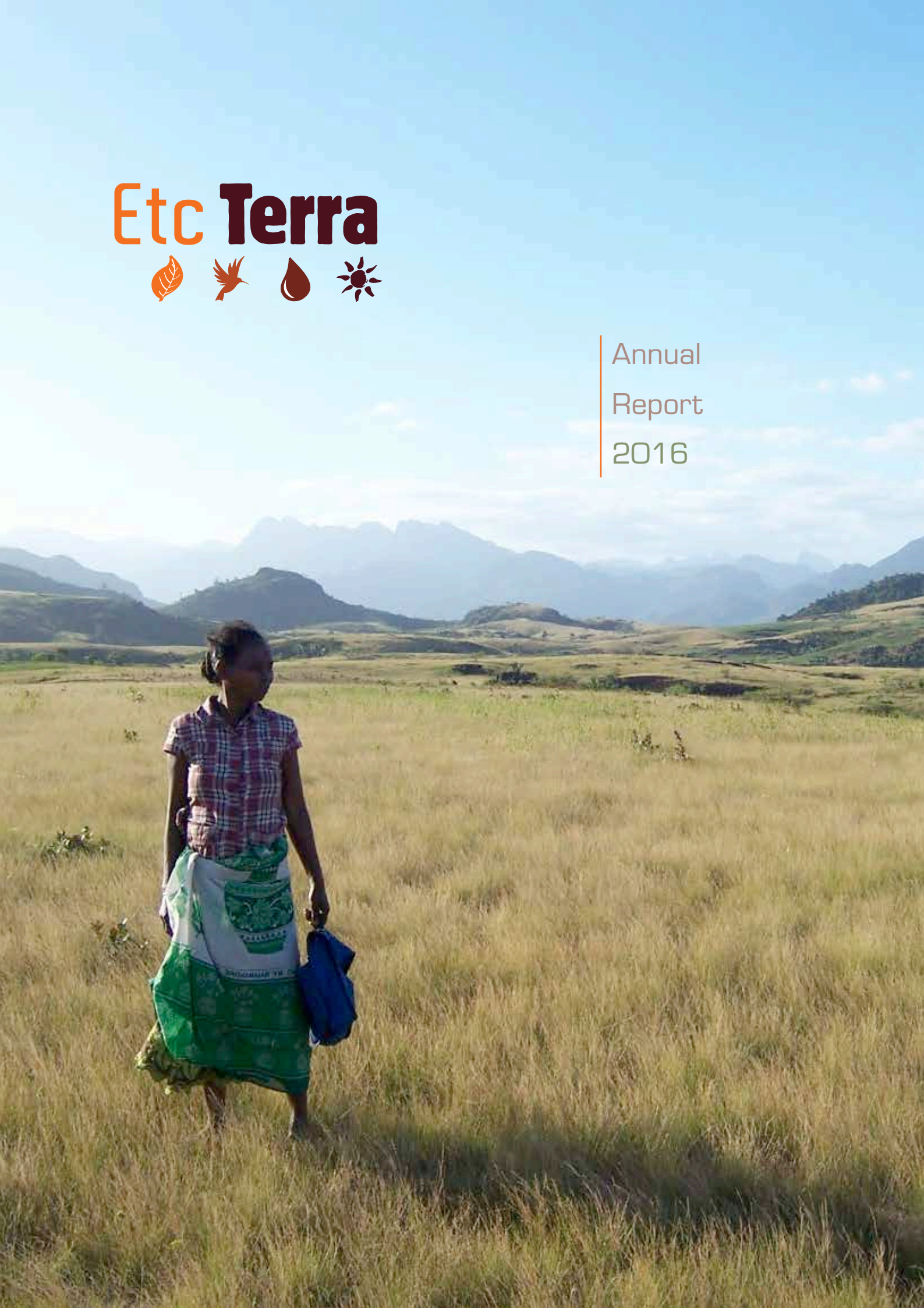


# Etc Terra



Annual  
Report  
2016



|   |         |
|---|---------|
| <b>Executive Summary</b> .....                    | 3       |
| <b>The Association</b> .....                      | 4       |
| <b>Team</b> .....                                 | 5       |
| Board of Directors                                | 5       |
| France Team                                       | 5       |
| Madagascar Team                                   | 5       |
| Mozambique Team                                   | 5       |
| Ivory Coast Team                                  | 5       |
| Mali Team   | 5       |
| <b>Intervention Areas</b> .....                   | 6 - 7   |
| <b>Focus Areas</b> .....                          | 8       |
| Forests/REDD+                                     | 8       |
| Integrated water resources management             | 9       |
| Waste   | 10      |
| Energy  | 11      |
| <b>Etc Lab'</b> .....                             | 12      |
| <b>Focus Projects</b> .....                       | 13      |
| HQPF: Holistic Conservation Programme for Forests | 13      |
| Mozbio  | 14      |
| Kolorano  | 15      |
| <b>Others Projects</b> .....                      | 16 - 17 |
| <b>Financial Report</b> .....                     | 18      |
| Profit and loss statement                         | 19      |
| Balance sheet                                     | 19      |
| <b>2017 Perspectives</b> .....                    | 20      |
| <b>Partners</b> .....                             | 21      |
| Technical partners                                | 21      |
| Financial partners                                | 21      |
| Scientific partners                               | 21      |

# 2016

The year 2016 - the fifth year of the association - saw several crucial projects taking shape. Perhaps the most significant event is the opening of a permanent representation in Ivory Coast and the start of the REDD + project (Reducing Emissions from Deforestation and Forest Degradation and Increasing Forest Carbon Stocks) in the We Region. In Mozambique, the volume of activity has grown strongly both in the field - starting up the Mozbio project - and at the institutional level with the sustained support provided to the Mozambican REDD + team for the definition of its national strategy. In Madagascar, in addition to the many activities underway, the Integrated Water Resources Management (IWRM) project called Kolorano has started.

On the financial front, Etc Terra's intervention budget in 2016 reached 1.9 million Euros for a balanced result. This does not allow the association's own funds to be consolidated on a permanent basis, which is always a priority for the years to come.

In addition to the development of its activities in the abovementioned countries of intervention, 2016 will have been marked by a strategic turning point made by the association: the decision to start with the RONGEAD association the steps towards achieving the 2017 merger of the two entities. This is great news for Etc Terra! The complementarities - both thematically and geographically - synergies, as well as the affinities between the teams, suggest very exciting prospects for the years to come.

In the meantime, I wish you an excellent reading.

**Mathieu Tiberghien**  
General manager





Through field projects, replicable on a large scale, Etc Terra wants to demonstrate that it is possible and beneficial to combine economic dynamism and preservation of natural capital in rural areas of the South.

Etc Terra considers that the economic and environmental approach is an effective and sustainable response to both development's challenges and peoples welfare of these countries but also to global problems such as climate change or biodiversity loss.

Etc. Terra wants to seize the opportunity of REDD + momentum to promote this approach as it can combine: agriculture and forestry, food security and deforestation, carbon finance and conventional finance, public and private sectors, trees and soil fertility, etc.

## HOW WE WORK

### Participating in a dynamic sustainable economic.

Etc Terra is developing pilot projects on all additional aspects that can participate in the emergence of a balanced rural economy and concerned about: preserving the environment: a productive agriculture that preserves fertile soils, maintaining a forest cover, biodiversity, water resources, waste disposal, access to energy, etc.

### With a consistent approach across jurisdictions.

To do this, Etc Terra prioritizes integrated actions across territories economically and ecologically coherent (watershed, forest, agricultural area) by creating new organizations among local actors . Etc. Terra develops, with its partners, expertise in satellite mapping tools and geographic information

### In partnership

Etc Terra develops systematically partnerships between Northern and Southern actors. Etc. Terra also mobilizes the private sector, productive or financial, which often has a strong impact on the dynamism of the territories and that should be part of sustainable development solutions. Etc Terra wants to partner with all sectoral expertise involved in this same dynamic.

### Diverse and innovative financing

Etc Terra invests in so-called «innovative» funding (Payments for Environmental Services and carbon finance) that can complement the fundings of traditional development aid.

### Priority given to measuring the impact of our actions

Etc Terra believes that accountability for its actions is an essential element of its mission, the impacts of all the actions of Terra Etc must be measured and the results communicated transparently (through qualitative and quantitative indicators), understandable by all (video reports) and for all (funders, communities, general public).

# Team

## Board

### Executive committee

- Denis Loyer, President
- Olivier Langrand, Treasurer
- Pierre Caussade, Secretary

### Members of the board

- Fred Boltz
- Jean-Yves Grosclaude
- Pauline Plisson
- Harrison Randriarimanana
- Romuald Vaudry

## France team

- Mathieu Tiberghien, General manager
- Virginie Rogez, Administration and finance Officer
- Clovis Girhand, R & D project Officer
- Mathieu Gobin, Project manager waste & energy
- Marie Nourtier, Project manager Etc Lab

## Madagascar team

- Mathieu Baehrel, Country representative
- Haingo Harinantenaina, Administration and finance officer
- Fey Rakotomalala, GIS and Remote Sensing specialist
- Sedera Andriamitsaitsoa, Project manager
- Telina Randrianary, GIS and Remote Sensing specialist
- Radosy Heriniaina, Project manager
- Nantenaina Ramboaziana, Doctoral candidate
- Jean-Marie Sibomana, Project manager GIRE
- Maud Ferrer, Project manager Energy

## Mozambique team

- Corentin Mercier, Country representative
- Jean-Baptiste Roelens, Project manager
- Alexandre Tregoures, Project manager
- Vicky Viguet, Project manager
- Aurelien Mourgues, Project manager
- João Intaba, Driver
- Anabela de Conceicao Couto Fernandes, Project manager
- Anastacia Eduardo Vaz, Agricultural technician
- Aurelio Gerente Porta, Agricultural technician
- Ivens Luciano Ambrosio, Agricultural technician
- Manuel Polanatoses, Agricultural technician
- Tualibo Juma, Assisting Agronomist

## Ivory Coast team

- Romuald Vaudry, Country representative
- Denis Mea, Project manager
- Tidionwa Ouattara, Project manager
- Dorgeles Gomeu, Project manager Energy
- Claver Brou, Project manager Forest

## Mali team

- Anthony Guhur, Program manager

# Intervention Areas

**9**  
countries


















**17**  
projects in 2016

**32**  
employees

**781 000**  
Hectares of forest concerned by  
our projects REDD +

**1,9**  
million Euros budget

Intervention areas  
Intervention areas  
+ ETC TERRA offices

|  |   |  |
|--|---|--|
|  <b>CAMEROON</b><br>AFFICOM/POST  |  <b>HAITI</b><br>PAD NORD HAITI  |  <b>MALI</b><br>BIODZ MALI<br>AOCES A DES SERVICES ENERGETIQUES<br>MODERNES ET DURABLES   |
|    <b>IVORY COAST</b><br>AFFICOM/POST<br>PROJET REDD+ DE LA MIE<br>ASSISTANCE TECHNIQUE REDD+ |  <b>LAOS</b><br>FORAE NORD-LAOS  |   <b>MOZAMBIQUE</b><br>RESERVE NATIONALE DE GILE<br>ASSISTANCE TECHNIQUE FOPF<br>MOZIBIO   |
|  <b>MADAGASCAR</b><br>PHCF<br>MAHAYOTRA 2<br>BIOSCENE MADDA<br>AFFICOM/POST<br>KILORAND<br>ANALAKELY  |   <b>TOGO</b><br>AFFICOM/POST |  <b>FOREST / REDD+</b><br> <b>WATER MANAGEMENT</b><br> <b>WASTE</b><br> <b>ENERGY</b><br> <b>ETC LAB*</b> |



## FOREST / REDD + Ensure the preservation of forest ecosystems and sustainable forest management

To ensure the preservation of forest ecosystems, the Etc Terra's action follows the REDD + mechanism (Reduction of Emissions from Deforestation and Forest's Degradation), and comes through complementary actions described below:

- The sustainable forestry including timber exploitation compatible with the conservation of forests and the people who depend on it; This can be done through the creation of new protected areas, development of management plans, involving closely governments and local populations;
- Close support to farmers to develop agricultural production methods towards environmentally and economically viable intensive

systems (including cash crops for export);

- The wood energy plantations coupled with more efficient cooking technologies;
- Ideally, the implementation of land tenure policies in project area.

Evaluation of the impacts (carbon, biodiversity, level of living, etc.) of REDD + projects implemented by Terra Etc is provided by Etc Lab . These measurements are then validated by international standards (VCS, CCBA) to value monetarily the results. Beyond project scale, Etc Terra is actively involved in the development of national REDD + strategy in the countries it operates, in close cooperation with national governments (Madagascar,

Mozambique, Ivory Coast).

### Key numbers

Each year, nearly 13 million hectares of primary forest are lost, equivalent to the area of the size of Greece (FAO, 2010).  
The Forest / Agriculture sector is responsible for 25% of greenhouse gases emissions worldwide (ipcc, 2014)



## INTEGRATED WATER RESOURCES MANAGEMENT Preventing conflict and reconcile water security and food security.

To ensure the preservation of water resources, the action of Etc Terra comes through Integrated Water Resources Management projects (IWRM) acting in synergy with water supply projects. With the aim of reconciling food security and water security, the implementation of these projects comes through:

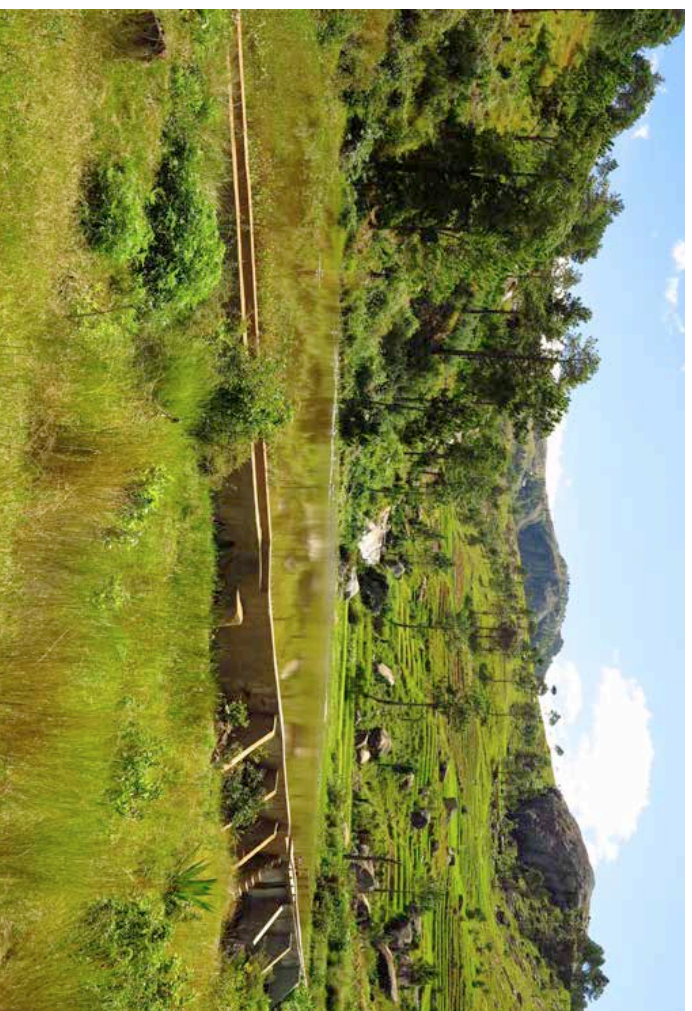
- Participatory development of management plans on watershed areas;
- The protection upstream catchments by limiting exaportranspiration ecosystems and promoting water infiltration to the detriment of runoff;
- The efficient use of resources downstream catchments to

increase agricultural water productivity, ie the amount of material (seeds, leaves) produced per m<sup>3</sup> of water consumed and, via various techniques: rice intensification system, micro-irrigation systems, cover crops, tree planting , etc.

Assessment of the impacts of the aforementioned activities on resources: implementation of device measurements and monitoring of rainfall and flow, quantification of erosion, spatial erosion risk modeling and modeling the water balance of watersheds in terms of land use patterns, climate and topography conditions, etc.

### Key numbers

Four billion people in the world suffer of severe water shortages (Mekonnen, 2018)  
88% of the water used worldwide is used for rainfed and irrigated agricultural production (IWRM 2007)





## WASTE

### Improving management of urban waste through valorization

**The main objective of Terra Etc is to offer valorization solutions, either material recovery (compost) or energy recovery (biquettes, biogas), which are tailored to local contexts and can be in the future economically viable.**

- Via the Africompost program, Etc Terra and its partners (Goodplanet, Gevalor) developed a methodology for the implementation of urban valuation platform. The main steps are:
- A feasibility study including a diagnosis of waste management, a cost benefit analysis for the implementation of one or more decentralized platforms, market research for compost;
- The implementation of a pilot in

order to validate technical criteria (characterization of waste) and confirm the commitment of a private operator and the municipality;

- Developing a business plan including estimates of the participation of the Municipality in terms of economies generated on the collection and landfilling, the evaluation of potential carbon credits and deepening of market research for the enhancement of compost;

The support of the local composting operator of 5 lines of work: production, management, institutional relations, marketing, carbon finance. Etc Terra also participates in the resources platform which consists in sharing and capitalizing on waste

management practices in Africa.

## Key numbers

In the least developed countries, only 40% of waste is collected and only 5% put in landfills (World Bank, 2007)

The amount of municipal waste generated per year increase from 1,3 billion tons today to 2,2 billion tons in 2025 (World Bank, 2012)



## ENERGY

### Producing energy and make it available to all, especially in rural areas

**Etc Terra helps strengthen local actors in mastering techniques to improve energy access while preserving the forests from where is deducted the main source of energy in Sub-Saharan Africa, the wood energy.**

- The priority themes are:
- he biogas, which once easily methanisable resources like cow dung are available, can be a multi-impact solution with improving women's living conditions (smoke, difficulty of collecting firewood ... ) but also the recovery of organic materials generating higher yields.
- In addition to projects in Mali, Etc Terra participates in the development of an urban biogas

project (8 digesters installed in 2015 in two slaughterhouse in the city of Lomé);

- Improved carbonisation, which allows significant savings by charcoal, is the second thematic priority. Starting in 2016, Etc Terra intervenes in Mozambique, Ivory Coast and Madagascar;
- The last theme is the valorization of other agricultural residues or waste by combustion / pyrolysis.

## Key numbers

About 2,7 billion people, or 40% of the world population, rely on wood, charcoal or animal waste for heating and cooking (UNDP)

Energy production is responsible for 26% of global gas emissions greenhouse (ipcc, 2014)



Measure, model and monitor to assess the effectiveness of projects and their socio-environmental impacts

Bringing together the technical and scientific expertise of Etc Terra, the goal of the Lab is twofold:

- Quantify resources, causes and factors of changes in land uses by inventories and field investigations
- Assess the future evolution of human activities and the state of natural resources through the two previous activities and spatial modelling

1 - Track the effectiveness of projects or programs in order to help in the implementation (monitoring and evaluation, decision support)

2 - Assess the socio-environmental impacts in a quantitative, reliable, reproducible and transparent manner (baseline, project scenario, measurement system and monitoring).

The implementation of activities of the Lab is done in collaboration with international research institutes (e.g. CIRAD, IRD, etc.) and in the countries of intervention (Universities). The activities are divided as follows:

- Measure and track the dynamics of human activities and state of the environment from the acquisition and processing of satellite data

LAST KEY FIGURES FROM THE ACTIVITIES OF LAB:

The annual rate of deforestation in the rainforests of Madagascar rose from 0,5% to 0,9% between 2005/2010 and 2010/2013 (Rakotonalala et al, 2015)

Climate change (IPCC scenario) could be responsible for a 17% reduction of forest carbon stocks in Madagascar (Weilendert et al, 2016)

The organic carbon losses from soil twenty years after deforestation in the southeast of Madagascar were estimated at 10,7% for the first thirty centimeters and 5,2% in the first meter of soil (Grinand et al, accepted).



HGPF: Holistic Conservation Programme for Forests



FOCUS Projects

|                 |  |
|-----------------|--|
| Country         | MADAGASCAR   |
| Description     | PREDD+ Project: Reducing Emissions from Deforestation and Degradation (REDD), and enhancement of forest carbon stocks (+). |
| Budget          | 4.5 M€ on 2013 – 2017 (Phase II)   |
| Funding         | Air France / AFD (French Development Agency) / FEEM (French Global Environment Facility)                                   |
| Project Manager | Etc Terra  |

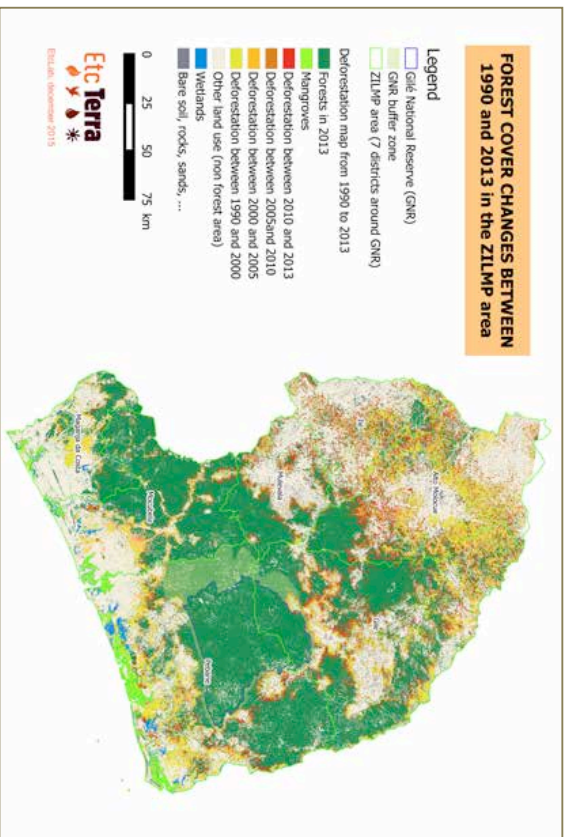
The year 2016 was marked by a significant turnover of the project coordination team, both at Etc Terra and at our partner AgriSud. However, the relay switchover was satisfactory and the mid-term evaluation study of the project conducted by an independent firm underlines the good management of the project and the relevance of the actions implemented.

For the Beampingaratsy site (Anosy region), the activities of structuring of the Basic Communities (COBAS) were continued in accordance with the forecasts of the work program. Increased involvement of local authorities and decentralized government services in supporting grassroots communities has strengthened this dynamic. The project also mobilized teams from the Regional Directorate of the Environment and Forests (DREEF) to evaluate COBAS in the management of their Natural Resource Management Transfers (TGRN).

KEY FIGURES AND HIGHLIGHTS

21 COBAS on the Beampingaratsy site and 32 COBAS on the COMATSA site involved

1471 Conservation and Development contracts signed since the beginning of the project



Plant nursery in the Beampingaratsy area



Deforestation in the Beampingaratsy area



# FOCUS Projects



**Country**

MOZAMBIQUE

**Description**

Support to communities on the outskirts of the Gile National Reserve to reduce deforestation and the fight against poverty

**Budget**

1.5 M€ on 2016 - 2018

**Funding**

World Bank via the National Administration of Conservation Areas (ANAC)

**Project Manager**

Etc. Terra and IGF (International Foundation for Wildlife Management)

As a continuation of the REDD + pilot project of the FEM's Gile National Reserve, the Mozio project supports the sustainable economic development of village communities along the Reserve by addressing the main factors of deforestation and promoting sustainable management of forest resources. Project management is provided by Etc. Terra with the IGF Foundation and RONGEAD as partners.

The project was launched in mid-2016 and enabled the creation of a fully operational field team to support the populations on a daily basis. The project works closely with the Reserve and local Mozambican authorities.



Fires around the Gile National Reserve

## KEY FIGURES AND HIGHLIGHTS

- Launch of the N'kalo service of RONGEAD in Mozambique on the cashew nut, christened Kohiwa
- 5000 cashew producers supported
- 200 ha of restored forest
- 1,200 agroecology-supported producers



Launch of the Kohiwa service



Training on improved carbonization



# FOCUS Projects



**Country**

MADAGASCAR

**Description**

Integrated Water Resources Management Project 335 K€ on 2016 – 2020

**Budget**

Rhône-Méditerranée-Corse Water Agency, Metropole de Lyon, Association Recherche Qualité Environnementale (RQE)

**Funding**

Etc. Terra and Agrisud International

**Project Manager**

In the continuation of the Zambazamba pilot project, the Kolorano project is implemented over a period of 4 years. The objective is to improve the management of water resources on 10 watersheds (BV), on which the Metropole of Lyon carries out catchments for the supply of drinking water to the downstream villages. The proposed developments should avoid conflicts between uses for drinking water and agriculture.

An analysis of land use has been associated with a diagnosis of agricultural practices to propose the management plans that will be implemented on each of the watersheds. There are plans to develop 325 ha in agroforestry or forest plantations - the seedlings being provided by the nurseries created or supported under the project - and to support

producers in implementing more water-efficient agricultural practices (400 producers in total). An analysis of carbonization practices and support to the coal miners in the area is also planned. In terms of impact measurement, monitoring of rainfall and flows at the outlet of certain watersheds will be carried out. A land use erosion monitoring protocol has been established and erosion risk maps are being produced. A training course on the woody biodiversity of the intervention sites was also carried out. In point of fact, a reference level of the economic situation of the beneficiaries is being drawn up.

## KEY FIGURES AND HIGHLIGHTS

- 325 ha managed as forest or agroforestry plantations upstream and downstream of the catchments
- 400 producers supported to implement water-saving agricultural practices
- Training of 15 Communal Water and Sanitation Officers in agricultural and forestry management in catchment areas



Erosion monitoring system on different soil cover types







## MÉ REDD+ PROJECT

**Country** | IVORY COAST  
**Description** | Fight against deforestation and degradation of Mé forests  
**Budget** | 2,4 M€ on 2016 - 2019  
**Funding** | Ivory Coast Republic and French Republic (C2D)  
**Project Manager** | Etc Terra



## GILE NATIONAL RESERVE

**Country** | MOZAMBIQUE  
**Description** | Fight against deforestation and degradation of the Miombo forest in the Gile National Reserve  
**Budget** | 2 M€ on 2014 - 2017 (Phase II)  
**Funding** | FEEM (French Global Environment Facility)  
**Project Manager** | IGF (International Foundation for Wildlife Management)



## AFRICOMPOST

**Country** | MADAGASCAR, CAMEROON, TOGO, IVORY COAST  
**Description** | Valorising urban organic waste into compost in order to improve waste management system and develop local perurban agriculture  
**Budget** | 2,7 M€ on 2011 - 2016  
**Funding** | AFD (French Development Agency) / FEEM / GoodPlanet Foundation  
**Project Manager** | GoodPlanet Foundation (with the support of Etc Terra), Gevalor



## REDD+ TECHNICAL ASSISTANCE IN MOZAMBIQUE

**Country** | MOZAMBIQUE  
**Description** | Technical assistance to the REDD+ team in Zambezia and drafting of the REDD+ regional program  
**Budget** | 285 k€ on 2016 - 2017  
**Funding** | World Bank / FCPF Readiness Fund  
**Project Manager** | Etc Terra



## ACCESS TO MODERN ENERGY SERVICES AND SUSTAINED IN MALI

**Country** | MALI  
**Description** | Energy access in rural and urban areas in Mali: biogas plants implementation, improved stoves, solar lights and centers  
**Budget** | 2 M€ on 2015 - 2018  
**Funding** | European Union / AFD  
**Project Manager** | AVSF (Agronomes et Vétérinaires Sans Frontières)



## BIOGAS MALI

**Country** | MALI  
**Description** | Distribution of family biogas tanks in southern Mali  
**Budget** | 500 k€ on 2012 - 2016  
**Funding** | AFD / GoodPlanet Foundation / AVSF  
**Project Manager** | GoodPlanet Foundation (with the support of Etc Terra)



## MAHAVOTRA 2

**Country** | MADAGASCAR  
**Description** | Forestry, agroforestry and land use planning  
**Budget** | 1,2 M€ on 2016 - 2019  
**Funding** | AFD / CEAS (Centre Ecologique Albert Schweitzer) / Region of Aquitaine  
**Project Manager** | Agrisud International



## NORTH-HAITI SDP

**Country** | HAITI  
**Description** | Sustainable management of Limbé watershed and measurement of the environmental impact of agricultural activities  
**Budget** | 1,25 M€ on 2013 - 2017  
**Funding** | AFD / Region of Aquitaine  
**Project Manager** | Agrisud International



## FORAE NORD-LAOS

**Country** | LAOS  
**Description** | Forestry and agro-ecology in mountain area in Northern Laos  
**Budget** | 877 k€ on 2014 - 2018  
**Funding** | AFD / Fonds Action Laos / Fondation Ensemble  
**Project Manager** | Agrisud International



## RE-SOURCES

**Country** | FRANCE, BURKINA FASO, CAMEROON, TOGO, BENIN, HAITI, MAURITIUS  
**Description** | Platform for promoting waste recovery in Africa and the Caribbean  
**Budget** | 2,6 M€ on 2013 - 2018  
**Funding** | European Union / AFD / FEEM  
**Project Manager** | Gevalor



## KEUR SAMBEL

**Country** | SENEGAL  
**Description** | Fight against deforestation and rural development in the Keur Sambel forest  
**Budget** | 60 k€ on 2014 - 2016  
**Funding** | FAO (Food and Agriculture Organisation)  
**Project Manager** | Etc Terra



## REDD+ TECHNICAL ASSISTANCE IN IVORY COAST

**Country** | IVORY COAST  
**Description** | Qualitative analysis of factors of deforestation and forest degradation  
**Budget** | 50 k€ in 2016  
**Funding** | FAO (Food and Agriculture Organisation)  
**Project Manager** | Etc Terra



## BIOSCENE MADA

**Country** | MADAGASCAR  
**Description** | Development of biodiversity change scenarios under the combined effect of climate change and deforestation  
**Budget** | 265 k€ on 2014 - 2019  
**Funding** | Foundation for Research on Biodiversity (FRB) / FEEM  
**Project Manager** | CIRAD (French Agricultural Research Centre for International Development)



## ANALAKELY

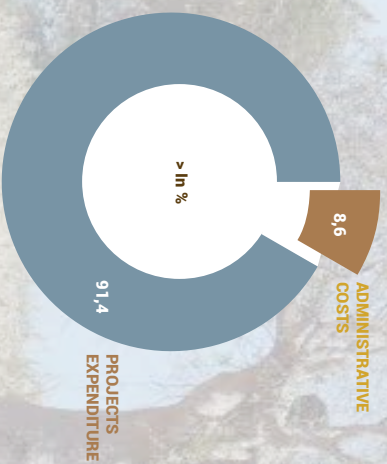
**Country** | MADAGASCAR  
**Description** | Family micro reforestation in the development of production and marketing of green beans «Bio-fair»  
**Budget** | 30 k€ on 2013 - 2016  
**Funding** | Lecofruit / Pro Sain  
**Project Manager** | Etc Terra



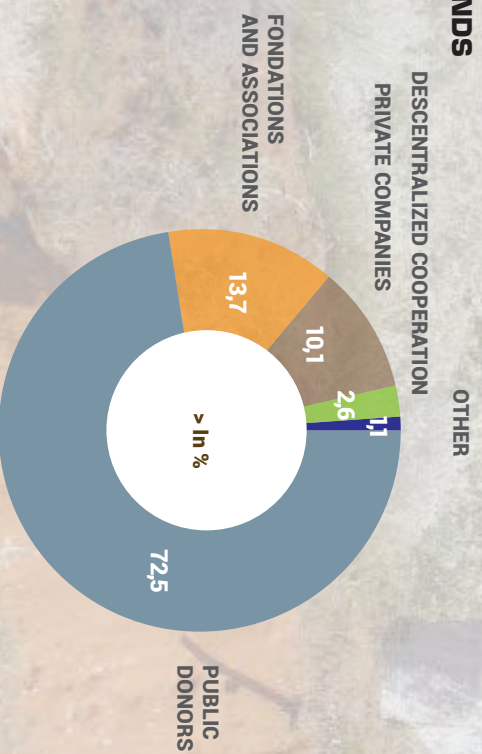
# Financial Report

This financial report presents the situation of Ecu Terra at 31/12/2016. In accordance with the legislation, Ecu Terra's 2016 accounts have been audited and certified by an auditor. The total budget of the association for the year 2016 amounts to 1,874,860 and, as in 2015, the financial year ended with a positive result ( 2,207).

## BREAKDOWN OF EXPENSES (outside EAR<sup>1</sup>)



## SOURCE OF FUNDS (with EAR<sup>1</sup>)



<sup>1</sup> Commitments to perform

91.4% of expenditure is devoted to field actions. Administrative and structural expenses remained low with 8.6% of expenses. The most important country of intervention is still Madagascar, which accounts for 56.5% of the affected costs. Mozambique's share of operations continues to increase, accounting for 18.7% of the budget.

As for the origin of funds, public donors now account for 72.5% of resources, compared with 58.4% in 2015.

They are nevertheless diversified between bilateral public aid (AFD, FEEM), international (World Bank, FAO) but also public funds from intervention countries (local ministries in particular). Funding from foundations and associations decreased by 13.7% in 2015. Local and regional authorities showed a slight increase, while private companies slightly decreased to 2014 levels

## PROFIT AND LOSS STATEMENT

|  | 31/12/2016       | 31/12/2015       |
|--|------------------|------------------|
| <b>Operating income</b>                                    | <b>2 033 706</b> | <b>1 245 146</b> |
| Production sold, Goods and Services                        | 52 235           | 8 193            |
| Operating grants   | 1 979 649        | 1 233 241        |
| Reversal of depreciation and provisions, expense transfers | 0                | 2 400            |
| Contributions  | 0                | 0                |
| Collections  | 1 810            | 1 310            |
| Other  | 13               | 2                |
| <b>Financial products</b>                                  | <b>17 706</b>    | <b>1 095</b>     |
| <b>TOTAL PRODUCTS</b>                                      | <b>2 051 412</b> | <b>1 246 241</b> |
| <b>Operating expenses</b>                                  | <b>1 870 209</b> | <b>1 615 645</b> |
| Other purchases and external charges                       | 364 640          | 295 664          |
| Taxes and similar payments                                 | 23 985           | 13 065           |
| Wages and salaries   | 403 758          | 319 424          |
| Social charges   | 182 846          | 142 594          |
| Depreciation, amortization                                 | 13 559           | 9 834            |
| Funding granted by the association                         | 879 313          | 833 860          |
| Other expenses   | 99               | 1 204            |
| <b>Financial expenses</b>                                  | <b>1 927</b>     | <b>4 476</b>     |
| <b>Exceptional expenses</b>                                | <b>516</b>       | <b>2</b>         |
| <b>TOTAL EXPENSES</b>                                      | <b>1 872 653</b> | <b>1 620 122</b> |
| <b>INTERMEDIATE</b>  | <b>178 759</b>   | <b>-373 881</b>  |
| Report of unused prior years Resources                     | 229 519          | 431 887          |
| Commitments to perform on resources allocated              | 406 071          | 54 930           |
| <b>NET SURPLUS</b>   | <b>2 207</b>     | <b>3 076</b>     |

## BALANCE SHEET

|                                     | 31/12/2016           | 31/12/2015           |
|-------------------------------------|----------------------|----------------------|
| <b>ACTIVE BALANCE SHEET</b>         |                      |                      |
| <b>Balance sheet</b>                | <b>103 342</b>       | <b>74 707</b>        |
| Brut                                | 103 342              | 74 707               |
| Amortization and reserves           | 28 635               | 32 628               |
| Tangible fixed assets               | 96 485               | 67 850               |
| financial assets                    | 6 857                | 6 857                |
| <b>Fixed assets</b>                 | <b>1 421 375</b>     | <b>1 247 603</b>     |
| Receivables                         | 419 586              | 411 769              |
| Availability                        | 997 998              | 832 953              |
| Prepaid expenses                    | 3 792                | 2 881                |
| <b>TOTAL</b>                        | <b>1 524 717</b>     | <b>1 280 231</b>     |
| <b>BALANCE SHEET</b>                | <b>au 31/12/2016</b> | <b>au 31/12/2015</b> |
| <b>Associative fund</b>             | <b>37 324</b>        | <b>35 117</b>        |
| Equity                              | 35 117               | 32 041               |
| Financial result                    | 2 207                | 3 076                |
| <b>Provisions and targeted</b>      | <b>951 519</b>       | <b>830 067</b>       |
| <b>Debits</b>                       | <b>507 240</b>       | <b>415 047</b>       |
| With various credit institutions    | 27 091               | 26 204               |
| Financial liabilities               | 354 991              | 550                  |
| Trade payables and related accounts | 121 477              | 286 568              |
| Tax and social liabilities          | 600                  | 101 335              |
| Other liabilities                   | 2 981                | 0                    |
| Deferred income                     | 100                  | 0                    |
| <b>TOTAL</b>                        | <b>1 496 082</b>     | <b>1 280 231</b>     |

2017 will allow all allow to see the realization of the merger of Etc Terra with RONGEAD. The administrative and legal formalities on the road are numerous, but the main challenge will be to create the right conditions for the «transplants» to operate. A good understanding between the members of the two teams, the operational alignment of synergies and complementarities identifies will be key steps for a successful merger.

In our countries of intervention, the objective will be to acquire more and more legitimacy through the projects implemented on the ground. In Côte d'Ivoire, the Me REDD + Project will gradually increase in power, the first project to be jointly implemented by Etc Terra and RONGEAD teams.

In Mozambique, the Mozbio project around the Gile National Reserve will be, along with technical assistance provided under the Forest Carbon Partnership Facility (FCPF), the main project of the association. In Madagascar, the biogas project should see the light of day and expand our field of local competence to the bio-energy theme.

As Etc Lab 's activities are expected to increase, the areas of expertise are increasing and gradually strengthening, in particular with the contributions of RONGEAD teams on agricultural issues in general and value chains in particular.

On the financial side, the association's budget is expected to increase significantly, the aim will be to succeed in this new year to gradually build up own funds.

### Technical partners

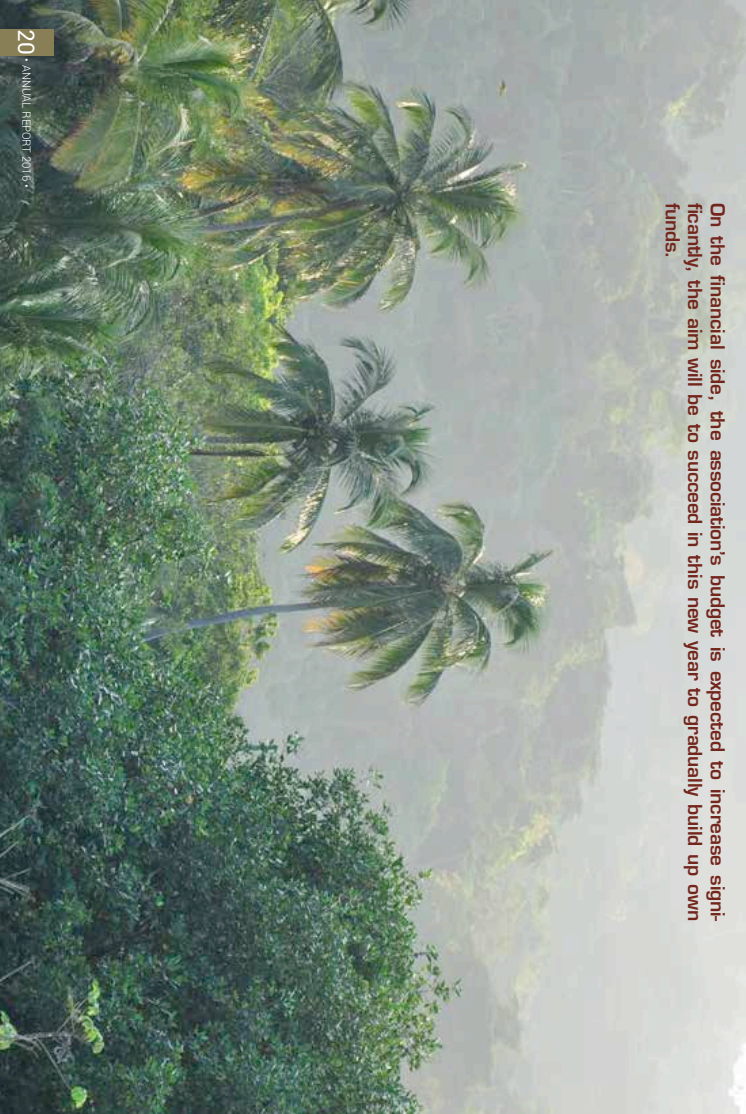
- Agrisud International
- Agronomes et Vétérinaires Sans Frontières (AVSF)
- Agence Nationale de la Santé Urbaine de Côte d'Ivoire (ANASUR)
- Association Malagasy pour le Développement Economique, Social et Environnemental (A.M.A.D.E.S.E.)
- Commune de Dschang
- ENPRQ
- Environnement Recherche Action au Cameroun (ERA)
- Gevalor
- Groupe Energies Renouvelables, Environnement et Solidarités (GERES)
- Initiatives Conseil Développement (ICD)
- Madacompost
- Madagascar National Parks (MNP)
- Nebeday
- Office National pour l'Environnement (ONE)
- RONGEAD
- Service Autonome de Maintenance de la Ville d'Antananarivo (SAMVA)
- SKG Sangha
- Wildlife Conservation Society (WCS)
- World Wide Fund (WWF)

### Financial partners

- Administration Nationale des Aires de Conservation (ANAC) (*Mozambique*)
- Agence Française de Développement (AFD)
- Agence de l'Eau Rhône Méditerranée Corse (AERMC)
- Agence Nationale de la Recherche et de la Technologie (ANRT)
- Agronomes et Vétérinaires Sans Frontières (AVSF)
- Air France
- Ambassade de France à Madagascar
- Association Recherche Qualité Environnementale (RQE)
- Banque Mondiale
- Food and Agriculture Organization (FAO)
- Fond Français pour l'Environnement Mondial (FFEM)
- Fondation GoodPlanet
- Fondation Internationale pour la Gestion de la Faune (IGF)
- Fondation pour la Recherche sur la Biodiversité (FRB)
- Forest Carbon Partnership Facility (FCPF Readiness Fund)
- Gevalor
- Lecofruit
- Métropole de Lyon
- Ministère de l'Environnement et du Développement Durable de Côte d'Ivoire (MINEDD)
- Pro Sain
- Recyclivre
- Région Haute Matsiatra (*Madagascar*)
- Surveillance de l'Environnement Assistée par Satellite pour l'Océan Indien (SEAS-OI)
- Union Européenne (UE)

### Scientific partners

- Centre de Coopération Internationale en Recherche Agronomique pour le Développement (CIRAD)
- Faculté d'Agronomie et de Médecine Vétérinaire de l'Université d'Etat Haïtien (*Haïti*)
- Institut de Recherche pour le Développement (IRD)
- Université d'Haïti
- Université d'Antananarivo (*Madagascar*) :
- Institut et Observatoire de Géophysique d'Antananarivo (IOGA)
- Laboratoire des Radioisotopes (LRI)
- Ecole Supérieure des Sciences Agronomiques (ESSA)



# Etc Terra



127, rue d'Avron - 75020 Paris - France  
Tel. : +33 (0)9 83 22 76 22  
Email : [contact@etcterra.org](mailto:contact@etcterra.org)

[www.etcterra.org](http://www.etcterra.org)