

International Cooperation, Projects and Partners

Annual Report 2019



Finanzgruppe

Sparkassenstiftung für
internationale Kooperation



26.3
million euros

project volume 2019



320

staff worldwide



50

project countries



40

staff at Bonn
Head Office



About

230

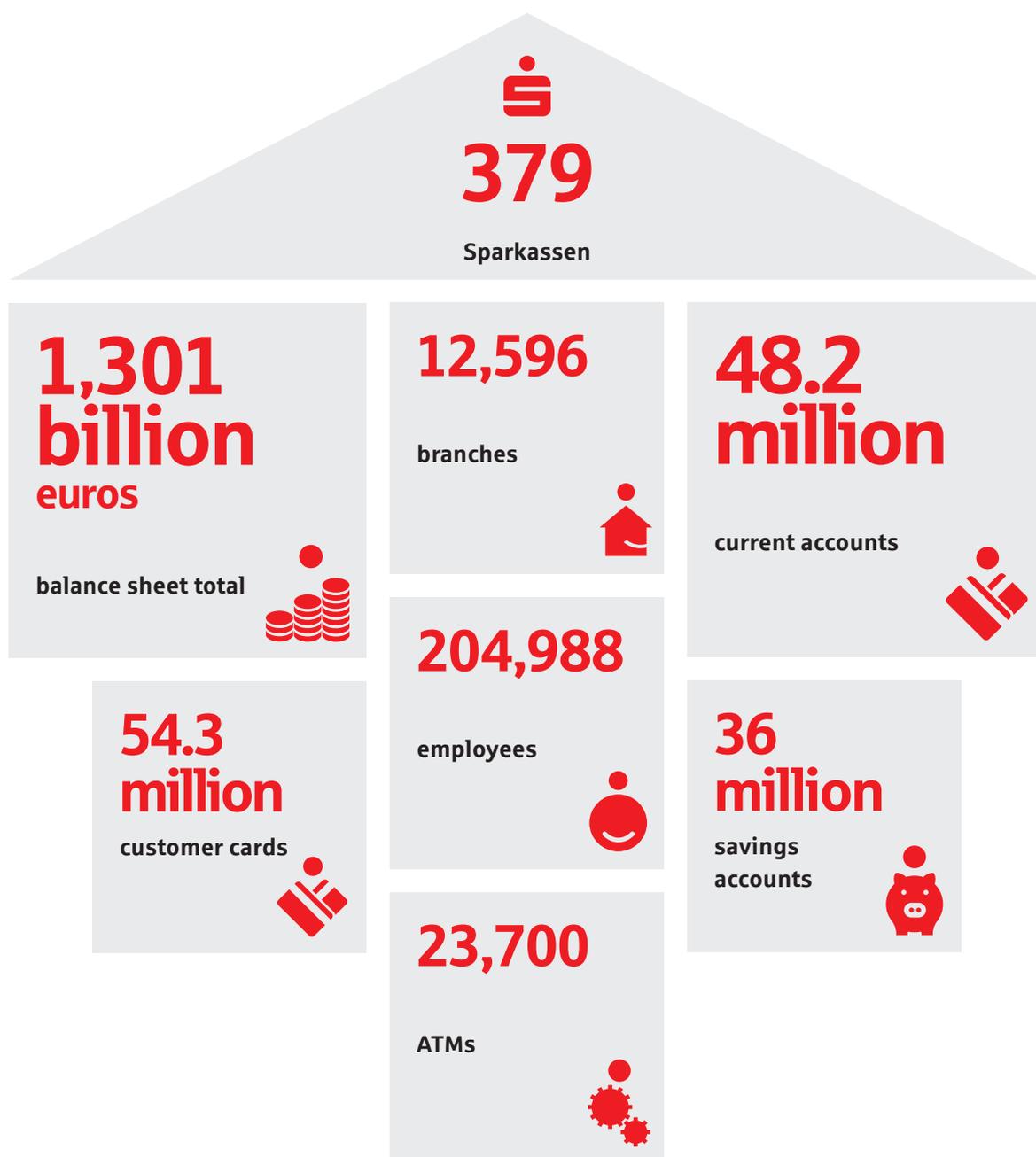
experts seconded abroad



1 objective

sustainable development
through financial inclusion





12 Regional Sparkassen Associations

5 Landesbank-Groups (plus DekaBank) + Landesbank Berlin/Berliner Sparkasse

8 Regional Building Societies (LBS)

11 Public Insurers

754 Foundations

Foreword



*Helmut Schleweis
Chairman of the Board of Trustees and
President of the Deutscher Sparkassen- und Giroverband*

In 2019, Sparkassenstiftung's projects around the globe demonstrated how it is helping to sustainably reshape business and society. Its work mirrors the holistic understanding of sustainability embedded in Germany's Sparkassen, one that embraces social, ecological and entrepreneurial aspects.

In many of Sparkassenstiftung's project countries, the impacts of climate change are already clearly palpable, especially in the developing countries and emerging economies of Africa and Southeast and Central Asia where the mainstay is agriculture. Financial literacy and a basic understanding of the way business works cannot halt this process of change. But they can help people to take charge of their own lives, make good business decisions and build up a livelihood. Financial participation is the stepping stone for societal advancement and emancipation – in spite of adverse circumstances. This basic tenet lends shape to all projects of Sparkassenstiftung. Everyone's position is strengthened precisely in the way it needs it to be. Everyone is included, involved and educated. That is social sustainability.

In 2020, many of Sparkassenstiftung's project countries were hit by the global Covid-19 pandemic. It is still too early to say how the stay-at-home orders, social distancing rules and shutdown of entire economies

will have undermined progress in developing countries and emerging economies. Notably, however, customers who bank with our local partner organisations now have access to economic resources that others do not. For these people, Sparkassenstiftung's work has truly paid off. They have learned to build up reserves, to manage on a small income and to stand on their own two feet financially. This makes them vital pillars of their communities.

Germany's Sparkassen-Finanzgruppe (finance group) is proud of its Sparkassenstiftung für internationale Kooperation and deploys long and short-term experts for global assignments every year. These staff members from German Sparkassen, Landesbanken (regional banks) and affiliated companies share their knowledge on site in a total of 50 partner countries – often for several years in a row.

In 2020, we will continue to enable societies to craft economically viable structures and to foster environmental responsibility in developing countries and emerging economies. As Sparkassen, we see it as our duty to give people get a fair chance to participate financially and thus socially – everywhere in the world.

A handwritten signature in blue ink, appearing to read 'Helmut Schleweis', written in a cursive style.

Overview 2019



Heinrich Haasis
Chairman of the Board

Germany's Sparkassen were founded on the concept of broad-scale social participation – a concept that remains as valid today as it was a good 200 years ago, when the very first Sparkassen were established in Germany. It also lends shape to all projects of Sparkassenstiftung. Essentially, it is about giving people a chance to improve their lives.

Sparkassenstiftung continues to grow

In 2019, Sparkassenstiftung was engaged in 50 developing countries and emerging economies around the globe. Africa remains the most important regional focus of our work. In 2019, we had projects ongoing in 16 countries on this continent, including permanently staffed offices and national staff members in 14 of them. Likewise, we also have a strong portfolio of activities across some 10 countries in Latin America and eight CIS states.

In 2019, we launched activities in five more countries: Argentina, Iraq, Kenya, Malawi, and St. Vincent and the Grenadines. As different as these countries may be, they are all undergoing a process of development that we can support through our work. Since this development process takes time, our projects generally run for a period of six to ten years. Above all, however, it takes partnership-driven cooperation to succeed.

Partnership-based cooperation – together we are stronger

By cooperating closely with our project partners on the ground, we can help them achieve their development-policy goals. Furthermore, we also have partners in Germany: Sparkassen and other key institutions that make up the Sparkassen-Finanzgruppe share their knowledge and free up staff members for our project work. And, of course, we have our own staff who manage the projects with great expertise and commitment. There are also several institutions that support our work financially: Germany's Federal Ministry for Economic Cooperation and Development (BMZ), the KfW Development Bank, the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, the European Bank for Reconstruction and Development (EBRD) and the World Bank, etc.

We owe them all our deepest gratitude. After all, only by working together are we strong enough to meet all eventualities.

New challenges in special times

Developing countries and emerging economies continually face major challenges. And in special times such as the Covid-19 pandemic, they need even more support. The fact that this situation has led to new forms of cooperation with new tools and adapted content goes without saying. The year 2020 will be very different than anticipated. But we have made arrangements – in so far as anything can be planned.

Niclaus Bergmann
Managing Director



Although 2019 also brought some changes of its own, it was generally characterised by its continuity. Sparkassenstiftung has built up a thematically inclusive portfolio over recent years, but the common denominator is always money – be it strengthening regional retail banks, providing systematic basic and further training for bank and Sparkassen staff or funding for micro, small and medium-sized enterprises. These are all typical Sparkassen business sectors in which we have long-standing practical experience. However, we also organise financial and commercial training for young people, support start-ups and promote rural development and green finance. These core topics have shaped our work over many years and will surely remain our bedrock in times of difficulty. At present, the spotlight is shifting to ways in which Sparkassen can help customers who run into difficulty repaying their loans and therefore require more funding. Here too, we are sharing our experience from Europe with our partners all over the world.

Sustainability is more than a green label

Today's Sparkassen customers expect their bank to be deeply committed to sustainability – locally but also beyond. Many Sparkassen are engaging at an international level by becoming active members of the Sparkassenstiftung. Our projects on the topics of Rural Finance (see pages 31/32) and Green Finance (see pages 35/36) purposefully incorporate ecological aspects into their work.

We are pleased to see that many member Sparkassen have already featured their involvement with the Sparkassenstiftung in their sustainability reports.

Managing change with a strong team at home and abroad

The rapid pace of growth in our project work was certainly the biggest change for our staff in 2019. Project spending in 2019 went up by more than 25 % to over EUR 25 million.

In keeping with the growth in our project portfolio, we also increased our staff count in 2019. At our Bonn head office, we still have around 40 staff members. But by the end of the year under review, we also had a total of 75 international and 215 local staff members in our partner countries. In total, that makes some 330 staff members worldwide. This means that, over the past two years, the number of (local and international) staff members on the ground has gone up by 50 % while growth at our head office increased by around only 15 % in total.

Owing to this increase in staff, Sparkassenstiftung implemented a series of organisational changes in the course of 2019. For the first time, regional conferences were held in the four regions of Africa, Europe/Central Asia, Latin America, and Asia. These were attended by many Sparkassenstiftung staff members but also by a lot of representatives from our partner institutions in the given regions.

Likewise, the creation of a knowledge management team is also intended to foster the exchange of know-how. The aim is to make experience from all project countries directly available for project work in the various regions of the world. This is no easy undertaking, especially as the projects generally operate in the respective national language!

Germany's Development Minister Gerd Müller at Sparkassentag 2019

The Hamburg-held Sparkassentag (German Sparkassen Day) in May 2019 was a particular highlight of the year under review. This event featured a podium discussion on the topic of 'organising financial inclusion – enabling growth and stability' together with Germany's Minister for Economic Cooperation and Development, Dr. Gerd Müller. Here Sparkassenstiftung's Chairman of the Board, Heinrich Haasis, and our Regional Coordinator for East Africa, Britta Konitzer, discussed the special challenges and opportunities facing the African continent. Development Minister Müller stressed that "Africa is the task of the century. In the years ahead, a lot more infrastructure will be created in Africa than over the last 100 years here. We need growth that is

compatible with climate change mitigation." He went on to say that "around the globe, some 1.7 billion people are still unbanked – this means that one in three adults does not have access to the financial system. That is why we are promoting the creation of stable financial systems for all through development cooperation. And with Sparkassenstiftung, we have a strong partner at our side."

Why stepping up our work in times of crisis is the right thing to do

Together with our partners around the world, with our Sparkassen in Germany, our sponsors in the ministries and donor agencies, our project partners on site and, not least, our staff, we are working to give people a chance of a better life and prospects for themselves and their families.

The value of partnership-based cooperation really comes into its own in a crisis situation, which is why this is precisely when we need to step up our input. We see this as our duty, and one that we aspire to fulfil each day anew.

Heinrich Haasis

Niclaus Bergmann

Project Countries 2019



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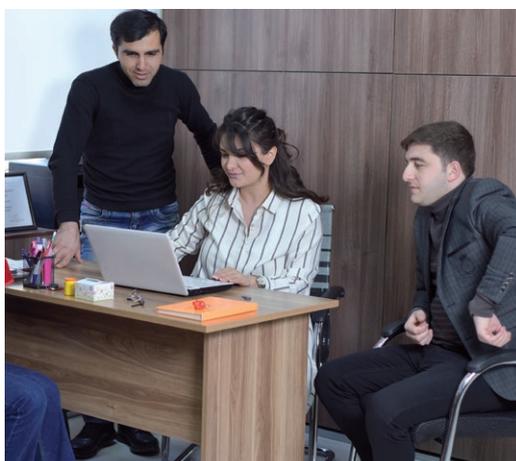
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Women power around the globe

Women make up a large part of the rural poor. And that although they play a central role in sustainable development. Equality between women and men is a recognised human right. Yet, millions of women still suffer from disadvantage, discrimination and poverty.

Women play a very important role in Sparkassenstiftung's projects. In many countries, it is mainly women who manage household finances, and often it is also they who start small businesses. Around the globe, Sparkassenstiftung has accompanied many women on their way to a (secure) existence. In our annual report we would like to present some of them to you:



Azerbaijan: Gülpəri

Sheki, a city located in northwestern Azerbaijan, is the home of 26-year-old Gülpəri Hüseynli, who is working for Sparkassenstiftung's project partner. After successfully attending a training of trainers and conducting several trainings on her own, she was certified as trainer for Sparkassenstiftung's Savings Game. To Gülpəri the Savings Game means more than conveying financial knowledge: Becoming a trainer for the Savings Game enhanced her self-confidence and taught her how to communicate effectively. Gülpəri also motivates other young women to stay active in the community, even if they get married or have children.

Tajikistan: Sarvinoz

Since her childhood, Sarvinoz Kholova has had a passion for sewing and always wanted to specialise in this profession. She started her career in a sewing workshop in Hissor, a city close to Tajikistan's capital of Dushanbe. When Sarvinoz's sewing machine broke, she was desperate, because she did not have the money to buy a new one. Thanks to a loan she received under EBRD's Women in Business programme which is implemented by Sparkassenstiftung in Tajikistan, she was able to purchase a new and much better sewing machine. Now, Sarvinoz's clients are happy to be served faster and at a higher quality and her business is thriving.

Since 2017, the Women in Business programme has helped thousands of women in Tajikistan to get better access to finance and further improve their businesses through enhanced financial advisory services, know-how and trainings tailored to meet the acute needs of women entrepreneurs in Tajikistan.



Philippines: Donna Grace

Donna Grace is one of the graduates of the dual vocational education and training programme funded by the BMZ in the context of the K to 12 reform in the Philippines, which is called Finance Dualized Education (FDE). According to Donna Grace, FDE has been the biggest challenge and the greatest chance so far in her life. Thanks to the knowledge and skills she learned during her training at the Peoples Bank of Caraga, she was able to substantially raise her qualification levels. Now, Donna Grace is in her second year of university, aspiring a degree in psychology. Having been awarded with certificates of recognition already twice by her university, she ascribes these achievements to the self-discipline that she derived from her vocational bank training, where she was taught the values of customer service, trustworthiness and reliability. After graduation from university Donna Grace plans to return to the bank that trained her.



Peru: Alisson

The participation in the dual vocational training scheme, initiated by Sparkassenstiftung in cooperation with the Peruvian savings banks association (FEPCMAC) in the spring of 2019, was a special career opportunity for Alisson Zambrano Marín. For the young mother, the combination of theoretical and practical training proved to be an expedient model to enter working life. To apply as trainee with the savings bank in Trujillo was mainly triggered by her daughter. Compared to the traditional training options in Peru, the dual vocational training scheme offers a monthly financial grant, enabling her to pay for her education and meet her private financial responsibilities. When she has concluded her training, Alisson intends to continue working for her savings bank as financial consultant. This work offers her good income opportunities, but more importantly, she will be able to support other young women with similar backgrounds in their responsible financial planning.

Uganda: Clair

Clair Nankya is 55 years old and lives in the Kampala suburb of Maganjo, where she runs a polybag branding business. She is telling her story: "Because I am a client of a SACCO (savings and credit cooperative), Sparkassenstiftung invited me to participate in the Micro Business Game. Until then, I thought that all the money which I made was mine. But through the training, I realised that I need to divide profits and to keep money for investments. I now calculate how much money I need to buy new polybags, to pay transport to clients and to pay for using the printing machine. I make sure that I do not touch the capital. I also do a market survey to find the best price offers for polybags. Before, I was just buying them at the next shop. Now I compare prices and find the cheapest polybags."





Honduras: Julia

Julia Fuentes owns a small school supply store in San Pedro Sula. She is 45 years old and has three children. Through participating in the financial literacy programme of the state-owned network “Ciudad Mujer” she has learned how to curb expenses and save money: walk instead of taking the bus, buy products for her store in larger quantities and at a discount, organise trips together with her neighbours. These are just some minor measures, but they enable Julia to save 20 per cent of her income. The network “Ciudad Mujer” focuses on women’s equality. It is one of many financial literacy programmes, the Sparkassenstiftung is implementing in Honduras in cooperation with the national banking supervisory authority.

Laos: Duangmanee

Duangmanee produces brooms and became a WFDF (Women & Family Development Fund) client in 2011. She is now in her 11th loan cycle and has meanwhile received a total loan amount of 10 million kip (about 1,100 euros). Her village is well-known for handicrafts, and she sells her brooms at markets in the local area and Vientiane Capital. It is very convenient for Duangmanee to be able to work from home and earn her income from her broom production.

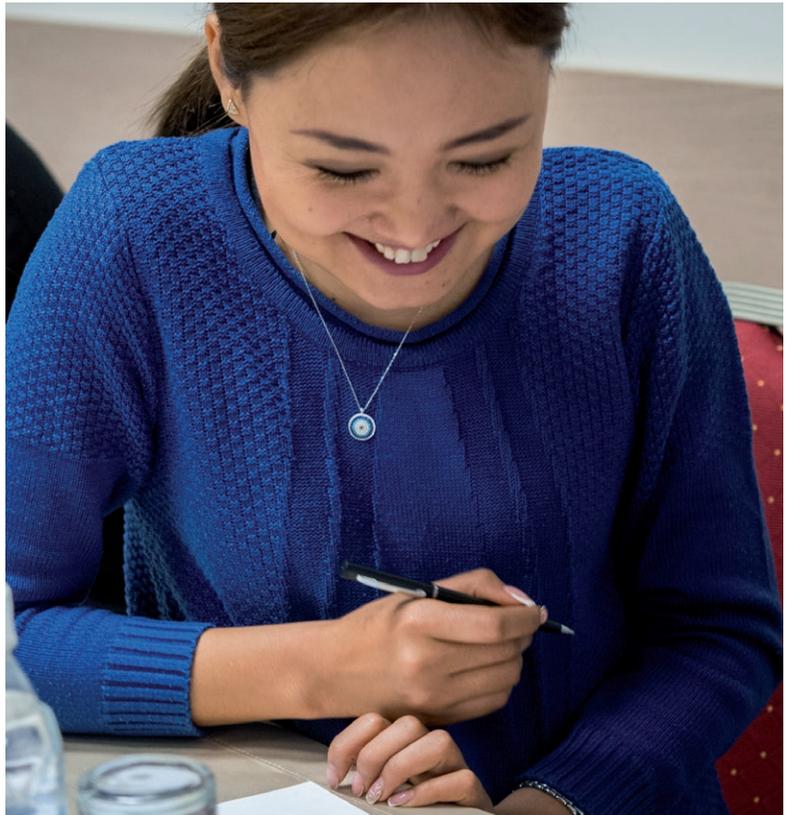


Armenia: Nelly

For over 100 years, Nelly’s family has lived in the village of Kamo in Armenia. Since the birth of little Gohar, three generations of two families have been living together under one roof. Nelly’s dream is to work as nail artist. However, after a successful training, there was no money to buy the necessary equipment. When Nelly heard about a Savings Game competition of the Sparkassenstiftung, she was highly motivated to participate. Together with her team, she achieved the 2nd place nationwide. Thanks to the knowledge she gained and to her own savings plan, she has been able to purchase a large part of the needed equipment and shared her knowledge with her family and friends. Nelly is now saving for opening her own nail salon.

Kyrgyzstan: Nurgul

Nurgul Sabirdin from Kyrgyzstan is a banker – she is ambitious, determined and curious. In 2016, she participated in the dual vocational training programme implemented by Sparkassenstiftung and the National Bank of the Kyrgyz Republic. She passed the exam with flying colours. With the degree in hands, she had a multitude of opportunities within the bank. Nurgul paved the way for her career all by herself: starting off as part-time trainer, then corporate customer manager – and now as branch head she is responsible for 28 employees. Today, she motivates her staff to take part in the dual vocational training programme, too.



Ghana: Grace

37-year-old Grace intended to migrate from Ghana. But instead of leaving her home country, she attended Sparkassenstiftung's business training for entrepreneurs. Now, she has successfully set up her stationery shop.

Grace says, "I am working on my business with the financial assistance obtained through this project. I realized that with determination, focus and good planning, I can achieve my goal of being financially independent".

Grace is one of the twelve beneficiaries who received loans for their start-ups through the 'Returning to new opportunities' programme in Ghana, initiated by the German Federal Ministry for Economic Cooperation and Development (BMZ).

Capacity Development

Basic training and upscaling are integral components of most Sparkassenstiftung projects. In a globalised world, well-trained people have better chances of developing freely and realising their goals and aspirations. Sparkassenstiftung's many different project approaches bear witness to the diversity of its project work around the globe. Irrespective of whether we are helping to roll out dual vocational training and basic financial education for young people in Kyrgyzstan, Tajikistan and Turkmenistan or providing vocational and commercial training for East Africa's microfinance sector, our mission and passion is always to positively influence existing training systems on a sustainable basis.

Dual vocational training based on the German model

Dual vocational training is not only of major importance in projects that are introducing the dual vocational system to train banking sector staff, as is the case in Mongolia or Central Asia. On the contrary, dual vocational training plays an important role across all Sparkassenstiftung projects worldwide. Our approach involves linking up with existing educational structures in the respective country in order to synergise the positive aspects of the various systems and approaches. We work with our local partners on a needs-oriented basis to establish and expand structures for basic training and upskilling. This allows services to be mainstreamed and delivered on a sustainable and sound economic basis. In this context, we undertake far-reaching analyses of the structures on site, identify potential and blend this with elements of Germany's dual vocational training system.

Take, for example, our Regional Project for South America which encompasses Argentina, Bolivia, Colombia, Ecuador, and Peru. Here the objective is to strengthen educational and association structures. The combination of theoretical learning and company-based practical training makes for skilled

and motivated personnel, thus empowering financial sector organisations in our partner countries to offer better services to their customers and to operate more efficiently, too.

Sparkassenstiftung's Business Games

Business Games are instruments that Sparkassenstiftung regularly applies in its project work. In Mongolia and Central Asia, for example, these business simulations are also used as part of dual vocational training.

Our seven different Business Games, all of which are geared to different target groups, were played by over 24,000 participants in 1,300 training sessions in 2019.

Sparkassenstiftung's business simulations comprise:

Computer-based Business Games

- Bank Management Game
- MFI Management Game
- Strategic Risk Management Game
- Market Development Game

Board-based Business Games

- Farmers Business Game
- Micro Business Game
- Savings Game

It makes no difference whether the business simulation is conducted using a board or IT: This strongly practice-oriented training approach teaches participants to analyse correlations, understand their causes and to prepare as best as possible for unforeseen events.

An overview of all our projects
can be found on our website:



→ [www.sparkassenstiftung.de/en/
projects/worldwide-projects](http://www.sparkassenstiftung.de/en/projects/worldwide-projects)

Overview of selected projects



PROJECT
EXAMPLE!

MONGOLIA

Dual vocational training for banking professionals

Overall term: 12/2016 – 11/2024

Funding by: BMZ*

German project partner: Sparkasse Ostprignitz-Ruppin



REGIONAL PROJECT FOR EAST AFRICA (I)

Vocational and commercial education for the microfinance sector

Overall term: 10/2019 – 09/2027

Funding by: BMZ*

Countries: Burundi, Kenya, Rwanda, Tanzania, Uganda

German project partners: SVBW**, Kempten University,
Kreissparkasse Tübingen, Kreissparkasse Reutlingen



REGIONAL PROJECT FOR CENTRAL ASIA

Dual vocational training and basic financial education for young people

Overall term: 10/2014 – 12/2020

Funding by: BMZ*

Countries: Kyrgyzstan, Tajikistan, Turkmenistan

German project partners: OSV***, Saalesparkasse (Halle)



REGIONAL PROJECT FOR SOUTH AMERICA

Education and association structures for sustainable financial inclusion

Overall term: 01/2018 – 12/2023

Funding by: BMZ*

Countries: Argentina, Bolivia, Colombia, Ecuador, Peru

German project partner: OSV***



TRANSNATIONAL

Business Games in project work

Overall term: since 1998

Countries: worldwide

Funding by: BMZ*

Project partners: Topsim GmbH and BTS (Sweden)

*German Federal Ministry for Economic Cooperation and Development

**Sparkassenverband Baden-Württemberg

***Ostdeutscher Sparkassenverband



Training and HR development are integral components of all Sparkassenstiftung's projects. Our aim is to transfer successful concepts to existing local training structures. This includes, for example, introducing the dual vocational training system, setting up training academies and training of trainers for our business games.

PROJECT REPORT: MONGOLIA

Dual vocational training for banking professionals

Sparkassenstiftung's project with the Central Bank of Mongolia got off the ground in December 2016. Its aim: to strengthen the banking sector in Mongolia by putting banking sector training on a more professional footing and aligning it with international standards. The introduction of new education standards in Mongolia was intended to promote practice-oriented learning in the country's approximately 630 schools and vocational training centres. However, there is still a major gap between theory and practice. Graduates of state and private vocational schools often fail to find a job because their practical qualifications are not up to standard. In many cases, the training provided at vocational schools is not geared to labour market demands.

Training for banking sector personnel is important: To date, employees in this sector do not have to meet any specific requirements. Most staff are recruited straight from university or from tertiary-level educational facilities that do not offer any practical (bank) training.

For this reason, the project is promoting professionally sound, practice-oriented training that will empower bank employees to properly advise a wide range of customers on various financial products. The practical part of training thus focuses strongly on real-life advisory scenarios. Sparkassenstiftung initially started developing and piloting dual vocational training in Mongolia's capital city of Ulaanbaatar. In 2019, it expanded its activities to the country's second and third-largest cities, namely Erdenet and Darkhan respectively.

Additional support measures, such as the introduction of World Savings Day, are intended to help raise



Enthusiastic young savers at World Savings Day 2019 in Mongolia

general financial literacy amongst the population and to strengthen customer confidence in the Mongolian banking system.

In 2019, some 75 trainees successfully completed their dual vocational training to become banking professionals.

The German project partner is the Sparkasse Ostprignitz-Ruppin. The project is funded by Germany's Federal Ministry for Economic Cooperation and Development (BMZ).

Project partners on site:

- Central Bank of Mongolia
- Mongolian Bankers Association

This is only one of our many projects – an overview of our projects worldwide can be found on our website:



→ www.sparkassenstiftung.de/en/projects/worldwide-projects



Sparkassenstiftung staff in Mongolia at World Savings Day 2019



(from left to right) Markus Rück, Chairman of the Board, Ralf Osterberg, Board Member (both Sparkasse Ostprignitz-Ruppin), Niclaus Bergmann, Managing Director of Sparkassenstiftung, Andrea Schmidt, Head of HR Management of Sparkasse Ostprignitz-Ruppin

Markus Rück, Chairman of the Board, Sparkasse Ostprignitz-Ruppin

“Mongolia? Isn’t that just yurts and stone deserts? I’m certain a lot of staff at our Sparkasse asked themselves this when they learned that, over the next three years, they would be involved in a Sparkassenstiftung partnership project with Mongolia. The answer: Far from it! Thanks to the international cooperation between Sparkassenstiftung, the Sparkasse Ostprignitz-Ruppin, the Central Bank of Mongolia and the Mongolian Bankers Association, which got off the ground in 2018, my colleagues have been learning what makes Mongolia such a fascinating place. And I must say, the vast experience amassed by Germany’s Sparkassen is in great demand in Mongolia. A total distance of 7,800 km lies between Neuruppin and Ulaanbaatar. So, what do we have in common? We love what we do! We believe success is helping others to be successful. I’m very proud of all the staff members that support this project, because every day they prove anew that success is driven by curiosity and passion. And there aren’t any limitations on that – neither globally nor in our heads.”

Financial Literacy

The following ten points summarise the insights and ideas that go into improving financial knowledge, as well as the factors driving the success of financial literacy measures and initiatives:

- Networking makes for greater efficacy
- Neutrality engenders acceptance
- Game-based learning rather than conventional teaching approaches
- Real-life, event-driven measures
- Capacity to listen and to understand needs
- Ongoing support
- The family is the primary point of contact
- Schools are the most important leverage point
- New media and communications channels
- Self-efficacy (i.e. it is important that people believe in themselves and their own abilities and are certain their behaviour and decisions can have an effect)

Financial education in Sparkassenstiftung's projects

In keeping with the Sparkassen-Finanzgruppe's longstanding tradition and experience when it comes to sharing financial knowledge, Sparkassenstiftung has many projects ongoing worldwide to improve basic financial literacy. These measures employ target-group-oriented training and teaching materials customised to the country concerned and work with their respective local partners to improve people's socio-economic situation. One of the causes of poor economic development is the general low level of financial literacy. An inadequate overview of personal income and spending, problems sometimes encountered when prioritising expenditure, a lack of financial discipline as well as no forward planning mean that existing long-term savings products are not used, no provisions are on hand for an emergency,

excessive debt is widespread and, ultimately, economic potential also remains untouched.

In a nutshell

Better financial literacy can only lead to significant levels of success if all stakeholders are on board. All actors and measures have to match up. Of particular importance here is the use of materials and methods that are customised to the target group. In all projects and across all age groups, the use of Sparkassenstiftung's own Savings Game has proved an excellent means of increasing people's understanding of finance and budget issues. In its projects in Ghana, Mozambique, Thailand and Zambia, for example, as well as in its Regional Project for Central America, Sparkassenstiftung successfully balances the aspirations and reality of financial education.

An overview of all our projects can be found on our website:



→ www.sparkassenstiftung.de/en/projects/worldwide-projects

Overview of selected projects



PROJECT EXAMPLE!

THAILAND

Strengthening financial capability

Overall term: 08/2017 – 07/2025

Funding by: BMZ*

German project partner: Sparkasse Allgäu



GERMANY AND GHANA

Supporting refugees willing to return to Ghana

Overall term: 01/2018 – 11/2020

Funding by: GIZ**



ZAMBIA

Strengthening basic financial literacy

Overall term: 05/2012 – 12/2020

Funding by: BMZ*

German project partner: Sparkasse Esslingen-Nürtingen



MOZAMBIQUE

Promoting financial literacy

Overall term: 09/2016 – 04/2025

Funding by: BMZ*



REGIONAL PROJECT FOR CENTRAL AMERICA

Improving sustainable access to financial services by strengthening education and association structures

Overall term: 10/2014 – 09/2022

Funding by: BMZ*

Countries: Cuba, El Salvador, Honduras, Mexico, Panama

German project partner: Ostdeutscher Sparkassenverband

*German Federal Ministry for Economic Cooperation and Development

**Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH



The decisions we make in life are often financial ones. But for these decisions to be good, we need to know how finance works. With this in mind, Germany's Sparkassen offer a wide range of consultancy services designed to build financial literacy nationwide. Sparkassenstiftung adapts and applies these concepts and materials in line with the specific needs of developing countries and emerging economies around the world.

PROJECT REPORT: THAILAND

Strengthening financial capability



Trainers from the province Ubon Ratchathani at the Money Management Training Course in August 2019

Thailand has undergone very positive development over the past twenty years, with poverty decreasing significantly in the 1980s. Having said this, rural and predominantly agricultural areas especially have essentially been left behind. In terms of socio-economic development, Thailand's agricultural Northeast is having a particularly hard time catching up.

Together with its two partners – Thailand's Ministry of Finance/Fiscal Policy Office and the Government Savings Bank (GSB) – the project aims to improve living conditions in Thailand's disadvantaged Northeast. Building the population's financial literacy is vital for improving socio-economic development. Needs-oriented training and advisory measures can help people gain a better overview of their income and spending, allowing them to better organise their personal finances. Furthermore, learning more about financial services enables people to use them properly. Thus, the project encourages people to commit to long-term saving plans and fosters the creation of financial contingency funds while working to prevent over-indebtedness.

The project aims to strengthen the financial literacy of private citizens and school pupils in selected regions of the Kingdom of Thailand. To this end, it has developed a modular Money Management Training Course (MMTC) which it offers to the target group alongside Sparkassenstiftung's board-based Savings Game. Through to the end of 2019, the project qualified 28 trainers to conduct the MMTC and another 33 to implement the Savings Game. These trainers now regularly conduct training activities in up to now four pilot provinces. On course to expand to other provinces in Thailand's Northeast, the project also plans to develop additional training contents and measures during the ongoing phase.

To this end, Sparkassenstiftung is networking with other stakeholders and actors engaged in financial education on site.

The project is funded by Germany's Federal Ministry for Economic Cooperation and Development (BMZ).

The German project partner is the Sparkasse Allgäu.

This is only one of our many projects – an overview of our projects worldwide can be found on our website:



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Structure of the modular-based Money Management Training Course



Manfred Hegedüs, Chairman of the Board, Sparkasse Allgäu

“Sparkassenstiftung’s mission of sharing Germany’s successful Sparkassen model across the globe is something we’ve been supporting for many years as a partner Sparkasse. The fact that the staff members of our Sparkasse have the opportunity to apply their expertise abroad as part of Sparkassenstiftung’s projects boosts our attractiveness as an employer in the Allgäu region. That’s important to us, especially as our employees are increasingly asking what social value ‘their Sparkasse’ is creating. We are looking forward to continuing our cooperation!”



Manfred Hegedüs (centre) and Sparkassenstiftung’s Project Manager, Karin Klein (left), during a visit by a Thai delegation to Germany’s Allgäu region. Staff at Sparkasse Allgäu shared their know-how with their Asian guests and introduced them to the Allgäu region’s culture and nature.

MSME Finance

Micro, small and medium-sized enterprises (MSMEs) are key drivers of national sustainable development agendas and crucial for achieving the Sustainable Development Goals (SDGs). MSME-driven job creation often directly benefits the poor and weak, above all women and young people. This reduces poverty, raises income, and has a positive effect on investments in education and health.

According to the World Bank, MSMEs represent around 90 per cent of all businesses and account for 50 per cent of employment worldwide. Formal MSMEs generate up to 40 per cent of national income (GDP) in emerging economies.

MSME studies conducted by Sparkassenstiftung in Turkey (Syrian refugees and Turkish MSMEs) showed that the major factor inhibiting MSME growth is poor access to financial products. Other factors holding back MSME growth include poor entrepreneurial skills as well as a lack of knowledge about tax and other regulations.

Holistic approach: Building capacity on the demand and supply side

Given this situation, a major focus of Sparkassenstiftung's work is on helping MSMEs build their entrepreneurial capacity and skills.

On the demand side, Sparkassenstiftung supports MSMEs directly and indirectly by:

- Providing basic training and support for entrepreneurs in the fields of business steering and financial planning. This includes modules on topics such as marketing, e-commerce but also tax legislation.
- Organising networking events and conferences to which financial institutions are invited in order to foster networking.

On the supply side, Sparkassenstiftung assists microfinance institutions and banks in developing countries and emerging economies in the following fields:

- Targeted strategies for the MSME segment
- Customised sales pitches and marketing approaches to reach market segments more effectively
- Appropriate advisory concepts and bank staff training
- Market-oriented lending products and financial services for MSMEs
- Organisational structures
- Efficient lending processes
- Rollout of innovative technologies

In all of this, the projects leverage Sparkassenstiftung's international experience and the know-how of Germany's Sparkassen.

An overview of all our projects
can be found on our website:



→ [www.sparkassenstiftung.de/en/
projects/worldwide-projects](http://www.sparkassenstiftung.de/en/projects/worldwide-projects)

Overview of selected projects



TAJKISTAN

Women in Business

Overall term: 07/2017 – 07/2021

Funding by: European Bank for Reconstruction and Development (EBRD)

German project partner: IPC – Internationale Projekt Consult GmbH



PHILIPPINES

CARD SME Bank

Overall term: 10/2009 – 09/2020

Funding by: BMZ*

German project partner: Sparkasse Ansbach



MYANMAR

Consulting services for SME Lending Programme SELP II

Overall term: 07/2018 – 12/2020

Funding by: KfW Development Bank

German project partner: IPC – Internationale Projekt Consult GmbH



INDONESIA

**Assisting the regional development banks (BPDs) to
decentralise financial service provision**

Overall term: 06/2010 – 03/2020

Funding by: BMZ*



TURKEY

Financial inclusion of refugees and host communities in Turkey

Overall term: 05/2019 – 12/2025

Funding by: BMZ*

*German Federal Ministry for Economic Cooperation and Development



As engines of employment and economic growth, micro, small and medium-sized enterprises (MSMEs) rely on access to needs-oriented financial services in order to succeed. Sparkassenstiftung thus harnesses the experience of Germany's Sparkassen-Finanzgruppe (Sparkassen Finance Group) to empower banks and microfinance institutions to build and grow their lending operations.

PROJECT REPORT: TAJIKISTAN

Promoting women in business



A successful participant of the EBRD Women in Business programme: Thanks to a small loan, Sarvinoz Kholova can continue to work as a seamstress.

In this Central Asian country with around 9.2 million inhabitants, the share of women-led micro, small and medium-sized enterprises (MSMEs) amounts to a mere 28 per cent. With an approximately 38 per cent share of women-led MSMEs or, in the case of Kazakhstan, nearly 50 per cent, Tajikistan's neighbouring countries are way out in front. The volume of loans disbursed to Tajik women in business is correspondingly low. Although, legally speaking, women have the same rights as men in Tajik society, their reality is slightly different and directly mirrored in financial institutions' attitude towards women. As yet, women entrepreneurs have not been adequately identified as a market segment in

their own right. As a result, the products and customer services that financial institutions provide to women entrepreneurs are underdeveloped.

Outside the capital city of Dushanbe especially, women-led enterprises often lack access to loans. As a rule, they also only have very rudimentary economic knowledge or none at all. For this reason, the Women in Business project offers targeted empowerment in the form of customised credit products and financial literacy training. In this context, Sparkassenstiftung's Micro Business Game is proving a very successful tool for raising women's financial and entrepreneurial literacy, as seen in the positive feedback it is generating.

Since the project first got off the ground in 2017, almost 13,500 loans with a total volume of around EUR 27.5 million have been disbursed to women entrepreneurs in Tajikistan. In the meantime, our project partners have made more than 1,500 loan disbursements per month to women entrepreneurs. Furthermore, they have also organised a multitude of training events up and down the country every month that specifically address the needs of economically active women.

The project is funded by the European Bank for Reconstruction and Development (EBRD).

German project partner is the IPC - Internationale Projekt Consult GmbH.

This is only one of our many projects – an overview of our projects worldwide can be found on our website:



→ www.sparkassenstiftung.de/en/projects/worldwide-projects



(from left to right) Niclaus Bergmann, Managing Director of Sparkassenstiftung, Ayten Rustamova, Manager of the EBRD office in Tajikistan, and moderator Firuza Nasyrova at the EBRD 'Women in Business' conference in Dushanbe on 4 July 2019.

Since 2017, the EBRD-financed measure has already helped thousands of Tajik women gain better access to financial resources. The financial advice and training

services are customised precisely to the needs of women entrepreneurs, thus enabling them to sustainably improve their business activities.



During the EBRD conference members of the Union of Craftsmen of Tajikistan presented their products.

Project partners on site:

- IMON International
- Eshkhatta Bank
- Bank Arvand
- HUMO International
- First Microfinance Bank of Tajikistan

Capacity Development

Financial Literacy

MSME Finance

Institution Building

Rural Finance

Green Finance

Institution Building

The institutionalised saving of small amounts of money under safe and fair conditions was not possible in Germany before the Sparkassen came along over two centuries ago. Their arrival was also a boon for the municipalities which were able to leverage these new financial institutions to build the infrastructure needed for industrial growth.

This business model is still valid today and – with the right adjustments – is also viable in developing countries and emerging economies.

- 1. Focus on the local region:** Local institutions know their region and their customers. The principle of regionalism prevents local institutions from engaging in business with unknown, more risky customers. Savings are mobilised locally and channelled into loans while profits flow back into the region and help grow the local economy. Regionalism strengthens and protects individual financial institutions just as much as it does the respective regions and companies based there.
- 2. Keeping costs down:** The Sparkassen themselves are organised in regional and supra-regional associations which enable them to realise economies of scale, share information more easily and learn from one another at an institutional level. As a result, staff training, political lobbying and the organisation of internal and external audits can be organised cost-efficiently, enabling each individual Sparkasse to save resources without having to compromise on quality.
- 3. Raising earnings potential:** Sparkassen are supported by other companies within the wider Sparkassen network. Insurers, building societies and a central data centre with standardised IT solutions for all Sparkassen, along with other shared specialised facilities, provide additional products and services for each and every Sparkasse and their customers.

This model of local institutions strengthened by central associations and alliances is resilient in times of financial crisis and able to get through processes of change intact. Germany's Sparkassen are also pioneers in the field of digitalisation. This applies to the optimisation of in-house digital processes and to digital services for customers.

Sparkassenstiftung transfers and leverages these key factors in its project work in order to restructure retail banks, build up microfinance institutions and create service associations and affiliated companies. In rural Cameroon, for example, we are strengthening a network of around 200 village savings banks in a bid to promote access to financial services. Meanwhile, in Rwanda, we are advising and supporting around 500 independent microfinance institutions (MFIs), most of them savings and credit cooperatives (SACCOs).

In Asia, Sparkassenstiftung is supporting the regional expansion of successful MFIs and helping them to roll out digital solutions. In many places, digital financial technologies are fostering the inclusion of disadvantaged population groups. Digital financial services make for improved access to financial products and help lower financial intermediation costs. This is the case in Mexico, where Sparkassenstiftung is assisting regional financial institutions to realise their digitalisation strategy.

Regional institutions require appropriate internal strategies, structures, processes and skills in order to successfully harness new digital technologies. To this end, they also need an emboldened innovation culture.

An overview of all our projects can be found on our website:



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Overview of selected projects



RWANDA

Professionalising the Umurenge-SACCO sector

Overall term: 09/2015 – 09/2019 (subsequent integration into Regional Project for East Africa)

German project partner: Sparkasse Heidelberg

Funding by: BMZ*



REGIONAL PROJECT FOR SOUTHEAST ASIA

Strengthening the regional microfinance network

Overall term: 01/2015 – 03/2021

Funding by: BMZ*

Countries: Vietnam, Laos and Myanmar

German project partner: Sparkasse Essen



BHUTAN

Building and strengthening the microfinance sector

Overall term: 04/2013 – 03/2021

German project partner: Sparkasse Germersheim-Kandel

Funding by: BMZ*



MEXICO

Promoting digital financial services

Overall term: 11/2019 – 10/2027

Funding by: BMZ*



CAMEROON

Strengthening village savings banks (CVECA)

Overall term: 01/2014 – 12/2021

Funding by: BMZ*

*German Federal Ministry for Economic Cooperation and Development



Besides successfully combining sound profit with social responsibility, Germany's Sparkassen foster universal access to financial services. The key to their success lies in lowering costs through association-based cooperation and raising profits by ensuring professionalism. Sparkassenstiftung transfers and applies these concepts in its project work.

PROJECT REPORT: RWANDA

Professionalising the Umurenge-SACCO sector



Sparkassenstiftung's Business Games are also being deployed very successfully in Rwanda.

Rwanda has around 460 independent microfinance institutions, most of them savings and credit cooperatives (SACCOs). Thanks to the prolificacy of these MFIs, access to financial services is assured for the majority of Rwandans. Indeed, according to the last FinScope survey of 2016, some 89 per cent of the adult Rwandan population is regarded as financially included. Having said this, service quality is still very restricted. However, these institutions are so small in size, especially in rural areas, that the jump to the next level of quality would exceed their capacity.

Therefore, the smallest of these 416 institutions, which can be found in every district (Umurenge), are to be merged to form 30 larger district-level units. Rwanda's Ministry of Finance estimates that these

Umurenge-SACCOs currently bank 42 per cent of the adult population. The scheduled mergers are intended to facilitate scaling, raise the level of SACCO professionalism and improve the range of services available to the rural population as well as to smaller and medium-sized enterprises. In stage two, the project aims to set up a central credit institution. Modelled on a clearing centre, this centre's task is to provide the new district SACCOs with access to favourably priced services they are unable to deliver on their own: i.e. access to the national payments transaction system, investment business and digital financial services.

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The Umurenge-SACCOs currently provide financial services to about 42 per cent of Rwanda's adult population.

Sparkassenstiftung is advising and assisting the Umurenge-SACCOs to plan and prepare the mergers and to navigate the post-merger phase. Relevant activities include strategy and business planning, communicating with customers/members, staff and management and also local opinion leaders, selecting key workers and defining standard processes, etc.

At the end of September 2019, the project has been transferred to the East Africa regional rural development project which is dedicated to strengthening microfinance sector institutions. The objective is to pool and leverage synergies from the various projects underway in this region. BMZ will continue to provide financial support for these activities under the regional project, too.

The German project partner is the Sparkasse Heidelberg.



A delegation from Rwanda's Kigali Independent University visiting Sparkasse Heidelberg for a specialist exchange. Together with his staff and representatives of Sparkassenstiftung, Board Member Stefan Beismann (third from left) is pleased to welcome the visitors.

Heidi Oestringer, Sustainability Officer at Sparkasse Heidelberg

“As one of Sparkassenstiftung’s partners on this project dedicated to professionalising the Umurenge-SACCO sector in Rwanda, we are happy to contribute in the form of internships and delegations that foster exchanges of knowledge. We also provide information on our structures and processes. It’s really nice that this specialist exchange with experts from Rwanda is not a one-way street, but gives us a chance to benefit from Rwanda’s experience, too. This is opening up new perspectives and ways of thinking for us as well.

What’s more, we are now in the process of enabling our junior staff members to contribute their specialist know-how on site in the project in Rwanda. These short-term assignments are very interesting, especially for our young, freshly trained professionals and graduates.”

Capacity Development

Financial Literacy

MSME Finance

Institution Building

Rural Finance

Green Finance

Rural Finance

Many developing countries and emerging economies have an underproductive agriculture sector which in turn engenders a low level of rural development. This often results in food insecurity for the rural population if not the entire country. Besides weather and climate extremes, the main drivers of this situation include a lack of diversification and poor infrastructure. Furthermore, economic progress in these countries is often mainly, if not exclusively, concentrated in urban centres. Sustainable rural development is, however, decisive for a country's economic and social stability. Neglecting rural areas only worsens social and ecological problems, causing more and more people to migrate to the already overpopulated cities.

To sustainably strengthen rural areas, it is important that local people have access to appropriate financial products. The main focus here is on the needs of micro agribusinesses and local processing companies. The core aspects of rural finance are lending and savings products together with insurance and payment transactions – across the entire value chain. The fact that small farmers are often unable to provide conventional loan collateral means it is necessary to identify alternative models of financing as well as security instruments.

For this reason, Sparkassenstiftung's projects not only focus on the demand side, but also on the suppliers, banks and microfinance institutions. When developing suitable financial products for the agricultural sector, the supply side, for example, needs to take account of cropping cycles and seasonal fluctuations and align the entire credit process accordingly. Often though, bank staff lack the required skill sets and show little understanding of the nature of agricultural cash flow. The same goes for the specific risks that accompany agricultural production or livestock farming.

Against this backdrop, Sparkassenstiftung's rural finance projects in Bhutan, Mexico and Uzbekistan are advising banks and their staff about alternative lending procedures and working with them to develop

demand-oriented products. Besides advising potential customers from the rural business and smallholding sector, the aim is to train them in financial and entrepreneurial matters, too. One of the tools used successfully in this context is Sparkassenstiftung's very own Farmers Business Game. This interactive training measure is enabling the Sparkassen partnership project in The Gambia and the Regional Project for East Africa to address local and agricultural value chains and build basic entrepreneurial literacy. The Farmers Business Game is complemented by coaching specifically tailored to this target group.

An overview of all our projects can be found on our website:



→ www.sparkassenstiftung.de/en/projects/worldwide-projects

Overview of selected projects



THE GAMBIA

Curbing migration through start-up support

Overall term: 11/2018 – 09/2026

Funding by: BMZ*

German project partner: Sparkasse Attendorn Lennestadt Kirchhundem



UZBEKISTAN

Agricultural and rural development

Overall term: 05/2019 – 04/2027

Funding by: BMZ*

German project partners: Sparkasse Fürth, Sparkasse im Landkreis Neustadt a. d. Aisch - Bad Windsheim



MEXICO

Strengthening the agricultural sector and promoting rural development

Overall term: 09/2016 – 09/2024

Funding by: BMZ*



REGIONAL PROJECT FOR EAST AFRICA (II)

Strengthening the microfinance sector for rural development

Overall term: 10/2019 – 09/2027

Funding by: BMZ*

Countries: Burundi, Kenya, Rwanda, Tanzania, Uganda

German project partners: Sparkassenverband Baden-Württemberg, Sparkasse Heidelberg, Kreissparkasse Tübingen, Kreissparkasse Reutlingen



BHUTAN (II)

Rural development

Overall term: 09/2019 – 08/2027

Funding by: BMZ*

German project partner: Sparkasse Germersheim-Kandel

*German Federal Ministry for Economic Cooperation and Development



Lending operations, savings products, insurance and payment transactions are all core topics of Rural Finance. The focus here is on the needs of agricultural microenterprises and on creating suitable agricultural finance products. Sparkassenstiftung assists its partners to make their customers more ‘financially savvy’ – and one of the tools it employs to do this is its Farmers Business Game.

PROJECT REPORT: THE GAMBIA

Curbing migration through start-up support



“Credit union, happy family” – Credit unions are not only an institution, but also a feeling: They operate according to the principle ‘people support people’ and are devoted to their members at all times. NACCUG is the umbrella association of The Gambia’s credit unions and has been Sparkassenstiftung’s project partner since 2015.

Despite the shift in political power in January 2017, the general outlook for The Gambia – and for the country’s youth especially – remains bleak, which only serves to fuel migration. Compared to other African countries, Gambian migrants constitute the largest group of refugees in relation to the country’s (small) size and total population. The only way to buck this trend is to create economic prospects within the country. Therefore,

project activities are geared to providing start-ups with better opportunities for a successful launch, especially enterprises led by young adults and women. The objective is to boost their participation in economic life and thus help create jobs and curb migration.

Basic economic and financial training is designed to ready the target group for self-employment (men

This is only one of our many projects – an overview of our projects worldwide can be found on our website:



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up to 35 and women up to 45 years of age). To this end, Sparkassenstiftung is employing a three-stage education and support plan. Aligned with its latest migration strategy, this plan includes basic training courses built around Sparkassenstiftung's own Micro Business Game, Savings Game and Farmers Business Game.

Furthermore, in 2019, Sparkassenstiftung worked with its local partner, the National Association of Cooperative Credit Unions of The Gambia (NACCUG), to set up a pool of trainers and to design and implement a coaching strategy along with target-group-oriented lending products. To date, this initiative has succeeded in training some 800 participants – more than half of them women. Selected participants also underwent coaching on key aspects of self-employment, and

initial loans were paid out to start-up entrepreneurs.

The project is funded by Germany's Federal Ministry for Economic Cooperation and Development (BMZ).

The German project partner is the Sparkasse Attendorn Lennestadt Kirchhundem.

Project partner on site:

- National Association of Cooperative Credit Unions of The Gambia (NACCUG)



Strong partnership (from left to right): Oliver Schuster, Project Manager of Sparkassenstiftung; Foday Sanyang, CEO / General Manager at NACCUG; Heinz-Jörg Reichmann, Chairman of the Board, Sparkasse Attendorn Lennestadt Kirchhundem

Heinz-Jörg Reichmann, Chairman of the Board, Sparkasse Attendorn Lennestadt Kirchhundem:

“The Gambia is poor and its economy drained by dictatorship. But people here take responsibility for themselves and are working to ensure that they, and future generations, will have a better life. Sparkassenstiftung's staff are also committed to this objective – like the Project Manager for Africa, Oliver Schuster. Together, we visited NACCUG, an umbrella organisation that oversees 62 local credit unions and a cooperative-backed training centre, all of which really impressed me! And that's why it's important to me that staff from my Sparkasse support the project in The Gambia.”

One such staff member is Robin Möwert, who heads up sales management. For the project in The Gambia he was tasked with advising the NACCUG on the generation of a risk management system. “Through the project, we are delivering help for self-help and addressing the causes of migration”, he said. “People are confidently optimistic. They want to help their country move forward and prefer to seek their fortune at home rather than in Europe.”

Green Finance

Green finance is about investments in renewable energies and energy efficiency. It is also about improving adaptation to climate change and fostering eco-friendly economic growth.

Support for local banks and microfinance institutions

Sparkassenstiftung assists local banks in developing countries and emerging economies to finance corresponding investments in sustainable technologies. It helps project partners with the design and rollout of suitable products, like loans and insurance policies for investments in the field of renewable energies and energy efficiency. It advocates resource-friendly production procedures and works to improve adaptation to climate change, especially for small farmers and micro, small and medium-sized enterprises (MSMEs) that operate in the agricultural sector or are exposed to the impacts of climate change in some other way. Furthermore, Sparkassenstiftung also assists its project partners in analysing their portfolios' vulnerability to the impacts of climate change and supports the development of suitable risk management concepts.

Sparkassen – funding Germany's energy transition

Germany's Sparkassen are driving the country's energy transition. In particular, they are financing the many small-scale projects by medium-sized enterprises, homeowners or municipalities (e.g. wind farms, photovoltaics, and biogas plants, etc.). They are also leading brokers of KfW programmes designed to promote renewables and energy efficiency in companies and residential housing. Sparkassenstiftung gives its local partners the opportunity to leverage the extensive experience that Germany's Sparkassen have amassed in this field on site in their own countries.

Green finance in our projects

In Burundi, Sparkassenstiftung is assisting local savings groups to get better access to credit for agro-ecological latrines. In Myanmar, Sparkassenstiftung is working jointly with the World Wide Fund for Nature (WWF) and the Myanmar Food Processors and Exporters Association to prepare small and medium-sized enterprises (SMEs) in the food industry to establish contacts with banks. The objective is to enable them to invest in clean and eco-friendly production based on sustainable water and energy management. At the same time, the banks are rolling out procedures and processes designed specifically for SME clients. This includes in-house training on SME loan extension.

Sparkassenstiftung is also actively engaged in green finance in Namibia and South Caucasus. In Namibia, for example, Sparkassenstiftung is advising the microfinance institution Kongalend on investments in energy efficiency and renewable energies (e.g. for environmentally sensitive crop cultivation and solar plants). In South Caucasus, Sparkassenstiftung is working together with Germany's KfW Development Bank and WWF to promote eco-corridors.

An overview of all our projects
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Overview of selected projects



PROJECT
EXAMPLE!

BURUNDI

Better access to loans for savings groups to finance
eco-friendly 'Akasuga' latrines

Overall term: 07/2019 – 10/2020

Funding by: GIZ*



MYANMAR

Sustainable water and energy management in the food and beverage
industries in the Ayeyarwady River Basin

Overall term: 02/2018 – 01/2022

Funding by: European Union

Project partners: WWF Germany, Myanmar Food Processors and
Exporters Association



NAMIBIA

Partnership project with the MFI Kongalend

Overall term: 08/2015 – 07/2020

Funding by: BMZ**

German project partner: Kreissparkasse Saarlouis



SOUTH CAUCASUS

Promoting eco-corridors

Overall term: 11/2016 – 01/2020

Funding by: KfW Development Bank, World Wide Fund for Nature (WWF)

Capacity Development

Financial Literacy

MSME Finance

Institution Building

Rural Finance

Green Finance

*Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

**German Federal Ministry for Economic Cooperation and Development



Green finance is about leveraging investments in renewable energies and promoting energy efficiency. Sparkassenstiftung assists local banks in developing countries and emerging economies to finance corresponding investments in sustainable technologies.

PROJECT REPORT: BURUNDI

Better access to loans for savings groups to finance eco-friendly 'Akasuga' latrines

Climate change poses a major challenge for Burundi's socio-economic development. Indeed, its impact on crucial sectors, such as agriculture, livestock farming and health, as well as on water resources and soil fertility in the coastal region of Lake Tanganyika, are now being felt firsthand. Furthermore, widespread rural poverty and a lack of hygiene are responsible for repeated outbreaks of cholera epidemics and other illnesses.

To improve basic sanitation and give local households access to biological fertiliser, the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH has developed an eco-friendly urine-diversion latrine that goes by the name of 'Akasuga'. Following the rollout of these latrines in the three provinces of Mwaro, Bururi and Rumonge, local households are being empowered to finance latrine construction themselves.

Given the low level of financial inclusion, the project enables local savings groups to link up with the formal sector which in turn generates access to microloans. Group members are trained using Sparkassenstiftung's Savings Game. Thus, they are encouraged to save and given help with filling in their loan applications. At the same time, the project is advising microfinance institutions on the rollout of loan products customised to the needs of these savings groups. The sale of biological fertiliser and higher yields of fast-growing crops, such as vegetables, will be used to repay the loans.



Burundi households need money to install ecological latrines. Advice on this topic is delivered locally, for instance at savings group meetings as seen above.

This is only one of our many projects – an overview of our projects worldwide can be found on our website:



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These fields benefit from the fertiliser obtained from the 'Akasuga' latrines.

GIZ developed the ecological latrine 'Akasuga' to enhance basic sanitation. This latrine works by separating urine from faeces. Collected in large yellow canisters, the urine is subsequently diluted with water for use as a biological fertiliser on the fields.

GIZ is funding this project.

Project partner on site:

- Réseau des Institutions de Microfinance au Burundi (RIM)



Smallholder installing an 'Akasuga' latrine.

Sustainable Development Goals

The Sparkassenstiftung für internationale Kooperation e.V. works in compliance with the United Nations' 2030 Agenda for Sustainable Development. The 17 Sustainable Development Goals (SDGs) are the basis for global economic progress within the framework of the planet's ecological limitations and serve to strengthen social justice. Our projects are helping to realise the following ten goals:



SDG 1: End poverty in all its forms everywhere

By improving access to financial services that meet the concrete needs of customers, Sparkassenstiftung's projects are helping to reduce the poverty of marginalised population groups – and that of women, children and young people especially.



SDG 2: End hunger, achieve food security and improved nutrition and promote sustainable agriculture

Training for better financial and entrepreneurial literacy in rural areas is empowering agricultural producers. In this way, Sparkassenstiftung is helping to strengthen agricultural productivity and ensure sustainable food supplies for growing populations.



SDG 3: Ensure healthy lives and promote well-being for all at all ages

Handling money responsibly and making provisions to ward off financial risks help enhance people's well-being. Financial services offer people a formal option for minimising the risks that surround health emergencies by giving them a chance to manage their medical expenditure without exhausting all their savings. Through its projects, Sparkassenstiftung is working to protect people against financial risks. As such, it is helping improve general health care.



SDG 4: Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all

In the finance sector, both basic financial education as well as basic and advanced vocational training enable disadvantaged groups to benefit from a high standard of education. Together with its local partners, Sparkassenstiftung is committed to improving living conditions in its project regions by fostering financial and entrepreneurial literacy and thus helping private individuals and small entrepreneurs to build their future prospects.



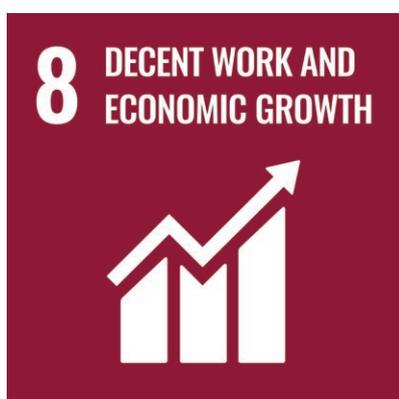
SDG 5: Achieve gender equality and empower all women and girls

Having access to finance enables people, and disadvantaged women in rural regions especially, to make financial provisions and safeguard their families' welfare. By supporting women in its projects, Sparkassenstiftung is helping to strengthen (micro) entrepreneurship and gender equality.



SDG 7: Ensure access to affordable, reliable, sustainable and modern energy for all

Development is not possible without energy. Sustainable energy supplies are therefore being established and expanded in developing countries in order to reduce poverty. Using mobile and stationary payment systems as well as savings options and loans, our project partners are able to promote local energy supplies at household or farm level. This is valuable development work in that it promotes rural electrification and the use of eco-friendly local systems. In some countries, financial institutions engaged in Sparkassenstiftung's projects are being equipped with solar energy systems to secure their energy supply but also to encourage their members and customers to switch to climate-friendly energy systems, too.



SDG 8: Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all

Microfinance institutions and banks can only offer their customers needs-oriented financial services if they have well-trained staff to deliver them. Sparkassenstiftung's projects concentrate on training partner institution staff and on setting up basic and advanced dual training systems. Qualified employees are a sustainable asset for the project country's labour market and strengthen the microfinance institutions from within.



SDG 9: Build resilient infrastructure, promote inclusive and sustainable industrialisation and foster innovation

Establishing a sustainable financial infrastructure, especially one that provides access to loans at customary rates and conditions, helps grow the economy and boosts local industry's performance capacity. Sparkassenstiftung and its partners improve access to financial services for small enterprises. This includes affordable loans and supporting their integration in value chains and markets.



SDG 10: Reduce inequality within and among countries

By improving access to financial services, Sparkassenstiftung's projects aim to develop the economic prospects of local population groups and refugees in their respective host countries, thus promoting the refugees' integration while strengthening the local economy. A key component is improving professional standards and qualifications in the financial sector and financially educating the local population and refugees. Both packages of measures are designed to strengthen the local economy and create jobs and, not least, secure people's livelihoods.



SDG 17: Strengthen the means of implementation and revitalise the global partnership for sustainable development

The 17 SDGs can only be achieved through strong global partnerships. Governments, civil society and companies have to work on their implementation together. Sparkassenstiftung networks widely with partner institutions in Germany and around the globe. This enables it to channel its know-how and generate positive impacts for project work. Sparkassenstiftung's mission – think globally, act locally, cooperate internationally – coupled with the 200-year-long history of Germany's Sparkassen and their strong social mandate also contribute to the goal of strengthening global partnerships.

Regional conferences: Central Asia, Caucasus, Latin America, Asia and Africa



Central Asia/Caucasus

All regional staff from Central Asia, Mongolia, the Caucasus and Turkey came together in the Kyrgyz capital Bishkek in June 2019 to share their experience. Together, they analysed their professional activities over recent years and discussed the new demands that projects now face. This first regional conference

in Central Asia was attended by Dr. Hans Ulrich Schneider (first row centre), Sparkassenstiftung Board Member and DSGVO Deputy CEO, along with Sparkassenstiftung's Managing Director, Niclaus Bergmann (first row left).



Latin America

Sparkassenstiftung's regional conference 'EncuentroRegional2019' for the Latin America/Caribbean region took place mid-August 2019 in Mexico. The conference, with partner institutions from the microfinance sector as well as representatives from politics and business, reviewed the successful year 2018/2019 and discussed the new set of challenges facing projects in Latin America where Sparkassenstiftung has been engaged for more than 15 years. In addition to Germany's Ambassador to Mexico, Peter Tempel (second from right), the conference was also attended by Sparkassenstiftung's Chairman of the Board, Heinrich Haasis (second from left).



Asia

In October 2019, the Vietnamese city of Hanoi hosted Sparkassenstiftung's first 'Regional Conference Asia'. With interesting presentations and workshops, participants shared their key successes of recent years and looked ahead to the new challenges in

Asia. Guests included high-ranking representatives of all project partners, Sparkassenstiftung's Board and Management, its Asia team and local project staff from Asia and Southeast Asia.

Africa

Also, in October 2019, the Rwandan city of Kigali hosted Sparkassenstiftung's first 'Africa Conference'. This event brought together representatives of partner organisations and regional and country offices from across the entire African continent. In addition to presentations and professional exchanges, participants formed small working groups to focus on priority topics, such as digitalisation in the African microfinance sector.





Sparkassentag – Hamburg

A particular highlight of the year under review was the Hamburg-held Sparkassentag (German Sparkassen Day) in May 2019. This event featured a podium discussion on the topic of 'organising financial inclusion – enabling growth and stability' together with Dr. Gerd Müller, Germany's Federal Minister for Economic Cooperation and Development. Minister Gerd Müller engaged in a discussion with our Chairman of the Board, Heinrich Haasis, and our Regional Coordinator for East Africa, Britta Konitzer. Minister Müller took this opportunity to thank the Sparkassenstiftung for being a competent and reliable partner of the German Federal Ministry for Economic Cooperation and Development (BMZ) over the past 25 years.



Sparkassen Hackathon – Mexico

Sparkassenstiftung held its first hackathon in Mexico in autumn 2019. A hackathon, a combination of the words ‘hack’ and ‘marathon’, is an event for developing soft- and hardware. The focus of the three-day ‘HackaFest’ with over 60 participants was on developing digital financial solutions for smallholders in Mexico. The winning team was rewarded with the participation at the ‘Symbioticon’ in Hamburg in November 2019. Organised by the Sparkassen Innovation Hub, the Symbioticon event is one of the biggest hackathons in the financial sector.



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Heinrich Haasis
Chairman of the Board

“**T**oday, Sparkassen customers expect that their Sparkasse is actively involved in the topic of sustainability – locally, but also on a much broader scale. At international level, many Sparkassen do so by becoming a member of the Sparkassenstiftung.”

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