



Nairobi



Coted  
Guinea



aldeamo

*Our partners didn't  
think we could  
make money...*

*and help people in  
emerging markets  
at the same time*

# Aldeamo connects businesses with their target audiences



Operations in 13 countries



300 million people connected



120 million transactions

# We showed in 2004

	<b>Colombia</b>
2004 population	42,4 M
2004 Internet	3,8 M
2004 Mobile	10 M

# They saw

	Colombia
2004 population	42,4 M
<b>2017 population</b>	<b>49,3 M</b>
2004 Internet	3,8 M
<b>2017 Internet</b>	<b>20 M</b>
2004 Mobile	10 M
<b>2017 Mobile</b>	<b>56 M</b>



Diverse local team



Supportive Norwegian team

# Impact

- 70X growth in 8 years
- Helped 15 Million voters in Peru
- Helped 400,000 coffee growers in Colombia



How

# Fantastic Partnership

Humble

Written Agreement

Clear Roles

TRUST

How

# Right Infrastructure

Scalable

Proven business model

Positive CASHFLOW

Someone in charge both sides



# Support



# Cultural Challenges

## Colombians

Talk a lot

Emotional

Last minute

Trust once proven  
beginning

What's in it for Me

## Norwegians

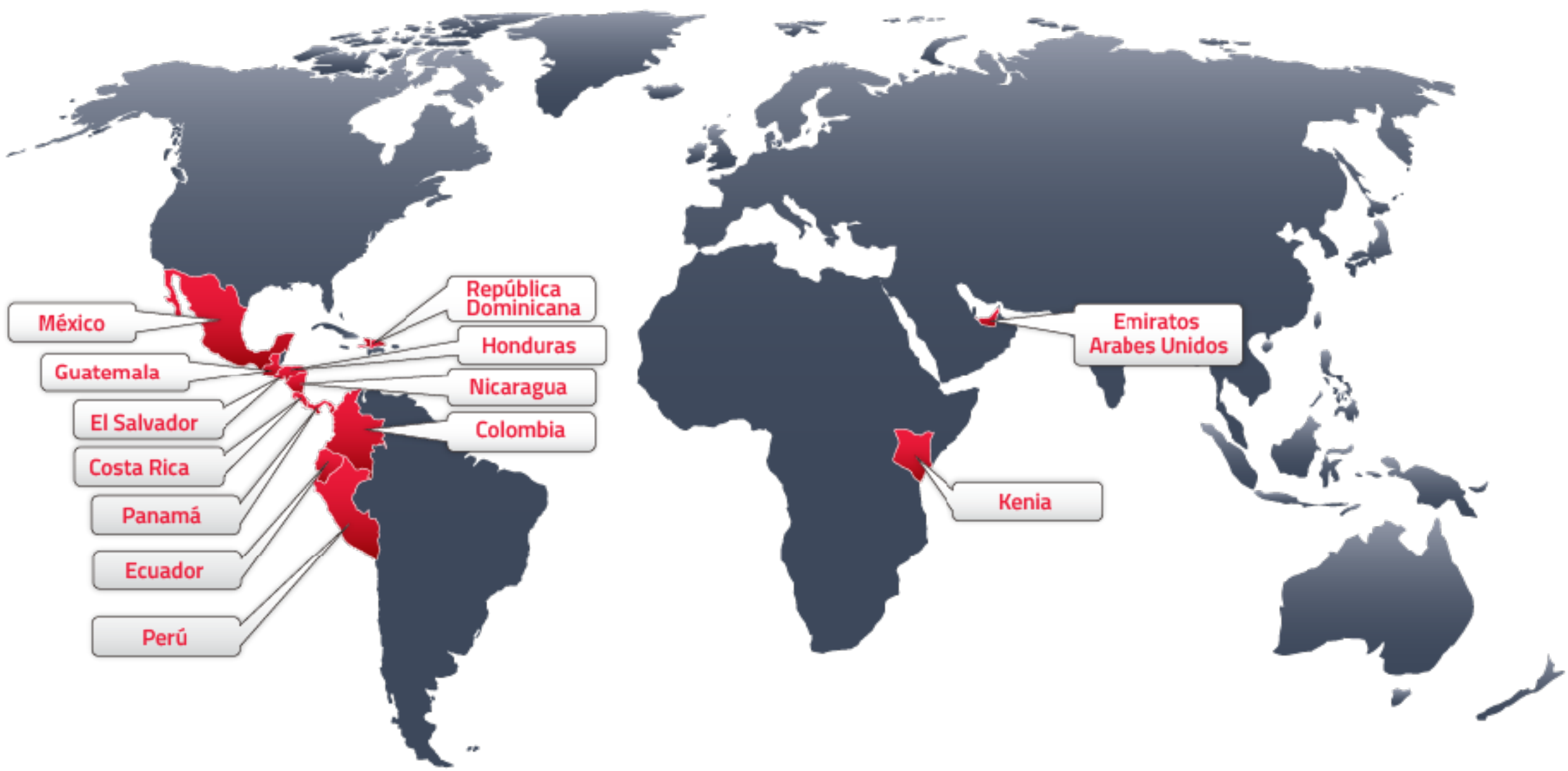
To the point

Calm

Planning & punctuality

Trust from

Solidarity



México

Guatemala

El Salvador

Costa Rica

Panamá

Ecuador

Perú

República Dominicana

Honduras

Nicaragua

Colombia

Emiratos Arabes Unidos

Kenia