

Supporting pathways into work for young people and women

Opening access to entrepreneurship:  
The Initiative France approach

CMI Cairo Workshop – October 2<sup>nd</sup>, 2012

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**Initiative** france  
Un réseau. Un esprit

The Initiative France approach

Who we are

- **One network:** 230 platforms
- **Two values:** solidarity and trust
- **One goal:** help women and men create and/or develop their own company, usually micro or small and medium-sized enterprises ("SME").
- **Two pillars:** financing and coaching

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**Initiative** france  
Un réseau. Un esprit

## The Initiative France approach

Who we are

- Local voluntary organisations spread over French territory and overseas
- Local community anchorage
- Local governance and financial autonomy
- Decentralized network
- **Goals: « social capital » i.e. local networks of human, technical and financial resources to the benefit of the local community**

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## The Initiative France approach

Loans on trust (« prêts d'honneur »)

- Micro-loan
- Free of charge
- Personal
- Uncollateralized
- Zero-interest
- **Goals: to increase own cash and open access to bank loans**

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## The Initiative France approach

### Coaching

- Technical and human support
- Solidarity
- Trust
- Mentoring
- Tailor-made assistance
- ***Goals: to increase self-confidence, to comfort both entrepreneurs and banks and decrease banks' reluctance***

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## The Initiative France approach

### What we achieve (figures for 2011)

- 35, 367 jobs created or maintained
- 15, 953 SME created or developed
- € 154, 100, 000 loans on trust granted
- € 979, 200, 000 bank loans associated to loans on trust
- Thus, € 1,133, 300, 000 invested in local economic development
- Redemption rate: 98%
- SME sustainability after 3 years: 85%

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## The Initiative France approach

What we achieved since 1985 (date of creation)

- 328, 000 jobs created or maintained
- 150, 000 SME supported
- 135, 000 loans on trust granted
- More than € 1 bn loans on trust granted
- More than € 6.2 bn bank loans associated to loans on trust

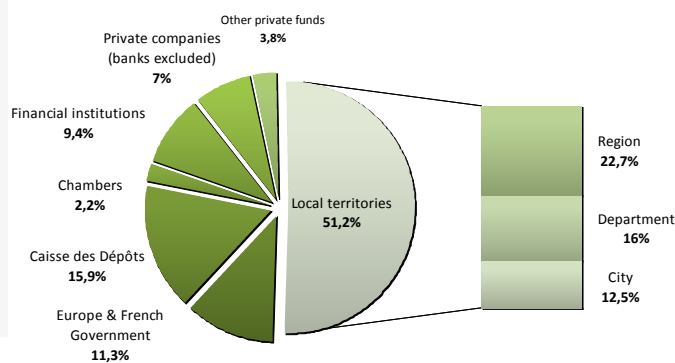
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## The Initiative France approach

Funding sources – Loans on trust

Loans on trust funding sources

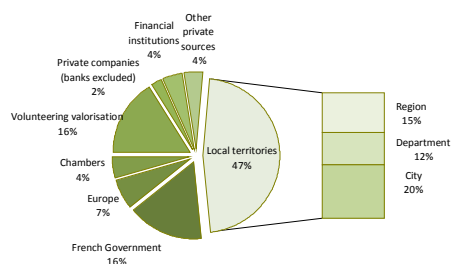


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## The Initiative France approach

### Funding sources – Operational costs



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## The Initiative France approach

### Replicability

- 5 platforms in Morocco
- Project in Tunisia: Medenine, Gafsa, Tunis, Kasserine
- 1 platform in Burkina Faso – 2 upcoming
- Project in Luxembourg
- Project in Portugal
- Project in Quebec

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## The Initiative France approach

Sharing best practices – Lessons learnt

- Cross-border relevant economic and social development model
- Not a “cut and paste” approach
- Exchange of know-how but to be adapted to local environments
- Appropriation by local actors
- Evolution towards the federation of local platforms
- ***The “Initiative” approach is theirs.... and is yours !***

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