in 2020

In 2020, Geres provided its expertise in the selection process for both men and women entrepreneurs and their installation on the site of the Mbiddi platform. Drawing on its experience in capacity-building for local stakeholders, Geres also supported the establishment of an appropriate governance model. Objective: to ensure the long-term viability of the infrastructure. The provision of technical assistance and management training for the platform operator means that the initial results can be accurately monitored.

50,000
the number of future beneficiaries of the products.

Prospects

The military coup that took place in Myanmar in February 2021 justifies even more our intervention in direct support of the population and without any link with the power in place.

The Ah Lin Tan company will gradually build itself up with a view to achieving financial stability in three years’ time. In the longer term, it will be able to rely on a network of 100 women distributors to sell a broader range of low-energy appliances. Appropriate financial mechanisms will also be put in place so that the most vulnerable households can access the appliances.

Creation of a social enterprise in Myanmar

Recently obtained access to electricity provides an opportunity for many households in Myanmar to improve their living conditions. But they still need access to efficient appliances at an affordable price, especially in isolated villages. A challenge Geres is keen to take up by establishing a social enterprise.

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11 VSEs electrified
7 MWh used in 6 months

Prospects

Geres will continue its technical assistance to Le Partenariat until 2023, to ensure monitoring of the pilot platforms and support replication of these models in the regions of Saint-Louis and Matam. As a result, new energy platforms will be developed in Senegal to promote the expansion of local businesses and economic development, as well as improve rural living conditions.

SENEGAL: electrification as the key to rural economic development

In Senegal, the development of economic activities is held back by the fact that no more than 30% of rural people have access to electricity. In response to this situation, Geres is providing technical support to the NGO Le Partenariat and the Saint-Louis Regional Development Agency, helping them to develop energy platforms for the electrification of local entrepreneurs’ businesses and the irrigation of vegetable crops.

11 VSEs electrified
7 MWh used in 6 months

Prospects

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Our operations in 2020
Many different aspects have to be taken into account when setting up a sustainable methanation* project consistent with the needs of the territory. In view of this, MéthaSynergie has created the MéthaZoom mapping tool, with its partner AtmoSud. This tool provides an initial preliminary assessment of a given area and can serve as an aid to decision-making for users, enabling them to visualize the strengths and weaknesses of the territory on the basis of the critical success factors identified by par MéthaSynergie. Users can also view already operational methanation units and their main features.

Prospects
Between now and 2030, 30 exemplary methanation units should have been put in place. At regional level (excluding wastewater treatment plants), this represents 1,000,000 tonnes of usable resources, as well as a potential output of 2 TWh, which could provide some 440,000 households with biogas heating. To optimize the tool, regular updates are also planned to guarantee reliable, accessible data.

A reminder of the objectives
To promote the supply of high-quality local energy services, Geres helped to establish a business maintaining photovoltaic equipment in the regions of Ségou and Sikasso. On the basis of diagnostics and mapping of operators in the six cercles where the programme operates, 24 solar technicians were identified, trained and equipped. Their tasks: to undertake preventive and curative maintenance of photovoltaic equipment and basic maintenance of the IT and pumping equipment of the vegetable production schemes, as well as the solar dryers.

Our operations in 2020
With a view to facilitating discussions and relations with customers, Geres supported the process of structuring and formalizing the maintenance scheme, which resulted in the establishment of a Simplified Co-operative Society for Photovoltaic Solar Energy Maintenance, with headquarters in Ségou. In 2020, the partnership with the Co-operative Society of Maintenance Technicians resulted in the purchase of six motorcycles (one per cercle), the provision of a stock of high-quality spare parts and the fitting out of a storage warehouse. A maintenance guide was put together and a WhatsApp group set up to encourage discussion and sharing of experience between the maintenance technicians and Geres. In addition, the latter has provided the co-operative with support and assistance to put in place maintenance service agreements with the territorial authorities, along with monitoring tools (maintenance register and monitoring platform on KoBoCollect).

In Mali, rural communities have turned to photovoltaic solar systems to meet domestic and professional energy needs. The sector is expanding considerably, with various different players in the market, but competent operators are in short supply and the installations are often poorly maintained.

A co-operative of solar maintenance technicians in Mali

*Methanation is a natural biological process whereby organic matter is broken down by micro-organisms in the absence of oxygen (anaerobic treatment). This process produces biogas, primarily made up of methane, and digestate which is like a fertilizer or organic soil improver.

Together with its partners in MéthaSynergie, Geres is striving to ensure coherent, exemplary development of methanation in the Provence-Alpes-Côte d’Azur region, taking account of five critical success factors: adequate installation site, outlets for digestate, outlets for biogas, usable organic resource and efficient governance model; and three key cross-cutting factors: good technical command; financial stability; social communication and acceptance.

Find out the tool
MANAGING ENERGY DEMAND

CLOTHING SECTOR: Promoting sustainable energy practices in Cambodia

With more than one million employees, garment and footwear production is the leading industry in Cambodia. Its development does, however, have serious environmental repercussions. Faced with a constrained, demanding market, factories need to adopt more sustainable energy practices.

Our operations in 2020

Begun in May 2020 and funded by the European Union, the programme is expected to end in 2024. Various activities have already been undertaken, including:

- A review of industrial energy efficiency measures appropriate for garment factories in Cambodia.
- A presentation of efficient and/or renewable energy solutions.
- Discussions with three international brands committed to reducing greenhouse gas emissions in their production chains.
- Visits and meetings with the teams at the first eight factories.
- Preparation of energy audits and support for the factories.

Prospects

With the global crisis severely affecting the garment industry in 2020, economic and environmental performance concerns have become ever more pressing. The project plans to carry out audits in 50 factories in 2021, which will then benefit from tailored support in implementing targeted measures to increase energy efficiency and integrate renewable energy sources. Online training and webinars for stakeholders in the sector are also under preparation.

Combating energy poverty, a public health issue

In Mongolia and southern France, where the health crisis is simply deepening the poverty and worsening the living conditions of vulnerable households, Geres is endeavouring to offer affordable energy-saving solutions to improve thermal comfort in their homes.

Producing and managing industrial heat: a key issue for reducing emissions and environmental impacts.

IN MONGOLIA, in the Ulan Bator region where temperatures can fall as low as -30°C in winter, people use poor quality charcoal for heating and cooking. This pollutes the atmosphere and causes respiratory ailments. Launched by Geres in 2018, the Switch Off Air Pollution project offers affordable, certified insulation solutions to vulnerable households in the outlying districts of Ulan Bator already hard-hit by the COVID-19 crisis. A survey conducted amongst several households benefiting from insulation work highlighted the programme’s positive results: feeling of warmth; healthier indoor air quality; fewer temperature fluctuations; and halving of day-to-day consumption and expenditure relating to the purchase of charcoal.

IN MARSEILLE, France, where the mild Mediterranean climate in winter does not encourage landlords to carry out energy improvement work, the homes of low-income families can only be described as thermal sieves. The use of polluting oil-burning stoves to provide heating at an affordable cost exacerbates this situation, with a worrying impact on physical (respiratory diseases, cardiovascular risks and so on) and mental (social isolation) health. In 2020, as part of its efforts to combat energy poverty and via the European EmpowerMed programme, Geres has been involved in creating information media. At the same time, it has begun work with local stakeholders to aid understanding of the problem and offer appropriate solutions: low-energy appliances, carrying out basic repair work and thermal renovation.

Our operations in 2020

IN MONGOLIA: 37 houses insulated in Mongolia thanks to private investments and green loans

5 organizations partnering the project in Marseille

14 ANNUAL REPORT 2020

ANNUAL REPORT 2020 15
Improving the energy efficiency of school buildings

In Morocco, Mongolia, Tajikistan and France, Geres is working with local authorities managing school buildings to improve thermal comfort for pupils and teaching staff and reduce energy consumption and expenditure, while building the capacity of professionals in the sector.

**IN MOROCCO**
In Midelt province, new classrooms meeting energy efficiency standards and users’ needs will be built in four primary schools identified with the aid of the Provincial Education Department.

**IN MONGOLIA**
Following a study of energy consumption in the 241 public buildings in Arkhangai province, the committee chaired by the assistant governor selected two nursery schools where pilot energy renovation work will be undertaken.

**IN TAJIKISTAN**
In the town of Vahdat, Geres took part in the thermal renovation of six classrooms in a school for blind and visually impaired pupils. Insulation work, replacement of the ceiling and electrical heating installations and the introduction of bioclimatic principles have helped to improve learning conditions for 80 pupils.

**IN FRANCE**
In the Bouches du Rhône département, awareness campaigns and measures relating to electricity consumption were undertaken in three middle schools with the departmental authorities. The resulting methodological guide for the educational teams and local institutions will be published in 2021 to serve as an example for other middle schools.

Through these projects, Geres helps users of public educational services to adopt less energy-hungry behaviour. This is crucial for optimizing building performance on a sustainable basis and forms the core of the energy management strategy promoted by Geres.

**4°C**
The lowest temperature recorded on winter mornings in some school classrooms in Midelt Province

**15%**
The share of the budget of Arkhangai governorate allocated to heating costs

**AGR’AIR**
the best agricultural practices to cultivate high-quality air

In the Provence-Alpes-Côte d’Azur Region, 47% of the population is exposed to concentrations of PM10 particles exceeding health standards, while 85% of regional ammoniac emissions come from agriculture. Apart from their deleterious effects on the environment, these emissions not only contribute to climate change but are harmful to people’s health.

**Operations in 2020**
The Agr’Air IRAEE project, co-ordinated by Geres and developed in partnership with stakeholders in the agricultural sector, has two main priorities. It aims, firstly, to help vine and tree growers develop shredding facilities for the residue from renovating plots and, secondly, to reduce ammoniac emissions. Geres has focused in particular on energy recycling in a biomass boiler equipped with smoke filters. Other recycling options such as shredding, mulching and composting have also been explored by stakeholders in the agricultural sector. To this end, synergies have been established between equestrian centres and farmers to encourage organic fertilization in conjunction with optimization of horse manure management.

**Prospects**
After initial efforts to lead by example, the challenge for the coming months is to promote and encourage wider adoption of these changes in practice by mobilizing farmers, equestrian centres, providers of shredding services and operators of industrial biomass boilers.
General mobilization for Climate Solidarity

In 2020, Geres strengthened its teams and stepped up its efforts to mobilize civil society around the global changes needed for greater climate solidarity. If success is to be achieved, what the planet needs next is more general mobilization and Geres is already there waiting to take part. We look back at a year boasting many commitments with and alongside citizens as well as partner companies in Climate Solidarity, without whom wider-scale involvement would be impossible.

Solidarity or climate? Geres chooses both.

“At Geres, we are convinced that combating climate change is indissociable from solidarity. This is the paradigm we want to see and which represents the common theme of all our operations, with two indissociable, complementary objectives: helping vulnerable groups to escape energy poverty while reducing the ecological footprint of those most responsible for CO2 emissions”, explain Romain Donda, the new citizen mobilization manager. “It’s this message of reconciliation we wanted to get across in our campaign calling for public generosity in December, but also more widely through all the awareness campaigns we have run in 2020”.

Christmas 2020: celebrating without destroying the planet.

On the fringes of its major annual campaign, Geres undertook several awareness initiatives around the theme of Christmas. Objective: to promote original, innovative, concrete ways of combining pleasure with commitment.

Find out more and get involved

“I joined Geres with the aim of motivating citizens to commit alongside us in the Climate Solidarity movement, to help them launch projects and enhance impact still further. My credo: striving to restore hope for a more desirable world tomorrow”

Romain Donda, Citizen Mobilization Manager, Geres
A community committed to Climate Solidarity

Members of the Climate Solidarity Community, developed and facilitated by Geres, include local authorities, associations and companies committed, along with us, to taking concrete steps to limit climate change through a socially just, ambitious energy transition.

CHANGE AGENCY:
AN INVOLVING, CONSISTENT APPROACH

Tools for use by companies
To assist its partners in implementing the approach, Geres provides tools and its expertise.

16 ANALYSES OF CO2 EMISSIONS CARRIED OUT
The first step in reducing one’s impact on the climate is to measure it! To this end, we help our VSE or SME partners to gauge their carbon footprint so that they can understand the impacts, identify the most important elements and come up with a plan of action to reduce greenhouse gas emissions. In 2020, 16 enterprises took part in the exercise.

3 GOOD PRACTICES CONTRIBUTING TO CLIMATE SOLIDARITY
As the go-to for energy and climate expertise, Geres publishes analytical briefings on these issues for the benefit of its partners, to raise awareness of the issues, mobilize and establish virtuous approaches at company level. Two articles came out in French this year.

8 bonnes pratiques pour contribuer à la Solidarité climatique.

Mobilizing colleagues at Carré Bleu
Involving colleagues is the key to collective commitment around causes supported by the company. When they have a stake in the organization's sustainable development, colleagues take on the challenges in both their professional and their private lives.

Through the Mão Boa platform, the Carré bleu group, a Geres partner, has set CSR challenges for its colleagues and, for each challenge overcome, made a donation to Geres in support of the women's entrepreneurship project in Myanmar.

THE WEBINARS OF THE CLIMATE SOLIDARITY COMMUNITY
Geres has brought back the Climate Solidarity breakfasts! As lockdown proceeds, we facilitate our first webinar with Geres patronage partners: on the theme of digital sobriety. Companies are increasingly taking up this issue and awareness has risen sharply with the 2020 health crisis.

What is the digital balance sheet? What does sobriety mean? What practical steps can be taken at the office to reduce that impact?

PARTNERSHIPS TO INITIATE CHANGE
Geres ambition is to lead members of the Community in a process of improvement of their practices to reduce their impact on the climate. It also aims to influence their colleagues and stakeholders in connection with their activities, encouraging them to change their day-to-day behaviour.

CLIMATE SOLIDARITY IN ACTION

Estimating one’s emissions and reducing one’s impact on the climate through measures which contribute to the collective effort to achieve carbon neutrality; and laying the foundations of a sustainable development approach.

Mobilizing colleagues and stakeholders through advocacy campaigns and mobilization mechanisms.

A made-to-measure partnership

Take the first step
Estimate emissions
Reduce impact through practical measures
Support through patronage
Moving on, 1-2 years

Be recognized as committed partner

Advice and support
Facilitation, meetings, sharing experience

Support through patronage
Manning an active part in the community
Adopt an ambitious sustainable development approach

Supporting Geres energy transition initiatives in favour of vulnerable groups in France and internationally, through patronage activities and promoting the respective commitment.
Two new studies to combat energy poverty

IN MYANMAR, Geres is presently conducting a study, in partnership with GREIT, on living conditions in the mountainous region of Chin State. People face problems in accessing energy and have to cope with harsh winters in homes which are difficult to heat. The feasibility study will help develop a body of knowledge and a plan of action for the launch of a project designed to combat energy poverty by improving housing and access to domestic energy.

IN VIETNAM, in six provinces, Geres and a team of local consultants are looking at the availability of biomass residues as a possible substitute for fossil fuels to power the industrial boilers of the main suppliers of the H&H group. The study is designed to identify the technical options and appropriate locations for more sustainable production, reducing the environmental impacts and especially the emission of greenhouse gases.

Supporting the emergence of a market for sustainable cooking appliances in Morocco

Since 2016, Geres has been helping to develop a local supply chain for high energy performance (HEP) ovens with low gas consumption. Our partnership with three industrialists in the sector has led to the creation of the FaranEco label (Faran = oven in Arabic). To ensure the continuity of this supply chain, which has already equipped 28,000 Moroccan households, and stimulate demand for sustainable cooking appliances at national level, Geres has set itself three major targets for 2023:

• Developing the production and distribution chain for professionals with a view to equipping 300 bread production units.
• Strengthening the marketing network, by establishing a network of women sellers, to promote and distribute products under the FaranEco label with the creation of 20 «green» jobs for women.
• Consolidating the institutional environment to encourage the scaling up and sustainable transformation of the market for gas-fired cooking appliances in Morocco.

DISTRIBUTION OF IMPROVED STOVES IN BENIN

As part of a Climate/Energy programme, Geres and the Groupement Intercommunal des Collines (GIC) are supporting the distribution of cooking stoves for the food processing sector, through a self-build training scheme. Objective: to promote the use of local materials, mastery of construction and repair techniques by women process- sors and the implementation of appropriate technologies.

Improving access to healthcare services in Mali

In a situation where healthcare facilities are inadequate and against a backdrop of multiple crises accentuated by the severe effects on Mali of the COVID-19 pandemic, Geres is assisting the rollout of measures designed to enhance the response and resilience capacities of the community healthcare and maternity centres in the south of the country, by 2022.

The aim of these operations: to bring about a sustainable improvement in access to essential services such as drinking water and energy, ease the working conditions of the medical teams and diversify the supply of healthcare services.

Concrete impacts

Implemented in partnership with the local authorities and federalities of community health associations, this project should make it possible to look after 140,000 patients per year, 55% of them women, spread over 13 healthcare and maternity centres in the localities concerned.

TAKING ACTION FOR THE ENERGY AND CLIMATE TRANSITION IN FRANCE

For the last 10 years, Geres has been co-ordinating the IRAEE (Agriculture, Energy, Environment) network, made up of professional operators in the agricultural sector of the Provence-Alpes-Côte d’Azur region. Its mission: to support regional agriculture in the energy and climate transition by developing practices to reduce energy consumption, mitigate climate change and adapt farms. In 2021, to take its approach further, the IRAEE is becoming an association within the meaning of the French law of 1801.

Promoting energy efficiency solutions in Afghanistan

Towards the end of 2020, Geres began a new operation in Badakhshan region to lift 1200 families out of energy poverty by means of solutions designed to improve the energy efficiency of their homes. This operation, supported by GIZ and conducted in partnership with the national NGO Rural Movement Organization and in co-ordination with the local authorities, aims to limit firewood consumption while consolidating jobs in vulnerable communities. It is based around a network of 180 artisans who will receive training and access to a new market. This project, due to end in April 2022, is the only one still ongoing in Afghanistan, reflecting the difficulty in raising funds for development work in a situation where support for civil society is nevertheless sorely needed. Let us wager that, despite the difficulties, the financial partners of international aid will not abandon the Afghan population and will invest in boosting its resilience through the necessary humanitarian action. That’s our dearest wish.
In implementing its projects, Geres seeks synergy and complementarity with all its partners in taking up the various challenges involved in local development. These alliances make it possible to manage large-scale programmes, improve the effectiveness and impact of our operations and diversify resources,” comments Laurence Teissier, the association’s Quality and Partnerships manager. Partnership is based on a dynamic process, a relationship which evolves over time and needs to be cultivated. At the mid-term of projects, a cross-cutting evaluation provides an opportunity to take stock of co-operation and complementarity with all its partners in the voluntary sector, institutional, university or corporate.

Monitoring effects and impacts: a shared ambition

At Geres, partnership is the core of development projects and takes multiple forms, with issues specific to each type of co-operation and stakeholders, whether voluntary sector, institutional, university or corporate.

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Monitoring effects and impacts: a shared ambition

At Geres, partnership is the core of development projects and takes multiple forms, with issues specific to each type of co-operation and stakeholders, whether voluntary sector, institutional, university or corporate. “In implementing its projects, Geres seeks synergy and complementarity with all its partners in taking up the various challenges involved in local development. These alliances make it possible to manage large-scale programmes, improve the effectiveness and impact of our operations and diversify resources,” comments Laurence Teissier, the association’s Quality and Partnerships manager. Partnership is based on a dynamic process, a relationship which evolves over time and needs to be cultivated. At the mid-term of projects, a cross-cutting evaluation provides an opportunity to take stock of co-operation and complementarity with all its partners in the voluntary sector, institutional, university or corporate.
The budget stands at €7.3M. Owing to the effects of the global coronavirus pandemic, it has fallen by 9% compared with 2019 (~€748,000). West Africa and Central Asia, Geres main operational areas in 2019, recorded falls of ~€294,000 and ~€137,000. They accounted for 38% and 17% respectively of Geres actual uses of funds in 2020. The Europe-Mediterranean region recorded a strong increase (~€263,000, +28%) and becomes our second most important operational area. South-East Asia’s share continued to fall (~€218,000, -33%) and the cross-cutting expertise unit, which has focused more on our country projects, recorded a 40% drop, accounting for 5% of actual uses of funds.

The bottom line
Geres posted a surplus for the 2020 financial year, with a bottom line of €110,000 representing a decrease of €66,000 (-37%) compared with 2019. This result was obtained despite a slowdown in activities: the significant decrease in operating costs (~€145,000, -15%), together with the increased income from carbon finance, explains why Geres still achieved a surplus in 2020. Carbon finance generated a surplus of €20,000, up from €4,000 in 2019. As in previous years, we set aside provisions to cover the risks we identified and particularly those related to co-funding needs. These appropriations/recoveries have had a positive impact on Geres bottom line: ~€18,000 as against ~€59,000 in 2019.

On the balance sheet, the amount of provisions covering all the identified risks is largely unchanged, totalling €464,000 as against €482,000 a year earlier.

Prospects
The crisis caused by COVID-19 has impacted our activities in 2020 (cf. the clarification on page 27) and will do so in undoubtedly beyond 2021. At the end of 2020, in accordance with our strategy plan, we recruited a Citizen Mobilization manager to help us move forward on Climate Solidarity issues and we hope to be able to put our strategy into full operation in 2021.

Financial transparency
Operating and fundraising costs accounted for 14.4% of the total budget as against 14.4% in 2019, while the budget fell by 9%, resulting in a significant decrease (~€135,000, -12%). Geres has been able to bring down some of the costs of its operations: some leaves were not replaced and some planned recruitments were deferred, while travel and training expenses were significantly affected by the lockdown measures in France and abroad. Our annual seminar did not take place. Geres accounts were signed off by the Board of Directors on 7 June 2021 and have been certified by the auditors Llinas Audit.

The balance sheet total decreased (~6%), falling from €14M to €13.1M.

As in 2019, this is primarily due to the reduction in receivables under assets and deferred income under liabilities. This is reflected in a decrease in the reserve of activities, mostly for 2021 but also 2022. Despite this, deferred income remains at a high level.

Furthermore, the fact that deferred income still exceeds receivables, as in previous years, means that Geres can incur expenses while receiving the necessary cash advances from donors, optimizing its cash flow. The latter continues to increase, rising from €3.8M to €4.2M (in 2021) (+€356,000, +11%).

Annual instalments amounting to €670,000 were paid on the loans contracted in 2016. Amounts due to credit institutions now stand at only €370,000. Following the deferral of one instalment, the final balances will be paid in 2021 rather than 2020.

Impact of the COVID-19 pandemic
Although it is difficult to get a very precise measure of the impact, the pandemic and the restrictions it engendered (lockdown measures, impossible or difficult travel, home working) led to a reduction in Geres activities. The budget achieved in 2020 is therefore lower than 2019, whereas it had been growing since 2017. In October 2019, we had planned to achieve a 2020 budget which would be €500,000 higher than actual uses in 2019. In the end, there was a €747,000 decrease. Some new activities such as citizen mobilization had to be delayed, others such as mobilizing companies around Climate Solidarity slowed down. Budgeted prospecting costs could not be spent, delaying some portfolio developments. Even though restrictions may remain in force in 2021, positive dynamics can be seen and should lead to new projects to complement those already agreed at the end of 2020 (GIZ in Afghanistan, EU-funded project in Tajikistan).
Uses of funds

<table>
<thead>
<tr>
<th>FUND</th>
<th>2020</th>
<th>2019</th>
<th>% Variations</th>
<th>Follow-up of funds collected from the public and used in 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - FUNDS COLLECTED FROM THE PUBLIC</td>
<td>68,417</td>
<td>71,092</td>
<td>-4%</td>
<td>63,417</td>
</tr>
<tr>
<td>2 - GRANTS</td>
<td>6,345,200</td>
<td>7,121,462</td>
<td>-11%</td>
<td></td>
</tr>
<tr>
<td>- Public</td>
<td>5,899,988</td>
<td>6,352,254</td>
<td>-7%</td>
<td></td>
</tr>
<tr>
<td>- Private</td>
<td>455,211</td>
<td>769,198</td>
<td>-41%</td>
<td></td>
</tr>
<tr>
<td>3 - PRODUCTION SOLD</td>
<td>534,99</td>
<td>287,693</td>
<td>79%</td>
<td></td>
</tr>
<tr>
<td>- Carbon credits</td>
<td>303,585</td>
<td>26,2</td>
<td>746%</td>
<td></td>
</tr>
<tr>
<td>- Service provision</td>
<td>209,275</td>
<td>210,581</td>
<td>-17%</td>
<td></td>
</tr>
<tr>
<td>4 - OTHER INCOME</td>
<td>356,510</td>
<td>592,10</td>
<td>-35%</td>
<td></td>
</tr>
<tr>
<td>- Carry forward of unused funds from previous years</td>
<td>8,418</td>
<td>27,516</td>
<td>-69%</td>
<td></td>
</tr>
<tr>
<td>- Stock of finished products</td>
<td>-42,854</td>
<td>51,738</td>
<td>183%</td>
<td></td>
</tr>
<tr>
<td>- Recovery of provisions</td>
<td>300,049</td>
<td>281,242</td>
<td>7%</td>
<td></td>
</tr>
<tr>
<td>- Other operating income</td>
<td>90,887</td>
<td>191,564</td>
<td>-53%</td>
<td></td>
</tr>
<tr>
<td>5 - SURPLUS FOR THE PERIOD</td>
<td>-</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6 - TOTAL ACTUAL FUNDS IN €</td>
<td>7,294,926</td>
<td>100%</td>
<td>8,032,856</td>
<td>100%</td>
</tr>
</tbody>
</table>

Funds

<table>
<thead>
<tr>
<th>ORIGIN OF ACTUAL OPERATING FUNDS IN 2020 (Excluding recovery of provisions, dedicated funds and stock variations)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public grants 84%</td>
</tr>
<tr>
<td>Private service provision 2%</td>
</tr>
<tr>
<td>Carbon finance 4%</td>
</tr>
<tr>
<td>Private grants and donations 8%</td>
</tr>
<tr>
<td>Other income 1%</td>
</tr>
<tr>
<td>France &amp; Europe 12.2%</td>
</tr>
<tr>
<td>Fundraising expenses 2.4%</td>
</tr>
<tr>
<td>Operating cost 11.7%</td>
</tr>
<tr>
<td>Others (Provisions, amortisation, dedicated funds) 5.6%</td>
</tr>
<tr>
<td>Surplus for the period 15%</td>
</tr>
</tbody>
</table>

Grants accounted for 90% of actual operating funds, as against 85% in 2019, with an almost identical proportion of public grants: 84% of actual operating funds as against 83% a year earlier.

Sales of carbon credits rose significantly, from €36,000 in 2019 to €305,000 in 2020, with the sale of some of the Carbon Credits generated by the «Wassa» improved cooking stoves in Mali which gained the Gold Standard label in 2020.

Turnover from service provision decreased ($42,000, -17%). As in 2019, it came essentially from three regions and services. Southeast Asia, Europe-Mediterranean and the Expertise unit. The latter was able to provide more services in 2020 despite the circumstances: +$22,000 (+29%). Two studies began in Niger funded by the World Bank and the Sahel funded by AFD respectively. They relate to access to efficient, "clean" cooking systems, reflecting the biomass-energy strategies of these two donors in the Sahel. Individual donations generously given by the public continued to account for a small proportion of total funds ($86,000, 1% of actual operating funds) and were slightly lower than in 2019 (+$3000). It is worth noting the $5000 raised as a result of a campaign run via the "Petites Pièces" endowment fund. This money could not be used in 2020 because of the pandemic, but has been allocated to a dedicated fund in connection with implementation of our programme to combat energy poverty in 2021.

Other income ($136,000) has fallen significantly (-$186,000). This trend is primarily due to the variation in the stock of carbon credits in Mali and ongoing service provision ($136,000), as well as other operating income ($100,000). For example, income from partnerships concluded in respect of mobilization of companies for Climate Solidarity has decreased, going down from €118,000 to €56,000.

Uses of funds in 2020

<table>
<thead>
<tr>
<th>USES</th>
<th>2020</th>
<th>%</th>
<th>2019</th>
<th>%</th>
<th>Variation 2020-2019</th>
<th>Follow-up of funds collected from the public and used in 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - ASSOCIATION'S PURPOSE</td>
<td>6,739,071</td>
<td>78.8%</td>
<td>6,307,383</td>
<td>79.1%</td>
<td>-10%</td>
<td>61,764</td>
</tr>
<tr>
<td>France &amp; Europe</td>
<td>888,147</td>
<td>10.7%</td>
<td>708,105</td>
<td>10.1%</td>
<td>-25%</td>
<td>25,000</td>
</tr>
<tr>
<td>Developing countries</td>
<td>4,851,42</td>
<td>61.7%</td>
<td>5,649,87</td>
<td>61.4%</td>
<td>-15%</td>
<td>56,290</td>
</tr>
<tr>
<td>- Morocco &amp; Tunisia</td>
<td>302,743</td>
<td>20%</td>
<td>220,201</td>
<td>20%</td>
<td>-37%</td>
<td>8,334</td>
</tr>
<tr>
<td>- West Africa</td>
<td>2,062,919</td>
<td>28%</td>
<td>2,876,565</td>
<td>29%</td>
<td>-10%</td>
<td>9,724</td>
</tr>
<tr>
<td>- Central Asia</td>
<td>1,176,029</td>
<td>15%</td>
<td>1,313,349</td>
<td>14%</td>
<td>-10%</td>
<td>8,334</td>
</tr>
<tr>
<td>- Southeast Asia</td>
<td>442,712</td>
<td>6%</td>
<td>660,070</td>
<td>6%</td>
<td>-33%</td>
<td>9,897</td>
</tr>
<tr>
<td>- Expertise</td>
<td>347,581</td>
<td>4%</td>
<td>579,472</td>
<td>4%</td>
<td>-40%</td>
<td>-</td>
</tr>
<tr>
<td>2 - FUNDRAISING COSTS</td>
<td>174,59</td>
<td>2.4%</td>
<td>945,19</td>
<td>2.0%</td>
<td>8%</td>
<td>1,653</td>
</tr>
<tr>
<td>Costs of appeals to the public for donations</td>
<td>33,394</td>
<td>1%</td>
<td>32,984</td>
<td>1%</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other private fundraising costs</td>
<td>140,885</td>
<td>2%</td>
<td>131,525</td>
<td>1%</td>
<td>7%</td>
<td>1,653</td>
</tr>
<tr>
<td>3 - OPERATING COSTS</td>
<td>846,026</td>
<td>11.7%</td>
<td>984,257</td>
<td>12.4%</td>
<td>-15%</td>
<td>47</td>
</tr>
<tr>
<td>4 - D/HORIZATION CHARGES</td>
<td>40,838</td>
<td>5.6%</td>
<td>340,829</td>
<td>4.2%</td>
<td>21%</td>
<td>5,000</td>
</tr>
<tr>
<td>PROVISION AND DEDICATED FUNDS</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SURPLUS FUNDS FOR THE PERIOD</td>
<td>109,061</td>
<td>1.5%</td>
<td>175,649</td>
<td>2.2%</td>
<td>-37%</td>
<td>-</td>
</tr>
<tr>
<td>TOTAL USE OF FUNDS IN €</td>
<td>7,294,926</td>
<td>100%</td>
<td>8,032,856</td>
<td>100%</td>
<td>-9%</td>
<td>63,417</td>
</tr>
</tbody>
</table>

Total funds collected from the public: €6,345,200 (71.7%).

Total actual use of funds in €: €7,294,926 (93%).

Total actual use of funds in €: €7,819,313 (96%).

Variation of mobilization of companies for Climate Solidarity: -10% compared with 2019.

Activities in West Africa, Geres foremost region (€2,582,919), went down by 10%. The project funded by Luxembourg Co-operation has come to an end: the one funded by Swedish Co-operation to develop «Green Business Zones» and establish the «Green Biz Africa» social enterprise is continuing in 2021. In response to the COVID-19 pandemic, a new project was launched in Mali with support from AFD/MAEE. The aim is to improve the treatment capacities of the community healthcare centres by providing them with energy and water supply infrastructure.

The Europe-Mediterranean region saw an increase in activity: +28% to €36,394, making it the second most important region for Geres. The countries concerned are France (+€180,000, +25%) and «Morocco - Tunisia» (+€520,000, +37%). This change is due to the start of the SIEC programme to develop Local Energy and Climate Information Services in Morocco and Tunisia. In France, projects carried out in the south of the country are funded by ADEME and the Regional Council, which stepped up their input in 2020. Funded by the EU, the «Empowered» project, which aims to strengthen women’s role in the fight against energy poverty, is making a contribution to the region’s development.

Central Asia (-10%) is the third most important region for Geres, with the continuation of two programmes, funded by the EU, AFD and the Abbe Pierre Foundation. They aim to develop innovative, appropriate energy solutions for homes. In this region, two new programmes began in 2020, the first in Kabul, Afghanistan, with GIZ and the second in Mongolia, with EU funding and in partnership with AVSF, to help women develop vegetable production with the aid of passive solar greenhouses.

Southeast Asia (-33%) now accounts for only 7% of actual uses, with three important projects. Two in Cambodia, one on sustainable charcoal, funded by the Nordic Development Fund and AFD, and the other on the textile sector, funded by the EU. In Myanmar, phase 2 of the project funded by AFD to improve energy access by developing a network to distribute appliances came to an end. Phase 3, which began in 2021 to ensure the continuity of operations via the establishment of the Ah Lin Tan social enterprise, will be adapted depending on the political situation in the country.

The Expertise unit experienced a 40% reduction in activity. In view of the health crisis, expertise mainly benefited the projects implemented in the various countries. The unit continues to co-ordinate the cross-cutting components of the programme agreements signed with AFD.
Our financial partners

Geres is keen to pay tribute to the commitment, trust and loyalty of all its financial partners, without whom its activities and those of its technical partners could not proceed.

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.

LOCAL AUTHORITIES
- Aix-Marseille-Provence Métropole
- Département des Bouches-du-Rhône
- Parc naturel régional des Alpilles
- Région Sud - Provence-Alpes-Côte-d’Azur
- MRS - Territoires Solidaires

FONATIONS AND ENDOWMENT FUNDS
- Abbé Pierre Foundation
- Europins Foundation
- Legalalis Foundation
- Nexans Foundation
- Prince Albert II de Monaco Foundation
- Raja Foundation - Danièle Marcovici
- Reex Foundation
- Valorem Foundation - Watt for change
- Fonds d’Action pour la Sécurité Électrique (FASE)
- Itancia Endowment Fund
- Les Petites Pierres Endowment Fund
- Qualité Endowment Fund
- Solinya Endowment Fund
- Synergie Solaire Endowment Fund
- Maisons du Monde Foundation

COMPANIES, SCHOOLS AND ASSOCIATIONS
- Acting for Life
- AgroSup Dijon
- Air France KLM - Flying Blue
- Anamine
- CCE&C
- Concept Emballage
- Cowater Sogema
- Ecedis
- elkwateur
- eth/ko
- Extende
- GRDF - Gaz Réseau Distribution France
- GRTgaz
- Le Pal
- Mâo boa
- Mushkane
- Novospace
- Orphoz
- Solagro
- Someform
- Thales DIS France

CO-OPERATION AGENCIES
- AF2 - French Development Agency
- ASDI – Swedish International Development Cooperation Agency
- World Bank
- MEI - Luxembourg Co-operation
- FFM - French Global Environment Facility
- GIZ - German International Development Cooperation Agency
- NIF - Nordic Development Fund
- European Union

FRENCH PUBLIC BODIES
- ADEME - Environment and Energy Management Agency
- ADEME Provence-Alpes-Côte-d’Azur
- FNAB - National Federation of Organic Agriculture

THE OTHER NETWORKS OF WHICH GERES IS A MEMBER
- ADMIL - Association pour le développement du mécénat industriel et commercial
- ARE - Alliance for Rural Electrification
- ATEE - Technical Energy and Environment Association
- CFF - Centre Français des Fonds et Fondations
- Comité 21 - French Committee for the Environment and Sustainable Development
- CTCN - Climate Technology Centre and Network
- Energy Practitioner Network
- EnvironMediteranée
- GACC - Global Alliance for Clean Cookstoves
- Global Compact
- GōGLA - Global Off-Grid Solar Energy Industry Association
- Graime PACA
- Infore
- RACE - Inter- Réseaux Agriculture, Énergie et Environnement
- Nexus - Carbon for development
- RAPPEL - Réseau des Acteurs de la Pauvreté et de la Précarité Énergétique dans le Logement
- Réseau Cible
- Réseau Compost Citoyen
- Translators Without Borders

We also wish to thank all the citizens who supported us in 2020 with their donations and memberships. Our association considers their involvement invaluable.

You can find the comprehensive list of our partners on our website:
www.geres.eu/en/about/our-partners/

Geres is a keener to pay tribute to the commitment, trust and loyalty of all its financial partners, without whom its activities and those of its technical partners could not proceed.