



TECHNOSERVE BUSINESS SOLUTIONS TO POVERTY

Our Impact

2010 ANNUAL REPORT • SUSTAINABLE SOLUTIONS • FINANCIAL RESULTS • GLOBAL IMPACT

OUR MISSION

TechnoServe helps entrepreneurial men and women in poor areas of the developing world to build businesses that create income, opportunity and economic growth for their families, their communities and their countries.



Gerald and Rosemary Muthomi understand poverty. Raised in poor farming families in the foothills of Mt. Kenya, the Muthomis wanted to improve the lives of people in their community. They launched a company, Meru Greens Horticulture, to give smallholder farmers an opportunity to sell their produce for a better price.



When Gerald and Rosemary were looking to grow their company, TechnoServe helped them identify a promising market opportunity for high-quality bananas. Our advisors showed the company's workers and suppliers techniques for producing bananas more efficiently and profitably.

Meru Greens thrived, more than doubling its purchases from smallholder farmers and growing its sales fivefold. Today, the company employs nearly 160 people and buys products from 4,300 farmers.

TechnoServe is no longer assisting the company, but the skills and knowledge remain. Households are benefiting from the new jobs and higher incomes. Our impact can be seen in the better quality of life for families throughout the community.

PARTNERSHIP AND COLLABORATION

Since 1968, TechnoServe has worked to create this kind of sustainable change for the people who need it most. We measure success by what happens after our assistance ends: Does a community have growing businesses? Can farmers access markets for their products? Are families better off than before?

Our work begins with partnership. First and foremost, we partner with entrepreneurs and smallholder farmers in poor communities across the world. Their work is the engine of change. Together with public- and private-sector partners, TechnoServe helps these people fill in the missing pieces needed to achieve lasting economic growth.

We tailor programs to the challenge and opportunity at hand. Our work may happen from the bottom up, training farmers and entrepreneurs in fundamental skills. Or it may come from the top down, collaborating with governments, financial institutions and corporations to help our clients access markets and financing.

IMPACTING FAMILIES, COMMUNITIES AND COUNTRIES



At the household level, TechnoServe's work helps families improve their quality of life. These benefits last because they are underpinned by new skills and knowledge. In the Mayan highlands of Guatemala, Mónica Jacinto leads a fruit juice company owned by a group of women. TechnoServe has helped the women access new markets and improve the company's operations. Sales are up 60

percent. The higher income has made it easier for Mónica to feed her children, provide them with health care and send them to school.

When a group of farmers or businesses adopt improved practices, the benefits extend to whole communities. TechnoServe has helped former fighters in Nicaragua's civil war to create farming cooperatives and connect to lucrative markets. Their success has created new jobs and set an example for others in the community.



TechnoServe's work can even impact entire countries, improving the lives of tens of thousands of people and promoting continued growth. In Mozambique, TechnoServe helped set the poultry



industry on a path of sustainable growth through a program that strengthened local companies and smallholder farmers. The industry has grown more than sixfold and today accounts for more than 90,000 jobs across the country.

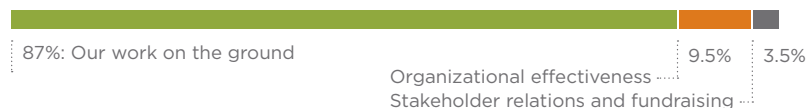
This type of change is hard to create. But our experience has

shown that private enterprise can transform lives. TechnoServe provides a spark, but the men and women of the developing world drive this progress. They make our work a sustainable solution to poverty.

2010 AUDITED FINANCIAL HIGHLIGHTS*

EFFICIENCY AND RESPONSIBILITY

We spend each dollar raised as follows:



<i>In thousands</i>	2010	2009
Program investment		
Program services	\$ 48,951	\$ 40,838
Support services	7,781	6,723
TOTAL PROGRAM INVESTMENT	\$ 56,732	\$ 47,560
Fundraising	1,584	1,512
TOTAL PROGRAM INVESTMENT AND FUNDRAISING	\$ 58,316	\$ 49,072
Support and revenue		
Private funding	\$42,880	\$ 31,416
<i>Individuals</i>	3,628	2,717
<i>Foundations/Corporations</i>	39,252	28,699
Governments	9,201	15,407
Contributed services	3,681	2,686
Other	221	497
TOTAL SUPPORT AND REVENUE	\$ 55,983	\$ 50,006
Asset, liability and net asset summary		
Cash and cash equivalents	\$ 5,298	\$ 7,145
Cash and cash equivalents subject to donor restrictions	27,229	27,196
Other assets	11,081	11,361
Liabilities, deferred revenue and restricted net assets	38,850	39,881
FUND BALANCE	\$ 4,758	\$ 5,821

*The statement above reflects excerpts from TechnoServe's audited financial statements for fiscal years 2009 and 2010.

GOVERNANCE AND LEADERSHIP*

INTERNATIONAL BOARD

CHAIRMAN

Paul E. Tierney, Jr.
Managing Member
Development Capital,
LLC

VICE CHAIRMAN

John B. Caron
Former President
Caron International

VICE CHAIRMAN

Peter A. Flaherty
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McKinsey & Company,
Inc.
Managing Director
Arcon Partners, LLC

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Bruce McNamer
President and CEO
TechnoServe, Inc.

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Senior Director,
Former Vice Chairman
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Zephyr Management, L.P.

Beth A. Brooke

Global Vice Chair
Ernst & Young LLP

Michael J. Bush

President and CEO
NTN Buzztime, Inc.

Robert B. Calhoun

Founder and Senior
Advisor
Monitor Clipper Partners

Okey Enelamah

CEO
African Capital Alliance

Bruce Heerema

Chairman & Co-CEO
Heritage Lace, Inc. (ret.)

Harvey Heller

President
Heller Bros. Packing
Company

Aedhmar Hynes

CEO
Text 100

Ali A. Mufuruki

Chairman & CEO
Infotech Investment
Group Ltd.

James C. Orr

Executive Director
The Bretton Woods
Committee

Meghan O'Sullivan

Lecturer in Public Policy
Harvard Kennedy School
of Government
Senior Fellow
Belfer Center for Science
and International Affairs

Alan Patricof

Managing Director
Greycroft, LLC

Michelle Peluso

Global Consumer Chief
Marketing and Internet
Officer
Citigroup, Inc.

Kurt C. Peterson

Partner
Reed Smith, LLP
Executive Committee

John Phillips

Partner
Phillips & Cohen, LLP

Scott Portnoy

Corporate Vice
President
Cargill

Bonnie E. Raquet

Corporate Vice
President,
Corporate Affairs
Cargill (ret.)

Jerry A. Riessen

President
O.L.S. Energy

Brian Schofield

Director
McKinsey & Company,
Inc. (ret.)

Paul Soros

Paul Soros Investments
LLC

EUROPEAN BOARD

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Henry Tinsley
Chairman
Green & Blacks (ret.)

SECRETARY

Robert Wiltshire
Buying Director
LDH (La Doria) Ltd.

Michelle Crowe Hernandez

Founder and Managing
Director
Cadencia Advisors

Michael Davies

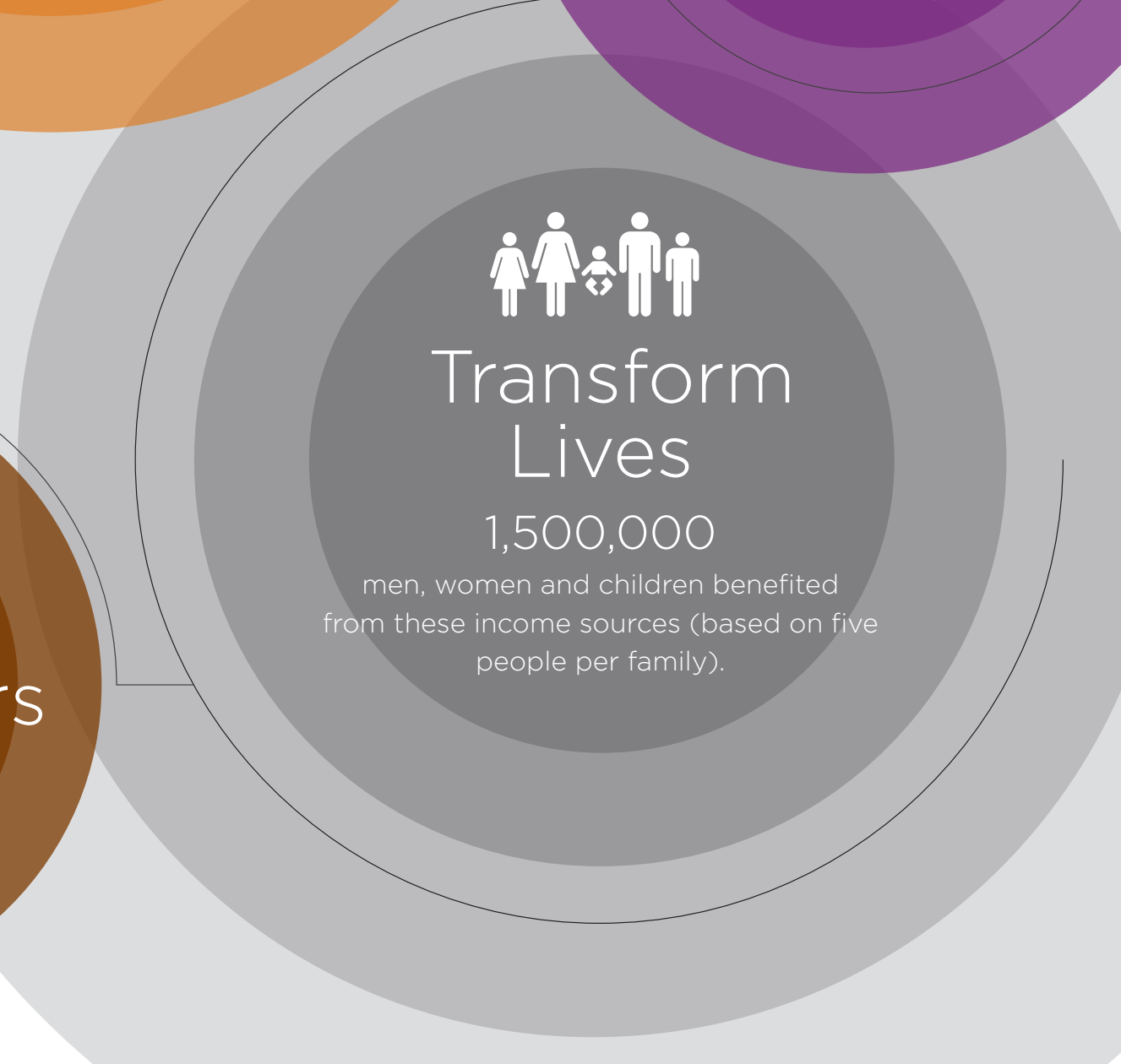
Managing Director,
Africa Division
Cargill (ret.)

Dr. Pierre Van Hoeylandt

Former Managing
Director
Acap Partners Limited

*as of July 2011

KEY SECTORS



WHERE WE WORK

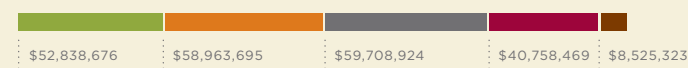
- **Active**
 - **Emerging**
 - **Past**
 - **Offices**
- | | | | | | |
|---------------|------------|--------------|---------------|------------|-------------------------------|
| Benin | Ethiopia | Nigeria | Guinea | Belize | London |
| Bolivia | Ghana | Peru | Guinea Bissau | Costa Rica | Norwalk, CT |
| Brazil | Guatemala | Rwanda | Morocco | Dominica | Washington, DC (Headquarters) |
| Burkina Faso | Haiti | South Africa | | Madagascar | |
| Chile | Honduras | Swaziland | | Mali | |
| China | India | Tanzania | | Panama | |
| Colombia | Kenya | Uganda | | Poland | |
| Cote d'Ivoire | Malawi | Venezuela | | Sudan | |
| Ecuador | Mexico | Zambia | | | |
| El Salvador | Mozambique | Zimbabwe | | | |
| | Nicaragua | | | | |

How We Made An Impact in 2010

TechnoServe helps entrepreneurial men and women in the developing world capitalize on business opportunities that create jobs and income for poor people. Our advisors impart critical skills and knowledge that promote a thriving private sector. The economic growth helps people improve their lives and secure a better future for their families.

- Latin America and the Caribbean
- West Africa
- East Africa
- Southern Africa
- Coffee Initiative (Ethiopia, Kenya, Rwanda and Tanzania)

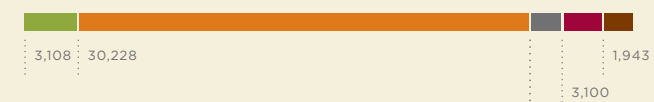
SALES



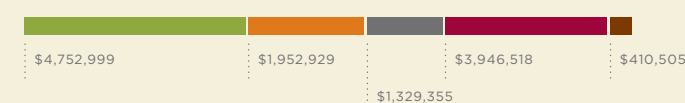
PROFITS



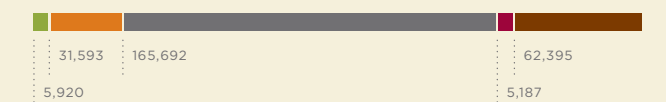
EMPLOYEES



WAGES



SMALL-SCALE PRODUCERS



PRODUCTS PURCHASED



“When you think about it, the mission of an organization such as TechnoServe is not to remake women and men, not to create a more noble being. Instead, the mission of TechnoServe is to release and empower our neighbors...to help them throw off their burden of poverty and stand erect with a sense of their innate pride and dignity.”

EDWARD P. BULLARD (1935-1996)
TECHNOSERVE FOUNDER



Washington, DC

1120 19th Street, NW, 8th Floor
Washington, DC 20036
TEL: +1 202.785.4515

Connecticut

148 East Avenue, Suite 3H
Norwalk, CT 06851
TEL: +1 203.852.0377

Europe

83 Victoria Street
London, SW1H 0HW
TEL: + 44 20 3008 7995



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