

We-Fi Knowledge Exchange Forum

Marrakesh, Morocco

AGENDA

Hotel Hivernage and Spa

Address: 4 Angle Ave Echouhada et Rue des Temples Quartier Hivernage

June 7, 2023

Day 1: Scaling Success - A forum for Implementation Partners to share strategies and solutions

- 9:00 – 9:30 a.m. **Welcome and Introductions** **Room Koutoubia (rooftop, floor 7)**
- Secretariat welcome and overview of the We-Fi KM agenda
 - Participants introduction
- 9:30 – 10:30 a.m. **Using performance incentives to promote access to finance for WSMEs**
- **9:30 – 9:40** **IFC (Aleksandra Liaplina)** – Overview on why choose performance incentives, types of clients PBIs are used with. IFC starts and IDB complements
 - **9:40 – 9:50** **IFC & IDB (Laura Giraldo, Aleksandra Liaplina)** – What is the value proposition to clients? What internal operational/approval structures are needed?
 - **9:50 – 10:00** **ADB (Don Lambert)** – ADB experience with performance incentives in Vietnam & EAP
 - **10:00 – 10:15** **Discussion with all IPs** – Challenges encountered in structuring PBIs and assessing impact (e.g., data challenges for baselines)
 - **10:15-10:30** **Q&A**
- 10:30 – 10:45 a.m. **Break**
- 10:45 – 12:30 p.m. **Workshop on transaction structures with PBIs (Interactive session)**
- **10:45 – 10:55** **IFC (Aleksandra Liaplina)** – Overview of IFC’s PBI structures. PBIs structures are used for different types of clients?
 - **10:55 – 11:05** **IDB (Laura Giraldo)** – Overview of IDB Invest PBI structures.
 - **11:05 – 11:10** **IFC (Aleksandra Liaplina)** – Determining the “right” size of PBIs. Setting up triggers for Payments. What happens if targets are not met?
 - **11:10 – 11:20** **IDB (Laura Giraldo)** – IDB’s approach to determining the “right” size of PBIs and assessing sustainability.
 - **11:20 – 11:30** **Discussion with all IPs** - How to quantify ambitious success targets? How is impact and sustainability of PBIs assessed?
 - **11:30 – 11:40** **Q&A**
 - **11:40 – 11:45** **IDB (Laura Giraldo)** – Introduction of the group case study
 - **11:45 – 12:05** Group case study
 - **12:05 – 12:20** Reporting from each group
 - **12:20 – 12:30** **Q&A and wrap up**
- 12:30 – 1:45 p.m. **Lunch**

1:45 – 2:30 p.m.

Gender bonds: leveraging capital markets to boost lending to WSMEs

- **1:45 – 1:55** **IDB (Laura Giraldo)** – Role of gender bonds to increasing WSME’s access to finance. IDB Invest approach to using incentives with bonds. How is impact assessed.
- **1:55 – 2:05** **IFC (Hanh Nam Nguyen, Aleksandra Liaplina)** – Types of bonds. Combining multiple dimensions as parts of bond structure (gender and climate). Impact of IFC’s supported bonds (Indonesia).
- **2:05 – 2:15** **ADB (Sabine Spohn, Joanna Romero)** – ADB’s experience with gender bonds. Challenges in structuring gender bonds (Georgia Crystal Bond).
- **2:15 – 2:25** **Discussion with all IPs** on the structure and impact of gender bonds
- **2:25 – 2:30** **Q&A**

2:30 – 3:30 p.m.

Digital resilience: using digital platforms to enhancing inclusion

- **2:30 – 2:40** **EBRD (Moderated by Anna Wilson)** – Introduction on the importance of digital inclusion. EBRD’s programs supporting digitalization.
- **2:40 – 2:50** **World Bank (Qursum Qasim)** – We-Fi program in Zambia focused on digital financial services. WB Nigeria program focused on developing digital loan products for WSMEs.
- **2:50 – 3:00** **AfDB (Sheilla Okiro)** – Africa Digital Financial Inclusion Facility.
- **3:00 – 3:10** **ADB (Lisette Cipriano)** – Digital projects in EAP - WFX and SME Connect.
- **3:10 – 3:30** **Discussion with all IPs** on the types of digitization programs to best support WSMEs. Lessons learned and key challenges in implementing digitization programs.

3:30 – 3:45 p.m.

Break

3:45 – 4:45 p.m.

Strategies for integrating WSMEs in corporate supply chains

- **3:45 – 3:55** **World Bank (moderated by Sumi Hosna)** – Importance of integrating WSMEs in corporate supply chains. Building collaborative partnerships with corporates and the need to connect WSMEs to corporates.
- **3:55 – 4:05** **IDB Invest (Laura Giraldo)** – Overview of IDB’s strategies for connecting WSMEs with corporates.
- **4:05 – 4:15** **EBRD (Simone Zeh)** – Experience working with corporates in Central Asia
- **4:15 – 4:25** **World Bank (Sumi Hosna)** – Overview of the program in Bangladesh connecting WSMEs with corporates. Supplier diversity and WSME matchmaking. Leveraging technology platforms and networks to connect WSMEs with corporate buyers.
- **4:25 – 4:35** **Discussion with all IPs** – How to build scalable solutions for integrating WSMEs in supply chains?
- **4:35 – 4:45** **Q&A**

4:45 – 6:00 p.m.

***Deep dive on IPs interventions promoting inclusion of WSMEs in supply chains
PARALLEL BREAKOUT SESSIONS (Session A and B)***

A. Working with corporates: expanding corporate supplier networks to include WSMEs

- **4:45 – 4:55** ***IDB Invest*** (moderated by *Laura Giraldo*) – Building relationships with corporates and promoting supplier diversity. Addressing barriers and challenges in engaging with corporates.
- **4:55 – 5:10** ***IDB Invest*** (*Laura Giraldo*) – Deep dive into Elcatex's journey to reach more WSMEs. Developing inclusive procurement policies & practices for inclusion of WSME suppliers.
- **5:10 – 5:20** ***IFC*** (*Aleksandra Liaplina, Anushe Khan*) – Experience working with digital Platforms.
- **5:20 – 5:30** ***AfDB*** (*Chukwuemeka Onyebuchi Onyimadu*) – Public procurement as a means to deeper integrate WSMEs in supply chains. Experience in private & public procurement in Africa.
- **5:30 – 5:40** Feedback from participants on the resources and tools that can be provided to corporates to facilitate their engagement with WSMEs.
- **5:40 – 6:00** ***Discussion with IPs*** – Lessons learned expanding corporates' pipeline of WSME suppliers.
- **6:00 – 6:15** ***Q&A***

B. Working with WSMEs: Empowering WSMEs to engage with corporate suppliers

- **4:45 – 5:00** ***EBRD*** (Moderated by *Simone Zeh*) – Direct support (coaching/consulting) for WSMEs to support WSMEs access wider markets (Women in Business program).
- **5:00 – 5:15** ***IsDB*** (*Kristonia Lockhart*) – Experience in working to incorporate WSMEs in value chains
- **5:15 – 5:30** ***World Bank*** (*Sumi Hosna*) – Understanding the corporate procurement processes and requirements. Developing strategies to align products or services with corporate needs. Assessing and improving WSMEs' operational efficiency, logistics capabilities, implementing quality control measures and certifications.
- **5:30 – 5:50** Feedback from participants - What are the potential benefits of providing deeper coaching and specialized support to a smaller number of WSMEs compared to reaching a larger group with a light touch approach? What resources and expertise are required to provide support to WSMEs to integrate them into corporate supply chains?
- **5:50 – 6:00** ***Discussion with IPs*** – Lessons learned on integrating WSMEs in supply chains. What approaches and models can we adopt to enhance the scale of interventions in supporting WSMEs' integration into corporate supply chains? How can we leverage technology and digital platforms to provide specialized support to WSMEs?
- **7:30 – 9:30** ***Welcome Dinner at Dar Rhizlaine Restaurant***
Avenue Jnane El Harti - Quartier de l'Hivernage, Rue Ibn Oudari, Marrakech

June 8, 2023

Day 2: From Vision to Action: Defining priorities for supporting WSMEs in the coming year

All sessions in Room Koutoubia

- 8:30 – 12:30 p.m. ***Closing Finance & Data Gaps: Workshop on implementing the WE Finance Code activities to address the financing gap for women owned/led businesses***
- **8:30 – 8:35** ***Welcome and introductions***
 - **8:35 – 11:15** ***Program Overview: WE Finance Code Concept, strategic rationale, basic elements***
Program Design: Overview of Implementation
 - Stage 1. Introduce WE-Fi code and identify in-country anchors; Case: Honduras
 - Stage 2. Map WSME ecosystem and conduct market assessment; Case: Kenya
 - Stage 3. Launch awareness campaign and We-Fi Code coalition; Case: UK
 - Stage 4. Set up and implement WE-Fi code platform/structure; Case: Mexico
 - Stage 5. Generate insights for national and global WSME advocacy; Case: Bangladesh
- 11:15 – 11:30 a.m. ***Break***
- **11:30 – 12:00** ***Innovation & Learning Agenda***
 - **12:00 – 12:30** ***Next Steps: guide, call for proposals, announcements***
- 12:30 – 2:00 p.m. ***Lunch***
- 2:00 – 4:00 p.m. ***Women entrepreneurs for climate action: building innovative solutions for a sustainable future as part of a Just Transition***
- **2:00 – 2:15** ***Secretariat (Farid, Felicia) Women Climate Entrepreneurs as part of a Just Transition***
 - Driving business solutions to tackle climate change
 - Building climate-resilient businesses to mitigate climate risks
 - **2:15 – 3:15** ***IPs – Design Challenges / Case Studies***
 - **3:15 – 3:45** ***IPs – Pitches on Challenges***
 - **3:45 – 4:00** ***IPs – Approaches to Climate- Contributions from EBRD, IFC, ADB. Wrap – up***
- 4:00 – 4:15 p.m. ***Break***
- 4:15 – 6:00 p.m. ***Measuring impact and creating evidence***
- **4:15 – 4:20** ***Secretariat (Farid, Felicia) – Overview of the We-Fi KM Agenda and action plan***
 - **4:20 – 5:20** ***IP group discussion (Aurica) – Breakout sessions on knowledge agenda for key topics***
 - **5:20 – 5:30** ***Secretariat (Farid) – EBRD knowledge conference and next steps***
 - **5:30 – 5:45** ***Secretariat (Wendy) – Wrap-up and event closing***

June 9, 2023
Day 3: Program Coordination

ONLY FOR WE-FI PROGRAM MANAGERS

9:00 – 10:30 a.m.

Secretariat (Aurica, Nea) Reporting and Communications

- 2023 reporting cycle and troubleshooting common issues in the annual report
- FY 2023 reporting template
- Discussion on sharing ongoing project updates. Enhancing beneficiaries' stories

10:30 – 12:00 a.m.

Secretariat (Aurica, Wendy) IP Coordination

- Working in the same country with the same clients
- Coordination on WE Finance Code activities