



Empowering young
entrepreneurs in low-
income countries



**Our mission is to empower
young entrepreneurs in
low-income countries**
to bring the change they
envision.

Mkono is a Canadian microfinance non-profit organization supporting entrepreneurs in Kenya

What we do

We are a registered Canadian non-profit organization that connects people around the world to share capital and global insights to empower young entrepreneurs in low-income countries and achieve lasting change.

How we do it

We partner with local organizations - incubators, accelerators, and mentorship programs - to effectively deliver our services by sourcing the most promising businesses, promoting loan repayment, and supplementing their local support.

Why we do it

In Sub-Saharan countries, small and medium business owners lack access to adequate financial resources despite an increasing number of lenders. By facilitating access to affordable capital and mentorship, we give entrepreneurs a real chance at creating positive change.

In 2018, Small and Medium Enterprises (SMEs) contributed to...

80%

of job creation

Compared to 60% in the United States

... but only to

34%

of GDP

Similar to 35% in the United States

In Kenya, small and medium businesses struggle to convert employment into wealth creation...

... as they face challenges in accessing capital

Business owners in Kenya are faced with limited and flawed financing options



Commercial banks

Bureaucratic and **reluctant to make riskier loans** due to lack of collateral

Micro-lending platforms

High interest rates (up to **200% APR**); often **targeting individuals** instead of businesses

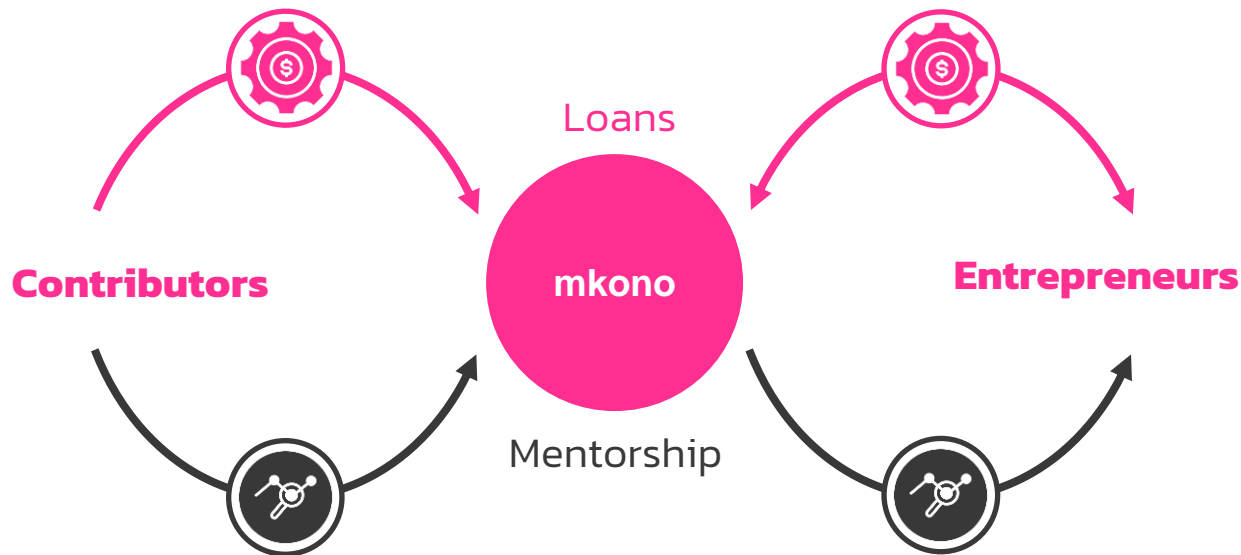
Family & friends

Limited **availability** of funds; puts **financial stress** on relatives

Microfinance institutions

Risk averse due to pooled funds, preventing moderate risk-taking necessary for business growth

We take a holistic approach: combining the benefits of traditional micro-lending and mentorship to achieve maximum impact



Loans

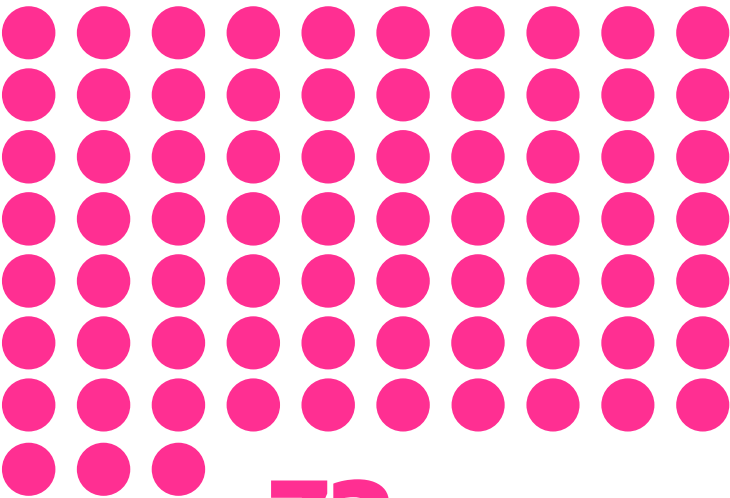
Capital, generously provided by individual donors and corporate sponsors, is granted to entrepreneurs in the form of affordable loans. Loan repayment increases the capital's impact and creates a multiplier effect

Mentorship

Insights are shared by Mkono Allies, a global network of young professionals with relevant experience, with the entrepreneurs in the form of targeted mentorship calls

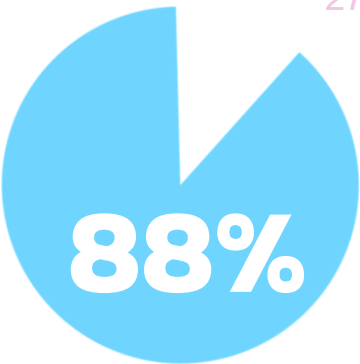
Microfinance Done Differently

2019 – 2022



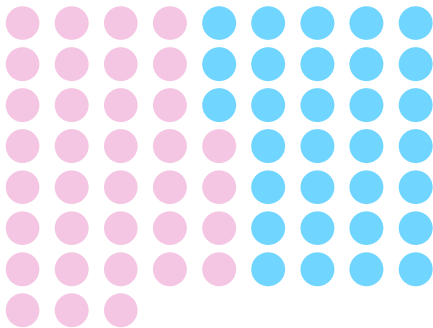
73 Entrepreneurs impacted

27 in 2022



Lifetime repayment rate

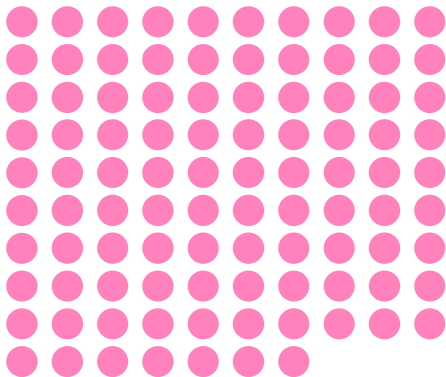
84 NPS score



53% to women entrepreneurs

66 Loans issued

20 in 2022



97 Mentorship sessions

15 in 2022

4.5M KSH

Total loan volume

1.5M KSH
in 2022

266K KSH

In interest saved

110K KSH
in 2022



Meet Lornah

Lornah is a Nairobi-based entrepreneur who owns a fashion business that **employs 6 people**.

Lornah received and repaid **2 loans**, totalling over **CAD\$2,000**, allowing her to finance new orders, launch a new clothing collecting, and implement her marketing strategy to boost sales.

Her **2 mentorship sessions** helped her improve her online marketing activities during COVID.

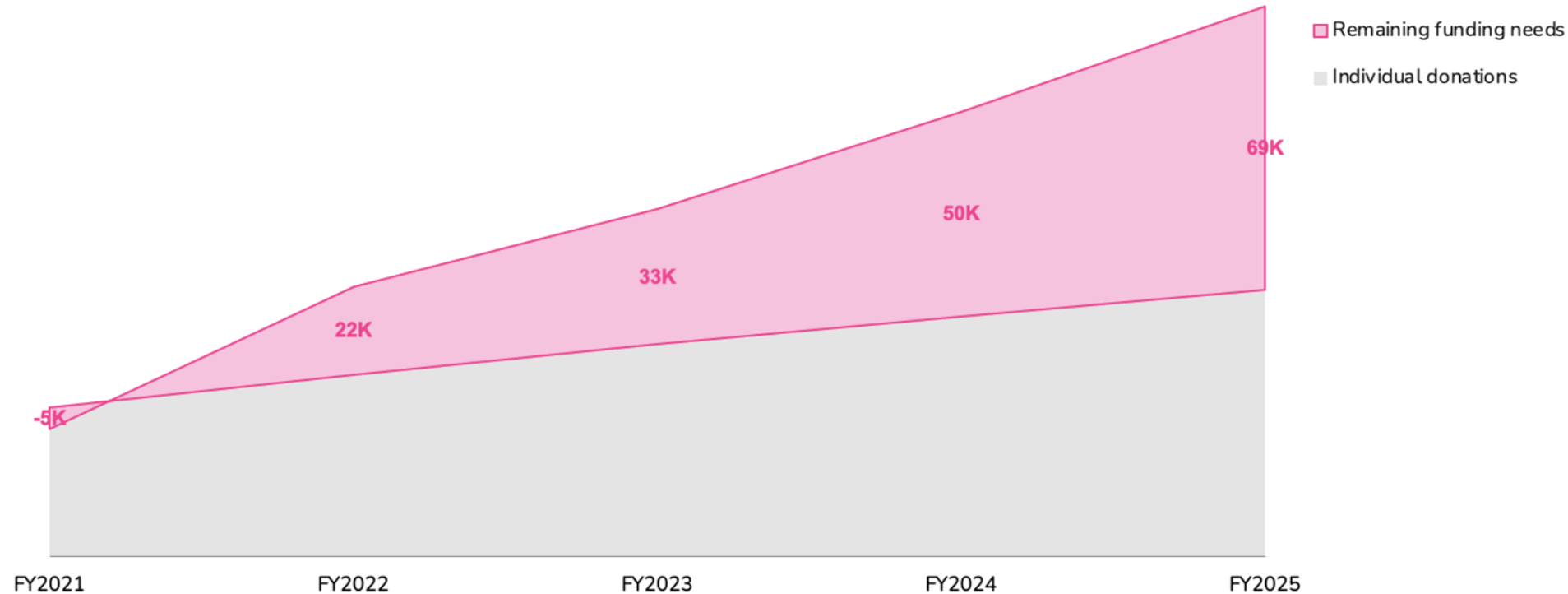
" I was stuck in terms of financing. **Most bank institutions are stringent** and take quite a lot of time. Everything was perfect about Mkono's process. **"**

" One thing raised during the mentorship session was that clients want to be involved with **a brand with a story**. **"**

" I am really grateful for what Mkono has done so far... **This has changed my life, my company, and the life of my employees.** **"**

We need your support to continue empowering young entrepreneurs

Projected funding needs through FY 2025



These funds will allow Mkono to cumulatively **support over 400 entrepreneurs** through 2025 and invest in priority initiatives to scale our impact

Your donation will have far-reaching impact: Each \$1 donated is equivalent to \$10+ of loans

High repayment rate and low operating costs optimize refresh rate

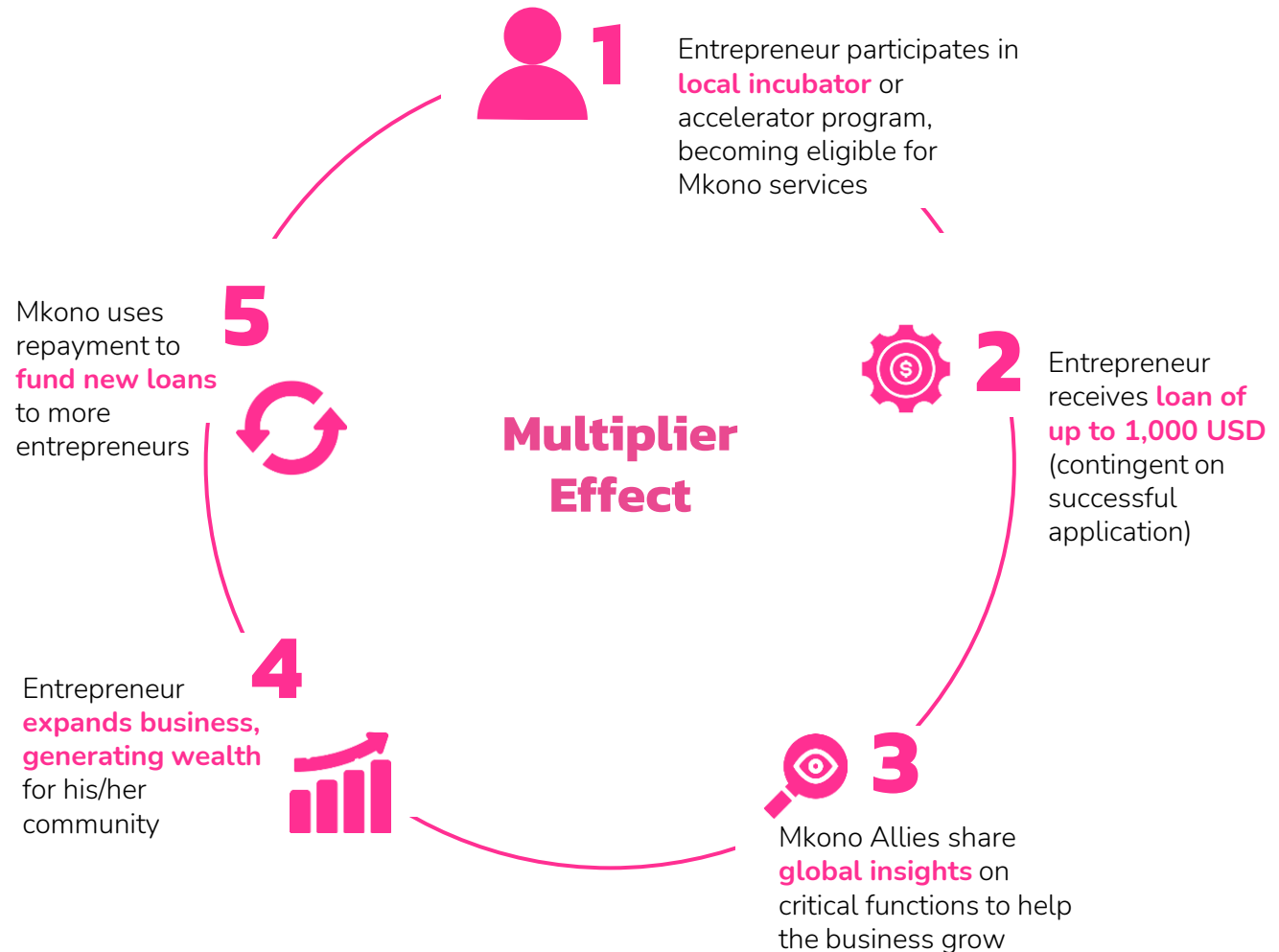
ILLUSTRATIVE

Each \$1 donated
is recycled 10x

Enabled by:

High repayment rate of ~90%: Our local partners ensure that high-potential entrepreneurs are selected and encourage loan repayment

Low operating costs: Mkono is run by a team of passionate volunteers - keeping administrative costs low so that funds can be directed to loans



Mkono means hand in Swahili. Let's give a hand to young entrepreneurs in low-income countries. **Together.**

Thank you for your interest in partnering with us!

For further information please contact Jamie at
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