



Entrepreneurial Solutions for Dignified Work

A GOOD JOB CAN CHANGE A LIFE

NESsT invests in social enterprises that generate dignified jobs for people most in need. We use an engaged approach providing tailored financing and one-on-one business development support to social entrepreneurs in emerging markets.



Letter from the Co-CEOs

OUR WORLD IS GOING THROUGH SOME VERY HARD TIMES. WE ARE NOT ABLE TO PROVIDE A GOOD LIFE FOR ALL AND THIS COMES BACK TO HAUNT ALL OF US IN MANY WAYS.

NESsT alone cannot tackle this tremendous challenge. But we hope you believe as we do that our work to provide dignified employment to those most in need addresses the inequity and inequality that are at the root of the problem. Dignified jobs for ALL, means closing the gap and getting everyone on the right track.

Cristobal's Story

Cristóbal was known for the excellent quality of his coffee and good environmental practices where he lives in Peru.

Café Compadre developed a solar roaster to be used by small coffee producers to add value to their production by selling roasted coffee beans rather than the green coffee beans that they customarily produce. As an early adopter of the solar-powered coffee roaster provided by Café Compadre, Cristóbal became a role model for other coffee farmers.

The coffee is then processed and distributed under the Café Compadre brand, providing each farmer with 70% higher payment for their product.

Café Compadre has been able to incorporate other farmers who know Cristóbal into the enterprise's supply chain. Meeting Cristóbal proved fundamental as it led to the adaptation of the technology and business model to meet the real needs of coffee farmers, and ultimately to market demand.

30 Social Enterprises Across Eight Countries

Our 2016 portfolio included 30 social enterprises across eight countries that reached 41,400 individuals. We supported these entrepreneurs with over US\$355,000 in funding, 19,000 hours of business advisory services, and the pro-bono expertise of 200 professionals from top global firms and organizations.

Cultivating the Ecosystem

In 2016, we also continued to build the ecosystem that supports social enterprises and ensures they have the investment, knowledge and tools they need to accelerate their impact. With partners in Latin America and Central and Eastern Europe (CEE), we launched the first Social Investment Task Forces in Peru and CEE to encourage early-stage impact investing. We also published several reports on social enterprise best practices and introduced new online tools for entrepreneurs to help them grow their businesses.

On behalf of NESsT and our portfolio of social enterprises, thank you for joining us to build a global collaborative culture where poverty is obsolete.



A handwritten signature in black ink that reads "Nicole Etchart".

A handwritten signature in black ink that reads "Loïc Comolli".

Nicole Etchart and Loïc Comolli, Co-CEOs of NESsT

WITH YOUR HELP

NESsT has invested in 170 social enterprises that have improved the lives of more than 509,000 people.

49,000+

dignified employment
& income generation
opportunities created

US\$14.2
million

invested

2016 HIGHLIGHTS

Launched regional Social Investment Task Forces to cultivate funding in Peru and Central and Eastern Europe

Despite the success and growth of social enterprises in recent years, there is still very little available capital for these early-stage businesses to grow and thrive. NESsT and key partners looked to change that reality with the launch of Social Investment Task Forces at meetings in Paris, France and Lima, Peru in 2016. The task forces aim to attract more and better adapted resources for early-stage social enterprises and position the regions to leverage the global growth in social impact investing.



Published five new reports on best practices and opportunities for social enterprises

NESsT kicked off the year with a new book featuring case studies on invention-based enterprises in Peru. Also featured this year were two reports on the talent gaps in Brazil and Poland and how social enterprises can help prepare at-risk youth and women for employment in high-growth industries, as well as two publications exploring opportunities for social investment in Romania, Croatia and the Western Balkans.

www.nesst.org/tools-for-entrepreneurs

Introduced new online tools for entrepreneurs to assess their social enterprises and develop action plans for growth

How can social enterprises overcome challenges in attracting, retaining and growing talent? That's one question NESsT worked to address in 2016. NESsT launched the first tool in its online Idea2Entrepreneur (I2E) Suite especially for entrepreneurial leaders leading organizations in the validate stage. NESsT also launched the I2E Inventing Green Tool to help social enterprises assess and improve their environmental practices.

www.nesst.org/i2e-talent-tool

www.nesst.org/i2e-green-tool



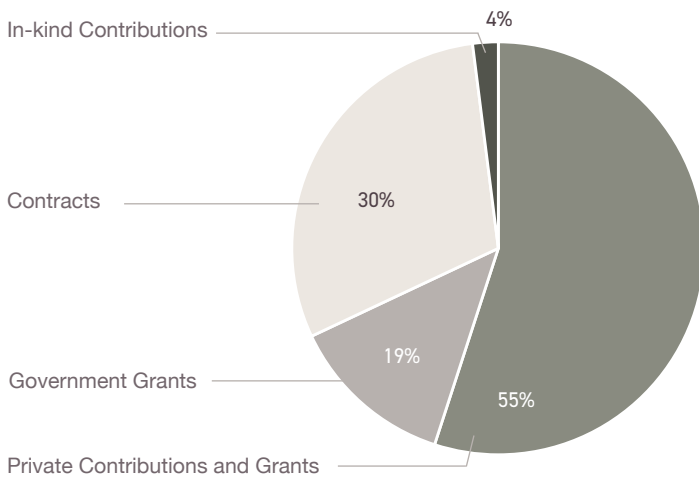
Financials

STATEMENT OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2016

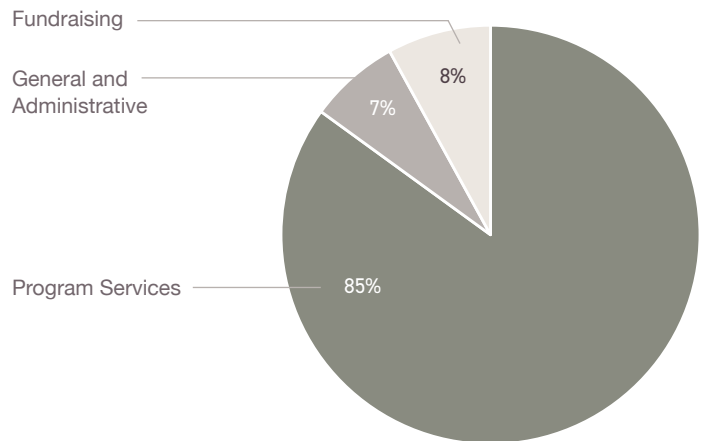
Support and Revenue	USD
Private Contributions and Grants	1,140,990
Government Grants	262,843
Contracts	634,535
In-kind Contributions	34,299
Investment Returns	4,895
Foreign Currency Loss	(2,504)
Total Support and Revenue	2,075,058

Expenses	USD
Program Services	2,241,119
General and Administrative	197,033
Fundraising	205,439
Total Expenses	2,643,591
Change in Net Assets	(568,533)
Net Assets, Beginning of Year	1,185,858
Net Assets, End of Year	617,325

REVENUE BREAKDOWN



EXPENSES BREAKDOWN



The above financial information has been extracted from the annual audited financial statements for the year ended December 31, 2016. The full audited reports are available at www.nesst.org/about-nesst.

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NESsT UK
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Oak Foundation
OMV Petrom
Peery Foundation
PricewaterhouseCoopers
Rutgers Presbyterian Church
Swiss-Romanian Cooperation Programme
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Andrew Cummins
Lee Davis

Oscar Decotelli
Anne Delmar
Jeffrey Dobrinsky
Katherine Downs
Scott Dzialo
Denise and Francois Etchart
Guilherme Fernandes
Julian Garel-Jones
Ben Gitles
Joyce Greenbaum
Geoffrey Hamlin
Edward Hanmer
David Heard
Tyler Hedrick
Marton Hunek
Ted Jackson
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Steve Smith
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Muriel Soupart
Rosalu Queiroz
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Bret Rosen, Duquesne Family Office LLC
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** Departed from the board in 2016*

NESsT INTERNATIONAL LEADERSHIP TEAM

Nicole Etchart, Co-Founder & Co-Chief Executive Officer
Loïc Comolli, Co-Chief Executive Officer
Roxana Damaschin-Tecu, Director of Portfolio
Melanie Finke, Director of Communications & Operations

NESsT OFFICES & PROGRAMS

Brazil, Hungary, Peru, Poland, Romania,
United Kingdom, United States

www.nesst.org

