



20 Years
2001 to 2021



Solar- and improved cookstoves

Annual report 2021

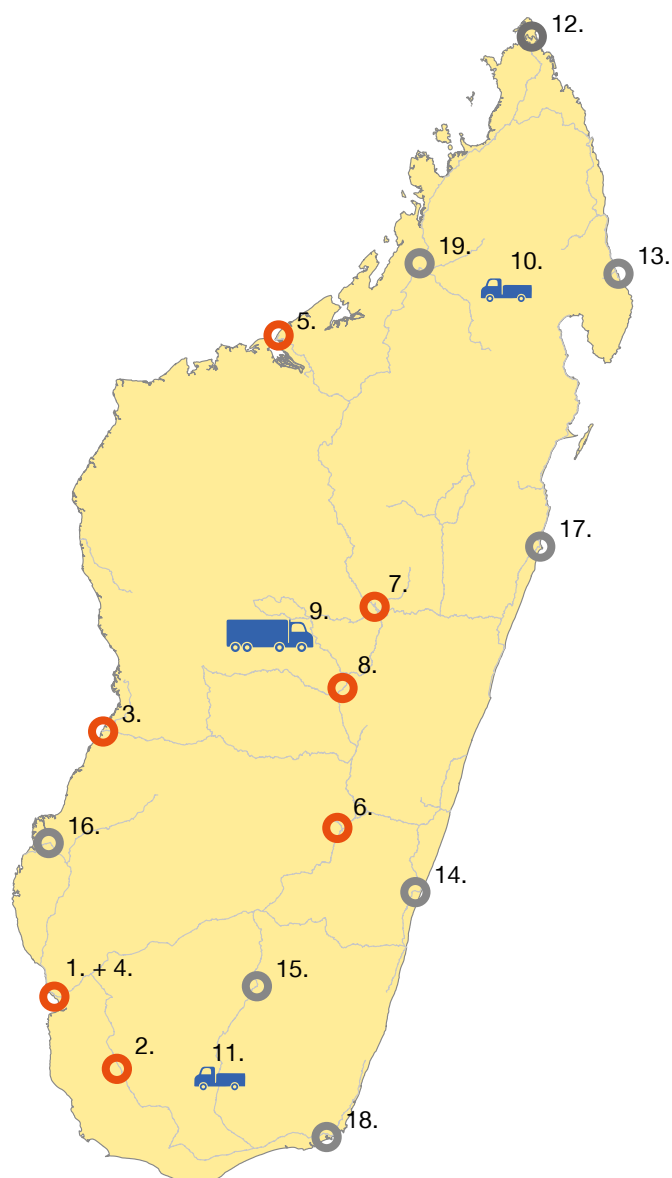
Sustainably effective for Madagascar

Sustainably effective for Madagascar



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● ADES branches:

9.–11. Mobile branches

12. Antsirabe

13. Antsirabe

14. Antsirabe

15. Antsirabe

16. Antsirabe

17. Antsirabe

18. Antsirabe

19. Antsirabe

● ADES centres:

1./4. Toliara

2. Ejeda

3. Morondava

5. Mahajanga

6. Fianarantsoa

7. Antananarivo

8. Antsirabe

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Editorial

Dear readers,

2021 was a special year for ADES. The Corona pandemic put a spanner in the works. Central celebrations of ADES' 20 year anniversary had to be cancelled, both in Switzerland and Madagascar. In Switzerland we were nevertheless able to hold two excellent events; We were able to present excerpts of the BBC documentary film "Madagascar" and we were able to enjoy a presentation from climate expert, Professor Reto Knutti. The nomination as the worldwide .ORG "Organisation of the year" and a huge jump in our sales figures were the unexpected highlights which crowned our jubilee year.

The inter-governmental panel on climate change IPCC has, in its latest report, commented on the dramatic consequences of the climate crisis and underscored the importance of natural ecosystems in combatting climate change. There is no doubt that the climate change poses a real threat to the planet and the well-being of its population. Over 3.3 billion people will be increasingly affected by weather extremes, such as heat, drought, flooding and water shortage.

In Madagascar, ADES continues to operate in a very challenging environment. The drought in the south has entered its fourth year and has caused many people to flee to avoid hunger. Whole villages have been abandoned. The Corona pandemic is less omnipresent but far from over. A year ago I pleaded for a worldwide distribution of vaccine. Little has happened. Africa has been left on its own by the world community to combat the virus. Currently, it is not possible to predict the consequences of this situation for the African continent.

We were able to reach a number of important milestones in the past year. In the capital region, we constructed a second metal workshop. The big kitchen project and two further ADES mobile branches moved from the pilot phase to full operation. The new leadership team in Madagascar was able to attract local talent.

ADES continues to grow and to flourish. ADES in its current form could never have been achieved without the long-term and unique support which it enjoys from its employees, volunteers, donors and partners.

A big thank you to you all.

Your Rita Bachmann



Demonstration of a solar cooking box in Sambava.



An ADES reseller collecting improved cookstoves in Antsirabe.



A cooking demonstration in the Antalaha market.

Situation in Madagascar

The catastrophic drought in the south of the island has entered its fourth year. What used to be fertile fields are often nothing but barren wastelands. Countless deaths from hunger and thirst are the result. According to data from the world food organisation, over a million people are dependant on food support. 28.000 people are acutely in danger of dying of starvation.

Those who had cattle have been forced to sell them. In many places, helplessness dominates. Food shortage is causing the people to eat seeds which they would otherwise have planted and, long-term, this will only exacerbate the situation. The situation in south causes not only desperation and flight but significant levels of crime, such as armed attacks on villages and vehicles. This has caused the Swiss foreign ministry to warn travellers not to leave the main highways and exercise extreme caution wherever they go.

The Corona problem remains acute. Not surprisingly, the level of vaccination in Madagascar (one of the least developed countries in the world) is very low. Test capacity is also very limited. There are very few places where cold storage units can be maintained. The German Robert Koch Institute put Madagascar in the high risk category at the beginning of 2022, while recognising that the situation can change quite quickly. Travel and the transport of both people and goods on the island remains very restricted.



A vortex in the dry region of Ejeda in the south of Madagascar.



Drought and Corona are causing increased poverty.



Information about Covid-19 and internal vaccination programme.

ADES overview

Project video:



Madagascar is a paradise of biodiversity. 80 percent of the plants and 90 percent of the animals on the island in the Indian ocean are endemic can only be found in Madagascar. Lemurs and the Baobab tree are national symbols. But this paradise of nature is in peril. De-forestation, erosion and desertification are endangering the livelihood of the people, the fauna and the flora. Over 90 percent of the woodlands are already lost.

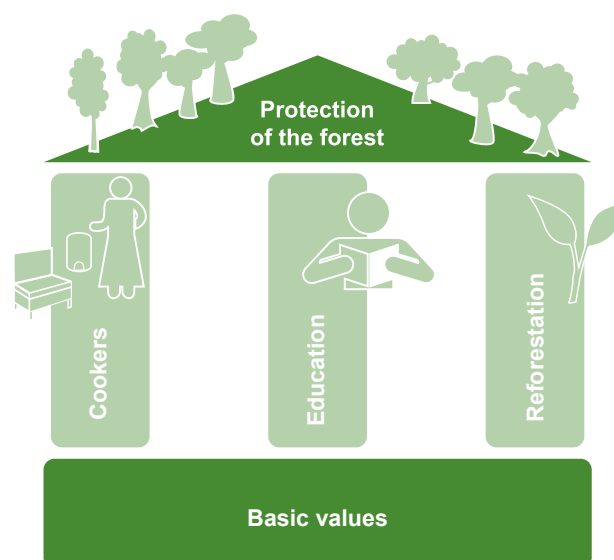
As a non-government organisation, ADES has, since 2001, been committed to the preservation of both the woodlands and the livelihood of the population. Solar cookers and improved cookstoves, reforestation projects and education and sensibilisation measures are a number of ADES' initiatives which help to protect forests and woodlands and provide the population with a perspective in the face of poverty and flight.

ADES' direct investments provide jobs, create productive chains and help to build the fundamentals of the people's livelihood in Madagascar. ADES passes on know-how and technology. As an established player in Madagascar business, ADES supports the local economy on a permanent basis and has built up a sustainable structure for the production of solar cookers and improved cookstoves, in which local employees play a decisive role. The ADES programme is based on an eye-level partnership between north and south.

ADES activities attract interest on an international level. At the .ORG Impact Awards 2021, ADES won not only the top prize in the category "Overcoming climate change" but also the top prize as "Organisation of the Year". John Nevett, the CEO of .ORG/PIR congratulated ADES with the words:

«ADES' work is brilliant, innovative and effective on many levels and should definitely be globalised. The jury was highly impressed by the many elements of ADES' activities, including training of the younger generation, the development of a sustainable production chain, strengthening the role of women, reforestation and the reduction of CO₂ emissions. It considered ADES to be doing an outstanding job in all these areas.

We awarded the prize to ADES because it covers all the key areas.»



The demand for firewood in Madagascar is enormous.



Inspecting an area marked for reforestation in Fianarantsoa.

ADES helps

Protection of the climate in Madagascar From 2001 to 2021

From Gold Standard for
ADES certified SDG's:



Purpose

A Madagascan household uses 4 to 6 tonnes of wood annually for cooking on an open fire. This is where ADES comes in with solar cookers and improved cookstoves. Depending on the model, there is a fuel saving of 50 to 70 percent. Quite apart from fuel saving, solar cooking is free of emissions.

ADES has been committed in Madagascar since 2001 to energy efficient cooking. In the period since then, ADES has established a production and operating organisation with which it can reach almost the entire island.

ADES enables the population to protect the fundamentals of Madagascan livelihood on a day to day basis.

Sustainable Development Goals

The 17 Sustainable Development Goals (SDGs) with their 169 sub-goals were defined by all UN Member States in 2015 and are at the heart of the 2030 Agenda. They balance the economic, social and environmental dimensions of sustainable development and, for the first time, bring poverty reduction and sustainable development together in one agenda.

Solar cookers and improved cookstoves

Achievements 2021

73.200 cookstoves sold

440.000 tonnes of CO₂ saved

awareness-raising campaign for 131.000 people

The annual sale of 73.200 cookstoves substantially exceeded the target of 52.000 cookstoves. Indeed, the growth target for 2025 has already been met.

Almost all of the 27 million Madagascans cook with wood and charcoal. The strong population growth alone means that annually an additional 700.000 people are dependent on organic substances. Cooking on an open fire strains the family budgets as a result of the rising fuel prices, damages health as a consequence of smoke emissions and, above all, eliminates vast areas of forest.

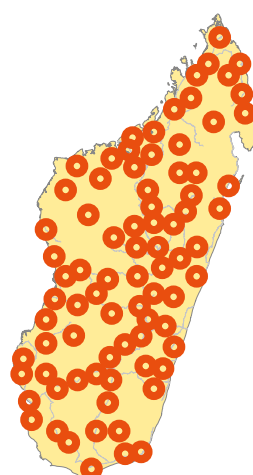
Buying an ADES cookstove has a number of benefits for families. The cost of a cookstove is amortised within two to three months, thanks to the subsidised sales price. Over the life span of a cookstove, families make a saving of 50 to 70 percent on their fuel costs. This is equivalent to about a third of the household budget. The sales of improved cookstoves alone will relieve Madagascan household budgets of some 1.8 million Swiss francs of fuel cost in 2021. For those families who generally expect the women and children to collect wood, rather than buy it, there is a daily saving of about one hour and a half of labour.

The huge sales growth, midst in the drought and the Corona pandemic, came as a surprise. ADES was able to meet the high demand thanks both to the increased production capacity and to the ability to reach out to more people through the enlarged branch network and the additional mobile sales units.

Distances in Madagascar are huge, the population is not very mobile and the roads are frequently in a precarious state. Travellers frequently have to allow for up to ten hours to cover 100 kilometers. It is thus all the more important to be able to reach people living outside the big cities. ADES was able to open seven new branches in 2021. These small locations act both as sales points and as centres for contact with sales agents. Such a centre has supplies of cookstoves, a minimum of personnel and is attached to an ADES centre. They also serve as focus points for other activities, such as environmental education. The new ADES branches are spread throughout the country and are an extension of the existing operating network.

ADES mobile branches (in the north, the centre and the south) are now fully operational with focus on awaren-

Project video:



ADES employee at the production site in Fianarantsoa.



Assembly and control of improved cookstoves in Fianarantsoa.



Staff of the metal workshop in Toliara.

ess-raising on environmental issues, especially in remote areas. The trial phase is over and the vehicles operate to a plan. Advance warning is given, either by radio or by representatives or both, of the upcoming visit of a mobile branch. In many villages, the visit of an ADES mobile branch with its awareness-raising programmes, sales activities and film presentations, is a highlight for both young and old.

With our new Madagascan management, we are improving the interface between sales and logistics. ADES supports its employees and internal know-how training. Employees on various levels are trained and receive further education, which enables them to take on new challenges. Students are given trainee opportunities, which helps them to enter the business world. Wherever possible, ADES supports women professionally. For example, the majority of our sales agents are female. ADES supports equal status for men and women throughout the island and on an ongoing basis.

The construction of a second metal workshop in the capital region was an essential measure to ensure the sustainability of our supply chain; more on this on the next page.

«Initially I was a trainee and then I started working for ADES as an Aminorator. Today I am Assistant to Management. I am extremely grateful to ADES for giving me the chance to develop professionally.»

Roxane Felanosoa Rafanananana, Direktionsassistentin



Unconventional transport methods in the Sava region.



ADES mobile branch in the south with its team.



Management Assistant Roxane in Toliara.

New metal workshop


A second metal workshop in Antananarivo increases capacity and shortens transport time.


ADES finalised the construction of a second metal workshop in the capital region. Under the project “Expansion 2000” ADES has significantly increased its production, sensibilisation and operating capacity in recent years. The construction of a second kiln created a new bottleneck in our production chain; the typical green metal casing for our cookers.

The existing metal workshop is attached to the Toliara centre in the south and is, thus, a long way away from our plant in Fianarantsoa where the end production of our cookers takes place. The poor quality of the roads in the region makes the lengthy transport time even longer. Consequently, ADES looked for a more central location for the new workshop and was successful in finding a site in Antananarivo. The new location has been named “Production Tana” and it will commence activity in July 2022.

“Production Tana” allows us to make improvements in a number of areas. Production capacity of metal casings will be sufficient to match the growing needs and production processes will be optimised. Our production partner, Bionerr, delivers the clay mouldings direct to Antananarivo where they can be assembled with the ovens. The new workshop shortens transport times in the entire northern part of the island. To start with in 2022, the workshop will complete the assembly of some 14.000 cookers and thus become an important link in the ADES production chain.

Production and logistics

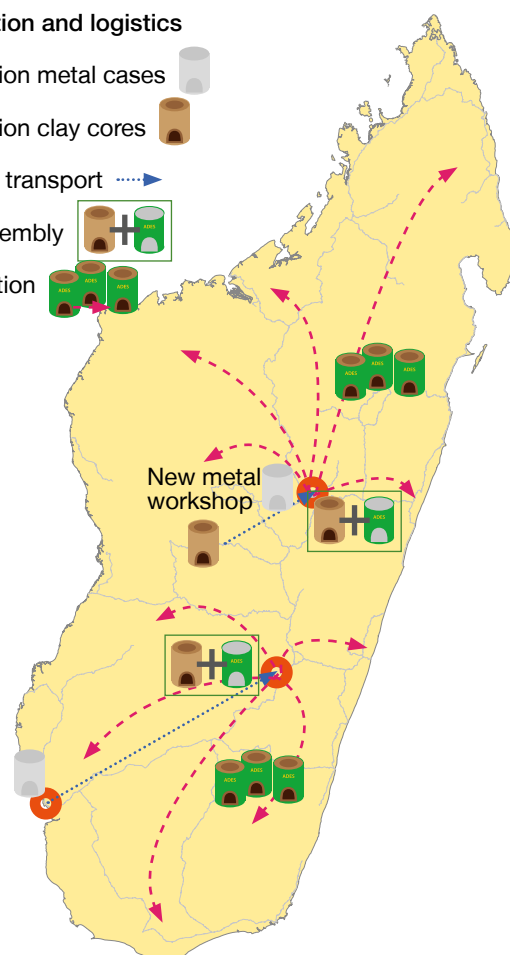
Production metal cases 

Production clay cores 

Material transport 

End assembly 

Distribution 



At the end of January 2022 construction was close to completion.



The first production machines have already been delivered.

Institutional kitchens

Achievements 2021

Up to 85 percent fuel savings

Up to 3 hours less cooking time per day

Less smoke and CO₂ emissions

After three years of pilot testing, we were able to conclude this phase in 2021 and go live with the concept. This means that ADES plans and builds modular kitchens for schools and similar institutions. We planned to build four such kitchens in 2021 for our partners Bel Avenir and ABC Domino. Two were completed but the other two were delayed by the effects of a cyclone and of the Covid pandemic. They are planned to be completed by the end of April 2022.

An in depth needs analysis precedes the construction of an ADES big kitchen. The kitchen comprises more than the cooking hobs. Space for wood storage, an smoke extraction system and a water tower are also an integral part of such a kitchen. Solar energy delivers hot running water. ADES also provides intensive training to school personnel so that the kitchen is properly used and the maximum in fuel savings is achieved. ADES accompanies the project for a number of months, monitoring progress.

The school kitchens attract wide interest. 10 further kitchens are planned to be built in 2022.

«Three of us of cook lunch meals here for 500 children. Before the re-building we used 200 kilos of wood every day. Now it is only 30 kilos. Cooking takes half as long and there is a lot less smoke. We are very satisfied.»

Serena, cook



Hot water; direct from the roof into the pan!



Meal distribution at the Ecole des Saphirs in Antsohomadiro near Ilakaka.



Cook Serena in the institutional kitchen at Bel Avenir's Ecole des Saphirs.

Environmental education

Achievements 2021

8.429 schoolchildren participated

361 teachers and 175 teacher trainees given further education

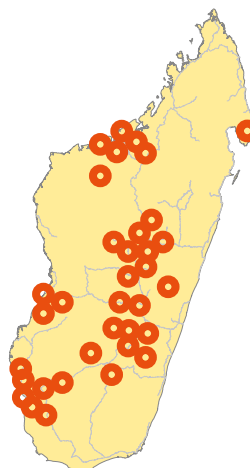
193 schools visited

Specially trained ADES vendors give schooling in 15 of Madagascar's 23 regions and sensibilise the children to environmental issues. The schooling includes both the transfer of knowledge, using specially created materials and modern teaching methods, and practical excursions to introduce the children to fauna and flora, trees and plants and the creation of school gardens. Teachers are also given further education, with a corresponding broadening of their skills so that they can incorporate environmental training into their curricula. Environmental training is an integral part of the school programme in partner schools. This way ADES is able to make contact with more and more children as time goes on.

Madagascan schools had to close less in 2021 than in the first year of the Corona pandemic. As a result, ADES was able to work with 3.000 more children than in the previous year. Thanks to relations with the Ministry of Education, ADES has access to public schools. As part of this co-operation, ADES has set a goal that each child participating in environmental education should plant a tree, thereby contributing to sustainable environmental protection.

Active and interested young and more advanced students are encouraged to join ECO clubs, participate in exchanges and engage themselves in environmental matters. ADES follows and supports the formation of such ECO clubs.

Project video:



Environmental schooling in a primary school of ABC Domino.



Schoolchildren from Toliara at OMNIVERDI in Mangily.



Touring and receiving education at the ADES centre in Toliara.

Adult education

Achievements 2021

42 vendors given further education

38 resellers agents trained

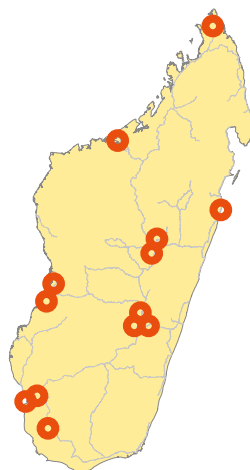
104 existing resellers given further training

Over 200 resellers played a key role in the massive growth in the past year. They were responsible for over 60 per cent of the cookstove sales. They are supported in a defined way so that they can build up their own existence. ADES works very closely with them and also supports them on business issues, such as making a business plan for their own independent activity. Resellers thus become familiar with ADES' values and learn to understand ADES' operating network. Additionally, they receive training in product know-how and sales techniques. They are one of the most important factors to ADES' growth.

In a one week training camp, 42 vendors were schooled in ways to support resellers.

«As a reseller for ADES, I have been able to save some money. I decided to invest my savings in the rearing of chicks. That enabled me to create a second line of activity, which in turn helped me to improve my financial security.»

Madame Clara, reseller in Moramanga



Further education of resellers in Manakara.



Further education of vendors in Mahajanga.



Madame Clara visiting the ADES centre in Antananarivo.

Reforestation

Achievements

119.500 trees planted

48 hectares of land reforested

Projects in 7 different places

Woods and forests continue to disappear in Madagascar at an alarming pace. The annual loss is estimated at up to a half a million hectares. This clearly demonstrates that the reduction in fuel usage alone is not sufficient. Reforestation is more important than ever.

In 2021 ADES increased the number of trees planted by almost one third. The almost 120.000 trees planted exceeded our target by 10.000. Thanks to our long-standing relations with partner organisations, ADES was able to exceed its reforestation goals despite Corona.

It was particularly pleasing that reforestation grew not only in the highlands, where large numbers of saplings can be planted with relatively little effort. In the area around our “green centre” in Ejeda, ADES works with an increasing number of local village communities. ADES provides them with saplings and know-how so that they can engage in reforestation activities themselves. 27.000 trees were planted in this area in 2021. ADES helps these communities in a range of ways from planning of wells to water management and to production of foodstuffs in the shade of trees. The conditions in this area are difficult and the volume of effort for ADES is high in relation to the quite small number of trees planted. Nevertheless, every tree planted makes a difference in the fight to achieve food security and to stop the desertification of the soil.

ADES efforts in the area of reforestation will continue to increase substantially. We plan to plant 200.000 trees in 2022.

Project video:



The reforestation zone of Voiala near Fianarantsoa.



Mixed planting in Tratriotse-Kande near Ejeda.



Santatra employees look after young coffee plants.

Perspectives from the projects

In the next pages, readers can get to know some of our employees from a wide range of areas of activity. They describe how they came to ADES and what they have experienced in recent years.

Institutional kitchens



Florice has been with ADES since 2012 and has been managing the metal workshop since 2014. In addition, he is today a technician for our industrial big kitchens. Many congratulations on your forthcoming 10 year jubilee!

«2021 was a very exciting year for me. After a lot of planning on the preceding year, we were able to build the first institutional kitchens in schools. Open fire-places were replaced by walled-in ADES kitchens. Storage areas exist for dry wood and solar energy warms the water on the roofs. The first school project was in Antsohamadiro. The test went extremely well and the cooks were highly positive. Smoke levels declined sharply, cooking was much faster and fuel usage was minimal in relation to the past. The school organised a small celebration to mark the project completion, to which we were invited. Further projects were also successful and where improvements were needed they could be incorporated into the following installations. Training of the cooks was provided by our Fara and her team.



Institutional kitchen at the Bel Avenir school in Antsohamadiro near Ilakaka.

Once the test kitchen phase was completed, we chose the next schools. To date we have been working with schools of our partners such as Bel Avenir and ABC Domino. What we would really love to do is to equip public schools with our kitchens. Unfortunately, preconditions which are essential for the realisation of the institutional

kitchen concept, such as the availability of water, are often not met. In the meantime, we have received enquiries from many schools who would like to be part of the project. The choice is difficult and is only made after looking at a range of factors, such as the number of schoolchildren.

The situation is very difficult for many families. Many of them don't have the money for their children's education and in a number of situations not even enough to eat. Every big kitchen installed enables us to reach hundreds of children. Another advantage is the dramatic saving in wood usage. I really enjoy my work and also get to know new regions.»

Environmental schooling and adult education in Toliara



34 year old Gabriel has been working for ADES as a Vendor in Toliara since 2021.

«Before joining ADES, I worked in a private school. I have been interested in environmental protection for many years. I have been explaining nature to children in the Boy Scouts for a long time. For that reason the open position of Vendor at ADES caught my attention. I quickly realised that ADES did much more than produce cookstoves and that it was pursuing a comprehensive strategy. That was further motivation for me. At ADES I can pursue both of my main interests; teaching and environmental protection.

Our team has a good spirit and we work well together. In the past year I had many new experiences. I started working with primary school children for the first time, while continuing to enjoy teaching adults. We also work with teachers, giving them the know-how to integrate environmental schooling into their teaching programmes. In the long term, we will reach many more children through their teachers.

The general situation in the Toliara region is very bad. It breaks my heart to see starving children and families. The people living south of Toliara are particularly affected by the Kéré (ever recurring droughts). The children suffer from the Kéré and understand what ADES is doing and why it is working to preserve and reforest the woodlands. In addition to teaching, we try to motivate children to do things to help. For this reason, we have a goal that each schoolchild should plant a tree within the school programme. That way they contribute to environmental protection and are part of the solution. They take this awareness home to their families and their villages.»

Perspectives from the projects

Environmental education in Antananarivo



Hanitra is 25 and Agent for our schooling programme in Antananarivo.

«Once I completed my studies, I looked for meaningful employment. At ADES, I can engage in environmental protection on a daily basis. As an Agent I work in and around Antananarivo (Tana). I look for resellers but, above all, I am occupied with environmental schooling in villages in the Tana region. I love my work and am very happy that, despite Corona, we were able to visit schools in the past year.

School visits are in villages outside the city area. Conditions there for the children are more difficult than in Tana and, therefore, our work is all the more important. I often notice how poorly the children concentrate in school. Teachers explain to me that the children are frequently hungry. This is a difficult situation which often results in the children learning very little. This is tough to accept.

The children really appreciate our environmental schooling, especially when they learn something new. For me, it is very important that I can create nature awareness and demonstrate how the environment can be protected. One girl told me that her family lives from the sale of charcoal and that, one day, she wants to produce coal. The big dilemma is that the demand for charcoal continues to grow while the woods and forests are more and more endangered.

I want to be able to demonstrate to the children, by personal example, that it is well worth making an effort in school so that they can then learn a profession, find a job and achieve personal independence. That is what I love about my job. Additionally, I get around a lot and continually expand my own horizons.»

Reforestation in the “green centre” Ejeda



In February 2022 Herman had been working on reforestation in the Ejeda region for 10 years. Hearty congratulations on your jubilee!

«I grew up in Ejeda. After my studies in Agro-ecology in Toliara, I returned to Ejeda and have been working at ADES’ “green centre” since 2012. My job covers reforestation and advising and supporting village communities

through the transfer of know-how on a range of subjects such as reforestation and water management. I work with the local ECO Club, where the students actively involve themselves in environmental protection and, thus, spread the ADES values.

ADES’ work here is very important. We are confronted with problems of nature every day. The drought causes a very difficult situation and hunger. Nourishment of many families is very problematic. Working with the village communities helps to maintain and improve food basics. We apply new techniques so that we are able to plant new trees in the middle of a drought. For example, we dig holes next to saplings and fill them with stones. That way less water evaporates when we are watering. We also support village communities by showing them how to create gardens in the shade of trees, which produce more vegetables, such as tomatoes, salad or sweet potatoes. Excess production is easily sold in the market and generates much needed income.

Regeneration of the woods and forests is absolutely central for me to creating a perspective. The ongoing lack of water is the main reason for the high level of poverty and hunger in our region. Nature and environmental protection have been close to my heart for many years. At ADES I can devote myself to these subjects and the well-being of the people on a daily basis.»

Production Antananarivo



42 year Jean Yves has been responsible for ADES’ production since June 2021. A married engineer, he has two children. Prior to joining ADES, he worked in the energy sector and obtained experience there, among other things, with solar energy.

«In my first months at ADES I travelled a lot, visiting the various centres and production points. That gave me a very good oversight of ADES in its entirety. Additionally, I met many employees and was able to integrate myself well. Wherever I go in ADES, I feel as if I am part of a big family. This is a big difference to the private sector where I worked previously and where there was always a very competitive atmosphere. Here we discuss and decide many things in a group.

My first impression of our production plants was very favourable and our semi-industrial production functioned reliably. One of the most important tasks in 2021 was the construction of the new production facility in Antananarivo (Tana). Our goal for 2022 is metal cooker casings

and end production for 14.000 units. We will have much shorter delivery times to the capital and the whole of the northern part of the island!

We commenced construction of the new workshop in October and are almost finished. Almost all of the machines are installed. One of the main problems is electricity from the public network. So as to be able to continue to work during power cuts, we bought a large generator. As a result, we have many less business interruptions. We are planning to take the workshop live in April. After an approximately one month long training phase, we should be able to start production in June.

We are revising the drying process for our clay moulds in Fianarantsoa. Depending on the weather, the process currently lasts between ten and twenty three days, sometimes very unevenly. In future, we will put the moulds on two levels on a metal trailer, which we have built, and support the process with heat from our ovens. This measure will mean that we can dry double the number of moulds in the same space as today.

Our third project is to improve the metal moulds in which we press our clay ovens. The current process is burdensome for our staff and the metal moulds themselves wear out much too quickly. We are working to change the moulds from aluminium to cast-iron and to revise the work process. With this, we will have less wastage and an improved process. Our employees are also rebuilding the "Boudineuse" in which we work the clay into its basic form. To date, it was prone to breakdowns and repair could take up to two days. Our engineers and technicians have made the machines in our workshop easier to service.»

«I have a big circle of customers for ADES cookstoves on St. Marie. Although everyone suffered significantly during the Covid pandemic, I was able to continue to work with the cookstoves.»

Randrianirina Rakotomalala, Reseller

Pottery in Fianarantsoa



Mamy Albert is 38 years old and has been working in the production of our clay cores in Fianarantsoa since 2013.

«Our working day at the pottery runs from 08.30 to midday and in the afternoon to 16.00. I work in the end-production and give the clay cores the final finish. Some of the employees live outside Fianarantsoa and have a long journey home. In recent times, we have shortened the lunch break so that we get home to our families a bit earlier.

In contrast to 2020, and despite ongoing Corona, we operated normally and never had to interrupt production. We continue to observe the hygiene measures, wearing masks at work, observing distance and regularly disinfecting our hands. Although there are many Corona cases in Fianarantsoa, we had very few cases among the ADES team.

We have a very collegial team spirit. If a machine breaks down and has to be repaired, we relax and laugh a lot until we can work again. This year we will further improve production. New machines will be installed. That, in turn, means that we need to train and learn how to operate the new equipment. Life is never dull. Sadly, Corona caused us to cancel the jubilee event but we made up for it with a great party at year-end!

It means a lot for me to work for ADES It is a good thing and ADES offers good working conditions. I am very grateful that ADES pays the school fees for my children. That helps our family a lot and gives us a small perspective. My biggest wish is that my family can lead a normal life.»



Reseller Randrianirina with Tana centre Manager Naomy.

Outlook 2022

Our projects go hand in hand as part of a major sensibilisation campaign, with concrete proposals for behavioural change anchored in a sustainable manner in the communities. Thus we also offer a route out of poverty, help to give a greater feeling of nutritional security and give children of the employed a good start to life. Our concrete proposals are leading to permanent behavioural change in the population. ADES' main goals for 2022 are ambitious, namely:

- 75.000 families will reduce their fuel usage by 50 to 80 percent and their household budget by a third through the acquisition of an ADES cookstove
- Increased usage of solar cookers in small businesses, hotels and in completely de-forested areas
- Installation of 10 institutional kitchens in schools
- Creation of 50 employment opportunities and maintenance of a further 550 jobs (250 permanent positions, 200 resellers and 100 positions at suppliers)
- 200.000 trees planted in co-ordination with our partners and with village communities. Our reforestation activities to have more structure
- 17.500 children will be sensibilised through environmental schooling. 650 teaching staff will receive further training to enable them to build environmental subjects into their curricula, thus also becoming additional ambassadors for our efforts
- Ongoing strengthening of the know-how of our personnel and further efforts in the area of gender equality
- Evaluation of a possible partnership with Burn Stoves, a Kenian cooker producer
- Realisation of our gender strategy
- Strengthening competences in the areas of production and product development



An improved cookstove on its way home in Sambava.



A common scene in a Madagascan street kitchen.

Organisation

Board / Management Switzerland:

David Blumer (Board: Personnel, Organisation)
Dr. Peter Glassen (Board: Brand, Communication)
Sabine Focke (Board: Products, Reforestation, CO₂)
Rita Bachmann (General Manager)
Herbert Blaser (President, IT, Finance)
Walter Scherrer (Board: Reforestation, CO₂ *)
Jörg Baumann (Board: Finances, Personnel)
Paul Rota (Vice-President, Investments, Constructions, Products **)



Vorstand / Geschäftsleitung Schweiz (von links)

Direktors / Management Madagascar:

Rindra Razafimanantsoa (Sales, Fundraising, Marketing)
Alain Wasserfallen (Director)
Velonkaja Razafimamonjy (Finances)
Jean Yves Rakotoarison (Production & Development)



Direktoren / Geschäftsleitung Madagaskar (von links)

Board Madagascar:

Prof. Dr. Ndranja Ramangasalama
Maître Eddy Geo Razafiarison



Vorstand Madagaskar (von links)

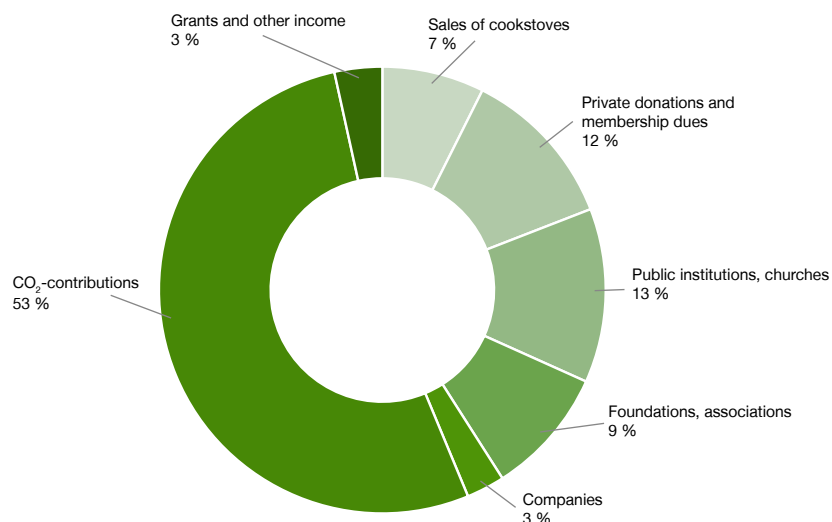
* President TSARABE MADAGASKAR and
Kinderhilfe Madagaskar – Zaza Malagasy

** President Mahaso, Wädenswil
Board member proMadagaskar Schweiz

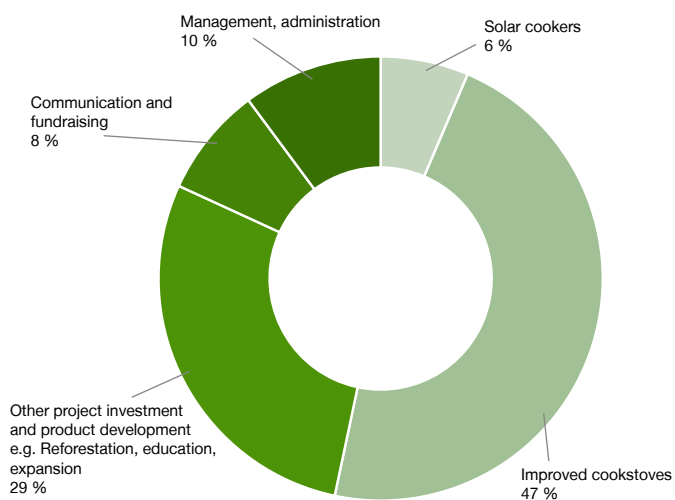
Statement of income and expense 2021

INCOME	2021	2020
Sales of solar cookers	5 910	10 318
Sales of energy-saving cookers	285 294	195 134
Other income	5 030	4 050
Income reduction (free items and promotions)	-35 938	-23 863
Income Madagascar	260 296	185 639
Free donations	1 071 997	595 386
Specific purpose donations	203 051	358 198
CO ₂ contributions	1 858 650	1 442 460
Membership dues and sponsorship	3 900	3 400
Grants and other income	121 549	32 751
Income Switzerland	3 259 147	2 432 195
Change in product inventory	-269 484	-109 915
Operating income	3 249 959	2 507 919
EXPENSE		
Project expense	654 232	237 995
Materials	405 699	16 031
Personnel	1 216 631	1 058 207
Other operating expense	832 869	779 398
Depreciation and amortisation	351 251	308 088
Operating expense	3 460 682	2 399 719
Operating result	-210 723	108 200
Financial result (interest, bank charges and foreign exchange translation)	-8 507	-5 890
Extraordinary income and expense (-) Allowance for finished goods	44 459	-19 034
Result before changes in Funds	-174 771	83 276
Fund additions	-323 259	-387 396
Fund outgoings	204 116	647 172
Net change in Fund capital	-119 143	259 776
Result for the year	-293 914	343 052

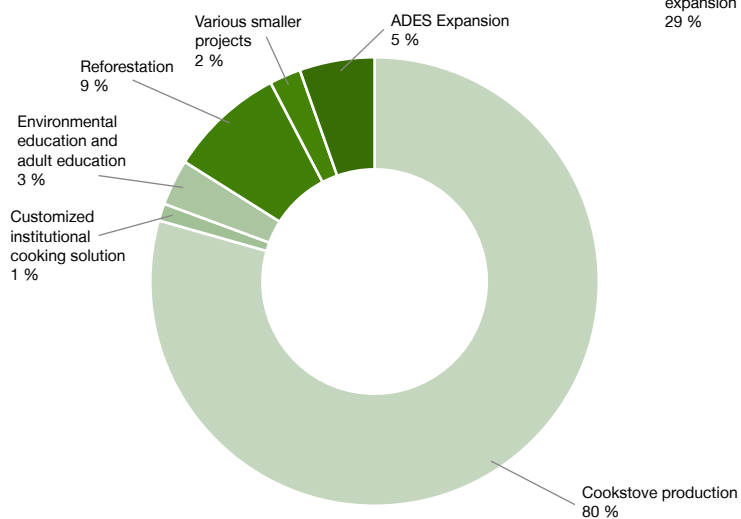
Origin of the funds



Use of funds



Use per project



Balance sheet 2021

ASSETS	2021	2020
Liquidity	1 436 880	1 743 020
Securities (Raiffeisen Co-operative)	200	200
Receivables	61 517	72 867
Inventory Madagascar	262 926	382 876
Other assets	1 155 926	919 699
Total current assets	2 917 449	3 118 662
Furniture and equipment	7 757	8 506
Property	351 559	374 967
Total fixed assets	359 316	383 473
ASSETS	3 276 765	3 502 135
LIABILITIES		
Current liabilities	17 174	64 238
Accruals	16 611	2 580
Short term third party liabilities	33 785	66 818
Mortgage loans	171 250	176 250
Long term third party liabilities	171 250	176 250
THIRD PARTY LIABILITIES	205 035	243 068
Specific purpose Funds	160 631	41 488
Total Fund capital	160 631	41 488
Accumulated free capital	2 905 013	2 574 527
Restricted capital	300 000	300 000
Annual result (+ profit, - loss)	-293 914	343 052
Total own capital	2 911 099	3 217 579
LIABILITIES	3 276 765	3 502 135

Auditor

Effida Treuhand und Revisionen AG
Salzmattstrasse 4, 5507 Mellingen

The full annual accounts 2021 are available under:
www.ades-solaire.org

Many thanks

Donations above CHF 1.000

Foundations and Funds:



ERNST GÖHNER STIFTUNG



GF Studiosus Foundation e.V., Stiftung Drittes Millennium, Stiftung Fürstlicher Kommerzienrat Guido Feger, Stiftung SAAT, Stiftung Ulmus, Vontobel-Stiftung

Companies:



Druckerei Odermatt AG, EKM Mediaberatung GmbH, Robert Dietz AG

Public institutions:



finanziert durch SWISSLOS



Bottmingen, Dübendorf, Küsnacht, Pully, Town partnership Schaffhausen - St. Gallen - Winterthur - Frauenfeld, Uster, Zollikon

Catholic parishes:

Affoltern a. A., Dübendorf - Fällanden - Schwerzenbach, Hitzkirch, Uster, Winterthur, Stadt Zug

Evangelical parishes:

Bürglen, Dürnten, Hitzkirch, Küsnacht, Oberwinterthur, Stäfa, Urdorf, Wülflingen, Kanton Zug

Clubs and associations:



CHRAMSCHOPF
Das Brockenhaus im Zollikerberg

Rotary-Club Lübeck-Burgtor

Private individuals:

Romano and Rosana Babini, Verena Balzli-Fluck, Pius and Barbara Baschera, Bruno Bernet and Susanne Mühlethaler, Marianne and Josef Blättler-Ernst, Gerhard and Madeleine Brunner-Humbel, Viktor Burtscher, Barbara and Robert Dietz, Peter Diggelmann-Fürer, Rosmarie Egli, Astrid and Herbert Elsener, Silvia and Hansjürg Fausch, Patric Földes, Doris Fuchs, Martin Gall, Hans-Peter Häusler-Hasler, Jürg Hausmann, Regula Hugentobler, Ursula Isellin-Kocherhans, Alfred and Edith Jäger, Bettina Kallenbach, Hans Mathias Käppeli and Astrid Gerbert Käppeli, Daniel and Susanne Kästli Gattiker, Béatrice Lienert, Martin Ludwig, Michel Mathis, Hugh Matthews, Urs Mellert, Monika Nater, Elisabeth Planzer, Beat and Claire-Lise Rüst-Brandt, Christian and Monika Sacher, Hans-Peter Saxer, Gabi Sidler, Käthly and Hans Peter Sigrist-Frey, Thomas Staiger, Josef Trappel and many more, who prefer to remain anonymous.

Performance of volunteers:

Alone in Switzerland, ADES can count on over 70 volunteers.

In 2021, they contributed some 1.906 hours, which, assuming an hourly rate of CHF 50, amounts to CHF 95.300! What a performance!

Many thanks for your engagement !

ADES

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+41 44 466 60 50
info@ades-solaire.org
www.ades-solaire.org



Donation accounts Switzerland:
Raiffeisenbank, 8917 Oberlunkhofen
IBAN: CH62 8080 8002 5845 3013 5

Postfinance
IBAN: CH48 0900 0000 6039 8927 9
Account number: 60-398927-9

Donation account Germany:
Postbank Stuttgart, BLZ 600 100 70
Account number: 067 661 706

Donate by TWINT (anonymous)



Solar- and improved cookstoves

