

SNV



SNV in 2021

We lift up incomes and increase access to basic services

We make a lasting difference in the lives of people living in poverty, helping them raise incomes and access basic services. Driven by the Sustainable Development Goals, we are dedicated to a society in which all people are free to pursue their own sustainable development and no one is left behind. This commitment to equity directs us to focus on gender and youth.

We apply our know-how to deliver results at scale

Local presence and know-how to realise effective solutions

We apply practical know-how to support people living in poverty. By connecting our global expertise with our extensive and longstanding in-country experiences, we help realise locally owned solutions. And we do so in more than 25 countries worldwide.

Expertise in three sectors

We are experts in agriculture, energy, and water, sanitation and hygiene (WASH). Our services include advice, brokering and stakeholder engagement, advocacy, fund management, results-based financing and delegated management.

Impact through direct results and systems change

Our projects directly benefit millions of people. At the same time, our projects also drive systems change – strengthening institutions and kick-starting markets to help many more people work their way out of poverty, well beyond the scope of projects.

We commit to operational excellence

We are proud to be a not-for-profit organisation, implementing our mission exclusively through project financing. This requires us to work efficiently and to invest in operational excellence every day.

SNV in 2021

In 2021, SNV contributed to measurably improving the lives of **6.4 million people** living in poverty through increasing incomes and access to basic services, whilst also making significant contributions to systems change.

With the COVID-19 pandemic continuing throughout 2021, we saw significant setbacks in progress towards achieving the Sustainable Development Goals (SDGs). While the number of people living in extreme poverty worldwide has decreased by more than 1 billion over the past two decades, some of this success is set to be reversed. The last two years have shown that people can easily fall back into poverty if the underlying issues that trap them there are not adequately addressed.

At SNV, our commitment is stronger than ever to make a lasting difference to the lives of people living in poverty. The COVID-19 pandemic has shown that we are equipped as an organisation to flexibly adapt to external challenges, in terms of the way we work, the way we provide our services, and the way we organise ourselves. We greatly appreciate the flexibility of the donors with whom we work, which has been essential to continue our programmes within rapidly evolving contexts.

We need to adapt our systems to climate change and increase resilience amongst people living in poverty and those who are marginalised or under-represented to prevent potentially catastrophic and irreversible effects.

The world is also experiencing a deepening climate crisis. Climate change poses an unprecedented threat to humanity in the 21st century. Weather patterns are changing, becoming less predictable and more erratic, and this has a huge impact on food security and people's livelihoods. We need to adapt our systems to climate change and increase resilience amongst people living in poverty and those who are marginalised or under-represented to prevent potentially catastrophic and irreversible effects.

Despite implementation challenges due to COVID-19, our results in 2021 are in line with the targets set for what is the third year of the SNV 2019–2022 Strategic Plan. We remain on track to improve the quality of life of 20 million people and to significantly contribute to systems change in agriculture, energy, and WASH in over 20 countries where we have been working over this strategic period.

Our reach

In 2021, we worked in 24 countries across Asia, Africa, and Latin America. SNV has operated in most of these countries for decades, enabling us to acquire deep contextual understanding and knowledge, and allowing us to build long-term trusted partnerships with governments, the private sector, and civil society organisations.

SNV employed an average of 1,315 people during 2021, with the vast majority coming from the contexts where we work. SNV remains a highly diverse organisation employing over 50 different nationalities.



CRAFT, Uganda

Our deep in-country presence and strong relationships form the basis of our local credibility and our alliance-building with and between stakeholders.

Many of the communities that we seek to support are located in high-risk, conflict-prone, and fragile areas; we saw increased insecurity in 2021 in several of the countries where we work. However, with the right safety and security measures in place, SNV teams managed to stay on the ground and to adapt and continue to operate relevant project activities.

Our approach

We apply practical know-how to support people living in poverty. In 2021 we contributed to positive impacts in agriculture, energy, and WASH. We constantly develop our expertise by expanding our global knowledge and by drawing on lessons learned from practice across the globe. We use our extensive track record on the ground to apply and adapt our expertise to local contexts.

Our deep in-country presence and strong relationships form the basis of our local credibility and our alliance-building with and between stakeholders. We collaborate extensively with partners who complement

and re-energise us, such as knowledge institutes, private consultancy firms, and non-governmental organisations (NGOs). We invest in market-based approaches and work closely with the private sector. We are a trusted partner to local and national governments.

Our focus: agriculture, energy, and WASH

Our continued focus on agriculture, energy, and WASH allowed us to deepen the quality of our work throughout 2021. Many of our projects span these sectors and use an integrated approach to enable sustainable development.

Our agriculture portfolio helped improve the lives of 1.8 million people in 2021. The SNV agriculture portfolio contributes to the SDGs through a private-sector, market-based, and innovation-driven approach. We integrate our projects and programmes across agriculture value chains, nutrition, and climate adaptation. Our food and nutrition security programme improved food access and nutrition

security for 200,000 people in 2021. And we stepped up our Climate and Business programme, helping 151,000 farmers to become more climate resilient and 78,000 young people to gain new employment through SNV projects. For example, through the [Climate Resilient Agribusiness for Tomorrow \(CRAFT\)](#) project in East Africa, which is funded by the Dutch Ministry of Foreign Affairs (DGIS), 116,000 smallholder farmers were trained on climate-smart agriculture practices.

Our energy portfolio helped improve the lives of 1.7 million people in 2021 and reduced greenhouse gas emissions of over 490,000 tonnes of CO₂. The SNV energy portfolio contributes to SDG 7 to ensure access to affordable, reliable, sustainable, and modern energy for all. Our projects focus on providing people with off-grid electricity, clean cookstoves, and biogas. In addition to these direct benefits, our energy portfolio helps develop sustainable energy markets, using innovative financing mechanisms and supporting policy reform. For example, in 2021 the [BRILHO](#) programme, which is funded by the UK's Foreign, Commonwealth and Development Office (FCDO) and the Swedish International Development Cooperation Agency (Sida), supported the development of a regulatory framework for the off-grid energy sector in Mozambique. This framework ensures the necessary conditions for the private sector to develop its activities and protect its investments in solar home systems, mini-grids, and improved cooking solutions.

Our WASH portfolio helped improve the lives of 2.9 million people in 2021. Our projects led to 620,000 people gaining access to sanitation services, and to 660,000 people gaining access to a basic drinking water supply. An additional

1.9 million people now practise hand-washing with soap after defecation. With the onset of COVID-19, there was increased attention to hygiene and short-term investments in hygiene, but unfortunately this was at the expense of investments in water and sanitation service expansions and making systems more climate resilient. Our commitment to leaving no one behind translates into a focus on universal access with explicit emphasis on schools, health facilities, and last-mile service provision. Our contribution to SDG 6, on ensuring availability and sustainable management of water and sanitation for all, goes well beyond the number of people who benefit directly from our projects. Our projects supported

Our continued focus on agriculture, energy, and WASH allowed us to deepen the quality of our work. Many of our projects span these sectors and use an integrated approach to enable sustainable development.



SNV, BRILHO, Mozambique

We focus on projects that provide opportunities to create sustainable, large-scale impact.

the development of public institutions and built markets that will ultimately provide many more people with WASH services.

In 2021, we invested in deepening and broadening our technical capacities to ensure that SNV remains relevant to the needs and opportunities in the contexts where we work and equipped to make the greatest possible impact. Across our work, we have further updated and improved our existing products and approaches to address evolving needs, to harness new opportunities, and to adjust according to changed contexts. In response to COVID-19 and a shifting donor landscape, in 2021, we also explored opportunities to broaden the scope of the products and services within our core areas of focus. We started a process to pivot our agriculture sector to food systems, and to expand our WASH sector into a broader water sector.



SNV, Beyond the Finish Line, Nepal

Changing the systems that trap people in poverty

Our projects do not just deliver direct results – they also aim to help change the systems that trap people in poverty. Our projects intend to kickstart markets, support governments and other actors to improve their service delivery, and improve government and market accountability. We focus on projects that provide opportunities to create sustainable, large-scale impact. SNV, as a trusted partner, is positioned well to support these discussions at the strategic and policy level. We help to build enabling conditions, policies, financing arrangements, protocols, and capacities to sustain and scale up improvements beyond the individual project.

In 2021, our on-the-ground presence and expertise helped kickstart markets and services ranging from dairy and vegetables, to cookstoves and solar systems, to desludging of latrines and septic tanks. We leveraged additional financial resources from businesses and governments and aim for our approaches to be adopted by the public and private sector and become the new norms. As well as influencing governments and the private sector to change their behaviours, we also continue to work on behaviour change at the household level, whether on hygiene, nutrition, use of cookstoves, or gender roles.

Looking forward

Recent global developments are devastating and worrisome. We are greatly concerned about the war in Ukraine, especially for the people involved directly, but also in terms of how the related energy and food shortages might



Tassaght, Sustainable Technology Adaptation for Mali's Pastoralists (STAMP), Mali

act as catalysts for further conflict around the world. There is also heightened insecurity in the Sahel with coups and terrorist activities, and security issues outside the Sahel such as in the Tigray region in Ethiopia and the Cabo Delgado province in Mozambique. We take suitable measures to ensure our teams continue to keep our projects actionable and impactful even in those situations.

In terms of the COVID-19 pandemic, we see some positive signs but need to remain flexible and prudent. For the first time in 20 years, poverty is significantly increasing. For millions of people around the globe, this crisis will not be short-lived.

Our work has become more relevant than ever.

In 2022, we will finalise our new strategy to steer SNV to 2030. We will look to scale up the impact of our work in food, energy, and water, focusing more deliberately on systems change, and building more intentional and strategic partnerships. We will continue to invest in our people, strengthening technical expertise, and expanding and diversifying our talent pool.

As our reach and impact in fragile contexts continues to grow, we will increase our investments in safety and security management.

In our new 2030 Strategy, we will look to scale up the impact of our work in food, energy, and water, focusing more deliberately on systems change, and building more intentional and strategic partnerships.



SNV, Improved Cookstoves (ICS) Programme, Lao PDR

2021 in numbers

We measurably improved the quality of life of **6.4 million people**

WASH



661,000
people who gained
access to (at least)
basic sanitation



619,000
people who
gained access to
(at least) basic
drinking water



1,948,000
more people
practising
handwashing
with soap after
defecation

Agriculture



1,630,000
people with
increased
income



151,000
farmers with
increased
resilience to
climate change



222,000
people with
increased
food and nutrition
security

Energy



19,000
people with
access to
biodigesters

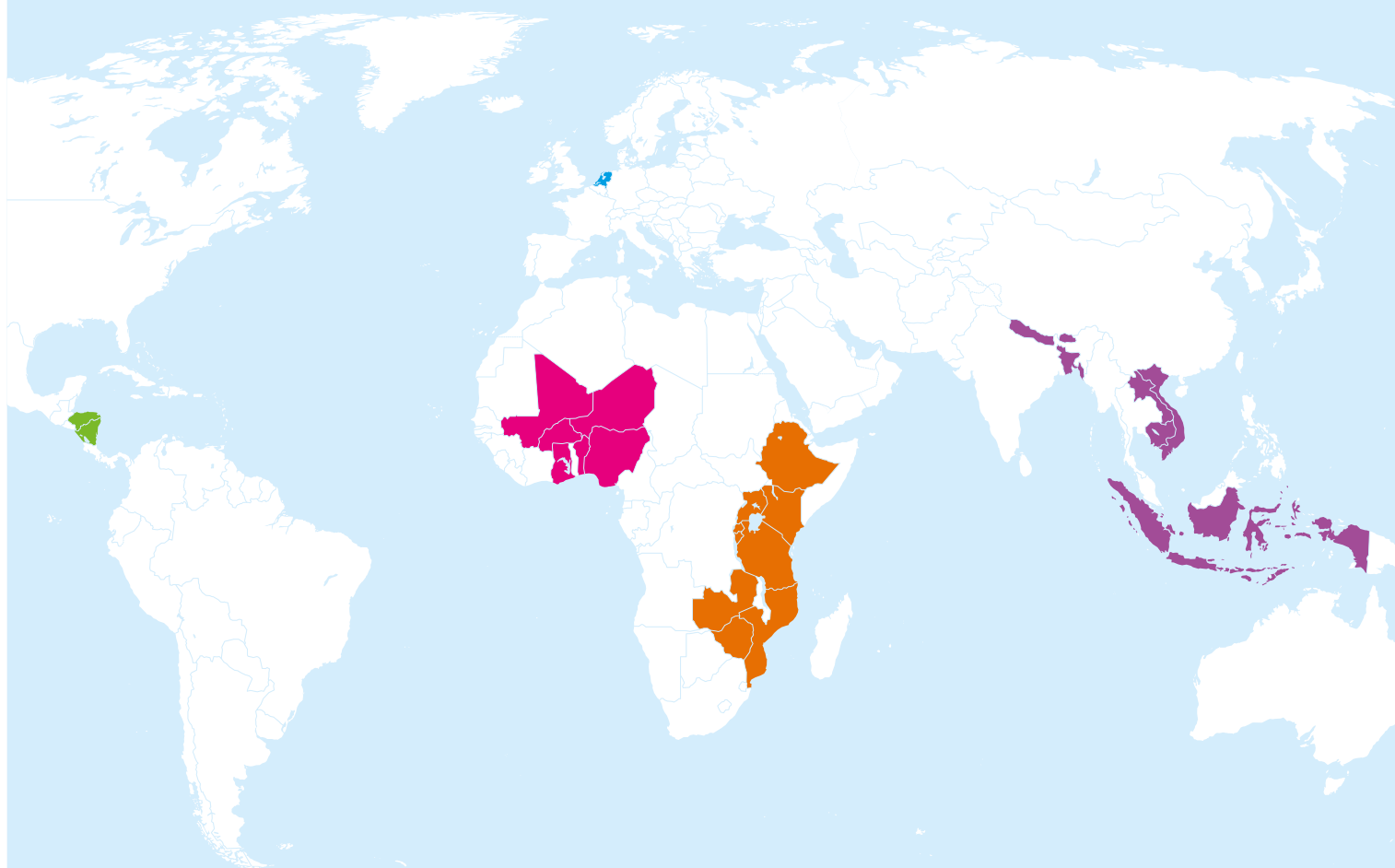


950,000
people with
access to
improved
cookstoves

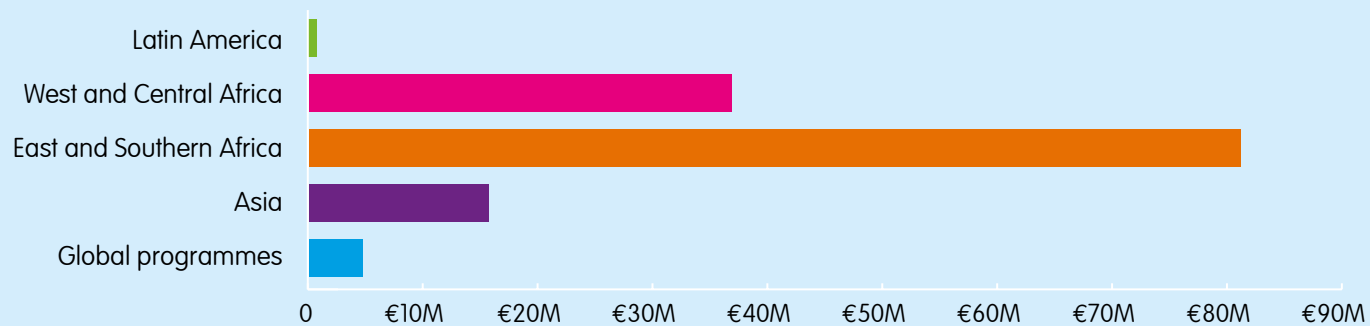


700,000
people with
access to
off-grid solar

Our reach



Revenue per region



Latin America

Honduras
Nicaragua

West and Central Africa

Benin
Burkina Faso
Ghana
Mali
Niger
Nigeria

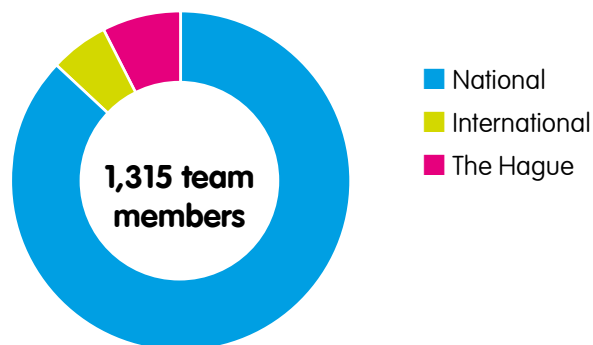
East and Southern Africa

Burundi
Ethiopia
Kenya
Mozambique
Rwanda
Tanzania
Uganda
Zambia
Zimbabwe

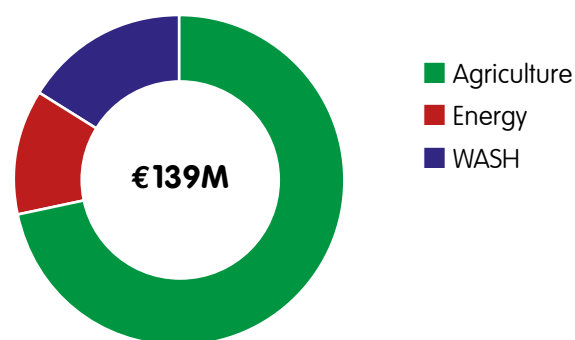
Asia

Bangladesh
Bhutan
Cambodia
Indonesia
Lao PDR
Nepal
Vietnam

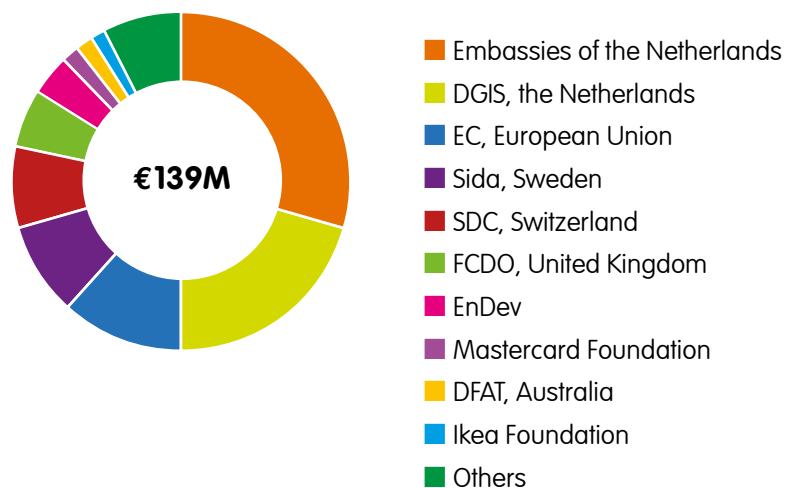
Our team

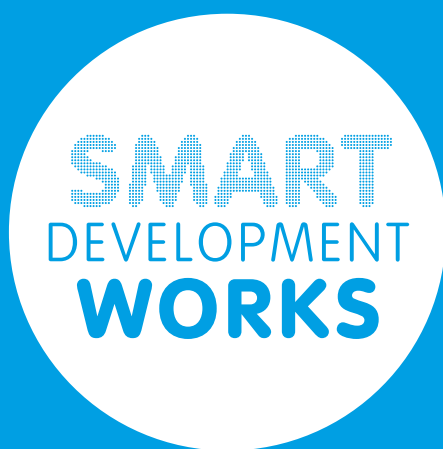


Revenue per sector



Revenue per donor





SNV
Netherlands Development Organisation
Parkstraat 83
2514 JG The Hague
The Netherlands

Phone: **+31 (0)70 3440 244**
Email: **info@snv.org**

www.snv.org

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