



Supporting Refugee and host Communities through Entrepreneurship Development



AFRICAN
ENTREPRENEUR COLLECTIVE

**SUPPORTING REFUGEE & HOST
COMMUNITY ENTREPRENEURS TO GROW
THEIR BUSINESSES—IMPROVING LIVES,
CREATING JOBS & CONTRIBUTING TO
LARGER ECONOMIC DEVELOPMENT**

AEC's Theory of Change

AEC provides **practical services** focused on sustainable business growth leading to **improved lives and communities**



Activities



- Business Tools
- Trainings
- Consulting
- Low Cost Loans

Outputs



- Increased Skills
- Increased Sales
- Operational Efficiencies
- Financial Management

Outcomes



- Business Survival
- Increased Revenue

Impact



- Improved Livelihoods
- Job Creation



Trainings



Consulting



Financial Tools



Networking

Loan Application

APPLICANT INFORMATION

Business Owner Name

Please select current country

Welcome to the AEC Loan Application.

Please fill out all the fields in this form and an AEC personnel will contact you.

NEXT

Are you an AEC client?

☐ Yes ☐ No

Are you the sole owner of this business or do you have shareholders?

☐ Sole Owner ☐ Shareholders

Next >

Loan Application

APPLICANT INFORMATION

Business Owner Name

Please select current country

ID Number

Gender: ☐ Male ☐ Female

I am a refugee ☐ Yes ☐ No

Business Name

Company TIN/PIN

Code Phone Number 1

Code Phone Number 2

Are you an AEC client?

☐ Yes ☐ No

Are you the sole owner of this business or do you have shareholders?

☐ Sole Owner ☐ Shareholders

Next >

Digital Services



Financing

Case study: Angelique's story

"I was just hoping for something to put food on the table and push through life". Angelique Rusaku on why she opened a grocery store upon arriving in Rwanda's Kigeme Refugee Camp nine years ago.

Fleeing violence in neighboring Congo with \$150 USD in savings and a young family to feed, she started small and worked hard.

In 2017 she enrolled in African Entrepreneur Collective's 6-month training and consulting program to learn better financial management and inventory tracking, and because she heard AEC was the only organization in the camp giving loans to refugees.

Starting with a small first-time loan and growing to a loan of USD 8,000, she used this capital to build her first shop into one of the largest businesses in the camp, hire a team of employees, and open a second location in a neighboring camp.





"The only form of support in the camp is the UNHCR stipend, and without a business I don't see how I could do any better for my family. In few days you get hungry with the UNHCR stipend. It's not enough."

"With the first loan, I was able to buy clothes for my kids and feed them twice per day. With the second loan, thanks to the profits of the business, I was able to buy my own house."



"I didn't know the unit economics of my business. I didn't know which of my products were most profitable. I wasn't able to make strategic decisions. But with the help of the AEC program, I've tripled my monthly revenues and grown from 4 to 20 full time staff."

KEY INSIGHTS from AEC programs (Rwanda & Kenya)

1. **The primary motivation (61%) for refugees to start a business was to increase their financial independence.** With the right business skills, access to capital, networks, and a favorable environment, refugee entrepreneurs run successful, profitable and sustainable businesses.
1. **Increased self-reliance** 25% (or more) of AEC's current or past program participants can live off assistance and depend on their business.
1. **Refugee entrepreneurs are direct contributors to their host countries' economic development initiatives.** 59% of all jobs created by refugees were filled by members of the host communities. Urban entrepreneurs have a strong willingness to pay taxes to be in good standing with local governments.



KEY INSIGHTS

4. **Refugees spend more than anticipated years in their host countries;** investing in their businesses improves their livelihoods, reduces heavy aid-dependence, and prepares them for the future whether they return home, integrate into host countries or resettle in a third country.
4. **Introducing private sector-led livelihood interventions offers a balanced and similar environment to refugee's country of origin and/or future host.** Refugee communities are quite entrepreneurial. 85% of participants had existing businesses prior to joining AEC. 60% started their business with their savings and 25% borrowed money from friends/family.
4. **Supporting entrepreneurial refugees contributes to household self-reliance and provides opportunities to increase support for the most vulnerable and non-entrepreneurial refugees.**



Policy Framework

1. Current Policies and enabling environment

- Right to work(employment and businesses)
- Residence permits
- Free movement
- Right to education
- Documentation(Refugee ID)

- Cash interventions(CBI)
- Access to markets
- Active banking sector and mobile banking





AEC RESULTS TO DATE: 2016 - 2020



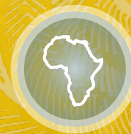
19,531
Entrepreneurs



\$25.4M
New Revenue
Generated



19,814
Jobs Created



97%
Loan
Repayment Rate