



Solar- and improved cookstoves

Annual Report 2022

Sustainably effective for Madagascar

Sustainably effective for Madagascar



Content

Editorial	4
Situation in Madagascar	5
ADES overview	6
ADES is effective	7
Solar and energy saving cookers	8
Environmental schooling	12
Empowerment	14
Reforestation	15
Outlook 2023	18
Organisation	19
Income Statement and Balance Sheet 2022	20
Source and application of funds	21
Financial report	22
Thank you	23



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Editorial

Dear Readers,

After two years during which ADES' operations were dominated by the Corona pandemic, 2022 saw us returning to almost normal operations. The situation in Madagascar deteriorated even further during the pandemic. Poverty and famine were more prevalent and forest erosion gathered speed. Also, the extreme drought in the south was an acute problem, leading to chronic under-nourishment. Complete villages were wiped out by cyclones. Despite this difficult environment ADES was able to reach a number of milestones.

At about the time of the ADES members meeting, ADES cooker number 500.000 will have found its way to a Madagascan kitchen, with all the attendant benefits of cost savings and less damaging smoke emission. Further, child number 100.000 will be passing on knowledge acquired in the ADES environmental schooling to his or her local community. This number can be substantially increased as a result of our new focus in our training projects, designed to train more trainers. We planted 192.097 trees during the year, falling somewhat short of our very ambitious reforestation goal; many young trees in the south fell victim to the severe drought. The achievement is nevertheless noteworthy. It was only in 2019 that we exceeded the figure of 50.000 new trees.

In Madagascar, the still relatively new management has established itself well and has already professionalised project work in all areas. As a result, ADES is becoming more Madagascan and this in turn is leading to a more intensive dialogue between our personnel in Switzerland and Madagascar.

In the coming year, we will be increasing the emphasis on research and development. As a part of this, we will be working with industry and other researchers to develop prototypes of a new generation of solar cookers and also to investigate the possibility of using solar energy in the production of our energy saving cookers. Also in our reforestation efforts, we plan to expand the scientific element.

As in every year, we are reliant on private persons, companies, foundations and NGOs for investment both in our projects and in our general activities. Without your donations and support we could not begin to do what we do – In the name of both the Executive Board and all our 250 employees in Madagascar, thank you!

Luc Estapé

Did you know that, thanks to the CO₂ certificates, we are able to increase the value of your donations by a factor of 2.5? Read more on page 22.



Sale of a solar cooker in Antsiranana, right in the north of Madagascar.



A cook in the modular institutional kitchen in Afaka.



Luc Estapé and Production Director Jean Yves Miranto Rakotoarison.

Situation in Madagascar

62 years after gaining independence, Madagascar remains one of the most under-developed countries in Africa. 91 percent of the population exists on less than 2 dollars a day and 77 percent on less than 1.25 dollars; i.e in extreme poverty. In addition, Madagascar is extremely exposed to natural catastrophies such as cyclones, droughts and flooding. The country stands in third place on the list of countries most exposed to the effects of climate change.

1.3 million people are under-nourished. Three years of drought in the south have led to a collapse in agricultural production and a rise of up to 27 percent in infant hunger in the most affected districts.

The Corona pandemic and the bad weather have had an additional negative impact on the already weak economy. The recession caused by the pandemic has pushed poverty to record levels. It is now three times as high as the other countries in sub-Sahara Africa. More than a decade of efforts to fight poverty have been destroyed.

Education standards are among the worst in the world. The income level which a child born in Madagascar can expect as an adult is only 39 percent of what it could have been had the child received a complete education and enjoyed good health. 97 percent of 10 year olds cannot read and understand a basic text. 42 percent of children have development defects and only 3 percent of the poor enjoy any form of social protection.



ADES employee Daniel Rasolondrainy shows his reforestation project AFA.



Erosion leaves big scars in the Madagascan landscape.



Interest in ADES products on the market in the Alaotra Mangoro region.

ADES overview



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 and can only be found in Madagascar. Lemurs and the boabab trees are national symbols. But this paradise of nature is in peril. Deforestation, erosion and desertification are endangering the livelihood of the people, the fauna and the flora. Over 90 percent of the woodlands are already lost.

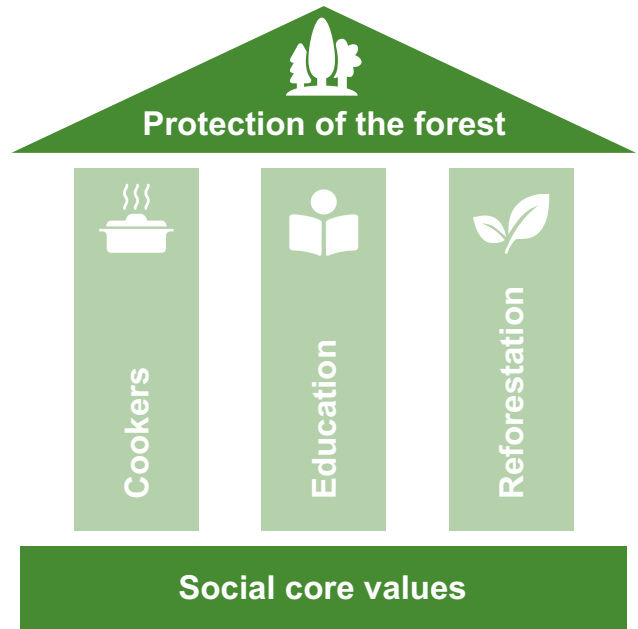
As a non-government organisation, ADES has, since 2001, been committed to the preservation of both the woodlands and the livelihood of the population. Solar and energy saving cookers, reforestation projects and education and sensibilisation measures are a number of ADES' initiatives which help to protect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

The goals of ADES' engagement are the preservation of the environment, the reduction in levels of de-forestation, help in the fight against poverty and promotion of environmental protection. To reach these goals on a long term basis, ADES has adopted a three pillar strategy. Behavioural change on various levels is necessary if the flora and fauna world is to flourish.

The three pillars, namely:

- Solar and energy saving cookers
- Education and sensibilisation
- Reforestation

are built on a fundament of social values and ecological goals.

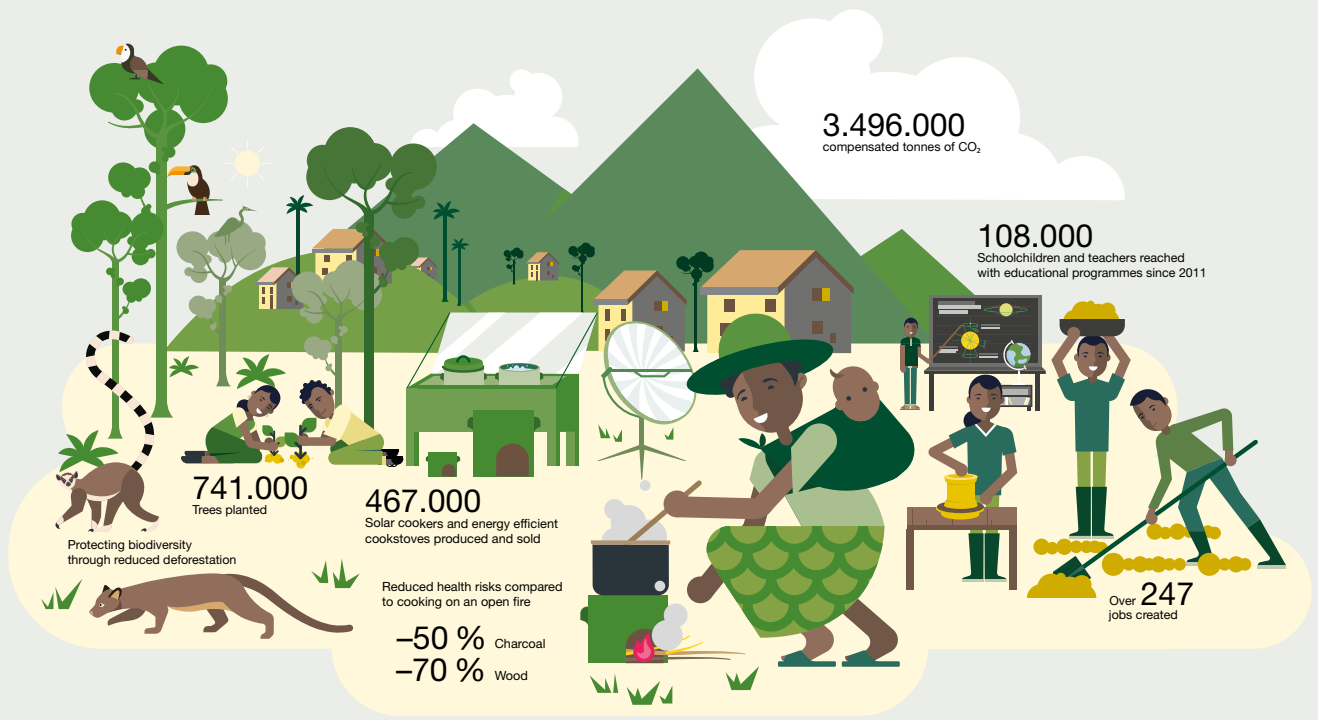


Training on the parabolic solar cooker by Farà, Director National Toliara



Schoolchildren plant trees in Madiorano in southwest Madagascar

ADES is effective



Climate protection in Madagascar from 2001 to 2022

Sustainable Development Goals

The effectiveness of its activities has the highest priority for ADES, whereby the long term strategies of the United Nations are closely followed. This organisation has defined clear goals to be reached by 2030 by all member nations. The 17 goals for sustainable development (SDGs) with their 169 sub-goals were defined by all of the UN member states in 2015 and are at the heart of the agenda 2030 for sustainable development. They take account of economic, social and ecological dimensions of sustainable development in a balanced manner and combine the fight on poverty with sustainable development on the same agenda for the first time.

'Leave no-one behind' is the central sustainable development goal and promise of the United Nations. ADES fully supports the position of the United Nations and, in its own projects, fully respects the sustainable development goals of the SDGs as well as the overriding promise to 'leave no-one behind'. In this year's Annual Report we demonstrate which of our projects have a relationship to specific SDGs.

For SDGs with a golden bar, the impact is reported annually as part of the Gold Standard certification.



Solar and energy saving cookers

Project video:



Achievements 2022

	Goal %
84.580 cookers produced	110 %
85.100 cookers sold	113 %
8 modular institutional kitchens built	80 %
239.700 people sensibilised	110 %
931.000 tonnes of CO ₂ compensated	197 %

Madagascar is an island of wonderment and longing. It is the home of some 5 percent of all plants and animals on our planet. The unique biodiversity is to be found in exotic spices, wild coastlines, huge jungles and cliff-ridden mountain chains. The large number of tribes and ethnic groups mean that there is a rich cultural and religious diversity. Despite all this, the country has a clear common Malagasy identity and a common language; Malagasy.

Madagascar has another face. It is considered to be one of the poorest countries in the world. Some 95 percent of all households cook on an open fire. The rapid growth in the population of about 2.6 percent, or 700.000 people, per annum means that the demand for firewood and charcoal continues to rise. It is estimated that about half a million hectares of forest disappear every year. Inclement weather, evidenced by long term droughts and destructive cyclones, and accompanied by locust plagues make life on the island even more difficult.

Since 2001 ADES has been focussing in Madagascar on inexpensive and cost-saving cooking solutions. Thus, we are able to help the population to salvage those forests that have not already been destroyed. In the meantime, we now produce nine models of solar and energy saving cookers. The cookers reduce the need for biomass fuel and CO₂ emissions by 50 – 70 percent and help to reduce the level of global warming. To date, ADES has sold over 460.000 solar and energy saving cookers in Madagascar. In 2023 a Malagasy family will receive the landmark 500 000th cooker!

Thanks to the continuous expansion of our production and operating facilities, ADES achieved record numbers of produced and sold cookers in 2022. Over 85.000 cookers found their way into Malagasy kitchens, thus making a real difference to living standards and helping to better protect the forests.

16 percent of all cooker sales were in the poorest regions of the island. Poverty levels vary substantially from region to region and population to population and are concentrated more in the south. Just reaching the financially poorest groups with especially inexpensive cookers causes significant outlays for ADES. But this belongs to the



Léonie Bernadette in the new metal workshop in Antananarivo.



Kilns and earthware moulds in Fianarantsoa.

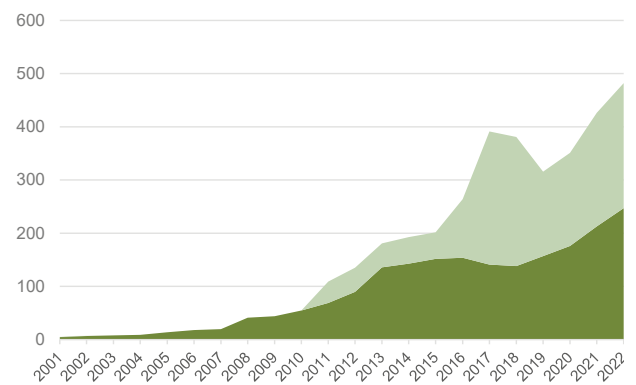
United Nations maxim of 'Leave no-one behind'.

In 2022 ADES bore the costs of schooling for 273 children of our employees. Recruiting women into leadership roles is a real challenge for ADES. Our current level of 10 percent is only about half of our goal. We will continue to strengthen our equal opportunity efforts.

Strengthening our production facilities and infrastructure in recent times means that we have laid the foundation for further strong growth. The new metal workshop in Antananarivo is operational. This was the last remaining project in our 'Expansion 2020' programme, which also included increasing our mobile offering and building a second kiln for our earthenware moulds. Completion of these projects means that ADES is very well placed for the future. Our goals remain ambitious. ADES is currently examining which parts of its infrastructure need expansion or modernisation to ensure that the benefits for both the population and nature are optimised.

The Madagascan government has set the goal for 2030 that 70 percent of all households will have access to energy saving cookers. This is equivalent to 3 – 4 million households (70 percent of a population of 35 million and 5.5 people per household). Assuming an optimistic life of 7.5 years per cooker, this means that from 2030 the annual production of energy saving cookers must exceed 500.000. As there is no other organisation with semi-industrial production capacity, it will be up to ADES to fill a very significant part of this need. As our theoretical production capacity for 2023 amounts to 140.000 units, it seems likely that Madagascar will not be able to achieve its goal. ADES is, therefore, planning to double its production capacity by 2030, thereby contributing to the achievement of the country's goal.

The modular institutional kitchen project was completed in 2021 and then integrated into regular operations. As part of the modular institutional kitchen measure, selected schools receive a new canteen. Experiences and lessons learnt from the project phase are taken into account and the new installations adapted and refined. For example, a water tower is now integrated into every installation. Open fireplaces are being replaced with walled large energy saving cookers. An emission extraction system almost completely eliminates unhealthy emissions. At the same time, the schools have access to warm water and



Development of employee numbers: Directly employed by ADES (dark green) indirectly employed (sales agents and suppliers; light green).



Cook at school for the deaf in Antsirabe.

the water system and the lighting are being electrified. School staff are being supported and further trained over a period of months. By using the so-called 'Wonderbox', rice is cooked in 5 minutes. This means that fuel needs are drastically reduced and the cooker can be used back to back several times. Modular institutional kitchens use up to 85 percent less fuel and overall costs of operating the school kitchen are reduced by up to a third. Schools, schoolchildren and cooks also enjoy a number of side benefits such as better working conditions or more punctual and healthier meals.

Of the ten modular school kitchens planned for 2022, eight were completed. Two projects were postponed to 2023 at the request of the partner schools. The reason was financing of the schools' share (partner schools finance 20 percent of the project costs). By the end of 2022, ADES had built and operationally installed 16 modular school kitchens. Ten more are foreseen for 2023.

«My name is Georgette, married with two children and housewife. I have been using my ADES cooker for over 8 years. It is a great help. It is durable and efficient. It has significantly improved my daily life. The money I have saved on fuel has been spent on my family, for whom I also have more time. Among other things, I was able to build a chicken run and I now breed chickens and cocks. Further, I have begun a proper training to be a tailor and seamstress.»

Georgette, Antsirabe



Training of cooks at the Afaka school in Toliara



Madame Georgette using her ADES energy saving cooker.

The evaluation of a new cooker model, which can be operated with wood or charcoal, has been substantially progressed in 2022. Serial production of the new model is planned for the end of 2023 or early 2024. ADES, working with research and industrial partners, is researching a new generation of solar cookers with thermic and electric storage capacity. Also, we plan to use solar energy more in our own operations. In this connection, ADES is testing prototypes which use solar energy in the pre-drying and firing of earthen moulds. ADES hopes that this will lead to both faster production processes and a substantial reduction in the use of wood.



Modular institutional kitchen in Mangily on the West Coast



Schoolchildren in Ankilimivony are excited by their new school kitchen south of Toliara

«Hello everyone! I am Velomène. I attend the fourth class here in the Ecole des Salines. The food tastes much better since the ADES kitchen was installed and we have really tasty meals. Our cooks are able to use healthier and more different foodstuffs and our meals arrive on time!»

Velomène, École les Salines in Ankalika



Student Velomène benefits from more varied meals

Environmental schooling

Project video:



Achievements 2022

	Goal %
17.700 children sensibilised	101 %
1100 teachers trained	178 %
313 schools visited	84 %
10 «Green Schools»	100 %

Milestone: In 2022 ADES was able to welcome its 100.000st child to environmental schooling!

In ADES environmental schooling, children are introduced to the flora and fauna of Madagascar and learn how valuable an intact nature and ecological system is. Specially trained individuals visit selected schools, teaching the students with especially developed materials and further training teaching staff so that they, in turn, can build environmental schooling into their own teaching programmes.

After two years significantly impacted by the Corona pandemic, ADES was able to return to normal in 2022 and reached its ambitious goals. 17.700 children in 313 schools benefitted from ADES environmental schooling. Greater emphasis was placed on training teaching staff so that they, rather than ADES staff, can give this schooling. In future, it is they who will drive the schooling effort, acting as a multiplier to ADES' own efforts. This is one of the reasons why ADES visited less schools than originally planned.

Environmental schooling is much more than teaching in schools and further education of teachers. In addition to the theoretical part, every child plants a tree. In the long term this upgrades the school and demonstrates the importance of environmental protection. Special sensibilisation activities are not only directed at the children and the teachers. The parents are very much a target. On school excursions the children experience nature first hand. For many of them, who have rarely left their home villages, this is a unique experience. In the project `Green Schools` ADES works closely with regional education authorities. This ensures that ADES has long term access to public schools.

Schoolchildren take what they learn in environmental schooling back to their village communities. The awareness of the importance of an intact ecological system is increased through the personal planting of trees and the transition to solar cooking, with its attendant visible benefits. With improvements in schooling and self help in reforestation programmes, supported by ADES, whole village communities can learn how they can improve their



Environmental schooling in Antsirana



The launch of the «Green School» project



Schoolchildren learn how a solar cooker works at Tsinjorano Primary School in Morombe

nutrition security.

The positive effects of environmental schooling can, over time, lead to expanded co-operation. Modular institutional kitchens, reforestation programmes and access to ADES cooker products, thanks to increased numbers of local sales agents, are all examples of how co-operation can grow.

«My name is Marinah and I am a member of 'Maitso An'ala', a nature club formed by ADES. My message is simple: I want to sensibilise all my friends, relations and people in my community to the importance of protecting our remaining forests in Madagascar. It is us who will bear the serious negative consequences if we don't. In addition, I would like to motivate more children to plant a tree. If we all do that we will enjoy a green Madagascar again.»

Student Marinah



Teaching staff after their further education in Toliara



Schoolchildren from Amborogony Primary School learn about Madagascar's flora at the Antsokay Arboretum in Toliara.



Marinah is a student in Toliara.

Empowerment

Achievements 2022

	Goal %
235 active resellers	130 %
22 new resellers recruited	130 %
163 resellers further trained	109 %

The greatest share (some 60 percent) of our sales are accounted for by our independent resellers and not by our sales centres. The expansion and support of our independent resellers is a central pillar of our growth strategy and we invest very significant resources in it. The opportunity to have a full or part time job near an ADES centre is considered as very attractive in all regions of Madagascar. This is often a way to financial independence, especially for women who make up the majority of our independent resellers. We were able to recruit 22 new resellers in 2022, of whom 18 were female. With these additions, our total force of sales agents rose to 235.

We keep in very close contact with our resellers, both to strengthen their identity with ADES and to push their sales goals. We don't only support them on the sales aspect. They also learn important elements of establishing a business plan and a budget for their families. We have been providing schooling for resellers since 2019. This is no mean task as the sales network, in the meantime, is spread over the entire island. In 2022 alone, 163 people participated in such schooling. That is 77 percent of the entire resellers. Apart from providing knowledge about ADES' products and its philosophies, the courses also help to build a basis for long term relationships.

«Interest in the cookers is very high and customers often buy a cooker when they are buying a new pan.»

Mme Martine, Ambatolampy



Madame Voahangy selling an ADES cooker in Fianarantsoa.



Madame Floriane sells ADES cookers in Ambohimambola and Ankadimbahoaka, near Antananarivo



Madame Martine, our reseller at her sales stand.

Reforestation

Project video:



Achievements 2022

	Goal %
192.100 trees planted	96 %
77 hectares of woods re-forested	96 %
7 project locations	100 %

Every year, Madagascar loses up to half a million hectares of forest. The reduction in the use of wood as fuel will not be sufficient to stop this trend. The schooling and sensibilisation measures have, primarily, a long term effect but will not solve the problem in the short term. For these reasons, and to compensate for its own wood usage, ADES plants trees itself. Concretely, ADES realises its own reforestation projects itself or with other third parties such as NGOs or private individuals.

ADES has built up its reforestation programme step by step over the last twenty years and has thus gained a mine of experience. The ambitious goal of planting 200.000 trees in 2022 could be quite achieved. The main reason was the on-going drought in the south, which led to the death of up to 50 percent of the freshly planted saplings in some districts. ADES considers the planting of 192.100 trees nevertheless as a success. ADES will continue to strongly expand its activities in this area.

We are currently evaluating all of our reforestation projects. This should ensure that the high ADES quality standards are met on a daily basis and that improvement potential is identified. ADES is also looking for new partners to ensure that the planned growth in reforestation activities can be achieved.

Green Centre (Ejeda)

Achievements 2022	Goal %
44 500 trees planted	95 %

The south of Madagascar suffers regularly from drought and also from advanced desertification of the soil. And here is ADES' Green Centre. While other NGOs have abandoned the region, ADES is investing significantly in projects which should improve the soil fertility and thereby give the local population a future in their home village. ADES provides the villages around Ejeda with know how, advice and saplings and the villagers themselves carry out the work. As soon as the first trees are big enough, vegetable gardens are planted in their shade. The gardens contribute to the village nutrition and watering the gardens ensures that the trees survive.

Also in the region, ADES is involved in a reforestation project with the Salfa hospital in Ejeda and with AFA, a reforestation initiative of an ADES employee. These relief



Reforestation in Ankillifale, east of Ejeda



ADES staff forestry at our project AFA, south of Andranavory



ADES has been reforesting the grounds of the Salfa Hospital in Ejeda since 2012.

measures also help to protect the co-called holy forest (forêt sacrée).

LaBrousse Sàrl (Mahajanga)

Achievements 2022

8.000 trees planted

Goal %

100 %

ADES has been working together with LaBrousse Sàrl in Mahajanga since the end of 2020. LaBrousse is growing endemic trees and fruit trees on 35 hectares of bushland. Trees planted include types of acacia which cover their wood fuel needs as well as various precious woods such as mahogany. Papayas, cashew nuts, lemons and mangoes are among the fruits grown and bamboo is being planted to test it as a possible biomass source. Schoolchildren from Mahajanga regularly visit LaBrousse as part of the ADES environmental schooling. The area provides a wonderful variety of plants; ideal for learning about flora.

Santatra (Farafangana)

Achievements 2022

25.000 trees planted

Goal %

100 %

ADES works with NGO Santatra in Farafangana. This NGO works closely with the farming families in villages around Farafangana. Reduction in poverty levels is key to a reduction in the de-forestation. Priority is put on agro-forestry. Coffee plants are included in the plantings to improve income potential. Indeed, coffee can be a significant income generator. Tropical cyclones caused major damage in 2022 in the Farafangana region. Villages, forests and tree schools were all seriously affected. ADES continue to support the project and up to 1.000 trees are being planted per day.



Local inhabitants support the work at AFA.



ADES'planting at LaBrousse.



Farming families from NGO Santatra reforest surrounding villages.

TCOTPE (highland)

Achievements 2022

25.000 trees planted

Goal %

100 %

Ankazobe lies only 90 km from Antananarivo in an endangered region, which is very exposed to fires. ADES is working here together with NGO TCOTPE (The Capital Of The Planet Earth). ADES had planted 90.000 trees in the 3 years up to the start of 2022. Strong winds make fire protection measures very expensive and the soil quality has deteriorated through erosion. Nevertheless, TCOTPE has achieved very encouraging results and has its own tree school with its own water supply.

Voiala (highland)

Achievements 2022

60.100 trees planted

Goal %

100 %

ADES has been working with NGO Voiala in Fianarantsoa since 2019.

The NGO has had its own tree school since 2014 and carries out reforestation on a cooperative basis. Inhabitants of local villages have been persuaded to do the planting, look after the tree school and takes the necessary fire precautions. Both at Voiala and Vozama, local village co-operatives own the usage rights to the forests. This makes them feel more responsible for their protection and maintenance.

Vozama (highland)

Achievements 2022

29.500 trees planted

Goal %

84 %

ADES has been re-foresting with NGO Vozama since 2012. Vozama staff know the area and the population well and run 400 village schools for children of pre-school age. The professional staff at Vozama run their own tree school and have good sources to acquire seedlings. The formation of VOI (a village co-operative for forest maintenance) is part of their concept.



Streams facilitate reforestation in the fire exposed region of Ankazobe.



On the way in the forest with Sahondra from Voiala



A bird's eye view of Vozama's reforestation.

Outlook 2023

ADES has again established ambitious goals for the coming year so that it can further expand its positive impact on the nature and population of Madagascar. A particular focus is being placed on research and development. Working together with various industrial and research partners, ADES is developing prototypes, carrying out market studies and evaluating solutions for the use of solar energy in its own production.

Goals 2023:

General

- We will create 23 new jobs and expand our sales agent force by 7.
- We will strengthen our employee know-how and strive for more equal treatment of sexes and ethnic groups.

Research and development

- We will carry out a desk research study on the market situation of the solar cooker in Africa
- We will build and test prototypes of a new generation of solar cooker
- We will evaluate a process for the usage of solar energy in the pre-drying of earthenware moulds
- We will examine the possibility of converting our kilns to the use of solar energy in the burning process
- We will do a pre-study on the possibility of building a thermal storage capacity into our solar cookers

Cookers

- 100.000 families will buy an ADES cooker and thereby save 50 to 80 percent of their current fuel usage and reduce their household costs by a third.
- We will equip 10 schools with a big kitchen and train the cooking personnel in their usage.

Environmental schooling

- We will sensibilise 22.100 children with environmental schooling and will further educate 640 teaching staff so that they can integrate environmental topics into their programmes.

Reforestation

- Our reforestation programme will be further expanded. 263.000 trees will be planted.
- We will evaluate existing and potential reforestation partners



Employees cutting sheet metal in Toliara for parabolic cookers.



ADES testing new possibilities for the use of solar energy.
Picture by © Power-Blox AG



Solar cookers as compensation for reforestation work
Picture by © Zazamalala Foundation

Organisation

Executive Board Switzerland:

Herbert Blaser (President; IT, Finance)
Jörg Baumann (Member; Finance, Personnel)
Walter Scherrer (Member; Reforestation, CO₂ *)
David Blumer (Member; Personnel, Organisation)
Sabine Focke (Member; Products, Reforestation, CO₂)
Hans Peter Frei (Member; Production)
Dr. Peter Glassen (Member; Brands, Communication)
Paul Rota (Vice-President; Investments, Construction, Products **)



Executive Board ADES (from left without Paul Rota)

General Management:

Luc Estapé (General Manager)
Alain Wasserfallen (Country Manager Madagascar)



Luc Estapé and Alain Wasserfallen

Executive Board Madagascar:

Prof. Dr. Ndrianja Ramangasalama (Member)
Maître Eddy Geo Razafiarison (Member)



Prof. Dr. Ndrianja Ramangasalama and Maître Eddy Geo Razafiarison

* President TSARABE MADAGASKAR and
Kinderhilfe Madagaskar – Zaza Malagasy

** President Mahasoia, Wädenswil
Executive Board member proMADAGASCAR Schweiz

Income Statement and Balance Sheet

as per 31.12.2022

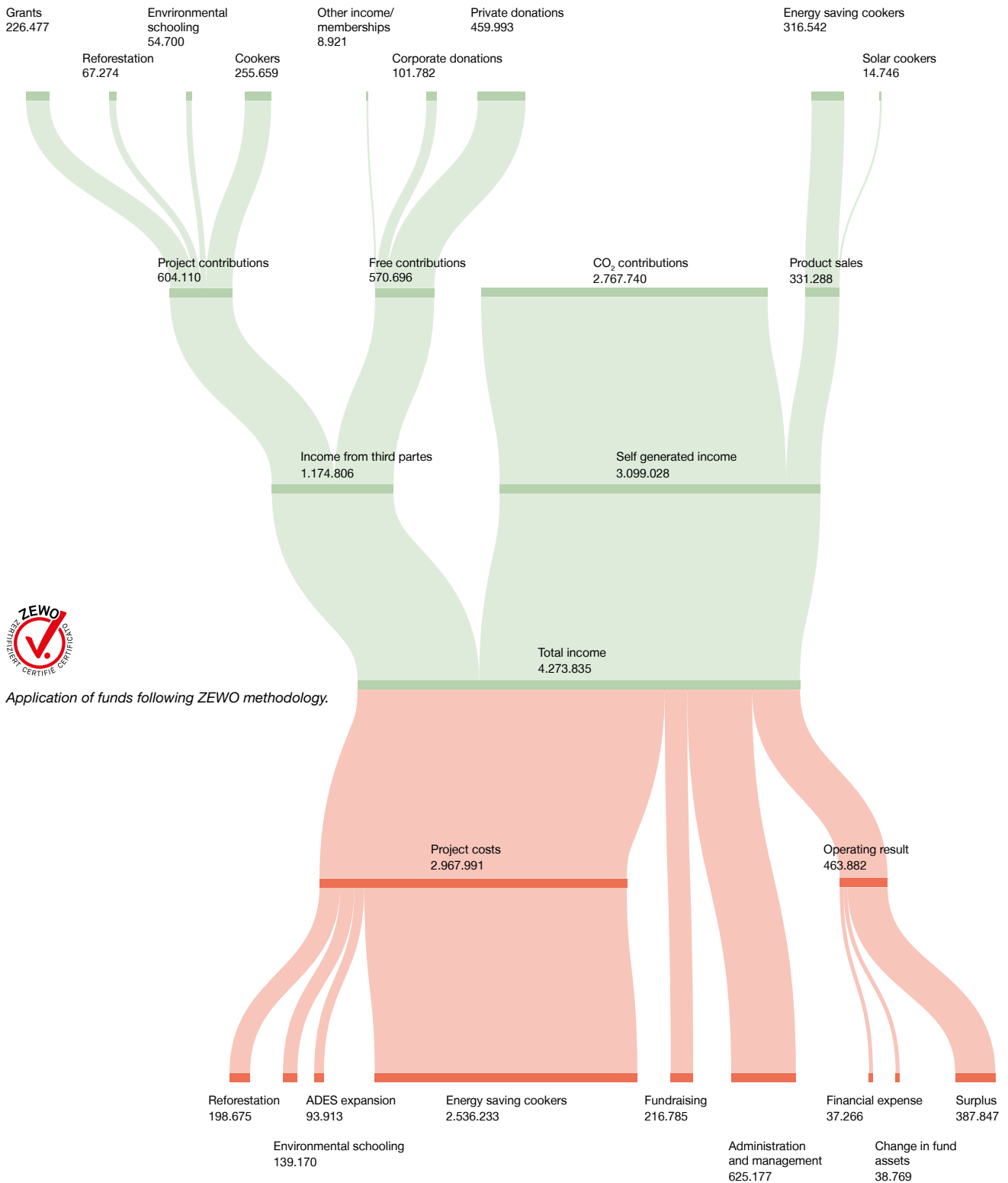
Income Statement

INCOME	2022	2021
Sales of solar & energy-saving cookers	331 288	260 296
Unrestricted donations & membership contributions	565 175	1 075 897
Restricted purpose donations & grants	604 110	324 600
CO ₂ contributions	2 767 740	1 858 650
Inventory change in semi-finished and finished goods & other income	5 521	-269 484
Operating income	4 273 835	3 249 959
EXPENSE		
Project expense	587 138	654 232
Materials	729 213	405 699
Personnel	1 392 031	1 216 631
Other operating expense & depreciation and amortisation	1 101 571	1 184 120
Operating expense	3 809 953	3 460 682
Operating result	463 882	-210 723
Financial result & value adjustment finished goods	-37 266	35 952
Result before changes in Funds	426 616	-174 771
Fund additions	-604 110	-323 259
Fund outgoings	565 341	204 116
Net change in Fund capital	-38 769	-119 143
Annual result (+ surplus, - deficit)	387 847	-293 914

Balance Sheet

ASSETS	2022	2021
Total current assets		
Liquidity	2 603 354	1 436 880
Securities (Raiffeisen Co-operative)	200	200
Receivables	126 307	61 517
Inventory Madagascar	177 742	262 926
Other assets	973 678	1 155 926
Total fixed assets		
Furniture and equipment	47 639	7 757
Property	354 974	351 559
ASSETS	4 283 893	3 276 765
LIABILITIES		
Short term third party liabilities		
Current liabilities	32 243	17 174
Dereferred revenue	675 525	16 611
Long term third party liabilities		
Mortgage loans	100 000	171 250
Restricted Fund capital	199 400	160 631
Total own capital	3 276 724	2 911 099
Accumulated unallocated capital	2 111 210	2 420 918
Allocated capital	300 000	300 000
Unallocated liquidity reserves	700 000	700 000
Currency conversion	-222 332	-215 905
Annual result (+ surplus, - deficit)	387 847	-293 914
LIABILITIES	4 283 893	3 276 765

Source and use of funds



Application of funds following ZEW methodology.

ADES makes every effort to demonstrate in a transparent and comprehensible manner the source of funds (income in green in the top half) and the funds usage (expense in red in the bottom half)

Financial report

1 Swiss franc makes 2 francs 50!

Our business year closed with a surplus of CHF 387.847. After two years of planned deficits, ADES was able to strengthen its reserves again. This is particularly satisfying in the light of the difficult economic situation in Madagascar. The Corona pandemic worsened the situation there and made the population even poorer. The impact of climate change is increasing.

We were able to sell 5 percent more energy saving cookers than planned, meaning that, for the first time, our sales exceeded 85.000 units. Thanks to an increase in direct sales, we were able to generate income of CHF 330.000, 20 percent more than budgeted. Donations amounted to CHF 943.000, which was slightly below budget. Sales of CO₂ certificates developed positively. Thanks to 9 percent more sold tonnes and a 33 percent higher sales price, we were able to generate CHF 2.7 mio, about CHF 1 mio better than budget. This means that thanks to the carbon certificate income each franc donated resulted in an investment of CHF 2.50 in Madagascar! 20 percent of our total income is used to cover our general outlays.

On the expense side, we battle with high material and acquisition costs. They have risen extremely steeply and rapidly in Madagascar. Our material costs increased by 20 percent in comparison with the prior year. Inventory levels helped to reduce the impact of this.

As budgetted, our staff costs were 14 percent higher than the previous year. The introduction of our new metal workshop in Madagascar led to an increase of 10 percent in headcount. This year, and for the first time, we have a full annual charge for Madagascar general management. In Switzerland, we were able to fill a newly created position.

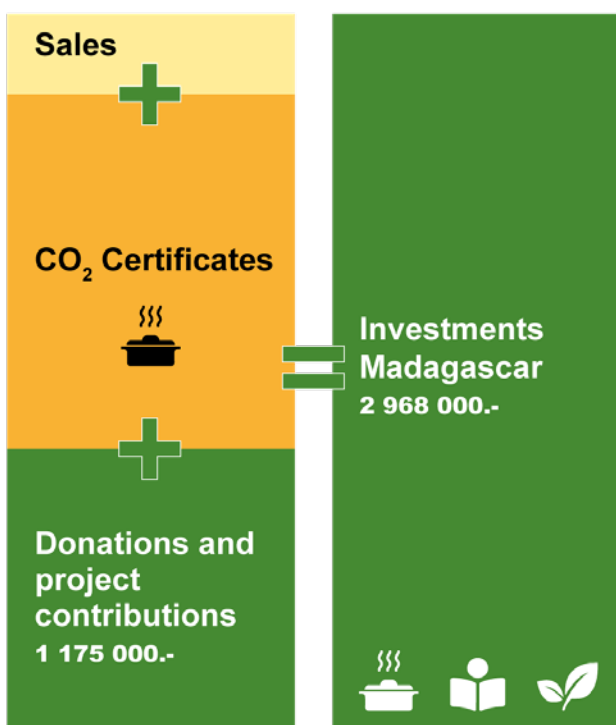
Other operating expense is 24 percent higher than budgetted. There are a number of reasons for this. Inflation particularly affected energy, rental and telecommunication costs. Particularly noteworthy are also the high travel and transport costs in Madagascar. Bank and financial transaction costs amount to about CHF 30.000 and are three times higher than the previous year.

In the light of all this, we are all the more delighted by the surplus made. Thanks to our donors, our partners and our members, we can launch new projects in the coming year, which will help the population and protect both nature and the climate.

Anouschka Schmidli-Murray

Finance

The full financial statement 2022 is available in the download section under: www.ades-solaire.org



Auditors

Effida Treuhand und Revisionen AG
Salzmattstrasse 4, 5507 Mellingen, Switzerland

Thank you

Donations over CHF 1.000

Trusts and funds:

myclimate, Accordeos-Stiftung, EnDev (energising development), GF Studiosus Foundation e.V., Fondation Givaudan, Stiftung Corymbo Stiftung, Drittes Millennium, Stiftung Karl Huber; Sandhof, Stiftung Kunst für den Tropenwald, Stiftung SAAT, Stiftung Temperatio, Stiftung Ulmus, Wings of Fascination Foundation

Companies:

Biorana Naturgärten, Druckerei Odermatt AG, ETH Zürich, Merkle Motorradtechnik, Robert Dietz AG, Sommer Holzwerkstatt GmbH, u-blox AG, VGH Henning Müller

Public organisations:

Swisslos-Fonds Kanton Aargau, Gemeinde Biberist, Lotteriefonds Kanton Glarus, Stadt Rapperswil-Jona, Stadt Wädenswil, Gemeinde Zollikon

Catholic church communities:

Gesamtkirchengemeinde Bern und Umgebung

Protestant church communities:

Binningen-Bottmingen, Bürglen BE, Dürnten, Hitzkirch, Kanton Zug, Küsnacht, Rapperswil-Jona, Urdorf, Wülflingen

Clubs and societies:

Verein Chramschoopf, Rotary-Club Lübeck-Burgtor, Verein Solarkino St.Gallen, Verein Solardach Titus Kirche, Verein Solarspar

Private individuals:

Romano und Rosana Babini, Eva und Jürg Bänninger, Pius und Barbara Baschera, Marianne und Josef Blättler-Ernst, Gerhard und Madeleine Brunner-Humbel, Rosmarie Egli, Astrid und Herbert Elsener, Silvia und Hansjürg Fausch, Beatrice Fischli Hendry, Martin Gall, Doris Hauser, Hans-Peter Häusler-Hasler, Jürg Hausmann-Maurer, Regula Hugentobler, Ursula Iselin-Kocherhans, Bettina Kallenbach, Hans Mathias und Astrid Käppeli Gebert, Daniel und Susanne Kästli Gattiker, Béatrice Lienert, Michel Mathis, Hugh Matthews, Urs Mellert, Bruno Bernet und Susanne Mühlethaler, Monika Nater, Christian und Monika Sacher, Hans-Peter Saxer, Käthy und Hans Peter Sigrist-Frey, Thomas Staiger, Daniel Stoll, Josef Trappel, Regula Waldispühl, Hans Wiedemar and many more, who prefer to remain anonymous.

Honorary contributions:

Alone in Switzerland, ADES is able to count on the support of some 70 volunteers.

They help mostly with:

- Sensibilisation on market stands
- Support for ADES internal events
- Mailings
- Translation and lectorate

Using a figure of CHF 50 per hour for the 3.107 hours donated in 2022, this amounts to a contribution of CHF 155.350! What a performance!

Our warmest thanks to everyone for their support!



Parts of our production team in in Fianarantsoa say thank you!



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Twint donations (anonymous)



Solar- and improved cookstoves

