

BOND'INNOV



ACTIVITY REPORT 2023



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**Revealing
potential**

#INTRO

2023, a year full of successes, activities and challenges for Bond'innov !



Lyes Bouabdallah
President of the association



Ninon Duval
Director of the association

This year 2023 has been full of successes and varied activities in several Europe-Africa locations. But 2023 was also a year of challenges.

Two of our projects, which had mobilized our teams on complex set-ups, both could not have been developed or were postponed.

The first one due to a difficult political situation in Niger. The second, concerning the Maghreb region, due to a legal reason that made the consortium on which we had worked and planned ineligible at the last minute.

Our very small companies, whether associations or private companies, which are committed to support entrepreneurs and ecosystems, benefit from a large number of support and funding programs, with and thanks to committed public funder who are increasingly aware of entrepreneurship issues. But the technical, legal, financial and administrative frameworks and requirements are increasingly complex and difficult to operate for small and agile structures with close links to the field. The number of documents required for project set-up and follow-up, and the numerous technical prohibitions, mean that we are more concerned with means than with results. To make a lasting difference, we also need trust, long-term relationships and commitments, and the ability to take sometimes a few calculated risks together.

However, Bond'innov is doing well, and the team is more united than ever around our themes of strengthening entrepreneurship, mobility, internationalization of players, reinforcement of ecosystems, support for entrepreneurs from the African diaspora, seed financing, and links with science and academia.

Innovating and working together to find new solutions and move our economies towards greater inclusivity, sustainability and equity. Revealing potential remains our watchword.

We are proud to present this 2023 report, and ready to take on the challenges of 2024, together.

Enjoy your reading !



**OUR MULTICULTURAL
AND INTERNATIONAL
TEAM**

Commitment

Requirement

Multidisciplinary

Multicultural

Kindness

Talents are everywhere ! We're working to bring them to light and include them in the construction of a sustainable and human economy. Revealing potential !

Bond'innov is committed to this mission : **to reveal the potential of entrepreneurs**, players in the field, those who want to make a difference. Let's reveal the potential of neighborhoods, of women, of young people... everyone has something to give and a place to find. Let's change the narratives and biases that stand in the way of economic and social development for all.

Revealing potential starts with our team. Bond'innov is a **multi-disciplinary team**, made up of **profiles with varied personal histories, cultural origins and professional backgrounds**. Talent and experience, human commitment, trust in others and in all circumstances a team committed to reveal further potentials. Bond'innov is careful to people, with a constant concern for high standards and the quest for efficiency.

At Bond'innov, we like each other, we care about each other and obviously, people like us !

Management and Financing Team (head office, Paris, France)

| | | | |
|---|--|--|--|
| Ninon DUVAL FARRE Director of the Association | Joumana HABCHI Administrative and Financial Director | Anaëlle GAOMBALET Administrative and Human Resources Manager | Leraillon M. Mapouata MAIGHAT Administrative Officer |
|---|--|--|--|

Bond'innov African Team (Dakar, Sénégal)

| | | | |
|--|---|---|--|
| Charlie GUERIN Co-Manager Africa | Yoann TERROM Co-Manager Africa | Urbain AGUEMON Head of Programs, Niger Entrepreneurship & Innovation | Reyane GOMIS Communication Manager |
| Ismael Issoufou ISSAKA Project Manager | Joachim Comoé KOUADIO Project Manager | | |

Bond'innov European Team (Paris, France)

| | | | |
|---|--|---|---|
| Maeva DE SOUZA Manager Europe | Mahamadou Lamine DIABY Project Manager | Mourad RADJABOU Project Manager | Fatoumata SYLLA Mission Manager |
|---|--|---|---|

Bond'innov Méditerranéan Team (Casablanca, Morocco)

| | | | | |
|---|---|--|--|---------------------------------------|
| Ilias KHOUKHI Mediterranean Manager | Marion BAPST Mediterranean Co-Manager Rabat, Morocco | Rihab TAWES Support Expert - Tunis, Tunisia | Younna MAHATSAZA Project Manager | Nada SMOUNI Project Manager |
|---|---|--|--|---------------------------------------|

Ecosystems Team / Incubator networks

Guillaume VIGIER
Manager Ecosystems Division
(France-India)

Commitment

Requirement

Multidisciplinary

Multicultural

Kindness



Ninon DUVAL FARRE, head office



Joumana HABCHI, head office



Maeva DE SOUZA, BIE



Anaëlle GAOMBALET, BIE



Lerailon Mapouata MAIGHAT,
BIE



Mahamadou Lamine DIABY,
BIE



Mourad RADJABOU,
BIE



Fatoumata SYLLA,
BIE



Charlie GUERIN, BIA



Yoann TERROM, BIA



Urbain AGUEMON, BIA



Reyane GOMIS, BIA



Ismael Issoufou ISSAKA, BIA



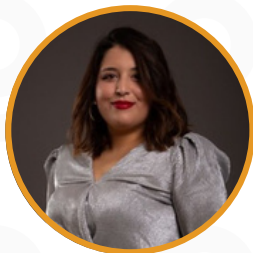
Joachim Comoé KOUADIO, BIA



Ilias KHOUKHI, BIM



Marion BAPST, BIM



Rihab TAWES, BIM



Youmna MAHATSAZA, BIM



Nada SMOUNI, BIM



Guillaume VIGIER

The commitment of our teams would not be the same without the support of our partners, mentors and alumni, as well as the interns and apprentices who have given us a helping hand at the right time.
Thank you so much for their support.

Commitment

Requirement

Multidisciplinary

Multicultural

Kindness

And, of course, a warm thank you to our loyal experts, who were on hand for the morning sessions, office hours, etc... **especially** :

Eric ASSANI

Chartered Accountant
(Expert, Office hours)

Christelle AZIZET DO REGO

GROW UP MARKETS
(Expert, Office hours)

Djibril DIAW

Digitalin.co
(Expert)

Frédérique COSTA

Expert accountant
(Expert)

Tarik Boutoustous

Remotial
(Expert, Office hours)

Hervé KARACHA

HK Consulting
(Expert and mentor)

Paul BAYEMI

Étoile avocats
(Expert)

Dareth LAO

Foreign Trade Advisor
(Mentor and Expert, Office hours)

Richard ELAD

(Expert)

Hervé MBONGU

(Expert)

Djenaba KONTA

(PEM WECCO Coach)

Latyr TOURE

(PEM WECCO Coach)

Gauthier MALNOURY

(PEM WECCO Coach)

Laetitia MASSA

(PEM WECCO Coach)

Marie-C. NGONDE TATEPO

(PEM WECCO Coach)

Christine ENGLEBERT

(PEM WECCO trainer)

Nafissatou DIALLO

(PEM WECCO trainer)

Ousseynou GUEYE

(PEM WECCO trainer)

Massamba NDIAYE

(PEM WECCO trainer)

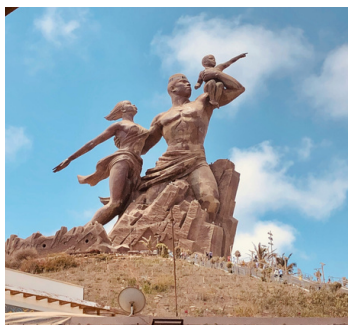
OUR OFFICES

Since 2023, our teams have been active in **3 hubs and locations in Europe and Africa**, close to our partners and beneficiaries.



EUROPEAN OFFICE (BIE)

Le Cargo, 157 Boulevard
Macdonald, 75019 Paris, France



AFRICAN OFFICE (BIA)

131 Cité Keur Gorgui,
6th floor, Dakar, Senegal



MÉDITERRANEAN OFFICE (BIM)

Crystal Building 1, Marina, 10th
floor, Casablanca 20000
Morocco



**OUR 4 MAIN AREAS
OF ACTIVITY**



BOND'INNOV'S ACTIVITIES IN 4 MAIN AREAS

Bond'innov has been supporting entrepreneurs between the two continents of Europe and Africa since it was created in 2011 by the local authorities of Seine-Saint-Denis (European world territories) and the "Institut de Recherche pour le Développement" (sustainability sciences and scientific cooperation with southern countries). African diasporas, mobility between territories and internationalisation are some of the subjects covered in our support programs.

Over the past 10 years, our association has broadened its activities : we also provide support for African incubators and ecosystems, creating a connection with Europe ; we have innovated with seed funding tools for innovation entrepreneurs and their incubators ; and we have developed specific methodologies to support projects based on or related to science.

Today, Bond'innov is structured around 4 areas of activity :



STRENGTHENING START-UPS

As an incubator and accelerator, Bond'innov reveals and supports innovation projects in Europe, Africa and the African diaspora. Inside a community of innovators, experts and mentors, Bond'innov has developed specific tools and pathways ranging from idea to internationalisation (5 typical pathways). More than 360 start-ups and SMEs have been supported since 2011, with a 5-year survival rate of 70%.



STRENGTHENING ECOSYSTEMS

Bond'innov helps to structure innovation ecosystems and strengthen incubators in Europe and Africa. Bond'innov designs and coordinates large-scale programs on the 2 continents, with the players who work for start-ups (incubators, funders, public decision-makers, etc.). Bond'innov has built up a network of more than 160 European and African incubators in 20 countries, and is behind the "Afric'innov" network of French-speaking African incubators.



FINANCING AND TRAINING IN FINANCING

Bond'innov finances innovative start-ups in France and Africa, offers investment-readiness courses and identifies start-ups with high growth potential for investors. Bond'innov Financing has two seed financing funds in Africa and Europe, 7 local funds created in Africa, €2.1m of funds raised and 86 start-ups financed since 2016.



CREATE A LINK WITH RESEARCH

Co-founded by the french "Institut de Recherche pour le Développement" (IRD) and a partner of the African "Centres d'Excellence" (ACE-Partner), Bond'innov works with sustainability science to support projects with a strong social and environmental impact and to strengthen the link between the world of research and economic players.

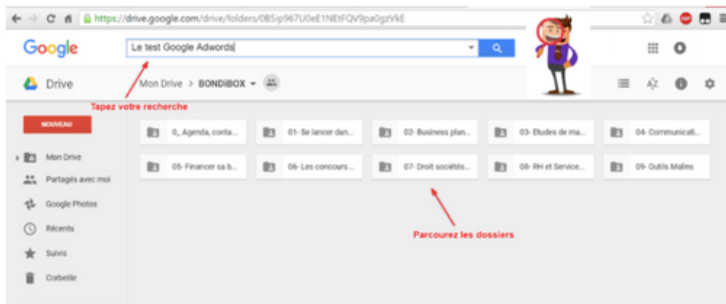


BOND'INNOV'S EXPERTISE : PROVEN METHODOLOGIES AND TOOLS

Since 2012, we have been developing methodologies and tools to help entrepreneurs make an impact on their local area, and often on several local areas, in line with sustainable development objectives. In 2023, our expertise will be further developed and strengthened :

TRAINING :

Our **training catalogue** is made up of **52 units**, regularly updated and improved, organised into 5 training pathways to provide the best possible tools for entrepreneurs as well as support structures and the world of research. We focus on collaboration and digital, soft skills, design thinking and financing capabilities.



RESOURCES CENTER :

The **BondiBox** and **AfricaBox** are online resource centers organised into **9 chapters**, allowing entrepreneurs in the community to download more than **160 training contents**, work frames, examples of successful projects, etc. from their @bondinnov entrepreneur account.

EVENTS, MEETINGS AND WORKSHOPS :

Our teams meet once a month to draw up an **agenda of events, meetings with experts and office hours** (30-minute one-to-one meetings), **entrepreneurs' workshops**, etc. to introduce entrepreneurs to the dynamic networks and strengthen their collective and individual capacities.

THE ALUMNIS CLUB :

A lively network where everyone posts their questions, contact requests and share their good tips. **Some sixty active members**, many of them former Bond'innov employees, who have kept in touch with us and the entrepreneurs.



KEY FIGURES - 12 YEARS !

Since 2011, Bond'innov has helped **360 start-ups** in incubation-acceleration between Europe and Africa, initiated or worked in several incubator networks representing **160 incubators** in 20 countries (Africa/Europe), launched **7 local seed funds** through loans of honor in 6 African countries and financed more than **80 African and European start-ups** with more than **€2M raised**. Bond'innov has also collaborated with Science for Development on more than 5 programs in Africa and France, and written or collaborated on numerous sectoral studies.



+360

Start-ups

supported in long programs since 2011



+20

Countries

involved in our programs



+160

Incubators

in our European and African network



+86

Start-ups financed

by 2 financing funds



70%

Perenniality rate


of our start-ups at 5 years



A special link with Research

(IRD, Centres d'Excellence Africains)





**OUR PROJECTS AND
PROGRAMS IN 2023**

Our projects are managed from our Regional Offices, which manage the teams, experts and partners as close as possible to the field, with the ability to create links between the regions and between the two continents of Europe and Africa.

The year 2023 was marked by :

- The launch of 5 new projects ;
- The continuation of the activities of 4 multi-annual or renewed projects ;
- The closure of 3 projects ;
- The preparation of new seed funding for start-ups.

THE NEW 2023 PROJECTS

MOROCCAN RETAIL TECH BUILDER (MRTB)

#Bond'innovMediterraneanOffice

#MRTB

#Reinforcing ecosystems

#Traininginfinancing

Presentation

The Moroccan Retail Tech Builder (MRTB) is the result of a 2021 partnership between the "Ministère de l'Industrie et du Commerce" (MIC), the "Université Mohammed VI Polytechnique" (UM6P), and the "fondation OCP" (FOCP). It is a platform for incubating and accelerating start-ups specialised in the Moroccan retail sector.

GIZ, which is contributing to the development of the retail ecosystem in Morocco as part of the "PROMET" project (Promoting Entrepreneurship), has mobilised Bond'innov to prepare the target version of the MRTB, and to contribute to the development of the retail ecosystem in Morocco, by strengthening the professionalisation and sustainability of the MRTB and the start-ups it supports.



Results

Drawing on its experience of working with support structures, Bond'innov was able to support MRTB by :

- Analysing its structure, organisation and business model ;
- Identifying best practice in similar organisations through an international benchmark ;
- Confronting the MRTB teams with these practices through a virtual study tour ;
- Building a strategic and operational roadmap for the long-term development of the MRTB.

📅 IMPLEMENTATION PERIOD : 2023

🌟 PROJECT STATUS AT END 2023 : CLOSED

📍 COUNTRY : MOROCCO

👤 FUNDER : GIZ

🕒 PROJECT DURATION : 3 MONTHS

COACHING FOR NOMINEES IN THE "TROPHÉES DE L'INNOVATION" COMPETITION (1ST EDITION)

#Bond'innovMediterraneanOffice

#Prototyping

#ReinforcingStart-ups

#DesignThinking

#MVP

#R&D

#Pitch

#TDI

Presentation

In May 2023, the "Institut de Recherche pour le Développement" (IRD) launched the first edition of the "Trophée de l'Innovation". This competition aims to reward doctoral students and young researchers who develop interdisciplinary and innovative research projects for high-impact sustainable solutions in the South, in response to the Sustainable Development Goals (SDGs).

The general objective of the coaching service is to equip the 6 nominees to develop a sustainable, high-impact project in order to :

- 🕒 Being able to check that the project meets a locally identified socio-economic need ;
- 🕒 Being able to identify the actions required to develop the project ;
- 🕒 Being able to identify relevant players in relation to the needs of the project ;
- 🕒 Being able to present the project clearly and briefly to non-academic players.

Results

Coaching program for 6 scientific researcher-entrepreneurs, winners of the first edition of the IRD "Trophées de l'Innovation"

Coaching enabled the 6 nominees to be coached and equipped to develop their projects in 3 phases:

- 🕒 Phase 1 : 8 training sessions over 4 coaching days, organised in Morocco in coordination with the IRD Rabat team.
- 🕒 A maturation phase : lasting a month and a half, with individual objectives and deliverables to be prepared by each winner. Group and individual coaching sessions were organised to monitor progress.
- 🕒 Phase 2 : Preparation for the pitch to the IRD jury and announcement of the 2 winners at the Emerging Valley 2023 summit.



📅 IMPLEMENTATION PERIOD : 2023

🚫 PROJECT STATUS AT END 2023 : CLOSED

📍 COUNTRY : MOROCCO - FRANCE

👤 FUNDER : IRD

🕒 PROJECT DURATION : 3 MONTHS

ATMO FOR THE CREATION OF AN ACCELERATOR IN MAURITANIA

#Bond'innovAfricanOffice

#Maurilog

#ReinforcingEcosystems

Presentation

"Prestation d'Assistance Technique à Maîtrise d'Ouvrage" (ATMO) for the creation of a private accelerator in Mauritania. Support for the project (V1) through to final delivery (V2).

The general objective was to support the creation of a private structure to support innovators in Mauritania.



OUR MISSION

- 🕒 **AXIS 1:** Definition of the strategic positioning and construction of the operational roadmap ;
- 🕒 **AXIS 2:** Draw up a management plan for the Hub's spaces, propose an organisation of the spaces, with a list of the Hub's furniture and equipment ;
- 🕒 **AXIS 3:** Identification and selection of the 1st projects based on the characteristics identified in Axis 1 ;
- 🕒 **AXIS 4:** Drawing up an organisation chart, job descriptions and recruitment of the Hub team ;
- 🕒 **AXIS 5:** Construction of an acceleration program for entrepreneurs, delivery of teaching materials to run these programs, team training and transfer of know-how ;
- 🕒 **AXIS 6:** Define and implement a communications strategy and plan.

In **October 2023**, at the **BIG** event, the **MauriUp** project was officially presented, with the presence of its founder, and a one-week road show with the **MauriUp** team (meetings with public and private partners and start-ups from the Mauritanian diaspora living in France).



📅 **IMPLEMENTATION PERIOD : 2023**

🌟 **PROJECT STATUS AT END 2023 : V1 COMPLETED**

📍 **COUNTRY : MAURITANIA**

👤 **FUNDER : BPI FRANCE, FOR MAURIOLOG**

🕒 **PROJECT DURATION : 22 MONTHS**

“LES QUARTIERS DE L’INNOVATION EUROPE - AFRIQUE”

#Bond’innovEuropeanOffice #Innovation #LQI #QPV

Presentation

Initiated by Bond’innov, this program targets entrepreneurs from “Quartiers Prioritaires de la Politique de la Ville” (QPV) with innovative projects linked to Africa. It is being rolled out in 3 areas: Bondy-Paris, Bordeaux and Marseille.

The program targets several objectives :

- Unleash the potential and ambition of entrepreneurs from disadvantaged neighbourhoods by working on all the obstacles they encounter and instilling in them a network approach (the program’s local networks, entrepreneurial ecosystem networks, innovation networks) ;
- Promoting entrepreneurship as a lever for inclusion, social advancement and job creation by encouraging entrepreneurship in local neighborhoods ;
- Contribute to changing the negative narrative surrounding the QPV, with entrepreneurs as role models, actors of economic development and bearers of projects rich in innovation.



Results

The first stage of the project, which involved identifying partners to relay the programme in the target areas, was completed at the end of 2023. The 2 organisations that joined the programme are “AssoEncore” and “la Ruche Bordeaux” in Bordeaux and MyCreo Academy and Afrikalink in Marseille.

“Asso Encore” in Bordeaux and MyCreo Academy in Marseille have joined the project as official partners. They will be providing support by relaying the call for applications, communications and training. Other players in the ecosystem, such as Afrikalink, “La Ruche Bordeaux” and Medef International, have also joined the programme, proposing possible partnerships or solutions for project leaders: contributions to themed webinars, offers of preferential rates for access to events in their networks, meetings with experts.



IMPLEMENTATION PERIOD : 2023/2024
 PROJECT STATUS AT END 2023 : ONGOING

COUNTRY : FRANCE
 PROJECT DURATION : 12 MONTHS
 FUNDER : “MINISTÈRE CHARGÉ DE LA VILLE VIA L'ANCT”

“START-UP JEUNESSE” PROGRAM

#Bond'innovEuropeanOffice #Innovation #Start-upJeunesse

Presentation



Designed and developed by Bond'innov, the “START-UP JEUNESSE” program is an introduction to entrepreneurship for young people from the “Quartiers Prioritaires de la Politique de la Ville” of Bondy (QPV) and Est Ensemble territory.

Our mission :

The program is aimed at middle and high school pupils (9th and 10th grade) and aims to introduce them to entrepreneurship as a career path, a vehicle for success and social advancement through the following themes :

- 🕒 **AXIS 1** : Prevent failure at school and the associated problems, and promote educational success by encouraging young people to see entrepreneurship as a viable route to professional and personal success ;
- 🕒 **AXIS 2** : Raise young people's awareness of the economic and social issues facing their local area by showing them how entrepreneurship can help to revitalise their neighbourhoods, create jobs and encourage innovation ;
- 🕒 **AXIS 3** : Develop young people's entrepreneurial skills and know-how through team-based business games ;
- 🕒 **AXIS 4** : Promote diversity and the integration of diasporas by encouraging the inclusion of everyone in work teams and projects.

📅 **IMPLEMENTATION PERIOD : 2024**

📍 **COUNTRY : FRANCE**

🕒 **PROJECT DURATION : 12 MONTHS**

🌟 **PROJECT STATUS AT END 2023 : PREPARATION**

🏛️ **FUNDER : RÉGION ÎLE DE FRANCE**

#PROJECTS COMPLETED IN 2023

MEET AFRICA 2 - CÔTE D'IVOIRE

#Bond'innovAfricanOffice

#ReinforcingStart-ups

#Bond'innovEuropeanOffice

#TrainingInFinancing

Presentation

The "MEET Africa 2" project aims to create economic activities and jobs in Africa by supporting entrepreneurs from the African diaspora in Europe. Financed by the European Union up to €5 million and by the "Agence Française de Développement" (AFD) up to €3.5 million over a 3-year period, the "MEET Africa 2" project is implemented by "Expertise France" and covers 6 countries in North and Sub-Saharan Africa: Tunisia, Morocco, Cameroon, Côte d'Ivoire, Mali and Senegal. Bond'innov will be responsible for supporting the "Meet Africa 2" Côte d'Ivoire cohort from 2023 onwards.

Our mission :

- 🕒 Participation in campaigns to promote the program among entrepreneurs ;
- 🕒 Sourcing and selection of start-ups ;
- 🕒 Orientation of unsuccessful candidates ;
- 🕒 Development and implementation of a dynamic co-incubation project ;
- 🕒 Support for the 10 selected winners who benefit from Bond'innov support, in partnership (co-incubation) with Incub'ivoir, including collective and individual follow-up, training on management, diasporas, report, a demo-day, insertion into networks, introduction to Investment Readiness ;
- 🕒 Insertion of winners into innovation and investment networks ;
- 🕒 Integration of entrepreneurs into the Bond'innov Alumni Club.



Results

- 🕒 10 winners supported in co-incubation over one year ;
- 🕒 9 companies created in Côte d'Ivoire at the end of the program.



📅 IMPLEMENTATION PERIOD : 2022/2023
 🌟 PROJECT STATUS AT END 2023 : COMPLETED

📍 COURTRIES : FRANCE, CÔTE D'IVOIRE
 🏢 FUNDER : EXPERTISE FRANCE

🕒 PROJECT DURATION : 12 MONTHS



POESAM – 2022 EDITION OF THE “PRIX ORANGE DE L’ENTREPRENEUR SOCIAL” IN AFRICA AND THE MIDDLE-EAST (5TH EDITION), ACCOMPANIMENT IN 2023

#Bond'innovAfricanOffice

#ReinforcingStart-ups

#Bond'innovMediterraneanOffice

Presentation

The “Prix Orange de l'Entrepreneur Social” is a competition aimed at rewarding responsible and innovative business creation projects in Africa and the Middle East. The aim is to encourage the development of innovative start-ups with high added value for local ecosystems in areas such as education, health, agriculture, tech and sustainable development.

In 2023, Bond'innov supported the 10 finalists in the competition and the 3 grand prize winners for the 5th year in a row.

Results

- 10 competition finalists and 3 grand prize winners supported ;
- DemoDay with investors.

 IMPLEMENTATION PERIOD : 2023

 PROJECT STATUS AT END 2023 : CLOSED

 COUNTRIES : AFRICA - MIDDLE EAST

 FUNDER : ORANGE

 PROJECT DURATION : 9 MONTHS



“PEM WECCO”

#Bond'innovEuropeanOffice

#Bond'innovAfricanOffice

#ReinforcingStart-ups

#ReinforcingEcosystems

Presentation

As operator for Enabel and the European Union for the implementation of the “PEM WECCO” project (a program designed to support Senegalese and Belgian businesses by encouraging the creation of partnerships between SMEs in the two countries), Bond'innov has continued to roll out the activities of the first cohort of entrepreneurs and the second and final cohort. This project aims to promote effective governance of migration between Belgium and Senegal, through an innovative approach of a circular mobility for Senegalese and Belgian economic operators.



BOOTCAMP PEM WECCO

© Bond'innov

Our mission :

- 🕒 Screening candidate companies for eligibility ;
- 🕒 BoostCamp: Organisation and implementation of a boostcamp to prepare and challenge candidate companies and potential future beneficiaries of the “PEM WECCO” project ;
- 🕒 Jury - selection of 80 to 60 of the most promising projects ;
- 🕒 Diagnostics, individual coaching of selected Senegalese companies and follow-up of the entrepreneurs' match (Senegal - Belgium) ;
- 🕒 Preparation of the individual mobility program in Belgium for each Senegalese company and partnerships with the Belgian companies contacted in advance ;
- 🕒 Regular coordination meetings with the “PEM WECCO” project team ;
- 🕒 Individual monitoring of entrepreneurs' activities to strengthen their partnerships after their return from Belgium;
- 🕒 Creation of a network of “PEM WECCO” entrepreneurs (+ 80 entrepreneurs) ;
- 🕒 Training for Senegalese entrepreneurs and sharing of data and material for monitoring and evaluation.

Results to date

Program in final stage

- 🕒 47 companies selected and coached out of 400+ applications received and assessed ;
- 🕒 3 Boostcamps organised ;
- 🕒 1 community of “PEM WECCO” entrepreneurs created ;
- 🕒 44 Senegal-Belgium-Senegal circular mobility pathways provided ;
- 🕒 66 Senegal-Belgium partnerships confirmed.



MOBILITÉ PEM WECCO

📅 IMPLEMENTATION PERIOD : 2022/2023

🌟 PROJECT STATUS AT END 2023 : ONGOING

📍 COUNTRIES : SENEGAL - BELGIUM

🏢 FUNDER : ENABEL

🕒 PROJECT DURATION : 15 MONTHS

“COLAB ALIMENTATION DURABLE”

#Bond'innovEuropeanOffice

#FinancingAndTraining

#CreateLinksWithResearch

#ReinforcingEcosystems

Presentation

In 2023, the first version of the “CoLAB” program, the first multi-stakeholder collaboration laboratory for responsible innovation, was launched in France, in Seine-Saint-Denis, on the theme of sustainable food.

“CoLAB” is a program enabling the various stakeholders (businesses, NGOs, scientists, associations, institutions, citizens, etc.) active in the sustainable food sector to connect, collaborate and together develop concrete solutions to the specific challenges of the sector in the Seine-Saint-Denis area. The program is being implemented by the “Institut de recherche pour le développement” (IRD), and its partners Bond'innov, makesense and Lab3S.



Results to date

- 🕒 Identification of stakeholders and local opportunities on the theme of sustainable food ;
- 🕒 Selection of 2 multi-stakeholder projects supported by Bond'innov.

📅 IMPLEMENTATION PERIOD : 2023

🌟 PROJECT STATUS AT END 2023 : ONGOING

📍 COUNTRY : FRANCE

👤 FUNDER : ANRU+ AND IRD

⌚ PROJECT DURATION : 18 MONTHS



AFRIC'INNOV PROGRAM

#Bond'innovEuropeanOffice

#ReinforcingStart-ups

#ReinforcingEcosystems

#TrainingInFinancing

Presentation

Initiated by Bond'innov in 2013, financed by AFD via the "Programme Afrique Innovation" PAI1 and then PAI2 between 2016 and 2023, with support from the "Organisation internationale de la francophonie" (OIF) and other technical partners, PAI is implemented with African incubators. In 2020, Afric'innov became an independent association under Senegalese law, a spin-off from Bond'innov. In 2023, Afric'innov, with technical support from Bond'innov, brings together more than 130 African incubators and provides a range of value-added services to these incubators.



Focus on activities in 2023

The work carried out in 2023 focused on achieving the activity objectives for the SAEs, structuring impact measurement work with Technopolis as part of Digital Africa and starting the closure activities, which will continue until early 2023.

Results to date

Program in final stage



- 🕒 1 local association created in Dakar ;
- 🕒 130 Innovative Entrepreneurship Support Structures in the network ;
- 🕒 More than 50 training courses for SAEIs designed and rolled out ;
- 🕒 10 SAEI accredited.

📅 IMPLEMENTATION PERIOD : 2016/2023

🕒 PROJECT STATUS AT END 2023 : ONGOING SUPPORT AND THE "BANQUE MONDIALE"

📍 COUNTRIES : 17 COUNTRIES

🕒 FUNDER : AFD IN THE FRAMEWORK OF DIGITAL AFRICA, WITH OIF

🕒 PROJECT DURATION : 6 YEARS

ENRICH IN AFRICA PROJECT - LEARNING EXPEDITION

Presentation

The ENRICH in Africa project aims to connect innovation ecosystems in Europe and Africa. Enrich in Africa (EIA) is an innovation center and a network of incubators and accelerators brought together to provide services to European and African innovators and to encourage interactions between the two continents in the field of innovation. Funded by the European Commission's Horizon 2020 program, EIA is implemented by a consortium of European and African entrepreneurship and innovation champions: Bond'innov, Steinbeis (coordination), Bpifrance/EuroQuity, Impact Hub, EBN, SPI, Agorize, CC Hub, I-Hub, Methys, Start-upbootcamp and STI.



Results to date

Program in final stage

In 2023, as part of EIA, Bond'innov proposed a week-long learning expedition to Dakar, from 22 to 26 May 2023. This is a business facilitator program for 15 to 20 entrepreneurs and SMEs wishing to explore the Senegalese market, in order to establish their business activities or develop economic partnerships in the country.

The specific objectives of the program are to :

- 🕒 Enable participants to gain an understanding of the local market, in particular by understanding local support infrastructures and meeting local innovators, investors and partners ;
- 🕒 Encourage cooperation between participants and the region's Champions (incubators/accelerators that are members of the EIA community) ;
- 🕒 Promote knowledge transfer.

Furthermore, the Learning Expedition provided participants with valuable market intelligence in key areas of the entrepreneurial ecosystem, including :

- 🕒 Business environment and good practices ;
- 🕒 Labour market: skills, education, unemployment rate, productivity, local resources ;
- 🕒 Banking and tax systems ;
- 🕒 Government and regional policies ;
- 🕒 Target market: reference customers/suppliers, distribution channels, import/export processes.

📅 IMPLEMENTATION PERIOD : 2021-2023

📍 COUNTRIES : AFRIQUE & EUROPE

🕒 PROJECT DURATION: 3 YEARS

🌟 PROJECT STATUS AT END 2023: ONGOING

👤 FUNDER : EUROPEAN COMISSION, COORDINATED BY STEINBEIS 2I

AFRICA APP CHALLENGE

#Bond'innovEuropeanOffice

#ReinforcingStart-ups

Presentation

The Africa App Challenge is an annual innovation competition designed to promote and encourage start-ups and developers working on development issues on the African continent. In 2023, the competition focused on the continent's digital start-ups addressing educational issues.

Results

- Participation in the Challenge and selection ;
- 4 months' support for the winner (Mauritanian) ;
- Inclusion in the Bond'innov Club.

Challenge App Afrique



 IMPLEMENTATION PERIOD : 2021-2023 (2 EDITIONS)

 PROJECT STATUS AT END 2023 : RENEWED

 COUNTRY : FRANCE



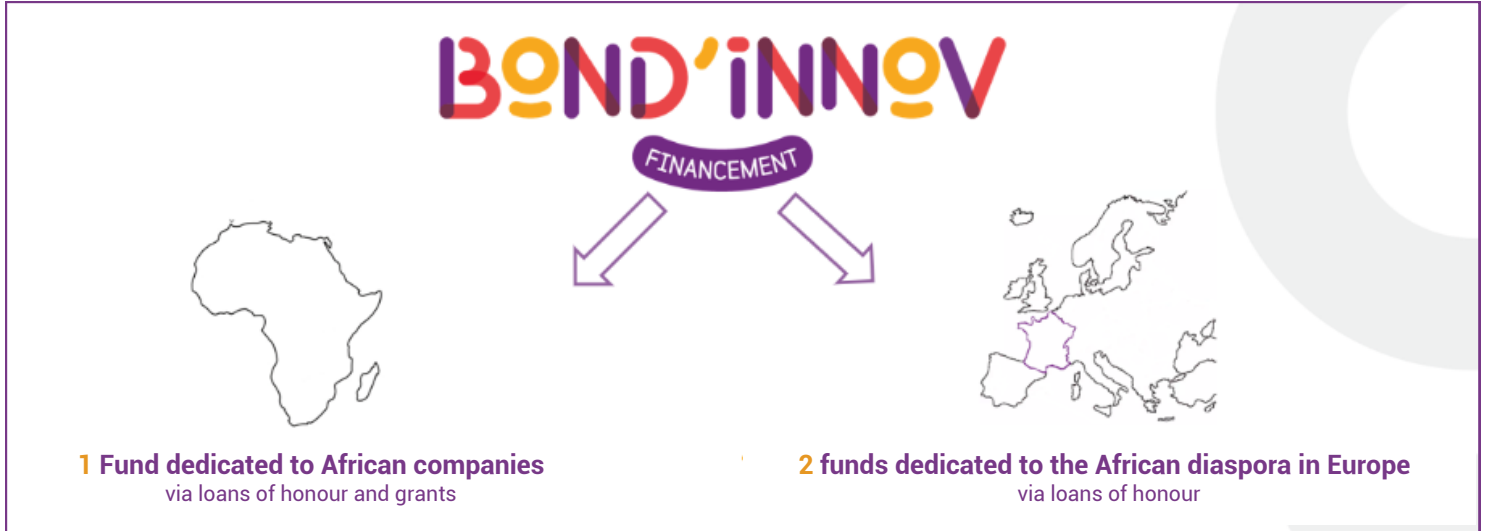
PROJECT DURATION : 4 MONTHS/EDITION



FUNDER : "FRANCE MÉDIAS MONDE"



BOND'INNOV FINANCING



In 2023, Bond'innov did not issue any new loans, but is working on the creation of a new fund to provide financing through loans and repayable advances, which should be launched in 2025.

Stay tuned !





WE DID IT !

WE WERE THERE !

WE DID IT ! WE WERE THERE !

2023 was marked by several major events organized by Bond'innov or in which Bond'innov is proud to have participated. Here's a look back at those that particularly marked 2023.

Bond'innov welcomes a delegation from G7 Japan

Around twenty employees, gathered around the **Japanese Minister** for Gender Equality, wanted to meet Bond'innov and its founders, on the "**Institut de Recherche pour le Développement**" (IRD) campus, in preparation for the **G7 summit in Japan**.

It was an opportunity to recall the history and originality of **Bond'innov**, **1st innovation incubator** set up in **Seine Saint Denis** in 2011, **1st innovation incubator in ANRU priority zones**, **1st incubator addressing African diasporas** in their project of excellence with the African continent.

Bond'innov's original mission is to bring innovation to the heart of neighborhoods, to drive up economic development proposals in these neighborhoods through excellence, and to focus on themes of regional interest.

10 years after our launch, **revealing the potentials** remains our moto, excellence is also to be found where we want to see it.



Bond'innov: Ambassador for the second year of the AfricaTech Awards Vivatech

Bond'innov took part in the key innovation event **VivaTech**, dedicated to technological innovation and start-ups, which was held **from 16 to 17 June 2023 in Paris**.

VIVA JUNE 15-18
2022 PARIS
TECHNOLOGY

On this occasion **Bond'innov** acted as **ambassador for the AfricaTech Awards** organised by **Vivatech** in partnership with the **International Finance Corporation (IFC)**, a challenge which aims to identify and support innovative Africa-focused companies with ground-breaking solutions in the climate technology, health technology and financial technology sectors.

Bond'innov invited to the BIG event - "Bpifrance inno génération" panels and meetings at the BIG africa.

Once again this year, the Bond'innov team was at BIG, "Europe's biggest business event" dedicated to the world of entrepreneurship and start-ups, on 5 October 2023.

It was an opportunity to present, alongside Bpifrance and MauriLog, the MauriUp project, an innovation accelerator in Mauritania, launched on this occasion, and as part of a week-long roadshow that brought us face to face with a large number of public, private and institutional partners who are in a position to work alongside MauriLog on the follow-up to this project. We also had some very nice encounters with start-ups led by entrepreneurs from the Mauritanian diaspora, who came to pitch to the MauriUp team at Bpifrance, on the occasion of two demonstration days.



A series of meetings, which also took us to the Lions Tech Invest in the evening, in order to a possible connection between Senegal and Mauritania to boost innovation.

Stimulating, the BIG event was also an opportunity to meet up with our friends and partners on the Africa campus. Reunion in the dressing rooms, in the interviews, in the workshops, in the hallways, in coffee shops and more...



Bond'innov at the 3rd Enrich In Africa (EIA) Congress in Brussels, a meeting of stakeholders to prepare the EU-UA Innovation Agenda

On November 21 and 22, 2023 in Brussels, we were participants and players at the third **Enrich In Africa congress** (network of African and European innovation ecosystems), which brought us to Europe for the first time.

On the first day, some 200 remote and face-to-face high-level decision-makers, experts, European and African accelerator, funders, EU representatives and cooperation agencies drew up a balance sheet of EIA's 3 years of activity and shared their views on building a common future for cooperation in innovation.

Vincenzo Lorusso, emphasized the innovative aspect of EIA, one of the pioneers of the AU-EU innovation agenda, and presented the commitments and ongoing projects on the EU-Africa side to pursue this cross-fertilization between Africa and Europe.

Bond'innov was invited to testify with **Start-up boot camp** on a panel dedicated to "Why Africa?", to explain market opportunities for Europeans and the role of African diasporas in innovation with Africa, as well as to talk about successful Soft Landing programs and Europe-Africa Learning Expeditions.

EIA has enabled us to build relationships between consortium members and with on-board incubators, "the Champions". The adventure will continue with the creation of the **EIA Center** in South Africa.

Great prospects for the continuation of the very rich EIA project.



Bond'innov at the 7th Emerging Valley at The Camp

On November 28, 2023, we were present at Emerging Valley for the the award ceremony of "Trophées de l'Innovation" of researchers by the "Institut de Recherche pour le Développement" (IRD).

The day was also an opportunity to meet, mingle and listen to the tireless players, partners and promoters of the Europe-Africa link, in a relaxed and friendly atmosphere, led by Samir Abdelkrim and his teams.



Bond'innov attending the Ile-de-France incubator meeting

Bond'innov was present at the big "Réunion des incubateurs région Ile-de-France", an opportunity to present the regional network of incubators and accelerators.

On the programme :

- 🕒 Inspiring discussions on female entrepreneurship, post-incubation challenges for industrial start-ups and the financing of impact start-ups ;
- 🕒 3 fruitful round-table discussions on the place of women entrepreneurs in Tech and Deeptech, post-incubation issues for industrial start-ups and the specificities of financing for impact start-ups.



The discovery of remarkable initiatives during the visit of stands such as the "Pépité start-up Ile-de-France" student entrepreneurship support program, regional innovation support grants by the "Direction des Aides aux entreprises du PEE" or European calls for projects for start-ups and incubators, by the European Strategies Department team.



2023

FINANCIAL RECORD

PRESENTATION OF FINANCIAL RESULTS FOR 2023

Here are the administrative and financial highlights of Bond'innov in 2023.

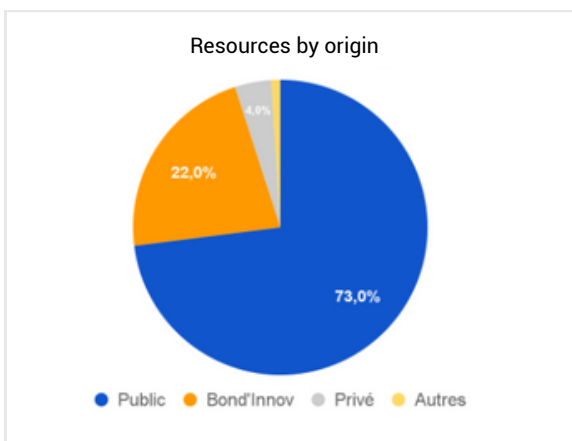
The year 2023 was marked by the continuation of Bond'innov's investments in Africa and the Mediterranean through the perpetuation of the offices opened in 2023 in Senegal and Morocco. This investment phase, combined with the cessation of multi-stakeholder programs at the end of 2022, led to a significant drop in the association's income, which was however absorbed by our reserves - the latter still remaining particularly robust at the end of 2023 and amounting to 481,265 euros, with available cash of 376,816 euros and term deposits of 201,802 euros.

During 2023, 12 programs were carried out for the benefit of entrepreneurs, including 5 new projects (see previous pages of the Activity Report)

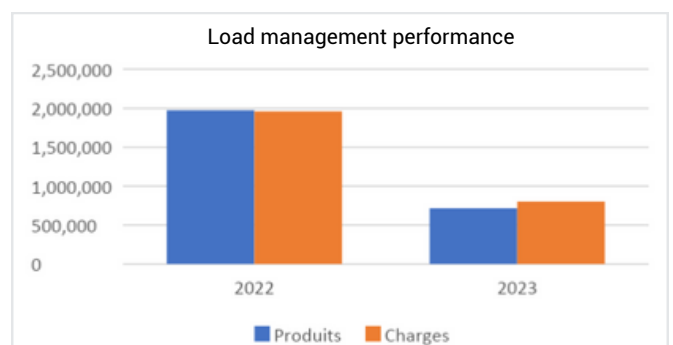
Although the volume of subsidies for these programs is lower than in previous years, particularly due to the ending of the PAI2 program (€2 million in AFD funding over 3 years), the management of these programmes shows the expertise of our teams in supporting entrepreneurs and working with major international funding partners.

Despite the slowdown in activity in 2023, and the continuation of the investment plan for Africa, operating costs remain under control, reflecting the cautious approach to operations and financial control. The cost/income ratio rose by 13% due to the weight of fixed costs that could not be allocated to projects. The financial year ended with a negative net result of 85,293 euros, which was fully absorbed by our own funds

The cash flow at the end of 2023 and the prospects for new projects in 2024 offer us reasonable assurance regarding the continuity of the association's activities and developments.



Public funding remains Bond'Innov's main resource in 2023. IRD, AFD, Expertise France and Bpi in France, the EU, Enabel in Belgium and GIZ in Germany were our main partners in 2023.



Despite the drop in activity, expenditure remains under control.

Prospects for 2024: 21% of our 2024 target was signed in January 2024, thanks in particular thanks to the obtention of two programs with the European Commission. The European SEADE program, which will last two years, in a consortium of 10 European and African partners, and for which Bond'innov has obtained one of the largest implementation budgets (€300k), and the "NIGER ENTREPRENDRE" program, for which we have obtained an agreement from the European Union. Given the political situation in Niger, the start-up date of this program remains uncertain at the beginning of the year, but we remain optimistic that it will be implemented in the coming months, as it targets civilian populations and is detached from institutional and political links (around €4m, for 70 months of planning). Finally, we are starting our first contract with LuxDev, the Luxembourg development agency, which selected us over major firms such as Deloitte to implement the selection and strengthening of entrepreneurs in several Sub-Saharan African countries (Challenge Fund project).

Charters and ethics: Bond'innov and its teams are attentive to social and societal responsibilities. Every employee and every partner we engage is invited to sign our ethics charter, which sets out our values of integrity, transparency, inclusiveness, social and environmental responsibility, respect for human rights and human dignity, and the fight against corruption, compliance with international standards in the fight against money laundering and the financing of terrorism, in particular in the context of financing and subsidies for entrepreneurial projects, the prevention of exploitation, abuse and sexual harassment, and respect for the confidentiality of each individual, the proper handling of personal data, the right to withdraw and the right to one's image.

Anaëlle Gaombalet, Human Resources Manager and General Affairs, who has been trained in RGPD issues, is also our referent in these areas.

| BALANCE SHEET | 2023 | 2022 |
|---|----------------|------------------|
| Fixed assets | 31 855 | 38 528 |
| Current assets | 689 716 | 1 168 523 |
| Total assets | 721 571 | 1 207 051 |
| Equity | 481 266 | 566 559 |
| Deferred and dedicated funds | | 390 372 |
| Debts to suppliers, tax and social | 240 305 | 250 121 |
| Total liabilities | 721 571 | 1 207 052 |



THEY TRUST US



European Commission (Horizon H2020)

Since 2021, the European Commission's Horizon 2020 program has been funding the EIA program, a consortium coordinated by Steinbeis 2i in Germany, with key partners and advisors from the innovation landscape in Europe and Africa. EIA addresses the capacity development needs of incubators, accelerators and entrepreneurs on both continents, and aims to build bridges between them. Bond'innov, a member of EIA, implements soft landing programs, learning expeditions and incubator support programs.



Agence Française de Développement (AFD)

The "Agence Française de Développement", is at the core of France's cooperation and the fight against poverty, finances studies and projects, and helps its partners in the South to build their capacities. AFD finances the PAI program (Afric'innov) via Digital Africa.



IRD, Institut de recherche pour le développement

The Institute for Sustainable Development Solutions, IRD is a French public scientific and technological establishment under the supervision of the Ministries of Research and Cooperation, replacing the "Office de la recherche scientifique et technique outre-mer". Co-founder of Bond'innov, IRD hosts the association's headquarters and incubator on its campus in Bondy (93), and implements programs to encourage the science-innovation link, such as the "CoLab", the "Trophées de l'innovation" and the "ACEPartner" program.



Banque Publique d'Investissement

The Bpifrance is the public investment bank that supports French companies by offering financing solutions to support their projects (creation, development through innovation, conquering new markets in France or abroad, equity investment, takeover or external growth, etc.). In 2023, Bpifrance is our partner in the European-funded program Enrich in Africa (EIA) via its Euroquity platform, and our client in the project to assist the project management of an incubator in Mauritania.



Orange Groupe

The Orange group, the leading French telecoms operator in Africa, is building its responsible corporate policy with very concrete actions, in particular through its long-standing support for innovation in Africa. In 2023, Orange is entrusting Bond'innov with the support of the winners of the Orange Prize for Social Entrepreneurship in Africa and the Middle East (POESAM) for the 5th edition.



Réseau Initiative France

The "Initiative France" network has been a major partner of the association since 2016 for honor loan financing, via its "Initiative Grande École et Université" platform co-founded by CDC and "Télécom Paristech". In 2023, Bond'innov is acquitted of this fund and remains committed to IGEU until the last loan repayments are closed.



Expertise France

"Expertise France" (EF), a member of the AFD Group, is France's public agency for the design and implementation of international technical cooperation projects. In 2023, "Expertise France" has entrusted Bond'innov with the support of the winners of Meet Africa 2 Côte d'Ivoire, taking over from the program which was ending in Mali.



Vivatech

Viva Technology, or VivaTech, is an annual event dedicated to technological innovation and start-ups created in 2016. It is held annually at the "Paris Expo Porte de Versailles", in Paris, France. Since 2022, Bond'innov has been an ambassador for the AfricaTech Awards at Vivatech, helping to promote the event and select entrepreneurs for the competition.

Délégation générale à l'Entrepreneuriat Rapide des Femmes et des Jeunes (DER/FJ)

The "Délégation générale à l'Entrepreneuriat Rapide des Femmes et des Jeunes" (DER/FJ) is a structure attached to the Secrétariat général de la Présidence de la République du Sénégal, a public tool to support and boost entrepreneurship among women and young people in line with the objectives of the "Sénégal Emergent" plan. The Bond'innov African office is housed within the DER J/F in Dakar, until the end of 2023.



ENABEL

Enabel is the Belgian federal government's development agency, tasked with implementing the political priorities of Belgian government cooperation and promoting sustainable international solidarity. In 2023, Enabel has entrusted Bond'innov with the implementation of the entrepreneur support program and the "PEM WECCO" program between Senegal and Belgium.



GIZ

The Deutsche Gesellschaft für Internationale Zusammenarbeit is Germany's international development cooperation agency. It is based in Bonn. In 2023, a first contract under the "PROMET" project (Promoting Entrepreneurship), mobilized Bond'innov to prepare the target version of the Moroccan Retail Tech Builder (MRTB), a start-up incubation and acceleration platform specialized in the Moroccan retail sector.



Région Ile de France

The Île-de-France region is home to some 12,000 start-ups, and boasts nearly 200 incubators and accelerators to support entrepreneurs. The Region was Bond'innov's first co-financer, from 2011 to 2016, including support for ERDF programs until 2019. In 2023, Bond'innov was selected by the Ile-de-France Region to join the "Regional Network of Ile-de-France Incubators and Accelerators" launched at the end of 2023.



ANCT


The "Agence nationale de la cohésion des territoires", or ANCT, facilitates local authorities' access to the resources they need to bring their projects to fruition. In 2023, ANCT has agreed to fund a Pilot project to strengthen entrepreneurs in the QPVs of Paris, Marseille and Bordeaux, with the theme of linking with the African continent.



EIA center

The EIA Center is a South-African private-sector structure, the result of the European consortium in which Bond'innov has been involved for 3 years. Bond'innov is part of the alliance of members of this consortium, to amplify Africa-Europe partnerships in the field of innovation, by bringing on board partners from ecosystems on both continents, and from Africa.





**FOUNDING MEMBERS
AND BOARD OF
DIRECTORS**

FOUNDING MEMBERS AND BOARD OF DIRECTORS

Office members



LYES BOUABDALLAH

French nationality, acting as a member of the association (elected at the AGM on 10/29/2021), Chairman of the association (individual member, elected at the Board meeting on 10/29/21).



LUDOVIC CENTONZE

French nationality, International Business Development Director OrangeFab (individual member, elected at the "Assemblée Générale Ordinaire" on 25/06/2018), Treasurer of the association (individual member, elected at the Board Meeting on 17/12/2021).



OMAR CISSE

Senegalese, Founder of fintech InTouch, member of the association (individual member, elected at the "Assemblée Générale Ordinaire" on 17/12/2021), Secretary of the association (elected at the Board Meeting on 17/12/2021).

Other Board members



PERRINE GUILLON

Born in MEAUX (77), Deputy Delegate of IRD Ile-de-France, member of the association (individual member, election at the AGM on 12/12/2023).



STEPHEN HERVE

Born in Noisy-le-Sec (93), Mayor of Bondy, Est Ensemble Territorial Councillor, Seine-Saint-Denis Departmental Councillor and Metropolitan Councillor. Adherent member : Ville de Bondy, Hôtel de Ville, Esplanade Claude-Fuzier, 93143 Bondy Cedex.



CHRISTELLE LE GOUALLEC

Born in Rosny-sous-bois, Bondy town councillor and Est Ensemble vice-president for mobility, transport, planning and travel. Associate member : Est Ensemble, 100 avenue Gaston-Roussel (ex-route de Noisy) 93232 Romainville Cedex, France.



YVONNE MBURU

Kenyan nationality, member of the Presidential Council for Africa, Founder of Nexakili, immunology researcher, co-founder and co-president of the French-African Foundation (associate member : election at the Annual General Meeting on 28/06/2019).

**BOND'INNOV,
REVEALING POTENTIAL**



BOND' iNNOV



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BOND'INNOV, ASSOCIATION UNDER THE 1901 LAW,
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