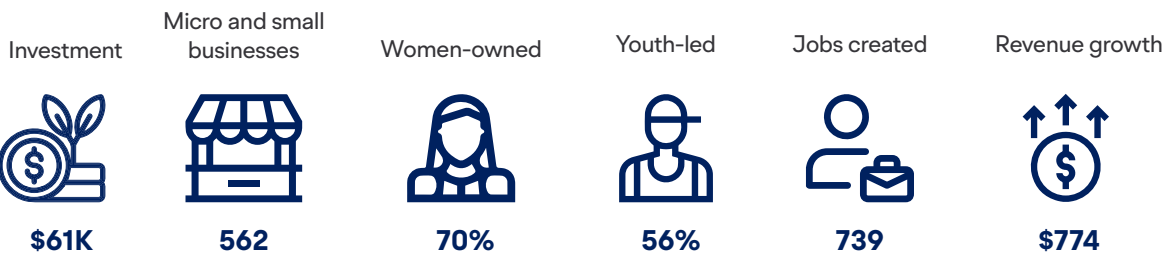


2024 Inkomoko Results Report - South Sudan

Executive Summary

In this results report, Inkomoko presents the scale of its program in South Sudan.

Since opening in South Sudan in 2023, more than 550 entrepreneurs benefited from business training and consultation, with more than 65 clients also receiving direct investments. Inkomoko services have reached clients across Juba, Maban, Mangala, and Gorom.



Inkomoko Results

Clients in Inkomoko's program benefited from an average revenue growth of 774 USD and created 739 jobs by the end of the program.

- **Inclusive programming:** 87% of clients served are refugees, and 70% are women.
- **Skills improvement:** 99% of clients now report using booklets to record their sales. Additionally, 84% can differentiate between personal and business finances, 72% are capable of creating financial projections, and 97% have implemented a clear savings system.
- **Market linkage:** 80% of clients have expanded their market reach, attracting more customers and entering new markets.
- **Access to finance:** 67 loans were disbursed to address financial challenges and promote businesses' growth.
- **Revenue generated:** Clients experienced a 7% increase in revenue, generating a total of \$414K.
- **Livelihood impact:** On average, clients achieved a savings increase of \$167 per household.
- **New jobs created:** On average, 1.3 jobs were created per business.



Inkomoko services supported Nashwa, a Sudanese refugee who fled to Juba in 2011. She runs a salon with four employees, creating job opportunities in the community. She joined Inkomoko in November 2023, received training on Business and an investment of 500,000 SSP to expand her stock and diversify her offerings.

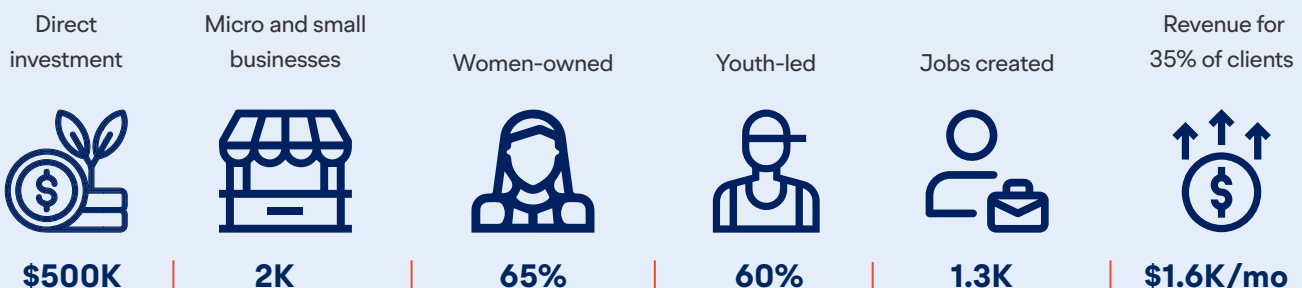
“Before Inkomoko, I could hardly save money. Now, I can manage my finances, attract more customers, and plan for emergencies. Inkomoko’s support has transformed my business.”

Learnings from Inkomoko's Work

- **Coordinated efforts are needed to foster self-sufficiency:** Businesses in South Sudan must demonstrate resilience and adaptability due to the volatile environment and fragile economy. Economic inclusion programs like Inkomoko's equip entrepreneurs to navigate uncertainty and build sustainable enterprises. However, there is an opportunity to support their transition from aid dependence to entrepreneurship, requiring coordinated efforts across multiple sectors and organizations.
- **Lack of business skills and capital are primary challenges:** Clients identify the lack of business skills as their main challenge, followed by insufficient capital, restricted market access, transportation issues, and poor infrastructure. Most clients lack the skills to identify lucrative business opportunities and use new technologies, leading to a prevalence of imitative businesses and limited innovation.
- **Partnerships enhance financial access:** Coordination with financial institutions and other stakeholders has enhanced financial access for entrepreneurs. This is exemplified by Inkomoko's partnership with UNHCR, CRA, and the Ministry of Interior, which has enabled refugees to open bank accounts and conduct transactions for the first time.
- **Tailored support is crucial:** Customizing services to meet clients' needs ensures program effectiveness. For instance, since 49% of clients have no formal education and only 9% have completed primary school, Inkomoko has employed traditional methods for literate clients and innovative tools, such as colored beads, to teach those with limited literacy.
- **Market challenges significantly impact businesses:** Many clients are struggling due to rising inflation and the depreciation of the local currency against the dollar. These economic pressures lead to increased transportation and production costs, making it difficult for businesses to set prices, increase sales, and ensure profitability.

Integrating learnings into 2024 Goals in South Sudan

Inkomoko's results demonstrate that our model is filling gaps in the market and that there is more demand for training, individualized consulting, and tools to help entrepreneurs build sustainable businesses. Inkomoko 2024 goals include:



About Inkomoko

With 12 years of experience supporting entrepreneurs in East Africa, Inkomoko has set ambitious goals to do even more to support entrepreneurs' economic development across Africa: in the next three years, Inkomoko will provide **150M USD in investments and reach 90K clients in 6 countries, helping 600k people to exit poverty through private sector solutions.**

Thank you to Inkomoko Partners in South Sudan



Our impact since 2012

