



◀ We-Fi progress report for EWASME and BRAVE Women
October 12th, 2021, presentation to the GC ▶

Empowering West African Women Small and Medium Enterprises in Rice Value Chains (EWASME)

Objective: The Program aim to upgrade & advance women owned/led small and medium enterprises (WSMEs), and women owned/led very small enterprises (WVSEs) involved in the postproduction segment of rice value chain in **Guinea (230), Niger (310), Senegal (260) and Sierra Leone (200)** by:

- ❑ Addressing the **financial constraints** faced by WSMEs & WVSEs;
- ❑ Addressing **non-financial constraints** faced by WSMEs & WVSEs;
- ❑ Increasing the number & capacity of WSMEs & WVSEs to **access markets**.

Status:

Program document reviewed and cleared by Bank Technical and Operation committee

Onboarding of implementation partner (UNDP)

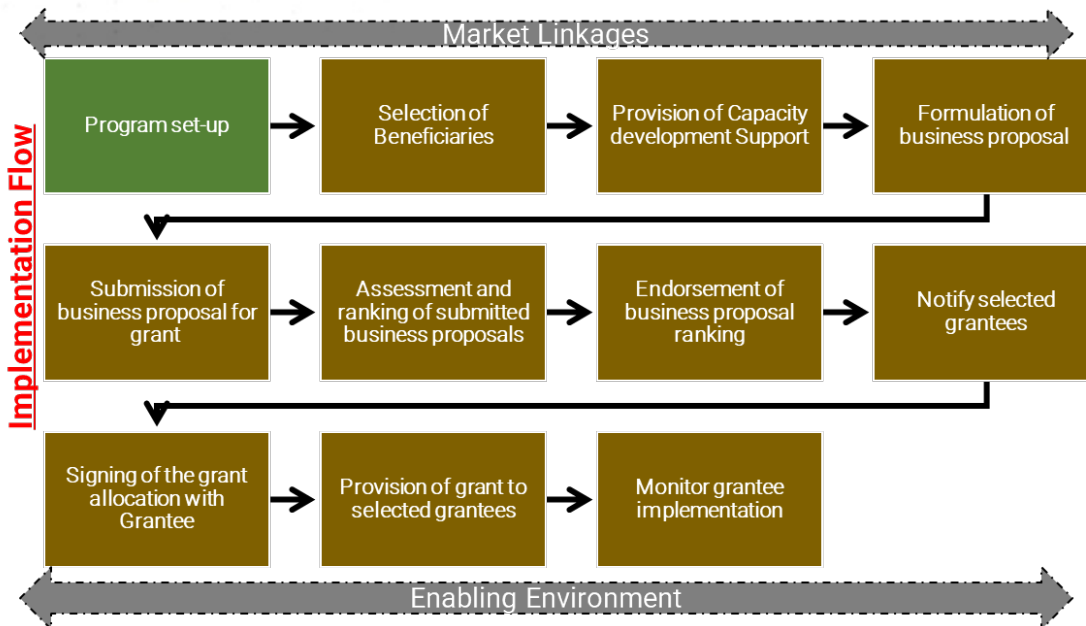
Next Step:

Startup Workshop (January 2022)

Actual Implementation (January 2022)

Program Set-up activities

- Ecosystem analysis including further identification of financial and non-financial constraints
- Identification of government coordination agency, Implementing Partner, and Responsible parties & their adequate assessment
- Development of eligibility criteria for WSME and WVSE that will be receiving Business Development Services
- Preparation of program Instruments & plans including M&E Framework
- Operationalization of Governance and implementation structure
- Formulation of Operation Manual for grant disbursement
- Development of eligibility criteria for WSME and WVSE that will be receiving Grant



Islamic Development Bank – BRAVE Women Program status as of June 2021

“BRAVE Women” is a multi country program (Yemen, Nigeria and Burkina Faso) created to enhance the resilience of women-owned and led MSMEs in fragile contexts, with potential for scaling up and replication.

Program Goals

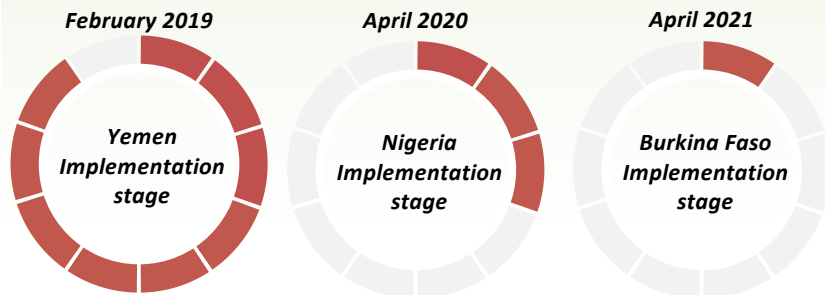
- Target at least **1,500 women MSMEs** with specialized business trainings and **1,200 of them** to qualify for combined grant matching support
- Target of \$57 millions of mobilized funds

Key Achievements as of June 2021

- The three countries: Yemen, Nigeria and Burkina Faso are currently under implementation
- **916** WSMEs trained and **567** of them supported financially
- **\$8.9 millions** of non-We-Fi mobilized funds
- # of partners institutions: **11**

Program Timeline

- GC Approval date for the Program: April 25th, 2018
- 3 years project per country from starting date



Funding

- Total Budget: \$32.2 millions
- **Disbursed as of June 2021: \$11.1 millions (35%)**

Islamic Development Bank – BRAVE Women Program geographic overview



BRAVE Women Program is implemented in Yemen, Nigeria and Burkina Faso (**100% funds allocated to FCS countries**):

- **Yemen in five provinces:** Sanaa, Aden, Ibb, Hadramout and Taiz
- **Nigeria in three states:** Edo, Gombe and Kano States
- **Burkina Faso in four provinces:** Ouagadougou, Bobo-Dioulasso, Dédougou and Ouahigouya

Islamic Development Bank – BRAVE Women accomplishments over last year (June 2020-June 2021)

Yemen

- ✓ Two batches of WSMEs supported: **916 received trainings** across the country and **567 of them obtained financial support** through grant matching for a **total amount of \$5.8m**
- ✓ **Eleven Business-to-Business (B2B) events** across the country
- ✓ **WSMEs increased their access to finance** and interactions with the local banking industry
- ✓ **Independent evaluation report** was produced by the consulting firm Ghubril in June 2021: preliminary results showed that **97% of the beneficiaries were satisfied with the project** and **90% of them improved their performance after receiving support**

Nigeria

- ✓ **Recruitment of a Residential Technical Advisor (RTA)** in July 2020 to build the Nigerian's EA (BOI) capacity and set-up a viable and effective PMU
- ✓ **Recruitment of the entire project team (PMU)** and capacity building exercise completed in Q1 2021
- ✓ **Technical exchange Program between Yemen and Nigeria in April 2021:** knowledge transfer from the Yemeni (SMEPS) to Nigerian EA (BOI)
- ✓ **Rapid market assessment and project IT infrastructure** (project website and CRM) completed
- ✓ In June 2021, the **project's marketing campaign including advocacy and communication activities** began with promotional workshops in Kano and Gombe states

Burkina Faso

- ✓ **All the internal approvals at IsDB level** have been obtained in Q3 2020
- ✓ **Legal agreements** including the Framework Agreement with the Ministry of Finance and the Technical Assistance Agreement with the local Execution Agency, respectively, have been both signed in April 2021
- ✓ **Capacity development of the local Execution Agency** started in Q2 2021
- ✓ **The project team initiated a parallel peer consultation** with representatives of other international development partners (including the World Bank and IFC) with active or completed MSME support programs in Burkina Faso

Islamic Development Bank – BRAVE Women Lasting impacts on Women MSMEs

Women visibility and interactions

- ✓ **Yemen: Since 2019, WMSMEs in Yemen increased their partnerships with other local project's stakeholders** such as Chambers of Commerce
- ✓ **The project was at the origin of the first B2B events for WMSMEs:** a total of **11 B2B events** were organized in the country and **538 women MSMEs** and **294 market/value chain players** attended those events since 2019
- ✓ **Increase representation of women in financial institutions:** 14 women hired by one of the partner bank in Yemen since 2019
- ✓ **Nigeria: promotional workshops provided an opportunity for WMSMEs to establish linkages with government agencies** such as the Corporate Affairs Commission (CAC) and the Small and Medium Enterprises Development Agency of Nigeria (SMEDAN)

Increase access to finance and services for women

- ✓ **In Yemen,** the project enhanced Women SMEs access to finance and interactions with the local banking industry:
 - **Women SMEs getting additional financing with lower market price through the bridge finance product**
 - **280 WMSMEs received financial literacy training** from the banks to increase their bankability
 - **Financial Institutions are more responsive to the needs of female clients:**
 1. Al-Kuraimi bank expanded its products and services for WMSMEs in 4 new districts with a 5% increase of its portfolio of WMSMEs
 2. Tadhamon Bank reached out to all of the BRAVE Women beneficiaries to promote its new services and products with reduced mark up of 10% and premium treatment for them
 3. Saba Bank established a special communication channel for BRAVE Women beneficiaries to promote and share its services and daily news
- ✓ **In Nigeria,** promotional workshops helped link WMSMEs to partner banks facilitating the opening of bank accounts

Islamic Development Bank – BRAVE Women Storytelling & Communications



BRAVE Women Yemen support to education sector:

<https://youtu.be/bpXtloE11e4>



وكالة تنمية المنشآت
الصغيرة والأصغر
Small & Micro Enterprise
Promotion Service

» We-Fi Annual Meeting BRAVE Women Yemen



» About SMEPS

The Small and Micro Enterprise Promotion Service (SMEPS) is a National agency operating in Yemen, and a subsidiary of the Social Fund for Development.



SMEPS was established in 2005, under the National Strategy for the development of Small and Micro Enterprises approved by the Council of Ministers.



SMEPS Mandate is to support Economic Resilience & Growth through:

- Value Chain Development
- Business Development Services
- Entrepreneurship



» The BRAVE program Since 2016

Business Resilience for Value-Added Enterprises (BRAVE Projects)

Deauville Transition Fund through IsDB-ICD

BRAVE Women Project

We-Fi Initiative through the World Bank

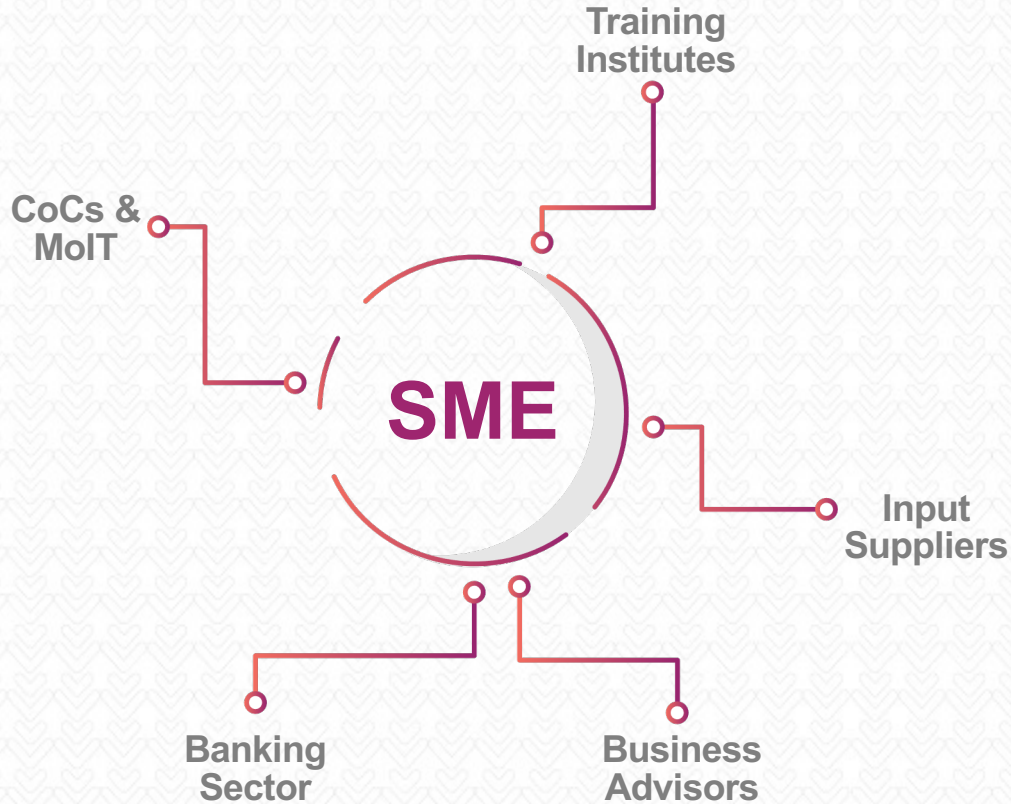
Goals:

**Resilience and
Continuity of
SMEs
Sustaining
existing jobs &
creating new
jobs**





SMEPS Approach in BRAVE Women Yemen

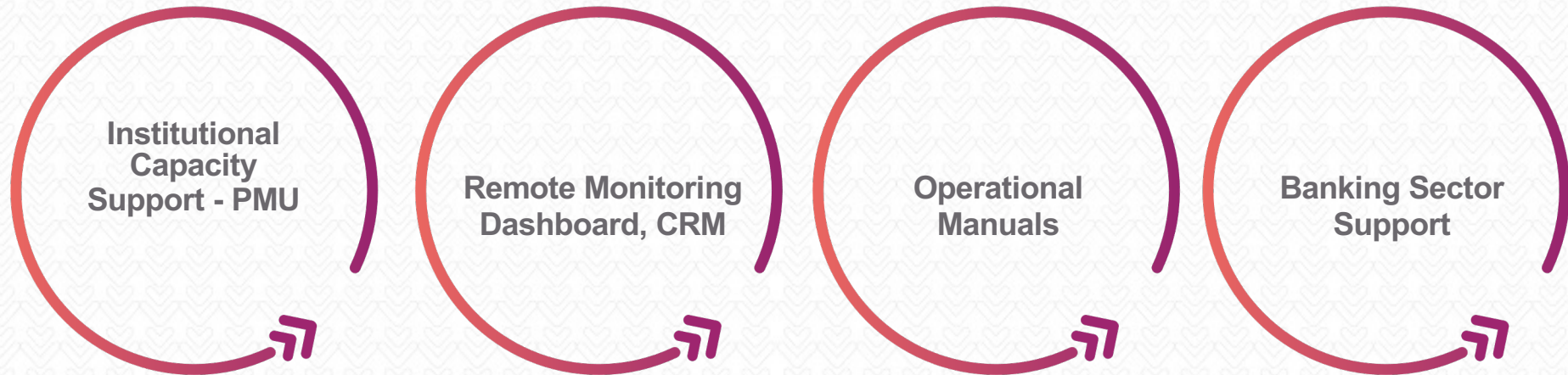


Modalities:

Conditional Cash Transfers (Capital Assets, Matching Grant Scheme) & Technical Support (Entrepreneurial & Business Training, Coaching and Advisory Services)



» Institutional Build-up and Change of SMEPS





BRAVE Women Yemen in Numbers



916

Number of Trainees

890

Developed BCM
Plans

567

Received Matching
Grants

\$766,229

WMSMEs
Self-Investment

908

New Jobs Created

597

Females Jobs

1472

Jobs
Sustained

86%

Increase in Sales
for Firms



82%

Increase Profit

85%

Increase in number
of customers

97%

Firms Satisfied
with Project

\$6.4 M

WMSMEs contribution

we-fi SUMMIT

WOMEN ENTREPRENEURS
FINANCIAL INITIATIVE

Middle East and North Africa



BANK GROUP
IFC

A woman wearing a black hijab and a black dress with a blue and white striped sash stands in the center of a large warehouse. She is surrounded by hundreds of gas cylinders of various colors (blue, brown, grey) and sizes, stacked in rows that stretch into the background. The floor is concrete and the walls are made of light-colored stone or concrete blocks.

10K

Patients Served

100%

Increase in Profit

50%

Increase in
Employees



» Lesson Learned

- **Value for Money:**
Supporting women is more challenging, bigger investments are needed in skills to cover the literacy gaps, gender gaps & enhance the human capital.
- **Business Ecosystem:**
Strengthen roles & capacities of business players around WMSEs.



- **Technology:** The in house developed apps helped to reduce costs, strengthen market linkages, open new markets.. More can be done to support such technologies
- **Financing:** Leverage on financial sector to develop more attractive & suitable financial products for women businesses





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طارت

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BRAVE Women Nigeria: Results from BOI's Perspective

Lara OKUBAJO

Quality Assurance Executive (BRAVE Women NG)
Nigeria's Bank of Industry

Women Entrepreneurs Finance Initiative Webinar

Tuesday, 12 October 2021



BRAVE's Impact on Institutional Capacity

- Additional **funding and impact** supplementing ongoing BOI interventions
- **Networking and strategic alliances** with IsDBG, SMEPs Yemen, BRAVE PMU; potential **knowledge transfer** across entities
- Further deepen the bank's **knowledge and understanding of running women-owned/ led** businesses through lessons learned from surveys, market assessments, promotional activities, etc.
- **Project implementation in the midst of crisis** (such as the COVID-19 pandemic)

Achievements on the Ground (2020 – 2021)

Implementation in 3 states of Nigeria: Edo, Gombe and Kano

- ✓ Rapid Market Assessment to establish beneficiary availability (May'21)
- ✓ Developed website and CRM (Jun'21)
- ✓ Promotion of formalisation among WSMEs in focal states (May to date)
- ✓ Awareness of BRAVE Women Nigeria Project (ongoing)
 - Received ~400 applications by June 30, 2021; 1,900 received by July 31, 2021
- ✓ **Selection of beneficiaries in Q4 2021 for capacity building and grant-matching**



Thank you

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