



## Annual report 2018

Association pour le Développement de l'Énergie Solaire  
Suisse – Madagascar

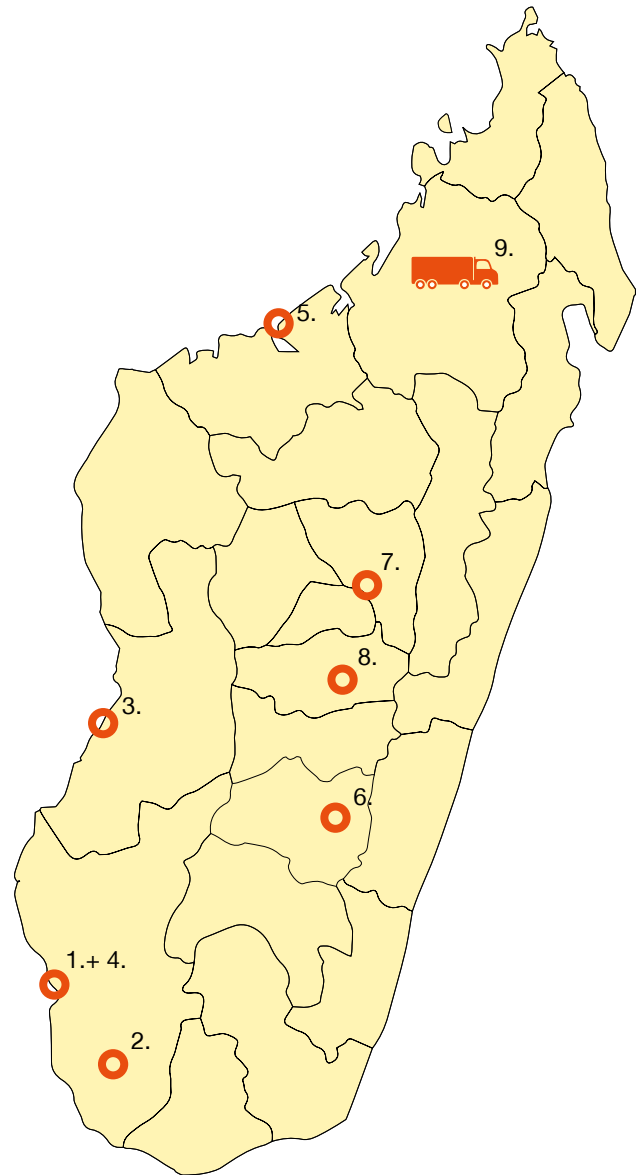
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## ADES-Centres

1. Toliara, Direction Nationale, workshops (2003)
2. Ejeda (2006)
3. Morondava (2008)
4. Toliara, Direction Regionale (2009)
5. Mahajanga (2011)
6. Fianarantsoa, workshops (2013)
7. Antananarivo (2013)
8. Antsirabe (2014)
9. Mobile promotion and sales centre (2017)

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# CEO's Message



Dear Reader,

2018 was a challenging year. In Switzerland and worldwide, politics and politicians are delaying urgent climate protection measures.

ADES is fighting for the preservation of livelihoods in Madagascar. By reducing CO<sub>2</sub> emissions, we are making a contribution against global climate change. Only the protection of livelihoods in Third World countries can prevent huge migratory movements in the future. In this respect, ADES is a reliable partner in Madagascar. As a social and innovative employer, ADES offers perspectives and the association's projects improve the quality of life of thousands of Malagasies daily.

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*I hope ADES grows further – both in Switzerland as well as here in Madagascar.*

Student, Toliara

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2018 was also a year of change for ADES. After 17 years, pioneer Regula Ochsner relinquished the CEO role. She remains the association's Chairman and an important source of inspiration and experience. There were wider personnel changes in the Swiss office and a new team was formed. The new team is motivated and looking forward to mastering upcoming challenges for ADES.

The projects in Madagascar are developing well and ADES is trying to meet the growing demand for energy-saving and solar cookers. The following projects will be pursued in 2019:

- Cooker production
- Reforestation
- Environmental education
- Adult education
- Innovative canteen kitchens
- Mobile promotion and sales centre

We can only do this thanks to our supporters. We thank all the people, foundations and institutions that supported ADES in 2018. Together we have big tasks ahead of us. Together we can master them.

Your Rita Bachmann



*Education enables ways out of poverty*



*ADES energy-saving cookers in school use*



*ADES products at a glance*

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# Environmental situation Madagascar



The South Equatorial Current gives the Indian Ocean island of Madagascar a tropical climate. Precipitation levels are determined by the monsoon and distributed by trade winds on the island. The south of Madagascar is located in the rain shadow of the Anosy Mountains and receives only a fraction of the necessary precipitation. The amount of rain decreases continuously from east to southwest.

The topography of Madagascar is diverse and includes 3,000 meter high mountains, hills and plateaus and plains of rolling sand dunes. As the island has been separated from the mainland for a long time, much of the flora and fauna are endemic. About 80 percent of flowering plants and of mammals and 95 percent of reptiles only occur on Madagascar. Many animal and plant species have died out in recent decades, many more are considered acutely endangered. The main reasons for this are the population growth of around three percent and the associated expansion of the settlements, increasing cattle farming, hunting and habitat destruction through deforestation and slash and burn.

Forest loss remains a pressing problem throughout the island. 97 percent of Madagascar's households cook with wood and coal. Most people in provincial towns illegally source their charcoal from natural forests or mangrove forests. Illegal loggers plunder tropical noble woods for the world market even from protected national parks. This is often made possible by corrupt police and customs officers. Unfortunately, fire clearing for land reclamation is still widespread and leads to environmental destruction and additional forest loss. Three-fifths of tropical rainforests have already been turned into savannas and secondary forests. Of the original 53 million hectares of forest, only about ten percent remain today.

At the beginning of its activities, ADES deliberately settled in the poor and structurally weak South of Madagascar. The major periods of drought in the region are considered chronic and occurred even before the settlement of Madagascar. Throughout history these droughts have led to famine periods. Today, climate change threatens to further raise average temperatures and generate even more irregular rainfall than before. In the future, it is expected that Madagascar's south will be affected even more by droughts, cyclones and locust plagues. Already today crop failures and decimation of livestock are devastating and life-threatening for many communities in the South.



*The wood and charcoal production deforests whole regions*



*Traditional cooking on an open fire Photo: Nicole Motteux*



*A consequence of deforestation: erosion Photo: Nicole Motteux*

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# ADES helps



## Purpose

The progressive deforestation of approximately 120,000 hectares of forest each year in Madagascar is destroying the natural foundations of life and biodiversity. More than 80 percent of the harvested timber is used for cooking, and the islanders are particularly affected by the effects of climate change. ADES disseminates energy-efficient cooking methods in Madagascar and raises awareness within the population to the sustainable use of natural resources and environment protection.

## Vision

For ADES, the focus is on bringing about social change: By 2050, ADES aims to ensure that every household in Madagascar uses energy-saving cookers, thereby sustainably protecting climate and nature.

## Goals

Awareness raising of the benefits of energy-efficient cooking takes a long time with people for whom the own immediate survival and that of their families is the primary focus. This is a process that requires a lot of time and perseverance. ADES accompanies this process.

## What makes ADES different?

With direct investment, ADES creates jobs, local value chains and livelihoods in Madagascar. ADES promotes the transfer of knowledge and technology. As an established local economic factor, ADES is committed to Madagascar indefinitely and has built up a sustainable production and sales structure for energy-saving cookers, which is supported and co-designed by local employees. The ADES program is based on an equal partnership between North and South.

## 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.

The below table clarifies which goals ADES covers particularly well (in colour).



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Project

# Cooker production

## 2018 Effect

**67,166 people sensitized to environmental and climate protection (during animations)**

**3,732 people reached with environmental films and themes**

**47,418 cookers sold**

**260,000 people benefitted from energy-saving cookers**

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The production and distribution of energy-saving cookers (OLI) and solar cookers is the core project of ADES in Madagascar.

ADES operates eight stationary production, sales and information centres and a mobile promotion centre for energy-saving cookers on the African island (see page 8). The focus is on regions where the forest is most at risk or where fuel is particularly difficult to obtain and correspondingly expensive. The Toliara and Ejeda sites in the south were also chosen because of the greater levels of distress and the limited number of relief organizations.

In the eight stationary ADES centres, 138 Malagasy employees produce, sell and repair cooking appliances, advise interested people, train users and offer environmental education modules for schools. 143 jobs were created by ADES at local suppliers. In addition, 100 people, mostly women, earn an income as independent resellers of ADES cooking appliances. ADES pays fair wages, offers above average social benefits and pays the school fees for the children of its employees.

The employees are comprehensively trained and further qualified for their work. In addition, ADES regularly offers various internships for students and vocational students in the fields of environmental awareness raising, IT, metal and wood processing and pottery. Whenever possible, the young professionals receive a permanent position at one of the ADES centres after completing their training.

Each energy-saving cooker saves three tonnes of CO<sub>2</sub> per year compared to traditional cooking methods. Solar cookers protect the climate twofold: during cooking, no wood is burned and no carbon dioxide is emitted. However, users have to adapt their cooking habits to the new method and can only use the appliances when the sun is shining. ADES intensively trains users and offers additional support measures to ensure the sustainable, consistent and efficient use of solar cookers.



*Each energy-saving cooker has a serial number*



*Employees model the clay grates for the energy-saving cookers*

ADES' own sales organization – a broad network of local resellers and established contract relationships with bulk buyers - is of central importance for the sustainable, nationwide distribution of cookers. This is the only way to reach households in large numbers. In parallel to the production, ADES runs a comprehensive awareness program of the local population on environmental and climate protection and the benefits of clean cooking.

ADES works in partnership with organizations that work towards similar goals. For example, since 2008 ADES has been a climate protection project of the Swiss foundation myclimate ([www.myclimate.org](http://www.myclimate.org)) and certified with the Gold Standard. The Energy Partnership Energizing Development EnDev is another important partner. EnDev promotes sustainable access to modern energy services in developing countries.

ADES is constantly developing and improving its techniques and production methods to increase both the quality and quantity of its products and to increase its commitment to forest conservation in Madagascar.

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*With the ADES-OLIs 1 only need one sack of charcoal a month, instead two.*

*Lazatina Rakotozanbriny, Antananarivo*

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*The area around the workshop in Fianarantsoa*



*The clay is processed semi-industrially*



*Lazatina Rakotozanbriny cooks with ADES energy-saving cookers (OLI)*

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Project

# Mobile promotion and sales centre

## 2018 Effect

**39,793 people sensitized to environmental and climate protection**

**7,235 cookers sold**

**30 new resellers recruited**

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In order to raise awareness for environmentally sound behaviour as well as to make energy-saving cookers accessible in the North of Madagascar, ADES operates a mobile information and promotion centre. The all-terrain truck has been on the road since August 2017 and is reaching particularly remote areas.

With films, posters, cooking demonstrations and lectures, the ADES team presents the various wood-saving cooking methods. In addition, it raises awareness to the protection of climate and environment, to health risks associated with open hearths and to a healthy, balanced diet. In 2018, the truck has been mainly traveling in the north. For 2019 trips to the south are planned.

It quickly became apparent that the ADES-truck was resonating with the population. The „Environment Cinema“ is very popular with people in the evenings. On average, around 75 people take part in a screening. A record was set when 1,000 visitors were reported on a single performance.

Other organizations, such as the WWF, ask ADES if the Mobile Centre can also visit their projects. Whenever possible, ADES will accede to these requests. For example, the ADES team visited Andasibe, the 10th anniversary of ORTALMA (Office Régional de Tourisme Alaotra Mangoro) at the invitation of the Minister of Tourism and the regional fair „TANGORONA“.

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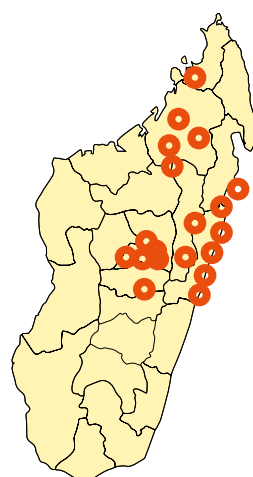
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*I am proud that my father works at ADES. He is fighting against the destruction of the environment.*

Student, Toliara

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*The Mobile centre makes a pit stop at the sea*



*Big crowd at the evening event*



*The eye-catching ADES-truck as a meeting place*



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Project

# Training; Internal and external

## 2018 Effect

6,157 school children have participated in environmental trainings

413 teachers trained to teach environmental education

81 ADES-employees were further trained

69 resellers trained

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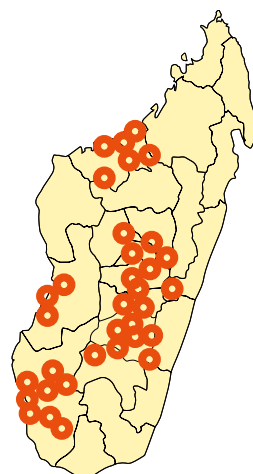
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Since 2011, ADES has been running an environmental education project for schools. Through innovative teaching materials and methods, the ADES School Team informs children and adolescents about the consequences of deforestation for soil, water, ecosystems and climate and inspires them to protect the unique flora and fauna of the island as well as to use natural resources sustainably. In addition, ADES offers courses for teachers to empower them to integrate environmental issues into their lessons.

Through their production and distribution centres, ADES employees constantly raise awareness to environmental and climate protection as well as to the advantages of energy-saving cooking. This also includes the professional support and introduction of adjusted cooking processes, away from resource-intensive traditional way of cooking.

ADES also relies on a network of locally anchored, self-employed resellers. These play an important role in the distribution of cooking appliances in areas where ADES does not have its own centres. That is why ADES trains them to become qualified business partners who create trust, build sustainable customer relationships and sensitize their target audience for environmental issues. Training is held regularly in all ADES centres.

ADES offers its own staff – 138 employees – a structured, efficient education, continuing education and general education that has a lasting impact. Joy and motivation for work are encouraged. Work quality and efficiency increase with it. The local employees are supported in their lifestyle if necessary..



A school class in environmental education

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*ADES has changed the life of our family thanks to the promotion of children's schooling!*

Student, Toliara

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Continuing education with the teachers

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Project

# Energy-saving cookers for school kitchens

## 2018 Effect

21 schools

40 large energy-saving cookers sold

8,665 school children benefit from energy-saving cooking

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ADES started the supply of energy-saving ovens to school kitchens in the district of Fort Dauphin in 2016. The organization of the transport, the distribution and an introduction to the cooking method were included. In Madagascar's school canteens, it is common for mothers of schoolchildren to cook. They receive an one week introduction training from ADES. This also leads to awareness raising for environmentally friendly behaviour. In general, women also want to apply the newly acquired knowledge in dealing with the energy-saving cooker at home and often buy an ADES cooker for their families.

Since 2016, the number of students in the 21 school canteens in Fort Dauphin has risen by over 1,500 schoolchildren. In order to be able to cook meals with energy-saving cookers for these schoolchildren, ADES has supplied the school canteens with 40 additional cookers. The distribution took place in the late summer of 2018. Additional monitoring with extended instructions was carried out by ADES at the beginning of December.

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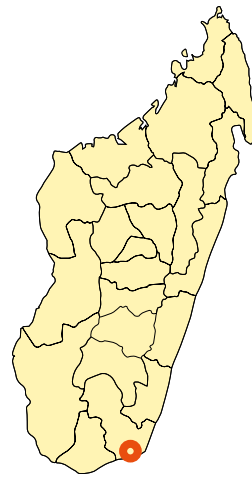
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*In my restaurant I only need one sack charcoal a day. It used to be up to five sacks before.*

Restaurant owner, Fianarantsoa

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*Queuing for lunch at school*



*Parents are closely involved in the learning process*



*Not a given: attending school in Madagascar*

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Project

# Development of satellite cookers

## 2018 Effect

Prototype developed

Machinery purchased

Workshop set up

First small series of new cookers produced

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ADES expands its production of cookers that require no energy other than the sun. These solar cookers reach particularly high temperatures using parabolic mirrors. They can even be used for sterilising medical devices. End users are thus hospitals, but also schools and private households.

The future production of parabolic cookers will be operated independently by ADES at its headquarters in Toliana. The following requirements need to be met to lay the foundation for own production:

- optimisation of the existing cooker design,
- purchase and installation of machinery,
- delivery of production materials and supplies and
- establishment of new production processes as well as training of local workforce.

The project will be implemented from April 2018 until the end of 2019. The ADES product development working group ensures that the end result will be a new, even more effective satellite cooker.

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*Warranty is not just advertising at ADES : if something breaks, the part is replaced.*

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Cooker owner, Fianarantsoa



*In the newly created workshop in Toliana*



*ADES employees completing a satellite solar cooker*



*Satellite cooker in use*

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## Looking back at 2018 activities



### Partnerships

In spring, at a school in Vinaninkarena supported by the Association Zaza Malagasy, ADES provided environmental education for teachers and schoolchildren together with their parents. Following this, the parents were offered ADES energy-saving cookers (OLI) at a reduced price. 433 cookers were sold.

In April, ADES continued the work in Antananarivo this time with Madagascœur. An ADES team went to Mahereza for awareness raising and cooker demonstration. The regional president made an emotional speech in a festive atmosphere. People from seven different villages in the region were convinced by our presentation and bought 220 OLI.

The Santa Lucia School, supported by E Pak fir and the Lycée d'Ambararatabe, both hosted ADES school programs. During the training ADES also presented the solar cookers. The schoolchildren were surprised how easy it is to cook with solar energy. E Pak fir supports educational institutions in Madagascar.

The collaboration with Agro Sans Frontière continues, as their potato project is particularly interesting for ADES. 190 farm families in Betapoaka and 245 in Andohasahabe benefit from this project and get to know unfamiliar dishes such as Gschweltti, potato salad, country fries, boiled potatoes, potato stick, rösti or potato soup. Swiss rösti appears to be the favorite!

ADES also enjoys working with the French-German aid project Mitsiky Anakao. The small organization implements a variety of aid projects in the Anakao region. Time and again, they finance ADES cookers for poor communities.



Cooker distribution with Madagascœur in Mahereza Photo: Madagascœur

### Introducing children to reforestation

World Women's Day is taken seriously in Fianarantsoa. In addition to collective reforestation by women, schools were also invited to the „Vegetable Garden“ competition. The aim was to motivate children towards reforestation by getting to know vegetable types. As part of the school program and as a member of the commission, ADES offered the 20 schoolchildren from two schools a visit to the Arboretum (Botanical Garden).



Besuch im Arboretum

### Events for students

The student lounge organized by the Lycée André RE-SAMPA Antsirabe in March was designed to better prepare young people in the region for the future. The event was a great success with about 3,000 visitors. ADES was also present and raised awareness for the sustainable use of natural resources, environmental protection and clean cooking.

### Reseller training

ADES focusses heavily on the growing network of locally-based, self-reliant resellers. In a country with a very high unemployment rate, they have the opportunity to earn (additional) income while freely choosing their working hours. Training and further education took place in Antananarivo, Antsirabe, Fianarantsoa, Mahajanga, Morondava and Toliara.

## 10 years ADES Morondava

On its 10th anniversary, ADES Morondava made a small gift to customers buying an OLI (energy-saving cooker). We first invited local authorities and environmental stakeholders to Morondava, followed by a culinary demonstration with ADES products, followed by tastings and a comparison of fuel savings between OLIs and traditional cookers.

*My OLI is over eight years old and is starting to get some rust holes, but it still works perfectly!*

Madame Yolande, Toliara

## Partnership with HERi Madagascar

In July, HERi kiosks were officially opened in the villages around Mahajanga. Solar energy services, such as rechargeable solar lamps, are a specialty of these kiosks. As part of the cooperation between HERi and ADES, kiosk owners also sell ADES products.

Our Mobile Centre also worked successfully with HERi in 2018 at Alaotra Mangoro, Amboasary Station, Bejofo and Andreba Station.



HERi Energy-Kiosk

## Theme days and Earth Hour

ADES was represented, among other things, on World Mangrove and International Forest Day in Toliara. In ad-

dition, ADES participated in a turtle transport operation in the Tsimanampetsotse National Park and carried out actions during the Earth Hour in Toliara and Antananarivo.

## Reforestation communities around Ejeda

ADES partially funded and supported seedling production, afforestation, environmental education and awareness raising in the primary school as well as the vegetable garden set-up. Around 80 households benefited from this cooperation. The intervention did not stop there, as the beneficiaries planted 500 seedlings per village involving schoolchildren and community members. In 2018, two communities (Fokontany) continued to work with ADES Ejeda to produce and plant 2,500 plants on a plot of more than two hectares per Fokontany.



Reforestation in Tratriotsy Kande near Ejeda

## ADES Switzerland activities

As one of many booth appearances, the annual Environmental Days of Zoo Zurich took place in September. ADES took this opportunity to draw attention to the environmental destruction in Madagascar and was represented in the Masoala Hall with a booth. Those interested could see a traditional Malagasy hotplate, including wood stacks of the amount of daily fuel consumption.

All in all ADES Switzerland organised:

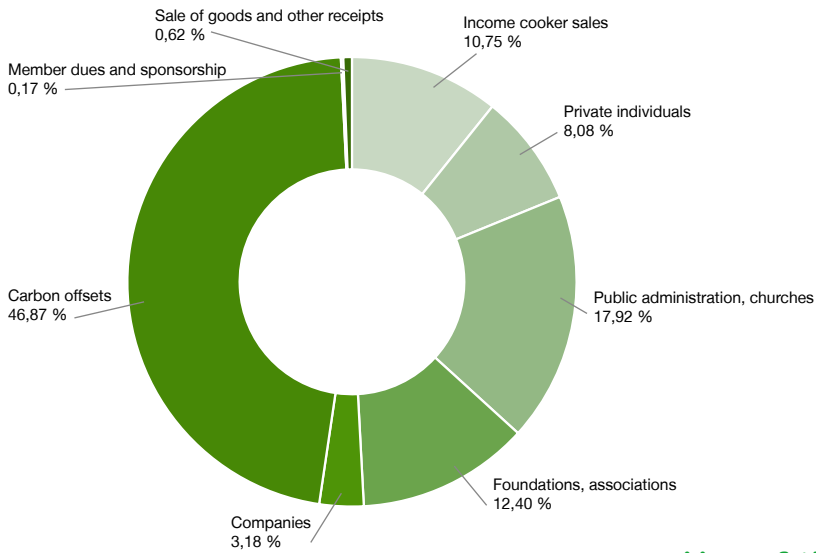
- internal events, such as the Volunteer Day, the General Assembly and „packing sessions“
- 16 external events such as Zoo Zurich, Afro Pfingsten and many market appearances in rural areas

# Statement of income and expenditure 2018

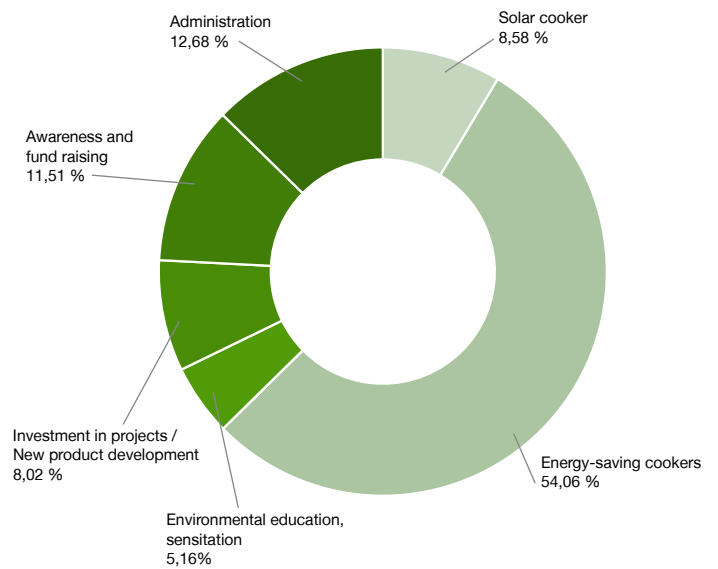


<b>Income</b>	<b>2018</b> CHF	<b>2017</b> CHF
Income in Madagascar		
Sales solar cooker	3,280	6,404
Sales energy-saving cookers	222,263	188,841
Sales solar material	-	-
Other income	167,103	82,533
Sales discounts: free sales, promotions	-27,323	-24,970
<b>Total Income Madagascar</b>	<b>365,323</b>	<b>252,808</b>
Income in Switzerland		
General donations	560,946	455,990
Earmarked donations	361,400	435,443
Carbon offsets	1,039,535	872,146
Member dues and sponsorship	3,850	4,100
Sales of goods and other revenue	13,713	2,329
<b>Total Income Switzerland</b>	<b>1,979,444</b>	<b>1,770,008</b>
Change in inventory of semi-finished and finished products	-126,801	147,298
<b>Total Operating income</b>	<b>2,217,966</b>	<b>2,170,114</b>
<b>Costs</b>		
Project costs	46,359	34,292
Material costs	313,381	275,264
Personnel costs	980,749	907,649
Other operating costs		
Premises, transport, insurance, energy	188,494	237,396
Office, administration, IT	186,818	178,566
Fund raising costs	78,715	84,455
Other costs (Material for cooking demonstration, CO <sub>2</sub> - certification)	90,664	51,737
Depreciation and amortisation	172,091	87,948
<b>Total Costs</b>	<b>2,057,271</b>	<b>1,857,307</b>
<b>Operating profit</b>	<b>160,695</b>	<b>312,807</b>
Finance costs (Interest, bank charges, currency adjustments from consolidation)	-7,744	6,698
Extraordinary income and expenses (Value adjustment on finished products)	116,052	-93,363
<b>Result before changes in funds</b>	<b>269,003</b>	<b>226,142</b>
Additions	-361,400	-435,443
Outgoings	482,976	213,804
<b>Changes in earmarked funds</b>	<b>121,576</b>	<b>-221,639</b>
<b>Net result</b>	<b>390,579</b>	<b>4,503</b>

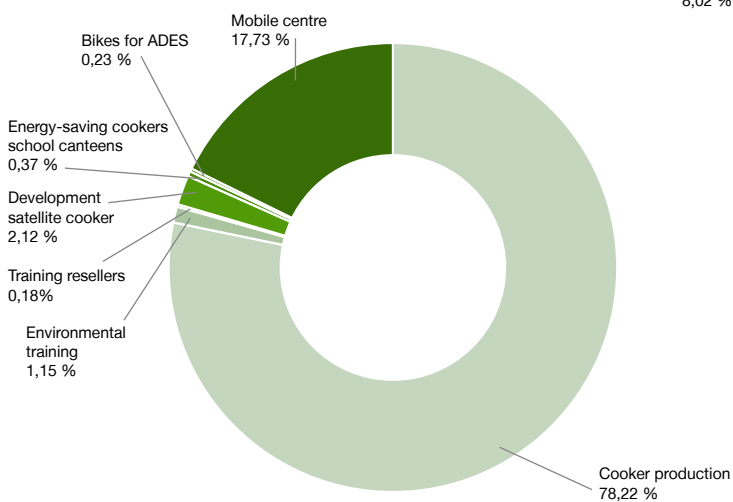
## Origin of the funds



## Use of the funds



## Use per project



# Statement of financial position 2018



	31.12.2018	31.12.2017
	CHF	CHF
<b>Assets</b>		
Cash and cash equivalent	2,234,845	1,450,732
Securities (Shares Raiffeisen Co-operative)	200	200
Receivables	23,480	29,998
Inventory Madagascar	225,879	242,864
Other assets	371,683	874,724
<b>Total current assets</b>	<b>2,856,087</b>	<b>2,598,518</b>
Plant and equipment	17,274	15,580
Properties and land	416,079	439,077
<b>Total non-current assets</b>	<b>433,353</b>	<b>454,657</b>
<b>Total Assets</b>	<b>3,289,440</b>	<b>3,053,175</b>
<b>Liabilities</b>		
Short-term liabilities	16,996	14,883
Short-term bank debt	-	-
Deferred income	18,489	26,818
<b>Current liabilities</b>	<b>35,485</b>	<b>41,701</b>
Mortgages	186,250	191,250
<b>Non-current liabilities</b>	<b>186,250</b>	<b>191,250</b>
<b>Total debt</b>	<b>221,735</b>	<b>232,951</b>
Restricted income funds	100,063	221,639
<b>Total Fund capital</b>	<b>100,063</b>	<b>221,639</b>
Share capital	1,577,063	1,594,082
Reservers	1,000,000	1,000,000
Retained earnings (+ profit, - loss)	390,579	4,503
<b>Total Own Capital</b>	<b>2,967,642</b>	<b>2,598,585</b>
<b>Total Liabilities</b>	<b>3,289,440</b>	<b>3,053,175</b>

## Auditors

Effida Treuhand und Revisionen AG  
Salzmattstrasse 4  
5507 Mellingen

The detailed financial statement 2018 can be downloaded at: [www.adesolaire.org](http://www.adesolaire.org)





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# Organisation



Regula Ochsner  
Chairman Switzerland

Adrienne Borsari  
Deputy Chairman Switzerland

Jörg Baumann  
Board Member Switzerland



Herbert Blaser  
Board Member Switzerland

David Blumer  
Board Member Switzerland

Vroni Kern  
Board Member Switzerland



Paul Rota  
Board Member Switzerland

Walter Scherrer  
Board Member Switzerland

Rita Bachmann  
CEO Switzerland



Prof. Dr. Ndrianja Ramangasalama  
Board Member Madagascar

Carole Rakotozafy  
Board Member Madagascar

Eddy Geo Razafiarison  
Board Member Madagascar



Alain Wasserfallen  
Co-Director Madagascar

Dagobert Fröbel  
Co-Director Madagascar

Axel Brückmann  
Project Manager Madagascar



# Volunteers



Sales accounting

ADES can – in Switzerland alone – rely on the support of about 80 volunteers.

Their main activities include:

- Manning ADES booths and support with internal ADES events
- Packing
- Translations, proof reading

Assuming an hourly wage of CHF 50 and 3,236 volunteer hours in 2018 this adds up to CHF 161,800! A tremendous achievement!

We sincerely thank our loyal volunteers for the many important assignments, creative thinking and support through technical knowledge.

Thanks to your help and dedication, we benefit from different views and experience and work together to achieve our goals.

Many thanks!



ADES energy-saving cookers relieve the household budget



One wage secures the livelihood of about 20 people

# Many thanks



## Donations above CHF 750

### Foundations:



Ernst Göhner Foundation, Hilti Foundation, Kathrin Schweizer Foundation, Karl Mayer Foundation, Kulturpark Zürich-West, Foundation Drittes Millennium, Foundation Fürstlicher Kommerzienrat Guido Feger, Foundation Karl Huber, Foundation SAAT, Studiosus Foundation e.V.

### Evangelical parishes:

Dürnten, Grosshöchstetten, Hedingen, Kanton St. Gallen, Küsnacht, Rapperswil-Jona, Stäfa, Wollishofen, Wülflingen

### Catholic parishes:

Pfarrei Aesch - Birmensdorf - Uitikon, Pfarramt Affoltern am Albis, Gesamtkirchgemeinde Bern und Umgebung, Pfarramt Hitzkirch, Uster, Winterthur, Zug

### Public administration:



Küsnacht, Rapperswil-Jona, Stadt St.Gallen, Uster, Zollikon

### Clubs and associations:



Chramschof Zollikerberg, Rapperswiler Sternsingen

### Companies:



Druckerei Odermatt AG, Emerald Technology Ventures AG, FinComp GmbH, Robert Dietz AG

### Private individuals:

Cyril Alther, Romano and Rosana Babini, Verena Balzli-Fluck, Stefan Bettler, Marianne and Josef Blättler-Ernst, Salem Blum, Gerhard and Madeleine Brunner-Humbel, Daniel Bucher, Rosmarie Dietz, Peter Diggelmann-Fürer, Rosmarie Egli, Silvia Egli, Astrid and Herbert Elsener, Silvia and Hansjürg Fausch, Beatrice Fischli, Katharina Fricker, Doris Fuchs, BarBara Ganz, Samuel and Barbara Greutmann, Hans-Peter Häusler-Hasler, Jürg Hausmann, Adolf and Regula Hugentobler, Alfred and Edith Jäger, Hans Mathias Käppeli and Astrid Gebert Käppeli, Béatrice Lienert, Patrick and Elisabeth Martin-Klass, Michel Mathis, Hugh Matthews, Dorina Mayrhofer, Urs Mellert, Monika Nater, Doris Ruckstuhl, Christian and Monika Sacher, Hans-Peter Saxer, Theo Schmidt, Jens Schulz, Käthy and Hans Peter Sigrist-Frey, Thomas Staiger, Kathrin Stocker, Josef Trappel, Marcel and Rita Widmer-Baumann and many more, who prefer to remain anonymous.

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**ADES** Association  
pour le Développement  
de l'Énergie Solaire  
Suisse – Madagascar

Im Grindel 6  
8932 Mettmenstetten  
Switzerland

Tel. +41 44 466 60 50  
info@adesolaire.org  
www.adesolaire.org



Donation account Switzerland:  
Raiffeisenbank, 8917 Oberlunkhofen  
IBAN: CH62 8080 8002 5845 3013 5  
8932 Mettmenstetten

Donation account Germany:  
Postbank Stuttgart, BLZ 600 100 70  
Account number 067 661 706  
IBAN DE65 6001 0070 0067 6617 06

