Powerful things happen when women realise their economic ambitions. Families prosper. Communities thrive. Economies grow.

That’s why we exist. The women entrepreneurs we support are role models and change-makers, investing in their families and creating jobs for others.

Throughout 2016-17 we continued to drive this change by enabling more women entrepreneurs in low and middle income countries to thrive. Below is a summary of our key achievements.

**OUR REACH**

- **Almost 2,000 women**
  We supported an additional 1,988 women entrepreneurs to build financial independence and transform their lives.

- **105 countries**
  We extended our reach to a further five countries. To date, we have empowered over 141,000 women from more than 105 countries.

- **100,000 more women and girls**
  We aim to support over 250,000 women and girls by 2022.

**OUR IMPACT**

- **750 mentees**
  We welcomed 750 new mentees to our Mentoring Programme, in total supporting 2,900 mentees and mentors during the year.

- **89% ripple effect**
  89% of mentees committed to mentoring others. Women entrepreneurs reported mentoring 378 other women even before completing their one-year mentoring relationships.

- **81% accessed new markets**
  We empowered over 81% of mentees to access new markets.

- **576 new jobs**
  The women entrepreneurs we worked with created 576 jobs in their communities.

- **695 women upskilled**
  695 women entrepreneurs gained vital new skills to boost their business capabilities and confidence.

- **39 influencing opportunities**
  We championed women’s economic empowerment through a range of advocacy and public engagement opportunities to the private sector, policy makers and thought leaders across the globe.
OUR IMPACT

Throughout 2016-17 we worked in collaboration with our partners across the world to build women’s capabilities, confidence, networks and access to financial services and markets. We also called on policy makers and leaders to spur greater progress on women’s economic empowerment at a series of high-level events.

PROJECTS

Global
Our online Mentoring Programme supported over 750 new mentees from over 70 countries. 96% of mentees gained confidence, 95% increased their business skills and 81% accessed new markets.

Lebanon
We supported 153 women, including those from marginalised communities, in the Bekaa Valley, close to the Syrian border. We provided risk management training to help women sustain their businesses through the ongoing instability.

Mexico
We conducted research on the barriers and solutions for Mexican women entrepreneurs, to shape the design of our Road to Growth Mexico initiative.

India
Our WE Can initiative empowered 125 women across five cities in North India, through training, coaching and mentoring. 87% of women increased their business skills.
We also supported 550 women in drought-affected communities in rural Maharashtra to grow their micro-enterprises. As a result, 82% of women felt confident about expanding their enterprises and almost 40% established secondary businesses.

Nigeria
Our Road to Growth Nigeria initiative supported 500 women owners of small businesses, boosting their profits by 31%.

West Bank
We empowered Palestinian women to strengthen their business skills and reach new markets, enabling them to increase their clients by over 50%.

ASEAN
Our DevelopHer initiative provided mentoring and training to 127 women in Cambodia, Indonesia, Myanmar, the Philippines, Thailand and Vietnam.

INFLUENCING

New York
UN General Assembly related events

Rome
Fortune + TIME Global Forum

Davos
World Economic Forum Annual Meeting

Riyadh
Alwaleed Philanthropies conference on ‘The Evolving Role of Women in Saudi Arabia’

London
Fortune Salesforce CEO Series

Sveti Stefan
Global Citizen Forum

Paris
UNESCO High-Level Conference on Women’s Empowerment & Leadership

Seoul
Asia Pacific Cities Summit & Mayors’ Forum
Our Model

Imagine if I have ten jobs, then more people would be employed, more people would be able to feed their families, and take care of them. So, I’m really working hard to put this structure in place, so I can go out and make more jobs.

Participant in Road to Growth Nigeria initiative

Learning from the best trainers and experienced entrepreneurs provided clarity in my vision and gave me a strong foothold. I feel I have found my sanctuary.

Nidhi, participant in WE Can India initiative

Research and evaluation
Our results-based approach is driven by high quality research, monitoring and evaluation

Tailored solutions
We create bespoke programmes, including training, mentoring, and support to access financial services and markets

Innovation and technology
We leverage the power of technology to deliver business support in innovative ways and reach women entrepreneurs on a large scale

Global partnerships
We harness the expertise and resources of stakeholders across the public and private sectors

Women entrepreneurs

Advocacy
We advocate for the needs of women entrepreneurs on a global stage

Building capacity
We strengthen local ecosystems and build sustainability by sharing our expertise with our partners

Research shows that boosting women’s participation in the economy is critical to accelerating global development and spurring economic progress. The ExxonMobil Foundation is proud to support an initiative that will increase financial literacy and access for women business owners in Mexico.

Kevin Murphy, President of the ExxonMobil Foundation, funder of our Road to Growth initiative

The Cherie Blair Foundation for Women has helped the Mann Deshi Foundation immensely to strengthen the Driving Women’s Business Growth programme. We will be able to carry forward the learning and replicate the success story of this programme for future batches of women entrepreneurs.

Chetna Gala Sinha, Founder of one of our partners in India, the Mann Deshi Foundation
FINANCIAL OVERVIEW

INCOME (£ / 000s)
- Unrestricted donations 685
- Corporates 344
- Institutions 225
- Trusts and foundations 85
Total 1,339
(2016: 2,579)

EXPENDITURE (£ / 000s)
Support costs have been allocated across expenditure categories
- Enterprise Development Programme 859
- Mentoring Programme 617
- Costs of generating funds 419
- Mobile Technology Programme 193
Total 2,088
(2016: 2,476)

Overall income reduced in 2016-17 due to a number of converging factors. The way our funding is structured, with a small number of significant grants making up the majority of our restricted income, means that our annual income tends to fluctuate. The difference in 2016-17 was due to the timing of significant grants at the cusp of two financial years. We also made a strategic decision to focus on honing our delivery models and to invest in our fundraising function for the longer term. This decision is already bringing dividends in the current financial year.

Expenditure in 2016-17 was higher than income because of planned programmatic expenditure using funding received in the previous financial year for activities delivered in 2016-17.

WITH THANKS

We thank the global network of organisations, institutions, trusts, foundations and individuals whose passionate commitment to our work has enabled us to take greater strides this year, including the following key donors:

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