

# IBA VIETNAM 2015 BY NUMBERS

## REVENUES



1<sup>st</sup> development program in Vietnam requiring local SMEs to pay service fees

**\$ 357 thousand**

Revenue (signed contracts)

**55%** of which is from local SMEs

**\$ 108 thousand**

Realized revenue

## PARTNERSHIPS & NEW PROGRAMS



1<sup>st</sup> innovation project ever implemented by SNV Vietnam\*

Government agencies



Development programs



Donors



Investing in rural people



**4 local incubators**



**23 local BDS**



**9 impact investors**



**3 corporate volunteering programs**

## BASE OF PYRAMID



**10,529**

people increased income



**1,108**

new jobs



**21,089**

improved access to food/basic services



**55%**

producers with increased performance are **female**

## CLIENTS



**26 local SMEs**

signed contracts

**21** upgraded to invest



**14** sales growth



**116**

women holding management positions



**12** with completed IB proposals



**3**

successful investor matchmaking cases

## TRAINING & EVENTS

1<sup>st</sup> inclusive business match-making event ever organized in Vietnam



**6**

training courses



**15**

events



**197**

attendants



**1,200**

attendants



**24**

certificates



**112**

concept notes

## COMMUNICATIONS



**42**

national and international online news



**3**

international and national printed news



**5**

national and provincial TV news



**6**

YouTube videos



**2**

websites in Vietnamese

\* "innovation" in the name of the projects ever implemented