

In 2021, PN gave 193 women the opportunity to become financially stable and independent through providing loans and providing training. 109 women have been given the opportunity to develop their business through a 2nd loan and to grow their daily income. At the same time, the payback percentage has increased from 75% to 95%. We are especially happy about this because we see it as a sign of success of Pamoja Nguvu' s mission and vision.

Unfortunately, the corona pandemic has also left a significant mark on Tanzania, just like in 2020, and therefore on our project. There were, however, less central measures from the government, such as no lockdown of markets and schools. But the largest source of income in Tanzania, tourism did not pick up like before the pandemic and this is immediately noticeable in the many people who saw their income decrease or disappear.

After President Magafuli passed away in March 2021, the new President Samia Suluhu Hassan followed a much more proactive corona policy and residents could already be vaccinated in several places in Tanzania from August/September. After initial skepticism, many of the people we know have taken advantage of it. Furthermore, washing and disinfecting hands has become commonplace and tests were available. We have also provided self-tests for our team. At the airports, of course, everybody had to wear facemasks and you also saw them (somewhat sporadically) on the markets, for example. When flying to and from Tanzania became again more or less possible, the undersigned and Monique Emondts from the board paid a working visit to Tanzania in October and our treasurer Fred Arp visited our project in November for the budget procedures of Pamoja Nguvu.

It was very special to finally be able to be together with our team again after a forced absence of almost two years.

And how proud we can be of them! Under the leadership of our manager Fahtma, our team has moved forward with the project very proactively, independently, and well. Together with project managers Irene and Jesca, Fahtma started 10 new groups with a total of 193 women who received a first loan and 8 new groups with a total of 109 women who received a second loan (after the first loan had been fully repaid and the ladies themselves invested in the second loan). These are figures that make us very happy, especially if you consider that all contacts between team and board have been via email, telephone and whatsapp calls. Unfortunately, the internet in Tanzania, as we have it available, cannot handle zoom video calls.

We saw the repayment percentages increase from 73 and 77 to 83 and 92 over the years 2019 and 2020, but if we look at the repayments of the last 10 groups (roughly 20 people each), the repayment percentages have increased considerably: 100,100, 91, 90, 100, 100, 100, 90, 97, 100.

These are the repayments of the groups that have only received a first loan.

The team has put a lot of time into this aspect and the results are there. In the cases that less than 100% has been repaid, it is almost always because the ladies are unable to repay and not not-wanting to repay. Some reasons were, for example, death, fleeing from domestic violence and serious illness.

So, we can be very satisfied, the disposable income per day is growing, repayments are made on time the small businesses have grown and the knowledge from the compulsory

training courses is increased so the ladies are making a structural step forward in their economic prosperity!

Last year it turned out that the provision of a second loan did not get off the ground and that the repayments did not want to go smoothly. After research by our team, it turned out that the amounts we provided as a second loan were too modest to make the leap forward. On Fahtma's advice, we have decided to increase the amounts for second loans from (converted) 140 to 200 euros. This adjustment took place in mid-2021, but still shows insufficient reimbursement percentages.

The reason for that is twofold.

Many of our borrowers have their businesses on the edge of the road. Think of selling fruit and vegetables, drinking bottles, small snack bar-like restaurants, etc

At the end of October 2021, the government suddenly decided that roadside trade is no longer allowed. That means that overnight these people no longer had a physical place for their business, had to tear down their stalls/constructions and look for other locations and new customers. A huge challenge also for our team to find out where these ladies had moved to.

In addition, in the period December 21-February 22 there is a huge inflation and especially in the field of primary foodstuffs, so our ladies and their customers also have less to spend.

We do not yet know the impact in its entirety, but we do expect that due to these measures we will have larger 'uncollectable costs' than foreseen.

Fahtma expects that in the course of 2022 things will stabilize and everyone has found their new place.

In 2021 Wim Smit traveled to Tanzania again to train our team. You have read about this in the newsletter. With better time management, the team can now focus more on coaching and improving the various businesses and spend less time registering and chasing repayments. Just say a shift in roles from "banker to consultant".

In all the contacts we have with the local authorities, it appears that our unique points, no interest for a loan and a mandatory training before the loan is provided, are very much appreciated. We are also warned by the village executive officers for people who want to take out a loan based on wrong information and only want to use our loan to pay off the previous loan from a "loan shark".

At the end of 2021, we also selected the first candidates from the Happy Watoto group of graduates. Until now, these candidates have not been sufficiently prepared for entrepreneurship. That is why we have hired a part-time dean (Patrick Chacha, former teacher of the Happy Watoto Ngorika school) to coach and guide these young adults. The first loans to them will be issued in 2022.

For the time being, we expect a very small group of graduates to qualify for a loan for 2022 and 2023.

Happy Watoto 's partner, Good Hope from Germany, finances the costs for the loans to the graduates and pays the costs of our dean! It is a warm feeling and very nice to work with our friends of Good Hope again!

All the work we do in Tanzania can only be successful with the support of our loyal sponsors. After a few years, it has already been proven that our microcredits really make a difference and can ensure a structural improvement in the living conditions of our target group. Many thanks on behalf of all for your support and we appreciate questions, tips, and opinions!

On behalf of the board of Pamoja Nguvu

Matti Emondts, chairman