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ABBREVIATIONS

BDS	Business Development Services
FI	Financial Intermediary
GBA	Global Banking Alliance for Woman
GC	Governing Committee (of the We-Fi)
GCM	Grants and Co-Financing Management Unit
IDA	International Development Association
IDB	Inter-American Development Bank
IDBG	Inter-American Development Group
LAC	Latin America and the Caribbean
LMIC	Lower middle-income countries
M&E	Monitoring and Evaluation
MDB	Multilateral Development Bank
MIC	Middle Income Countries
ONCAE	Office of Contracting and Acquisitions of Honduras
ORP	Office of Outreach and Partnerships
PBI	Performance Based Initiatives
SME	Small Medium Enterprises
TA	Technical Assistance
TC	Technical Cooperation Operation
UIS	Updated Institutional Strategy
UMIC	Upper middle-income countries
We-Fi	Women Entrepreneurs Finance Initiative
We3A	Women Entrepreneurs Aspire, Activate and Accelerate
WeForLAC	Women Entrepreneurs for Latin America and the Caribbean
WSME	Women-owned/led Small and Medium Enterprises

2023 IMPLEMENTATION PROGRESS REPORT

WOMEN ENTREPRENEURS FINANCE INITIATIVE (WE-FI)

Inter-American Development Bank Group

I. EXECUTIVE SUMMARY

The purpose of this report is to inform the We-Fi Secretariat of the activities of the **Women Entrepreneurs for Latin America and the Caribbean (WeForLac)**, **Women Entrepreneurs Aspire, Activate and Accelerate (We3A)**, and **Leveraging Data and an Information Exchange Platform for WSME Productivity and Sustainability (WeCount)** Programs from July 1, 2022, through June 30, 2023. In doing so, it fulfills the reporting requirements in the Financial Procedures Agreement signed between the Inter-American Development Bank and the World Bank as Trustee of the Women Entrepreneurs Finance Initiative Trust Fund.

The general objective of the IDB Group **WeForLAC** program is to promote the growth of WSMEs by developing innovative and catalytic projects and programs, building the entrepreneurial ecosystem in challenging country environments, generating important data to fill knowledge gaps, and promoting intelligent public policy and private sector initiatives. The specific objectives of WeForLAC are to improve: i) WSMEs' access to finance; ii) WSMEs' access to markets; iii) women entrepreneurs' access to skills and networks; and iv) the entrepreneurship ecosystems for WSMEs (see Figure 1). The WeForLAC target countries are Honduras, El Salvador, Guatemala, Mexico, Colombia, Brazil, Peru, Ecuador, and the Dominican Republic.

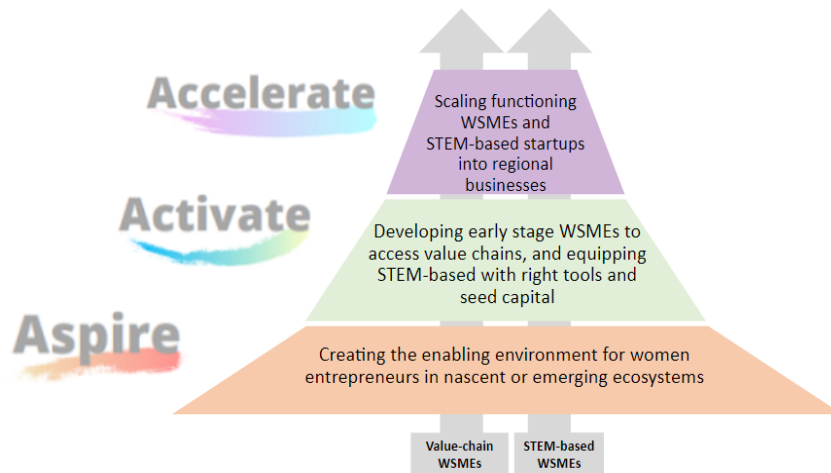
Figure 1: WeForLAC Program Components

COMPONENT 1 Access to Finance	COMPONENT 2 Access to Markets	COMPONENT 3 Access to Skills	COMPONENT 4 Enabling Environment
We-Fi \$6,056,000	We-Fi \$4,460,000	We-Fi \$6,050,000	We-Fi \$2,225,000
Advisory Services for FIs and Development of New Financial Products to provide Access to Finance for WSMEs Blended Finance Mobilizing New Investments to Increase Access to Finance for WSMEs Intermediaries FIs; Fintech; business associations; BDS providers	Advisory services and TA to increase WSME access to corporate and government value chains Blended Finance for WSMEs in Corporate Value Chains Intermediaries Corporates, Public Procurement Offices; State-level BDS providers	WeHonduras Strengthening the capacity of WSMEs to grow through a model of integrated BDS Intermediaries Corporates, NGOs, Honduras Government; Accelerators/Incubator; BDS providers	Comprehensive Assessment of WSMEs and Entrepreneurial Ecosystem Ecosystem A favorable environment for the competitiveness of WSMEs Intermediaries
Honduras: 19% Priority LMIC: 12% Priority MIC: 69%	Honduras: 37% Priority LMIC: 6% Priority MIC: 57%	Honduras: 100% Priority LMIC: 0% Priority MIC: 0%	Honduras: 77% Priority LMIC: 11% Priority MIC: 12%
M&E and Impact Evaluations \$3,900,000			

WeForLAC Program highlights during the reporting period include the approval of a blended finance transaction **in the form of performance-based incentives for y Credito Jardin Azuayo**, a cooperative in Ecuador, for up to US\$210,000, subject to the achievement of goals on the size of its WSME portfolio, prepared by IDB Invest. With the approval of nine WeForLAC performance-based incentive transactions, and a robust portfolio of advisory activities, **IDB Invest is consolidating its leadership in WSME support through blended finance**, knowledge dissemination, and advisory support. An important series of **impact evaluations and studies that are being carried out by IBB and IDB Invest as part of the WeForLAC program** should also be noted.

The objective of the IDB Lab **We3A** program is to further scale the impact of the WeForLAC Program, and promote the growth and resilience of WSMEs, with a special focus on WSMEs that are tapping into value chains and STEM (Science, Technology, Engineering, and Math)-based WSMEs. The program's specific objectives will be to improve: **1) WSMEs' access to value chains, 2) WSMEs' access to disruptive technologies and digital financial inclusion, and 3) high-growth WSMEs' access to early-stage finance**. Two projects make up the program. The first project, Improving Access to Value Chains for Women Entrepreneurs, for **\$7,039,317**, project seeks to strengthen WSMEs by combining value chain integration for women with high quality business training delivered through a range of innovative, digital means. Target countries are Guyana, Ecuador, El Salvador, Guatemala, Honduras and Nicaragua. The second project, for **\$6,748,725**, supports STEM-based WSMEs through technical assistance and investment. Target countries are Ecuador, Honduras, Nicaragua, Guatemala, Costa Rica, and El Salvador.

Figure 2. We3A Program Structure



We3A Program highlights during the reporting period include:

For the We3A IDB Lab project: Supporting Women Entrepreneurs in STEM Areas in Emerging Ecosystems, the following three IDB Lab equity investment operations were approved under the third

component - **Access to Venture Capital for STEM-based startups** - which seeks to make selected direct investments (from late seed up to Series B) in promising companies:

- **Equity investment Novopayment - Unlocking Digital Financial Inclusion in LAC**, for \$1 million. [NovoPayment](#) –a Fintech company, founded by a female entrepreneur.
- **Equity investment Talently unleashing the Potential of Tech Talent**, for \$500,000. Founded in 2019 in Peru by two women co-founders, Talently is a Peruvian tech-talent marketplace and upskilling-to-placement platform, that helps software developers improve their technical and employability skills and connects them with remote employment opportunities in US and LAC technology companies.
- **Cubo Driving MSME Financial Inclusion in Central American Digital Payment**, for \$500,000. Founded in March 2021 in El Salvador, Cubo is a payments company focused on the “overlooked” markets in Latin America (i.e. Central America and the Caribbean), with a vision to become a comprehensive platform for merchants.

For the We3A IDB Lab project **Improving Access to Value Chains for Women Entrepreneurs**, this project has three components: **Aspire**, **Activate** and **Accelerate**:

- the **Aspire** component aims to reduce gender biases and improve the perception of women as successful entrepreneurs or businesswomen: to this end, over 20 entrepreneurs have been identified (at least 4 in each country), and they are showcased through professional videos to be socialized in social media, events.
- the **Activate** component has created new training material that complements the already existing Dreambuilder training platform, and two- hour online course *Financing your Dream*. These two courses, which are part of the Activate component, are now complemented with a two hour course on Value Chains, and a workshop on resiliency, both developed thanks to WeFi’s support.
- The **Accelerate** component consists of a 6-month accelerator program, developed by the project thanks to WeFi’s support, that teaches businesswomen how to elaborate an expansion plan for their businesses. So far, 63 women have enrolled in the Accelerate program.

The objective of the **WeCount: Leveraging Data and an Information Exchange Platform for WSME Productivity and Sustainability** Program is to build a coalition of capacity building, market linkage, and financial services actors to leverage an information exchange platform that facilitates transactions between the parties. A first **capacity building component** will focus on business acumen, financial management, social innovation marketplaces, ecommerce organizations, and corporations to diversify WSME sales channels, better position their brands, and digitize WSME transactional data. A second **market component** partners with marketplaces, ecommerce organizations, and corporations to diversify WSME sales channels, better position their brands, and digitize WSME transactional data. A third **financing component** capitalizes on the COVID-19-driven surge of digital financing to unlock funds of local FinTech’s, microfinance institutions (MFIs), investors, banks, and nonbank financial partners.

WeCount Program highlights during the reporting period include the approval of this IDB Lab project, for \$4,868,500, on September 23, 2022. We Count launched its first capacity building for a cohort of women

led businesses in mid-April in Mexico and Guatemala, and just recently launched in El Salvador and Honduras, with 54 women participating in the capacity-building component.

II. PROGRAM DATASHEET

Program Timeline

Round	Project/Program Name	Implementation Start Date	Commitment End Date	Supervision End Date	Countries (with active projects)
2	Women Entrepreneurs for Latin America and the Caribbean (WeForLAC)	July 2019	December 2024	December 2029	Brazil, Colombia, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Mexico and Peru
3	Women Entrepreneurs Aspire, Activate and Accelerate (We3A)	June 2020	December 2025	December 2030	Guyana, Ecuador, El Salvador, Guatemala, Honduras, Costa Rica
4	We-Count	September 2022	July 2026	December 2032	El Salvador, Guatemala, Honduras, Mexico

Partners	WeForLAC	We3A
Total number of partner institutions supported by We-Fi	68	10
Out of which		
- Financial services intermediaries	16	
- PE/VC Funds	45	
- Accelerators, incubators	1	
- Corporations	4	
- Public sector	2	2
- NGOs (local and international)		8
- Other (specify)		

Co-Funding

	Amount for ROUND #2		Amount for ROUND #3		Amount for ROUND #4	
	Committed	Disbursed	Committed	Disbursed	Committed	Disbursed
We-Fi Financing (A)	19,074,370	3,414,981	13,609,524	5,684,831	4,868,500	979,319
Of which IDA	8,365,154	1,869,700	7,657,378	3,604,549	1,217,125	242,829
IP Contribution (B)	295,000,000	275,000,000	3,000,000	3,000,000	1,000,000	102,000
Public sector (C)	1,210,000	204,650	108,588	108,588		
Private sector (D)	75,399,221	52,000,000			6,300,000	1,317,200
Additional funds mobilized	52,000,000	52,000,000			859,500	
Total Mobilization (F)= (B+C+D+E)	423,609,221	379,204,650	3,108,588	3,108,588	8,159,500	1,419,200
Of which IDA	138,210,000	137,204,650	2,608,588	2,608,588		
Total Project Cost (F+A) (G)=	442,683,591	382,619,631	16,718,112	8,793,419	13,028,000	2,398,519
Leverage (F/A)	20.98		0.23		1.68	

III. IMPLEMENTATION PROGRESS

1) WOMEN ENTREPRENEURS FOR LATIN AMERICA AND THE CARIBBEAN (WeForLAC)

A. KEY ACTIVITIES DURING THE REPORTING PERIOD

WeForLAC follows a programmatic approach where the IDBG approves WeForLAC projects on a rolling basis. The following project was approved in the reporting period:

- a transaction that will have a **blended finance component in the form of performance-based incentives for the Cooperativa de Ahorro y Credito Jardin Azuayo**, a cooperative in Ecuador, for up to US\$210,000, subject to the achievement of goals in relation to the WSME portfolio, prepared by IDB Invest.

Annex VI provides detail on this project, which is the ninth WeForLAC-supported PBI.

~~With the approval of nine WeForLAC performance-based incentive transactions, and a robust portfolio of advisory activities, IDB Invest is consolidating its leadership in WSME support through blended finance, knowledge dissemination, and advisory support.~~

Noteworthy aspects of the WeForLAC program include:

- With nine performance-based incentives now approved to support WSMEs, IDB Invest is pioneering these innovative transactions. Along with a robust portfolio of advisory activities, IDB Invest has established its leadership in WSME support through blended finance, knowledge dissemination, and advisory support.
- The IDB Invest Advisory Services team prepared and led an in-depth IDB Invest-We-Fi Knowledge event in Morocco on June 5, 2023 - Using Blended Finance Instruments to Catalyze Finance for WSMEs: IDB Invest Experience and Lessons Learned with We-Fi to share lessons learned.
- The success of the IDB Lab WeXchange project served as a base for the second IDBG program funded by We-Fi after WeForLAC to promote the growth and resilience of WSMEs, with a special focus on STEM (Science, Technology, Engineering, and Math)-based WSMEs.
- There has been robust knowledge generation through an important series of **impact evaluations** and studies carried out by IBB and IDB Invest as part of the WeForLAC program, noted in Annex IV. For example, IDBG prepared a large-scale impact evaluation: **Causal analysis on the impacts of access to credit for WSMEs**, where government-guaranteed COVID-19 emergency loans were randomly assigned to comparable groups of Micro, Small, and Medium-sized enterprises (MSMEs) to investigate whether these loans impacted the access to credit and economic earnings to MSMEs and, in particular, of women-led MSMEs differently. Status: The study has been selected to be presented at the EBRD-We-Fi conference on Financing Women-led Businesses to be held in London at the EBRD HQ on October 23-24, and will be widely disseminated once published. Additional studies include:
 - Impact Measurement Support for Fis (IDB Invest).
 - Blended Finance: The Impact of PBIs on gender outcomes (IDB Invest).
 - Gender Bonds in Latin America and the Caribbean (IDB Invest).
 - Measuring Gender Biases in Credit Officials (Joint IDB Invest/IDB).
 - Barriers to export in SMEs by leader/owner's gender (Joint IDB Invest/IDB).
 - Causal analysis on the impacts of access to credit for WSMEs (Joint IDB Invest/IDB).
 - Mapping and characterization of Women Led MSMEs in Honduras (Joint IDB Invest/IDB).

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Recent WeForLAC developments include:

IDB (public sector)

- ✓ **Sello Empresa Mujer.** As part of the project **Support for the Promotion of Women in Public Procurement** in Honduras, in September 2022, the IDB in collaboration with Honduras' national procurement agency, ONCAE, launched the "Sello Empresa Mujer" program to promote women's access to the public procurement market. This initiative will utilize a certification process within the country's public procurement system to identify and register Women SMEs and provide them with information and training for active participation in public procurement. A diagnosis was conducted to identify Women SMEs challenges and capabilities in public procurement, leading to the formulation of an Action Plan designed to boost women's participation. Ongoing consulting services are currently addressing a training and communication plan, and supply-demand analysis in alignment with the Action Plan. At the request of the Honduran Government this project has been expanded, and a second phase approved.
- ✓ **Financial Services Demand Survey with a Gender perspective:** The IDB is working to collect data on financial services demand through the **Small and Medium Enterprises Financial Services Demand Survey with a Gender Perspective**. The survey aims to examine the differences between women-owned/led and men-owned/led SMEs concerning their financial profiles, preferences, and requirements. The initial questionnaire is currently undergoing technical review by local counterparts, and the survey is scheduled to be launched in the second quarter of 2024.
- ✓ **INNOVAMUJER HONDURAS:** This initiative was launched in August 2021 as part of the **Business Development Services and Favorable Environment for Women Entrepreneurs in Honduras** project to provide business training and development services to WSMEs. To date, the program has trained 547 entrepreneurs and 479 have benefited from a tailor-made package of Business Development Services (BDS) that were offered online through a digital platform or in-person in the Ciudad Mujer Centers across Honduras.

IDB Invest (private sector)

- ✓ **Enabling the Growth of Women-Owned/Led SMEs through Financial Institutions and Innovative Financial Instruments:** IDB Invest continues to innovate at the intersection of financing and climate: In November 2022, IDB Invest granted a loan to Finanzauto in Colombia to facilitate SMEs in acquiring vehicles for their productive activities. With WeFi support, it is providing an advisory service to create a dedicated strategy for women entrepreneurs seeking to access loans for electric vehicles, which are traditionally more expensive and therefore more challenging for women business owners to purchase.
- ✓ **Enabling the Growth of Women-Owned/Led SMEs by Improving their Access to Markets:** IDB Invest approved an advisory service - **Supporting diversity and inclusion in Peru's fishing sector through sustainability and shared value assessment to Exalmar**. This advisory service helped the company prioritize, manage, and measure the Company's most material issues across its operations, and develop an inclusive value chain with a special angle on SMEs owned or led by women, afro-descendants, and indigenous population. Activities within the advisory service included the identification of key investments opportunities to increase productivity while maximizing socio-economic impact. The result of this activity included a list of opportunities, prioritized by cost-effectiveness, that would increase shared value with communities in the area of influence of the operation.
- ✓ **Banco Agrícola Subordinated Debt to Strengthen Women-owned/led SMEs in El Salvador.** During 2022, the IDB Invest team initiated the implementation of an Advisory Service with an

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impact measurement dashboard for Banco Agricola. The activities included: i) conducting an in-depth diagnosis of the bank's data collection processes from an impact measurement perspective and providing recommendations to enhance data collection for business intelligence; ii) designing smart tools for data collection to quantitatively measure the developmental impacts of its operations; and iii) generating impact reports to showcase the effects of improved access to credit. All the collected data will be disaggregated by sex.

- ✓ **Pichincha Gender Bond.** Fundación Capital delivered advisory services for Banco Pichincha, focusing on the development of a value proposition for the Women SME segment in the agricultural sector of Ecuador. After analyzing the Bank's portfolio, sector, and gender composition, Banco Pichincha decided to concentrate efforts on the palm, tomato, and cocoa value chains, as these crops were found to have a significant percentage of women entrepreneurs. As a result of the advisory, Banco Pichincha committed to implement a value proposition in the following categories: client service, credit characteristics, non-financial services, marketing, and data collection and reporting. Some of these recommendations include activities such as: increasing the term of the loan to up to 120 months; increasing the grace period to up to 36 months; reducing the minimum age to apply to a loan to 18 years; adjustments to credit risk algorithms to include gender-sensitive variables; increasing their reach of non-financial services to WSMEs through alliances; and updating the branding of the Bank to highlight its proximity to the agricultural sector and its commitment to gender equality.

IDB Lab (private sector)

- **WeXchange:** IDB Lab continued supporting a new generation of STEM based women entrepreneurs through WeXchange, LAC region's cornerstone platform that connects women entrepreneurs in STEM with venture capital investors, mentors and key ecosystem builders. Over 1,800 women founders applied to the 2020-2023 Women STEMpreneurs Competitions, and over 1,550 women founders participated in the annual WeXchange Forums during the same period.

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Examples of how We-Fi activities have impacted specific women entrepreneurs and partners are provided in Annex II.

~~An important series of impact evaluations and studies are being carried out by IDB and IDB Invest as part of the WeForLAC program, noted in Annex IV. For example, IDBG prepared a large scale impact evaluation: Causal analysis on the impacts of access to credit for WSMEs, where government-guaranteed COVID-19 emergency loans were randomly assigned to comparable groups of Micro, Small, and Medium-sized enterprises (MSMEs) to investigate whether these loans impacted the access to credit and economic earnings to MSMEs and, in particular, of women-led MSMEs differently. Status: The study has been selected to be presented at the EBRD We-Fi conference on Financing Women-led Businesses to be held in London at the EBRD HQ on October 23-24, and will be widely disseminated once published.~~

A \$3,233,912 cash transfer was made, for the WeForLAC, We3A and WeCount Programs, in mid-2023.

B. KEY CHALLENGES AND LESSONS LEARNED

The IDB Invest Advisory Services team prepared and led an in-depth four session IDB Invest-We-Fi Knowledge event held in Morocco on June 5 - *Using Blended Finance Instruments to Catalyze Finance for WSMEs: IDB Invest Experience and Lessons Learned with We-Fi*. Case studies were analyzed jointly with participants, and the IDB Invest approach and lessons learned that were shared included:

- an approach integrating financing, advisory (capacity building, market-level studies and dialogues that inform the design of blended finance incentives) and performance-based incentives (including qualitative and quantitative milestones.)
- a step-by-step process with Client:
 - o Agree on the baseline and projections based on WeFi definition.
 - o Understand the regional and national context of WSMEs access to finance and markets.
 - o Benchmarking.
 - o Negotiate with the client the annual % growth of the WSME portfolio.
 - o Calculate absolute numbers.
 - o Calculate the additional WSMEs the bank will reach, beyond the projected.
 - o Incentive sizing: agree with the Client on a metric. Could be direct or proxy.
- the We-Fi incentive general reporting process, which includes:
 - o Total incentive divided into [equal] annual payments.
 - o Incentive is cumulative. If the client does not achieve the expected result by the agreed year, but achieves it in the following year, the annual amount corresponding to both years incentive will be paid.
 - o If milestones are achieved ahead of time, only amount committed for that particular year is disbursed.
- Some anecdotal early learnings in terms of client level outcomes include:
 - o Clients take the PBIs seriously and are learning.
 - o Successes are celebrated with management.
 - o Misses precipitate internal review.
 - o Clients analyzing data carefully, discussing internally and with IDB Invest.
 - o PBI owner during structuring (often CFO) may be different than PBI owner/champion in supervision. Positive for some clients, operational delay for others.

2) Women Entrepreneurs Aspire, Activate and Accelerate (We3A)

A. KEY ACTIVITIES DURING THE REPORTING PERIOD

For the We3A IDB Lab project: **Supporting Women Entrepreneurs in STEM Areas in Emerging Ecosystems**, the following three IDB Lab equity investment operations were approved under the third component - **Access to Venture Capital for STEM-based startups** - which seeks to make selected direct investments (from late seed up to Series B) in promising companies:

- **Equity investment Novopayment - Unlocking Digital Financial Inclusion in LAC**, for \$1 million. [NovoPayment](#) –a Fintech company, founded by a female entrepreneur— has developed a Banking-as-a-Service (BaaS) platform that provides a novel business-to-business (B2B) infrastructure and set of tools aimed at facilitating the digitization of financial services. Its platform makes it possible for conventional and non-conventional financial service providers to enable digital channels and start offering digital financial products to their end-user clients by subcontracting critical digital technological processes to NovoPayment under an as a service model. NovoPayment’s solution is relevant for the promotion of financial inclusion as it: (i) helps

to close the digital gap existing between the legacy technology systems used by providers of inclusive financial services' and the evolving needs and preferences of the end-users of their services, in particular the underbanked and unbanked; and (ii) makes it possible for a new cadre of enterprises to embed financial services in their businesses in order to improve their customers' experiences. IDB Lab, leveraging WeFi resources, is supporting Novopayment's expansion to accelerate financial inclusion in LAC (Central America and Ecuador), as the solutions it offers will make it possible for providers of inclusive financial services (that cater to the unbanked and underbanked) to improve the efficiency, reach and quality of their services, as well as to expand their customer base, through the delivery of digital financial products and the use of digital channels. Novopayment's primary clientele are medium and small banks, MFIs as well as non-conventional financial service providers (such as FinTechs, Gig Economy platforms, merchants, and enterprises), as they are the ones facing larger challenges to provide digital banking services to their customers.

- **Equity investment Talently unleashing the Potential of Tech Talent**, for \$500,000. Founded in 2019 in Peru by two women co-founders, Talently is a Peruvian tech-talent marketplace and upskilling-to-placement platform, that helps software developers improve their technical and employability skills and connects them with remote employment opportunities in US and LAC technology companies. Talently is building a unique talent supply for fast-growing tech companies through a vetting and upskilling approach where they select, train, and recommend tech talent candidates.
- **Cubo Driving MSME Financial Inclusion in Central American Digital Payment**, for \$500,000. Founded in March 2021 in El Salvador, Cubo is a payments company focused on the "overlooked" markets in Latin America (i.e. Central America and the Caribbean), with a vision to become a comprehensive platform for merchants. Cubo offers both the mobile Point-of-Sales system solution (or mPOS) and the digital payment link and QR payment (specialized for E-commerce) for MSMEs, especially for microentrepreneurs and small business.

For the We3A IDB Lab project **Improving Access to Value Chains for Women Entrepreneurs**, this project has three components: Aspire, Activate and Accelerate:

- The **Aspire** component aims to reduce gender biases and improve the perception of women as successful entrepreneurs or businesswomen. It does this through the dissemination of videos of real businesswomen who have succeeded in creating or managing their business. It also offers capacity building to companies that wish to include more WSMEs in their value chains.

To this end, over 20 entrepreneurs have been identified (at least 4 in each country), and they are showcased through professional videos to be socialized in social media, events, and such. All public videos can be seen in [this link](#). So far, over 135,000 people have seen this material. In Ecuador, over 900 have had positive reactions in social media and in-person events; in Costa Rica, over 500 people have shown positive attitudes towards these stories of successful women entrepreneurs. Guyana and Honduras' videos are still pending production; they will be available second half of 2023. Aspire also works directly with corporations as potential buyers of WSMEs. To create awareness, each country has counted with an awareness campaign, inviting the media to publish key data of WSMEs in each country. Additionally, the project's partner WeConnect International has offered training sessions on including a gender lens in value chains to over 140 representatives of corporations. Those who remained until the last session signed a commitment

letter to effectively make changes towards including WSMEs in their value chains. In this sense, 9 corporations in Costa Rica, 7 in El Salvador and Guyana, and 2 in Ecuador will be monitored and supported to see the changes during the project's life. Finally, this component has developed an ecosystem mapping for each country with the main obstacles and needs for WSMEs to thrive, which can [be read here](#). Additionally, each year WSMEs are surveyed to understand the consequences of COVID-19 in their businesses. So far, 790 WSMEs have been surveyed since the beginning of the project.

- The **Activate** component has created new training material that complements the already existing Dreambuilder training platform, and two- hour online course Financing your Dream. These two courses, which are part of the Activate component, are now complemented with a 2 hour course on Value Chains, and a workshop on resiliency, both developed thanks to WeFi's support. Additionally, women are offered multiple webinars, also developed by the project, to deepen their understanding on areas such as marketing, finance, digital tools. Women receive a certificate when they finish the Dreambuilder and Financing your Dream programs. If they also finish the two new courses mentioned, they are considered WE3A Activate graduates. Activate has experienced much progress, with multiple cohorts already participating in all countries, which include 809 graduates from the first two courses of the Activate component (the most demanding ones, enabling them to build their business plan), and 462 women graduating from the two new courses elaborated by the project, focused on value chains and resilience.
- The **Accelerate** component consists of a 6-month accelerator program, developed by the project thanks to WeFi's support, that teaches businesswomen how to elaborate an expansion plan for their businesses. So far, 63 women have enrolled in the Accelerate program. Of those, 10 women have been invited to online events to pitch their businesses to corporations and financial institutions. Indeed, WE3A has worked with 286 representatives of corporations and financial institutions, who have participated in round tables on the importance of including a gender lens in their value chains and financial products. Additionally, for those entities who wanted a more profound commitment, WeConnect International offered a 3-session course on making internal changes to include WSMEs, and 38 corporations have developed a commitment letter.

Examples of how We-Fi activities have impacted specific women entrepreneurs and partners are provided in Annex II.

B. KEY CHALLENGES AND LESSONS LEARNED

For the We3A IDB Lab project **Improving Access to Value Chains for Women Entrepreneurs**,

- One of the main challenges is **to attract and retain beneficiaries**. In countries like Guatemala and Honduras, the offer of programs for WSMEs is vast, even with several WeFi projects. To mitigate this challenge, IDB Lab and executing agencies are implementing different strategies.
 - **Alliances:** instead of competing, IDB Lab is motivating local partners to approach the organizations offering similar programs to WSMEs, to understand the differences and search for synergies. For instance, in Honduras, the IDB Lab office gathered the executing agencies of all the projects targeting digital support for women and WSMEs to identify opportunities for partnerships. Additionally, in Honduras, Voces Vitales (WE3A's local entity) has partnered with Terra te Impulsa, a well-known national initiative supporting the entrepreneurial ecosystem. As

a result, women who graduate from the Dreambuilder program will compete for seed funding offered by this partner institution. In Guyana, WCCIG has partnered with the Ministry of Human Services and Social Security, which offers a program for women to obtain job skills, and to promote WE3A to those women who have or might be considering having their own business. Finally, IDB Lab has the same project manager for We3A and WeCount, to ensure synergies and coordination among projects.

- **Communication channels:** The project partner Agora Partnerships is working closely with anchor partners, such as corporations and financial institutions, enabling it to reach audiences other than those they traditionally had access to through networks of organizations similar to Agora. Also, In WE3A, the use of videos and photographs of real, local women has promoted an increase in women's confidence when they first learn about the program since they can verify the actual existence of participants. On some occasions, they even meet the women entrepreneurs.
- **Digital training:** even after the pandemic, most women don't feel comfortable or motivated to learn only via online training, webinars, or even live sessions. It has been proven in all countries that women appreciate in-person events, and participants respond better.
- **Digital Gap:** Many women, especially those in rural areas and older women, do not feel comfortable using technology. WE3A has experienced that simple things like checking email or registering on a platform can be challenging for many women. To solve this, executing partners offer specific live sessions to support these women from the get-go, explaining all the necessary steps to be registered in the program, participate in webinars, and other essential digital knowledge. But even with this support, some women feel reluctant to participate. When possible, local partners have offered in-person sessions, where participants follow the screen of a facilitator. However, this brings additional challenges, such as the limitations to travel to the venue, the hours of the sessions, and the domestic demands women have.

3) WeCount: Leveraging Data and an Information Exchange Platform for WSME Productivity and Sustainability

A. KEY ACTIVITIES DURING THE REPORTING PERIOD

On September 22, 2022, the project **WeCount: Leveraging Data and an Information Exchange Platform for WSME Productivity and Sustainability** was approved internally within IDB Lab, for \$4,868,500. IDB Lab is supporting the integration of WSMEs in value chains through two WeFi projects of two different rounds: WE3A (Round 3) and WeCount (Round 4). Both projects provide capacity building to WSMEs and work with corporations to strengthen their gender lenses and create links, opening real opportunities for WSMEs to become part of their value chains. The three main differences between these projects are: I—the level of development of the WSMEs, and thus the training content. In WE3A most of the beneficiaries are early-stage entrepreneurs; thus, the training is focused on creating and strengthening their business plan, marketing, access to finance know-how, and a first approach to digital tools. WeCount, however, targets more advanced WSMEs, offering tailored business training that incorporates digital tools and business practices toward sustainability, looking for short-term and long-term changes in the participants' behavior. II. WeCount is also developing a mechanism to create, store, and share data from and by WSMEs, to increase their negotiating power with markets and financial institutions. The data gathered is aimed at both enabling SMEs to make data driven business and providing aggregate insights to market and financing actors to refine their processes to better serve WSMEs. Finally, WeCount has alliances as a

critical element of success, which include not only big and traditional corporations but also fintechs and online marketplaces.

We Count launched its first capacity building for a cohort of women led businesses in mid-April in Mexico and Guatemala, and just recently launched in El Salvador and Honduras, with 54 women participating in the capacity-building component. There has been much energy devoted to developing this online training to make it unique, not only in the content but also in the way it is offered, with a focus on learning by doing. Building upon lessons learned from other projects, including WE3A, which show that retention of beneficiaries is a challenge, WeCount believes the interaction of the women with the content and seeing short-term results is essential to keep these busy women motivated throughout the program. As a result, women can create their own learning paths, designed for them to take essential material in an engaging way and following suggestions of diagnostic tools. WeCount also recognizes that women do not all learn in the same way and as a result content is available in multiple formats: asynchronous, synchronous, virtual webinars and/or workshops, peer mentoring groups, 1:1 consulting. The learning path is in constant revision, considering the input from participants, who are asked to take surveys throughout their learning experience. While women take the courses, Agora Partnerships works closely with market and financial allies, opening opportunities for them to revise their gender practices and strengthen their understanding of including WSMs in their design, offering, and supply chain. Finally, with the support of focus groups of businesswomen, corporations, and financial sector representatives, a low fidelity version of the information exchange platform is already being designed.

B. KEY CHALLENGES AND LESSONS LEARNED

WeCount also has faced a challenge in **attracting and retaining beneficiaries**. To address this, WeCount has devoted significant time in the first half of 2023 to creating regional and local partnerships. Well-known corporates and regional partners provide an opening door and a sense of trust in these new markets. Core project partners include logistic companies such as DHL, large regional retailers such as Walmart and PriceSmart, Fintechs, and other actors that together have the capability of strengthening the entrepreneurial ecosystem for WSMs. Additionally, local partners provide the local knowledge and hands-on support the initiative requires to reach the target segments. In particular, there are advanced conversations with local financial institutions that operate in target countries to become a source of both pipeline of participants and a source of targeted financial services.

IV. IMPACT AND PROGRESS TOWARDS MEETING WE-FI TARGETS

A. IMPACT AND PROGRESS TOWARDS MEETING TARGETS

The **We3A Improving Access to Value Chains for Women Entrepreneurs** and **WeCount** projects have made good progress toward meeting targets.

WE3A

WE3A has made visible progress during the year. Overall, 2,553 women are part of the project and have access to training material, sessions, and tools, focused on strengthening their businesses. Of these, 2490 women are enrolled in Dreambuilder platform, which provides them with access to all the other platform's material, such as the courses Financing your Dream, Dream Big (Value Chains), and webinars and networking events. True that this number is below the designed target for the period (3555 women enrolled). However, the achievement is remarkable considering that some entities started executing in

October 2022. Additionally, 63 women have enrolled in the Accelerate component, for a target 90 businesswomen for the year. The target is expected to be met, with two cohorts starting in July 2023.

The work with corporations and financial institutions has exceeded expectations. The project has offered several round tables to create awareness of the relevance of including a gender lens in business and the financial sector, and 286 representatives of these institutions participated, when the target for the project was 90 participants. Deeper training has been offered through 7 workshops on how to include WSMEs in value chains, with a participation of 223 people. Of these, 29 companies have signed a commitment letter to make changes toward including WSMEs in their value chains.

In terms of knowledge creation, WE3A has developed the 6 ecosystem mappings that were foreseen in the design phase. These studies, which have been published in Spanish and English, analyzed through surveys the average profile of WSMEs in each country, the impact of COVID-19 on their activity, and the main barriers and support needed to thrive.

WeCount

The first 54 women-led enterprises joined WeCount between mid-April and mid-May and are expected to finish their training between August and September.

Regarding project specific indicators, Eight syllabi have been completed and together make up part of the curricula of the business training. Digital tools have also been developed or are in the process of development to ensure a smoother experience for the enterprises: Content is currently hosted in Thinkific (A third part LMS) and The Agora Academy (a platform that combines LMS capabilities with appointment scheduling, participation tracking, among other features) will soon be tested and will gradually incorporate features to improve the entrepreneurs' learning experience (e.g. diagnostic tools that automatically redirect the women to customized learning paths).

Three networking events have taken place, one to promote engagement among current participants from all levels and countries, and two events with access to market partner (Mercado Libre) to learn more about their product portfolio and the requirements to join an online marketplace or access payment methods like MercadoPago. The partner has also offered to provide additional group/individual training to companies interested in exploring more of their product portfolio.

Regarding access to market and access to finance component, eleven partners have signed MOUs to support these components. Six of these partners are financing institutions including Fintechs, intergovernmental organizations, impact investors. The remaining five partners are classified as access to market and include logistic companies, online marketplaces, large regional wholesalers, and retailers, among others.

WeForLAC

25,852 WSMEs have been supported to date through the eighteen **WeForLAC** projects approved, with 18,351 of those supported this last year. It should be noted that nine of the WeForLAC project approvals have been for performance-based incentive transactions that have relatively long execution horizons (e.g. can be seven years) so results reported are incremental over time.

B. EVALUATIONS, RESEARCH AND KNOWLEDGE

- **WeForLAC. Impact Measurement Support for Fis (IDB Invest).** Description: The objective is to support Financial Institution's (FI) to strengthen their impact measurement capacities, particularly with a gender lens. IDB Invest teams support each FI with an in-depth diagnosis of the FI's current

data collection practices, the design and development of a smart platform to collect impact data and visualization, piloting and training activities on the platform, and support during the process of data collection. Status: During 2022 and 2023, four FIs have signed agreements to participate in this initiative, of which two have already started the work. A total of 5 FIs will participate in this initiative as part of this pilot phase.

- **WeForLAC. Blended Finance: The Impact of PBIs on gender outcomes (IDB Invest).** Description: The main objective of this study is to assess the impacts generated by using blended finance to incorporate Performance Based Incentives (PBIs) to maximize gender outcomes through the private sector. The report reviews the existing evidence, with a special focus on the LAC region; and conducts an in-depth assessment of IDB Invest cases. Status: The study is currently being conducted and it is expected to be completed in the second semester of 2023 and disseminated in early 2024.
- **WeForLAC. Causal analysis on the impacts of access to credit for WSMEs (Joint IDB Invest/IDB).** Description: IDBG teams, in collaboration with IPA and academics, worked on a large-scale impact evaluation, where government-guaranteed COVID-19 emergency loans were randomly assigned to comparable groups of Micro, Small, and Medium-sized enterprises (MSMEs) to investigate whether these loans impacted the access to credit and economic earnings to MSMEs and, in particular, of women-led MSMEs differently. Status: A first draft of the study is currently under revision; it is expected to be concluded in the fourth trimester of 2023 and will be widely disseminated once published. Study selected to be presented at EBRD-We-Fi conference on Financing Women-led Businesses to be held in London at EBRD HQ on October 23-24.

V. PLANS FOR NEXT YEAR

WeForLAC: An IDB \$1.4 million investment grant project in preparation in Honduras, **Empowerment of Women Participation in Energization with Clean Energy**, has passed the main quality review committee and is set for 4Q 2023 approval.

We3A STEM Project: The IDB Lab project team is finalizing negotiations with Techstar which will implement the Accelerator component of this project.

WE3A Value Chains Project: The period July 2023 to June 2024 is crucial for WE3A Value Chains. Local partners are at full speed implementing new strategies designed during the first semester 2023 with the lessons learned from 2022. The most relevant activities for the next period are:

- **Aspire:** finish filming and editing all videos, and publishing them, reaching a wide audience. Communication strategies will be key to reach target numbers and creating awareness on gender biases against businesswomen. Local partners will monitor those companies who signed commitment letters to strengthen the gender lens in their value chains, to capture changes and provide support when needed.
- **Activate:** Local partners will continue attracting beneficiaries and supporting them through the capacity-building process. Alliances with other programs and local entities will be key during this period. Many conversations have taken place during the first semester of 2023 and will continue during the second semester to materialize the synergies. Offering webinars and digital intelligence and resilience, among others available and created by the project, is also part of all working plans for the year in each country. In-person events are also scheduled in every country to inspire,

enable networking among the women, and in many cases, to facilitate links with corporations and the financial sector. Finally, this year will be essential for capturing the impact of the project on the participants. All local entities will send the survey to capture data for WeFi indicators.

- **Accelerate:** During the next 12 months, at least four more cohorts will go through the accelerator, two of which will be in Guyana. This means approximately 100 additional women enrolled in this component. At the end of every cohort, women will have the opportunity to participate in a demo day to pitch their business to potential buyers and financial institutions. Additionally, WeConnect international will continue auditing participants to certify them as WSMEs.

WeCount: In the next year, Agora expects to significantly increase the number of program participants. It will also focus on leveraging even more market and finance partners through the creation of spaces for them to interact with program participants and increase their participation in the design of the Information Exchange platform. Much more significant advances in terms of functionality and usability are expected for the Information Exchange platform, derived from the testing of the low-fidelity versions of the platform in late 2023 and early 2024.

- **Capacity building:** an initial version of the Agora Academy (the new capacity building platform) will be available during the second semester of 2023, designed to create a one-stop shop for the multiple tasks that participants complete as they navigate the program including accessing asynchronous content, scheduling appointments with their consultants (via Calendly), among other things. Additional functionalities planned for 2024 include the integration of diagnostics that automatically suggest learning paths for the entrepreneurs, a community-building module.
- **Access to market and Access to finance:** Agora is working with finance and market partners to determine how to best integrate them to the capacity-building program to increase the chances of enterprises accessing new sales channels or new growth financing. Examples of activities that are already planned for the next two months include reverse pitch sessions where the allies interact with the entrepreneurs and present their products; a financial partner has offered to conduct a credit evaluation for companies wanting to understand how they stand in the credit bureau and other regulatory bodies in Mexico, etc.
- **Information Exchange Platform:** For 2024, Agora plans to launch a high-fidelity version of the Information Exchange Platform that will offer women entrepreneurs an enhanced and refined experience compared to the Low fidelity version that will be released in 2023. Agora will continue implementing significant technological improvements based on the discoveries and learnings from this year (2023). The focus will be on optimizing the platform's speed and performance, ensuring faster data loading times and a more responsive experience. Additionally, Agora will further enhance the user interface with a more intuitive and user-friendly design, facilitating navigation and access to necessary information and tools. Agora will strengthen security measures, including enhanced data encryption, a robust authentication process, and advanced solutions to protect the confidentiality of business information. Furthermore, Agora will leverage the refinements made through Machine Learning models to provide more precise, relevant responses and detailed recommendations based on transactional data and business insights to both SMEs and access to market/finance partners. Finally, in the upcoming year, Agora will concentrate on establishing strategic partnerships with financial institutions, suppliers, and logistics services. The aim is to create new market opportunities and strengthen collaboration between women entrepreneurs and these companies. These partnerships will enable

entrepreneurs to access new markets, acquire additional services and resources, and expand their growth opportunities.

ANNEXES

ANNEXES TO BE SUBMITTED WITH THE NARRATIVE REPORT

- Annex I. Funding and Budget Information
- Annex II. Examples of Impact on WSMEs
- Annex III. WSME Definitions
- Annex IV. IP Methodology for Results Measurement
- Annex VI. Project-Level Summaries
- Annex IX. Unaudited Financial Statement

ANNEXES TO BE SUBMITTED AS SEPARATE EXCEL FILES

- Annex V. List of Committed projects
- Annex VII. Results Framework
- Annex VIII. Risk Framework

ANNEX I. FUNDING AND BUDGET INFORMATION

A. Status of We-Fi Funding

WEFORLAC- ORIGINAL BUDGET TABLE

Activities	Honduras		LMIC		MIC		Total We-Fi grant amount	Program Total
	We-Fi grant amount	Total	We-Fi grant amount	Total	We-Fi grant amount	Total		
1. Access to Finance	\$1,109,877	\$24,687,887	\$749,915	\$16,680,961	\$4,196,208	\$93,339,653	\$6,056,000	\$134,708,500
Sub Component 1.1 Advisory Services for FIs and Corporates	\$234,877	\$6,693,989	\$143,079	\$4,077,740	\$2,178,045	\$62,074,271	\$2,556,000	\$72,846,000
1.1.1 Advisory Services for Financial Intermediaries (can include Honduras)	\$556,500	\$15,860,250	\$339,000	\$9,661,500	\$460,500	\$13,124,250	\$1,356,000	\$38,646,000
1.1.2 Advisory Services to Structure Gender Bonds	\$0	\$0	\$0	\$0	\$1,200,000	\$34,200,000	\$1,200,000	\$34,200,000
Sub-Component 1.2 Blended Finance.	\$875,000	\$15,465,625	\$606,836	\$10,725,830	\$2,018,164	\$35,671,045	\$3,500,000	\$61,862,500
1.2 Blended finance for Financial Intermediaries	\$875,000	\$6,711,250	\$1,050,000	\$8,053,500	\$1,575,000	\$12,080,250	\$3,500,000	\$26,845,000
2. Access to Markets IMPROVING ACCESS TO MARKETS FOR WSMEs	\$1,635,000	\$34,815,235	\$275,175	\$5,859,504	\$2,549,825	\$54,295,261	\$4,460,000	\$94,970,000
2.1 TA to increase women's access to corporate and government value chains	\$1,510,000	\$29,974,206	\$700,000	\$13,895,327	\$1,000,000	\$19,850,467	\$3,210,000	\$63,720,000
2.1.1 TA & Procurement Registry Digitalization ONCAE	\$200,000	\$200,000	\$0	\$0	\$0	\$0	\$200,000	\$200,000
2.1.2 Procurement Workshops Companies Sourcing in Central America	\$275,000	\$275,000	\$0	\$0	\$0	\$0	\$275,000	\$275,000
2.1.3 WeHonduras Procurement Workshops Government Agencies & Private sector companies	\$85,000	\$85,000	\$0	\$0	\$0	\$0	\$85,000	\$85,000
2.1.4 Supply Chain Advisory for Corporates	\$500,000	\$14,250,000	\$700,000	\$19,950,000	\$800,000	\$22,800,000	\$2,000,000	\$57,000,000
2.1.5 FinTech Advisory Services (for 3 FIs)	\$0	\$0	\$0	\$0	\$200,000	\$5,700,000	\$200,000	\$5,700,000
2.1.6 Procurement Workshops/Events for WSME	\$450,000	\$450,000	\$0	\$0	\$0	\$0	\$450,000	\$450,000
2.2 Blended Finance. Finance for WSMEs in Corporate Value Chains	\$125,000	\$3,125,000	\$50,000	\$1,250,000	\$1,075,000	\$26,875,000	\$1,250,000	\$31,250,000
2.2.1 Fintech Supply Chain Blended Finance	\$0	\$0	\$0	\$0	\$750,000	\$7,950,000	\$750,000	\$7,950,000
2.2.2 Supply Chain Finance (Blended)	\$125,000	\$1,325,000	\$50,000	\$530,000	\$325,000	\$3,445,000	\$500,000	\$5,300,000
3. Access to Skills	\$6,050,000	\$22,275,000	\$0	\$0	\$0	\$0	\$6,050,000	\$22,275,000
3.1 WeToolkit Design & Implementation & PBIs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3.1.1 Grant for We-Toolkit Development	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3.1.2 Grant for We-Toolkit TOT Honduras WeToolkit Regional Dissemination	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3.1.3 TA for Companies employing We-Toolkit Standards linked to PBIs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3.1.4 PBIs for Companies employing We-Toolkit Standards	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3.2 Honduras BDS	\$6,050,000	\$22,275,000	\$0	\$0	\$0	\$0	\$6,050,000	\$20,775,000
3.2.1 Grant for WeHonduras BDS Development & Implementation	\$3,700,000	\$13,700,000	\$0	\$0	\$0	\$0	\$2,700,000	\$12,700,000
3.2.2 Grant for translation and contextualization of digital WSME online module	\$300,000	\$300,000	\$0	\$0	\$0	\$0	\$300,000	\$300,000
3.2.3 Grants for WeXchange Honduras Chapter Mentoring, meetups, bootcamps	\$150,000	\$150,000	\$0	\$0	\$0	\$0	\$150,000	\$150,000
3.2.4 Grant WeHonduras TA for WSMEs in Climate Smart Agriculture	\$1,400,000	\$4,900,000	\$0	\$0	\$0	\$0	\$1,400,000	\$4,400,000
3.2.5 Grant WeHonduras TA for WSMEs in Clean Energy	\$1,400,000	\$2,900,000	\$0	\$0	\$0	\$0	\$1,400,000	\$2,900,000
3.2.6 WeXchange Central America Forum	\$100,000	\$325,000	\$0	\$0	\$0	\$0	\$100,000	\$325,000
4. Strengthening the Enabling Environment for Women's Entrepreneurship	\$1,731,250	\$10,484,761	\$243,750	\$1,476,194	\$250,000	\$1,514,045	\$2,225,000	\$13,475,000
4.1 Comprehensive Assessment of WSMEs and Entrepreneurial Ecosystem	\$1,083,750	\$8,624,405	\$211,250	\$1,681,112	\$250,000	\$1,989,482	\$1,545,000	\$11,795,000
4.1.1 Grant for Financial Services SME Demand Survey & Toolkit	\$700,000	\$11,200,000	\$0	\$0	\$0	\$0	\$700,000	\$10,700,000
4.1.2 wXinsights (formerly called WeGrow) + Mapping/Assesment	\$258,750	\$446,250	\$86,250	\$148,750	\$0	\$0	\$345,000	\$595,000
4.1.3 Access to Finance Database	\$125,000	\$125,000	\$125,000	\$125,000	\$250,000	\$250,000	\$500,000	\$500,000
4.2 A favorable environment for the competitiveness of WSME	\$647,500	\$1,123,603	\$32,500	\$56,397	\$0	\$0	\$680,000	\$680,000
4.2.1 Grant for GBA All Stars	\$97,500	\$97,500	\$32,500	\$32,500	\$0	\$0	\$130,000	\$130,000
4.2.2 Grant for Policy Dialogue on WSME on Access to Finance (+GBA)	\$50,000	\$50,000	\$0	\$0	\$0	\$0	\$50,000	\$50,000
4.2.3 Grant for VC/PE Investor Workshops Design & Implementation	\$120,000	\$120,000	\$0	\$0	\$0	\$0	\$120,000	\$120,000
4.2.4 Grant for WeForLAC Final Policy Dialogue in Honduras	\$80,000	\$80,000	\$0	\$0	\$0	\$0	\$80,000	\$80,000
4.2.5 Grant for TA for SCGG: Safe WSME Strategy & WSME Policies	\$300,000	\$800,000	\$0	\$0	\$0	\$0	\$300,000	\$300,000
M&E	\$1,537,500	\$1,537,500	\$161,132	\$161,132	\$2,201,368	\$2,201,368	\$3,900,000	\$3,900,000
Impact Evaluations	\$1,200,000	\$1,200,000	\$750,000	\$750,000	\$1,050,000	\$1,050,000	\$3,000,000	\$3,000,000
M&E	\$337,500	\$337,500	\$187,500	\$187,500	\$225,000	\$225,000	\$750,000	\$750,000
WeForLAC Evaluations	\$0	\$0	\$0	\$0	\$0	\$0	\$150,000	\$150,000
TOTAL	\$12,063,627	\$93,800,383	\$1,429,972	\$24,177,790	\$9,197,401	\$151,350,326	\$22,691,000	\$269,328,500
MOB Fee (7%)							\$1,588,370	\$1,588,370
Grand total							\$24,279,370	\$270,916,870

UPDATED WEFORLAC BUDGET TABLE WITH CHANGES APPROVED BY THE GOVERNING COMMITTEE

Activities	Honduras			LMIC			MIC			Total We-Fi grant amount (\$)	Program Total (\$)	Total We-Fi grant committed (\$)	Total We-Fi grant disbursed (\$)
	We-Fi grant amount (\$)	Other sources (\$)	Total (\$)	We-Fi grant amount (\$)	Other sources (\$)	Total (\$)	We-Fi grant amount (\$)	Other sources (\$)	Total (\$)				
1. Access to Finance	\$906,500	\$21,140,000	\$22,046,500	\$1,489,000	\$16,326,000	\$17,815,000	\$3,535,500	\$56,169,000	\$59,704,500	\$5,931,000	\$99,566,000	\$4,316,000	\$569,100
Sub Component 1.1 Advisory Services for FIs and Corporates	\$556,500	\$15,303,750	\$15,860,250	\$339,000	\$9,322,500	\$9,661,500	\$1,060,500	\$45,663,750	\$46,724,250	\$1,956,000	\$72,246,000	\$2,556,000	\$389,100
1.1.1 Advisory Services for FIs /weB (can include Honduras)	\$556,500	\$15,303,750	\$15,860,250	\$339,000	\$9,322,500	\$9,661,500	\$460,500	\$12,663,750	\$13,124,250	\$1,356,000	\$38,646,000	\$1,356,000	\$389,100
1.1.2 Advisory Services to Structure Gender Bonds	\$0	\$0	\$0	\$0	\$0	\$0	\$600,000	\$33,000,000	\$33,600,000	\$600,000	\$33,600,000	\$1,200,000	\$0
Sub-Component 1.2 Blended Finance.	\$350,000	\$5,836,250	\$6,186,250	\$1,150,000	\$7,003,500	\$8,153,500	\$2,475,000	\$10,505,250	\$12,980,250	\$3,975,000	\$27,320,000	\$1,760,000	\$180,000
1.2 Blended finance for FIs	\$350,000	\$5,836,250	\$6,186,250	\$1,150,000	\$7,003,500	\$8,153,500	\$2,475,000	\$10,505,250	\$12,980,250	\$3,975,000	\$27,320,000	\$1,550,000	\$180,000
2. Access to Markets IMPROVING ACCESS TO MARKETS FOR WSME	\$1,920,000	\$14,950,000	\$16,870,000	\$740,000	\$19,730,000	\$20,470,000	\$2,125,000	\$37,820,000	\$39,945,000	\$4,785,000	\$77,285,000	\$3,920,000	\$577,227
2.1 TA to increase women's access to corporate and government value chains	\$1,710,000	\$13,750,000	\$15,460,000	\$200,000	\$19,250,000	\$19,450,000	\$1,000,000	\$27,500,000	\$28,500,000	\$2,910,000	\$63,410,000	\$3,210,000	\$517,227
2.1.1 TA & Procurement Registry Digitalization ONCAE	\$200,000	\$0	\$200,000	\$0	\$0	\$0	\$0	\$0	\$0	\$200,000	\$200,000	\$200,000	\$54,790
2.1.2 Procurement Workshops Companies Sourcing in Central America	\$275,000	\$0	\$275,000	\$0	\$0	\$0	\$0	\$0	\$0	\$275,000	\$275,000	\$275,000	\$0
2.1.3 WeHonduras Procurement Workshops Government Agencies & Private sector companies	\$285,000	\$0	\$285,000	\$0	\$0	\$0	\$0	\$0	\$0	\$285,000	\$285,000	\$85,000	\$171,137
2.1.4 Supply Chain Advisory for Corporates	\$500,000	\$13,750,000	\$14,250,000	\$200,000	\$19,250,000	\$19,450,000	\$800,000	\$22,000,000	\$22,800,000	\$1,500,000	\$56,500,000	\$2,000,000	\$168,365
2.1.5 FinTech Advisory Services (for 3 FIs)	\$0	\$0	\$0	\$0	\$0	\$0	\$200,000	\$5,500,000	\$5,700,000	\$200,000	\$5,700,000	\$200,000	\$122,935
2.1.6 Procurement Workshops /Events for WSME	\$450,000	\$0	\$450,000	\$0	\$0	\$0	\$0	\$0	\$0	\$450,000	\$450,000	\$450,000	\$0
2.2 Blended Finance. Finance for WSMEs in Corporate Value Chains	\$210,000	\$1,200,000	\$1,410,000	\$540,000	\$480,000	\$1,020,000	\$1,125,000	\$10,320,000	\$11,445,000	\$1,875,000	\$13,875,000	\$710,000	\$60,000
2.2.1 Supply Chain Blended Finance	\$0	\$0	\$0	\$0	\$0	\$0	\$750,000	\$7,200,000	\$7,950,000	\$750,000	\$7,950,000	\$500,000	\$0
2.2.2 Supply Chain Finance (Blended)	\$210,000	\$1,200,000	\$1,410,000	\$540,000	\$480,000	\$1,020,000	\$375,000	\$3,120,000	\$3,495,000	\$1,125,000	\$5,925,000	\$210,000	\$60,000
3. Access to Skills	\$5,850,000	\$16,225,000	\$22,075,000	\$0	\$0	\$0	\$0	\$0	\$0	\$5,850,000	\$22,275,000	\$4,105,000	\$1,290,185
3.1 WeToolkit Design & Implementation & PBIs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3.1.1 Grant for We-Toolkit Development	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3.1.2 Grant for We-Toolkit TOT Honduras WeToolkit Regional Dissemination	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3.1.3 TA for Companies employing We-Toolkit Standards linked to PBI	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3.1.4 PBIs for Companies employing We-Toolkit Standards	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
3.2 Honduras BDS	\$5,850,000	\$16,225,000	\$22,075,000	\$0	\$0	\$0	\$0	\$0	\$0	\$5,850,000	\$22,075,000	\$4,105,000	\$1,290,185
3.2.1 Grant for WeHonduras BDS Development & Implementation	\$2,500,000	\$11,000,000	\$13,500,000	\$0	\$0	\$0	\$0	\$0	\$0	\$2,500,000	\$13,500,000	\$2,155,000	\$1,040,185
3.2.2 Grant for translation and contextualization of digital WSME on WeToolkit	\$300,000	\$0	\$300,000	\$0	\$0	\$0	\$0	\$0	\$0	\$300,000	\$300,000	\$300,000	\$0
3.2.3 Grants for WeXchange Honduras Chapter Mentoring, meetups	\$150,000	\$0	\$150,000	\$0	\$0	\$0	\$0	\$0	\$0	\$150,000	\$150,000	\$150,000	\$150,000
3.2.4 Grant WeHonduras TA for WSMEs in Climate Smart Agriculture	\$1,400,000	\$3,500,000	\$4,900,000	\$0	\$0	\$0	\$0	\$0	\$0	\$1,400,000	\$4,900,000	\$1,400,000	\$0
3.2.5 Grant WeHonduras TA for WSMEs in Clean Energy	\$1,400,000	\$1,500,000	\$2,900,000	\$0	\$0	\$0	\$0	\$0	\$0	\$1,400,000	\$2,900,000	\$1,400,000	\$0
3.2.6 WeXchange Central America Forum	\$100,000	\$225,000	\$325,000	\$0	\$0	\$0	\$0	\$0	\$0	\$100,000	\$325,000	\$100,000	\$100,000
4. Strengthening the Enabling Environment for Women's Entrepreneurs	\$1,731,250	\$8,016,758	\$9,748,008	\$243,750	\$62,500	\$306,250	\$250,000	\$0	\$250,000	\$2,225,000	\$13,475,000	\$2,145,000	\$539,009
4.1 Comprehensive Assessment of WSMEs and Entrepreneurial Ecosystem	\$1,083,750	\$7,540,655	\$8,624,405	\$211,250	\$62,500	\$273,750	\$250,000	\$0	\$250,000	\$1,545,000	\$12,295,000	\$1,545,000	\$341,072
4.1.1 Grant for Financial Services SME Demand Survey & Toolkit	\$700,000	\$10,500,000	\$11,200,000	\$0	\$0	\$0	\$0	\$0	\$0	\$700,000	\$11,200,000	\$700,000	\$7,370
4.1.2 WeGrow + Mapping/Assessment	\$258,750	\$187,500	\$446,250	\$86,250	\$62,500	\$148,750	\$0	\$0	\$0	\$345,000	\$595,000	\$345,000	\$121,258
4.1.3 Access to Finance Database	\$125,000	\$0	\$125,000	\$125,000	\$0	\$125,000	\$250,000	\$0	\$250,000	\$500,000	\$500,000	\$212,444	\$0
4.2 A favorable environment for the competitiveness of WSME	\$647,500	\$476,103	\$1,123,603	\$32,500	\$0	\$32,500	\$0	\$0	\$0	\$680,000	\$1,180,000	\$600,000	\$197,937
4.2.1 Grant for GBA All Stars	\$97,500	\$0	\$97,500	\$32,500	\$0	\$32,500	\$0	\$0	\$0	\$130,000	\$130,000	\$130,000	\$27,937
4.2.2 Grant for Policy Dialogue on WSME on Access to Finance	\$50,000	\$0	\$50,000	\$0	\$0	\$0	\$0	\$0	\$0	\$50,000	\$50,000	\$50,000	\$50,000
4.2.3 Grant for VC/PE Investor Workshops Design & Implementation	\$120,000	\$0	\$120,000	\$0	\$0	\$0	\$0	\$0	\$0	\$120,000	\$120,000	\$120,000	\$120,000
4.2.4 Grant for WeForLAC Final Policy Dialogue in Honduras	\$80,000	\$0	\$80,000	\$0	\$0	\$0	\$0	\$0	\$0	\$80,000	\$80,000	\$80,000	\$80,000
4.2.5 Grant for TA for SCGG: Safe WSME Strategy & WSME Policies	\$300,000	\$500,000	\$800,000	\$0	\$0	\$0	\$0	\$0	\$0	\$300,000	\$800,000	\$300,000	\$0
M&E	\$1,587,500	\$0	\$1,587,500	\$887,500	\$0	\$887,500	\$1,325,000	\$0	\$1,325,000	\$3,900,000	\$3,900,000	\$3,000,000	\$439,460
Impact Evaluations	\$1,200,000	\$0	\$1,200,000	\$750,000	\$0	\$750,000	\$1,050,000	\$0	\$1,050,000	\$3,000,000	\$3,000,000	\$3,000,000	\$439,460
M&E	\$387,500	\$0	\$387,500	\$137,500	\$0	\$137,500	\$275,000	\$0	\$275,000	\$750,000	\$750,000	\$750,000	\$750,000
WeForLAC Evaluations	\$50,000	\$0	\$50,000	\$50,000	\$0	\$50,000	\$50,000	\$0	\$50,000	\$150,000	\$150,000	\$150,000	\$150,000
MOB Fee 7%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL	\$11,995,250	\$60,331,758	\$72,327,008	\$3,460,250	\$36,118,500	\$39,578,750	\$7,235,500	\$93,989,000	\$101,224,500	\$22,691,000	\$218,089,370	\$19,074,370	\$3,414,981

IDBG We-Fi 2022 Master Budget .Annex I.WeForLAC.with 2023.Annual Report.xlsx

WE3A BUDGET TABLE

Program Activities	We-Fi Funding Requested	We-Fi Funding Committed	We-Fi Funding Disbursed	IDA		Non-IDA		Program Total
				WeFi grant (\$)	Total (\$)	C+D countries WeFi Grant (\$)	Total (\$)	
1. Aspire	\$ 1,194,882	\$ 1,194,882	\$ 1,072,743	\$ 597,441	\$ 3,097,441	\$ 597,441	\$ 3,097,441	\$ 6,194,882
Sub-Component 1.1 Building enabling ecosystems for Value Chain WSMES	\$ 1,194,882	\$ 1,194,882	\$ 1,072,743	\$ 597,441	\$ 3,097,441	\$ 597,441	\$ 3,097,441	\$ 6,194,882
Sub-Component 1.2: STEM - Enabling Environment	\$ -			\$ -	\$ -	\$ -	\$ -	\$ -
2 Activate	\$ 3,313,297	\$ 3,313,297	\$ 1,400,236	\$ 1,739,149	\$ 5,064,149	\$ 1,574,149	\$ 4,809,149	\$ 9,873,297
Sub-Component 2.1 : Activate for Value Chain WSMES (Technical training and advisory)	\$ 2,678,297	\$ 2,678,297	\$ 1,400,236	\$ 1,339,149	\$ 2,714,149	\$ 1,339,149	\$ 2,714,149	\$ 5,428,297
Sub-Component 2.2: Incubation for STEM-focused WSMES (Technical training and advisory)	\$ 635,000	\$ 635,000		\$ 400,000	\$ 2,350,000	\$ 235,000	\$ 2,095,000	\$ 4,445,000
3. Accelerate	\$ 8,744,877	\$ 7,638,645	\$ 3,211,852	\$ 4,769,323	\$ 22,493,023	\$ 3,975,555	\$ 21,851,855	\$ 44,344,877
Sub-component 3.1: Accelerating Value Chain WSMES (Technical training and advisory)	\$ 2,898,645	\$ 2,898,645	\$ 1,211,852	\$ 1,449,323	\$ 3,949,323	\$ 1,449,323	\$ 3,949,323	\$ 7,898,645
Sub-component 3.2: STEM Acceleration	\$ 5,846,232	\$ 4,740,000	\$ 2,000,000	\$ 3,320,000	\$ 18,543,700	\$ 2,526,232	\$ 17,902,532	\$ 36,446,232
Activity 3.2.1: Seed capital and acceleration for STEM-based WSMES (Technical training and advisory & investment)	\$ 2,740,000	\$ 2,740,000		\$ 1,820,000	\$ 5,500,000	\$ 920,000	\$ 3,940,000	\$ 9,440,000
Activity 3.2.2: Access to Venture Capital for STEM-based WSMES (Investment)	\$ 3,106,232	\$ 2,000,000	\$ 2,000,000	\$ 1,500,000	\$ 13,043,700	\$ 1,606,232	\$ 13,962,532	\$ 27,006,232
Program Evaluations	\$ 534,986	\$ 534,986						\$ 534,986
WEFI	\$ 13,788,042	\$ 12,681,810	\$ 5,684,831	\$ 7,105,912	\$ 30,654,612	\$ 6,147,144	\$ 29,758,444	\$ 60,948,042
MDB Administrative Fee	\$ 927,714	\$ 927,714						
Grand Total	\$ 14,715,756	\$ 13,609,524						

WECOUNT BUDGET TABLE

Funds are 100% committed.

	IDB LAB	WeFi	CoFinancing	Total	Disbursed
Component 1 Capacity Building	\$202,000	\$2,051,607	\$50,000	\$2,303,607	\$712,845
Personnel - Executing Agency [Agora]					647,524
Fringe Benefits - Executing Agency [Agora]					23,319.28
Travel					7,317.86
Supplies					4,000.65
Partner Support & Contracting Agencies					
Event costs					11,176.23
Platforms / Tools					19,507.95
COMPONENT 2 Markets		\$409,490	0	\$409,490	\$32,504.41
Personnel - Executing Agency [Agora]					27,123.18
Fringe Benefits - Executing Agency [Agora]					5,381.24
Partner Support & Contracting Agencies					
COMPONENT 3 Financing		\$1,274,908	0	\$1,274,908	\$175,654.57
Personnel - Executing Agency [Agora]					18,082.12
Fringe Benefits - Executing Agency [Agora]					3,587.49
Partner Support & Contracting Agencies					
Investment					153,984.96
COMPONENT 4 Information Exchange Platform	\$ 600,000	\$272,994	0	\$872,994	\$21,669.61
Personnel - Executing Agency [Agora]					18,082.12
Fringe Benefits - Executing Agency [Agora]					3,587.49
Partner Support & Contracting Agencies					
COMPONENT 5 Transversal – Proj.Adm. /Comm.					\$36,644.67
Communications		63,000		63,000	5,000.82
Administrative and operational costs		456,501		456,501	31,643.86
M&E, Knowledge Sharing [external - IDB]	198,000			198,000	
MDB Fee		\$340,000.00		\$340,000.00	
Total	\$1,000,000	\$4,868,500.00	\$50,000	\$5,918,500	\$979,319

B. Types of Activities Funded

Funding Categories	Committed Amount		
	Round 2	Round 3	Round 4
Investment Activities	3,170,000	4,400,000	
Technical Assistance/Advisory Activities	6,981,000	1,242,493	
WSME Capacity Building	3,635,000	7,039,317	4,528,500
Grants to WSMEs			
Research, M&E and Evaluations	3,700,000		
IP Fees	1,588,370	927,714	340,000
Total	19,074,370	13,609,524	4,868,500

C. Summary Focus Areas Funded

Funding Categories	Committed Amount		
	Round 2	Round 3	Round 4
Access to Finance	7,926,000	4,400,000	1,584,975
Access to Markets	3,210,000	1,267,077	724,560
Access to Skills	4,050,000	7,014,733	2,218,965
Enabling Environment	2,300,000		
IP Fees	1,588,370	927,714	340,000
Total	19,074,370	13,609,524	4,868,500

ANNEX II. EXAMPLES OF IMPACT ON WSMES

ANABEL PEREZ – We3A STEM - NovoPayment

Nearly two decades ago, Anabel Perez began on a journey fueled by a dream – to craft a bridge between technology and banks to offer broader and more inclusive financial services to the millions of people across Latin America and the Caribbean (LAC) with no access to bank accounts. In 2007, Anabel co-founded NovoPayment with a mission to serve as a tech enabler of financial digitization in the Americas. Though from a time when the term ‘fintech’ was hardly in use, Anabel foresaw an opportunity in tools like pre-paid debit cards, which she believed could transform the financial and transactional services in the region.

As technology evolved over time, NovoPayment’s aim grew to encompass the digitization of payment and financial service infrastructure. Today, this pioneering venture offers a bank-as-a-service (BaaS) platform that operates in 15 countries with 400+ employees and serves more than 10,000 corporate clients. NovoPayment provides a novel business-to-business (B2B) infrastructure that empowers both conventional and non-conventional financial service providers to offer digital banking, payment, and card solutions, achieved by sub-contracting critical digital technological processes under as-a-service model.

Yet, this journey to success was not without its own challenges. In a world where female-led companies receive less than 3% of venture capital globally, Anabel Perez often highlights the existing hurdles to funding for female-led ventures. For her, access to capital – not technology – has been the biggest struggle. As a Latina entrepreneur from Venezuela in the 2000s and 2010s, she recalls her friend in Silicon Valley saying, *“Venture capital for a fintech in Miami led by a woman? Almost impossible.”* Nonetheless, when Anabel Perez delivered a powerful pitch at the WeXchange Forum as one of the six finalists of the Pre-Series A and Series A/B Category from the Women STEMpreneurs Competition 2020, many saw the potential of NovoPayment’s solution in accelerating financial inclusion and closing the digital gap in regions with limited traditional bank presence.

Two years following the competition, in August 2022, We-Fi and IDB Lab made a \$2.5 million equity investment to NovoPayment. With support from IDB Lab and We-Fi resources, NovoPayment is set to grow the network of partners, expand to new markets, and empower its primary clientele – medium and small banks, microfinance institutions, and non-conventional financial service providers – whose final beneficiaries will largely include the unbanked and underbanked populations and businesses in LAC who currently lack access to adequate and inclusive financial services. Through easier and better-digitized access to financial services offered by NovoPayment, countless individuals across LAC stand to gain, including households, gig economy workers, poor families, and small and medium-sized businesses, with at least 250,000 low-value transactions anticipated.

This investment was part of the \$19 million Series A funding round that NovoPayment scored from Fuel Venture Capital, with investments from the IDB Lab, IDC Ventures, Endeavor Catalyst, and Visa’s venture arm. This significant milestone marked the largest funding round for a fintech with a female CEO at the time, solidifying the presence of NovoPayment and Anabel Perez as a trailblazer in the industry.

Anabel Perez’s accolades extend her influence far and wide. In addition to being a member of the Forbes Finance Council and recipient of the “High Commendation” at the 2022 Banking Tech Awards, she also stands as the first Hispanic-American woman to earn the Paybefore Industry Achievement Award for her outstanding contributions to the payments sector and financial inclusion. The relentless determination of Anabel Perez and NovoPayment to extend financial services to new frontiers in people’s lives will continue

to inspire female entrepreneurs and mark a valuable step toward a more financially inclusive future for all.



Anabel Pérez,
CEO

NovoPayment, a Banking-as-a-Service (BaaS) solution focusing on digital financial transactions.



DOMENICA OBANDO & ROXANA KERN – We3A STEM -Talently

In the dynamic world of women-led entrepreneurship, an inspiring story is unfolding – one where talent, innovation, and inclusivity converge to empower tech professionals. At the heart of this story are Domenica Obando and Roxana Kern, two visionary co-founders of the Peruvian edtech startup, Talently. The two co-founders' voyage began with Andi, an English-learning platform. However, they began to observe that a significant number of Andi's clients were software developers seeking to improve their English to access positions in the global job market, particularly in the tech sector. Along with the burgeoning tech boom that was unraveling in Latin America, this revelation was the spark that ignited Talently's inception in 2019. It was born with a clear mission to bridge the gap between tech talent and top-tier technology companies by empowering tech professionals in Latin America through the needed skills, knowledge, and opportunities to secure rewarding tech careers.

As a talent accelerator for software developers and data scientists, Talently offers a dynamic combination of *Talently Go!* (a 12-week intensive training program and educational platform that offer the necessary technical and employability skills), *Talently Match* (affinity algorithm and talent verification that generate an intelligent match between tech companies and prospective workers), and *Talently Hire* (advisory service for companies searching for talent). This unique blend of unlimited content and personalized guidance equips tech professionals with the tools that they need to thrive in the competitive tech job market. Through their innovative training programs and intelligent matching algorithms, Talently has facilitated job placements for almost 1,500 engineers in leading tech companies, including Microsoft, IBM, Lyft, Paypal, Rappi, Nubank, Paycom, Pinterest, and Mercado Libre, among others. Today, the platform hosts a community of more than 5,000 students and 150+ hiring companies.

However, what truly sets Talently apart is its unwavering commitment to inclusivity and women empowerment. With female representation in the tech sector falling short at 8% in the region, Domenica and Roxana set out to create an environment where women could sharpen their tech skills, enhance employability, and confidently pursue careers in technology. Domenica passionately notes, *"As a bridge of connections between talent and global companies, we must promote hiring that considers the skills and capabilities of tech professionals, not their gender. Latin America still has a lot of room for growth here, and we are working to achieve it. At Talently, we aim to increase women participation and hiring."*

This dedication to women empowerment is what has led the IDB Lab to mobilize funds from We-Fi to invest \$750,000 in Talently in November 2022. The capital will enable Talently to increase the female composition of its students from 22% to 25% in five years, as well as further consolidate and expand its upskilling-to-placement platform across the region. This effort to strengthen a market and supply of technological talent is expected to reach about 160,000 Latin American tech professionals by 2025, 40,000 of whom will be women, benefiting from bootcamps, scholarship programs, marketing campaigns, and peer-to-peer learning community targeted for women developers.

Talently's story, with Domenica and Roxana at its forefront, showcases the remarkable power of innovation, entrepreneurship, and a commitment to diversity and inclusion, with entrepreneurship serving as a vehicle to deliver outsized impact and economic growth. As Latin America's tech ecosystem continues to evolve, Domenica and Roxana remain steadfast in their mission and vision of creating Latin America's largest talent marketplace and of propelling the region into the next tech talent hub. Their journey is lighting the path to a brighter and more inclusive future for tech talent in the region.



AKAYA HALLEY – We3A Value Chains Dreambuilders Programme

“The Dreambuilders Programme was the best. It was mind-blowing. I was overloaded with information that one needs as an entrepreneur. Once you have an idea and desire to start a business, this program and training is exactly what you need.” This story of determination, resilience, and boundless ambition belongs to Akaya Halley, a graduate of the Dreambuilders Programme in Guyana. Made possible through the support of the We-Fi funds, this program is a free online learning program under the ‘Activate’ component of the We3A Value Chains project. It is tailored for women aspiring to launch or expand their small businesses and serves as a powerful platform to attract and support women-led/owned businesses (WSMEs) for capacity-building and training activities in entrepreneurship.

Akaya Halley is one of the twenty entrepreneurs whose stories have been showcased through professional videos, disseminated across social media, events, and various other platforms. These videos, including the one featuring Akaya’s testimonial as a direct beneficiary and graduate of the Dreambuilders Programme, have now reached over 135,000 people, sparking positive reactions and attitudes towards the inspiring success stories of female entrepreneurs.

Akaya’s journey started with the Dreambuilders Programme. For her, this program provided more than a simple acquisition of theoretical knowledge, but a hands-on and practical lesson that equipped women like Akaya with the indispensable skills and insights needed to run their businesses.

One of the most profound learnings from the programme for Akaya was in financial management. Initially, she grappled with the complexities of effectively managing the finances of her business. As for countless new entrepreneurs, understanding the intricacies of sustaining and growing a venture was a real challenge. Her initial instinct was to channel most of the business’ profits to her family, a heartfelt desire to provide for her loved ones. However, the Dreambuilders Programme was what enhanced her understanding to re-channel and re-invest resources to further fuel and upscale her business, providing essential skillsets to gain more control and confidence over her business finances.

Akaya’s dream goes far beyond financial success, however. It reflects her compassion and commitment to make a meaningful impact on her community. *“I am thinking big. I want to be the solution.”*, says Akaya, as she shares her ultimate goal of rendering her business into Guyana’s Number 1 foot spa destination. She wants it to be a place that not only offers exceptional foot care for clients, but also vital services for patients with diabetes and other similar medical conditions.

It is stories and journeys like Akaya’s that testify to the transformative power and real impact of initiatives like the Dreambuilders Programme. It vividly illustrates how, with the right support and training, women entrepreneurs can overcome challenges, rewrite their destinies, and leave a lasting mark on their communities, families, and most importantly, upon themselves.

Akaya’s journey is not just an individual triumph – it is hope and a testament to the limitless potential of women in business. As Akaya’s experience continues to evolve and inspire others, the Dreambuilders Programme and We3A remain committed to fostering a more inclusive and empowering environment for women entrepreneurs in Latin America and the Caribbean.



LAURA MACCIO – metaBIX Biotech

Laura Macció, the CEO and Founder of metaBIX Biotech, participated in the 2023 WeXchange Women STEMpreneurs, a competition powered by IDB Lab that serves as a beacon for empowering women entrepreneurs in STEM fields across Latin America and the Caribbean. Amongst a pool of 340 applicants hailing from 25 different countries, Laura's brainchild, metaBIX Biotech, emerged as a trailblazer.

Laura's profound passion for microbiology was evident long before the inception of this Uruguayan company. Eight years ago, she founded ARAVANLABS, a thriving biotechnology enterprise proudly built on 100% natural capital. ARAVANLABS found its incubation sanctuary at the Khem-Pando Technological Polo Institute (a biotechnological-based incubator) and received crucial funding from the National Agency for Research and Innovation.

Today, metaBIX Biotech has been revolutionizing the landscape of environmental pathogen detection. Through its innovative methods, it has pioneered a means to comprehensively assess environmental samples for the presence of pathogens, fundamentally transforming the way that industries address challenges. This remarkable breakthrough enables clients to gain a profound understanding of the specific obstacles faced by their installations, equipping them with invaluable insights to take timely and strategic actions.

metaBIX Biotech's capabilities extend to the identification of key pathogens across various productive sectors. In the food industry, they have harnessed their expertise to detect pathogens such as Listeria, Salmonella, STEC, and O157, ensuring the safety and integrity of food production. For the poultry and pig sectors, their prowess extends to detecting African Swine Fever, Mycoplasma, Campylobacter, Adenovirus, Salmonella, Bronchitis, and even discerns varying levels of pathogen variants. This game-changing technology not only enhances the quality of products but also safeguards the health and well-being of communities, positioning metaBIX Biotech as a true pioneer in the field of pathogen detection and a catalyst for positive change in industries worldwide.

metaBIX was bolstered by an initial funding of \$100,000. In March of this year, it received additional funding from IDB Lab and ANII. Now armed with disruptive technology, an exceptional team, and a formidable advisory board, metaBIX Biotech is poised to bring its groundbreaking product all throughout Latin America and the United States.

In a brief but compelling five-minute pitch, Macció masterfully captivated the WeXchange audience, securing her team's spot as one of the esteemed fifteen finalists. The ripple effect of the WeXchange event has been nothing short of extraordinary. Under Macció's leadership, the CEO proudly announced that since the event's conclusion, metaBIX Biotech has initiated substantive conversations with no fewer than nine prominent investment funds spanning both Latin America and the United States. Furthermore, the team has already solidified a promising partnership, making substantial progress towards their shared goals. This event has also propelled the brand's visibility and reputation to new heights.

Notably, metaBIX Biotech has leveraged this exceptional opportunity to engage with mentors and expand their network, extracting invaluable insights and fostering dynamic connections with fellow startups to push them forward on their strategic roadmap and further cement metaBIX Biotech as a transformative force in the industry.



TAMARA ROJAS - Bëkuo

Given Tamara Rojas' passion for illustration, it seemed like a natural choice for her to join a graphic design company upon her graduation from university. Yet, Tamara's unyielding self-belief led her to take the bold step and propel herself into the world of entrepreneurship, with the launch of what is now her "most beloved project" – Bëkuo.

The idea to create Bëkuo arose from Tamara's deep concern about the lack of knowledge surrounding endemic and native fauna in Costa Rica. Tamara harbored a great desire to protect these valuable, threatened species, and thus producing unique, sustainable, and beautiful souvenirs was the perfect way for her to raise awareness and garner support for their conservation. In Tamara's own words, *"We seek a solution that caters not only to our local community but also to tourists, crafting souvenirs that are both distinctive and of premium quality. We recognize that people have grown weary of the ubiquitous, mass-produced souvenirs flooding the market... We take pride in our commitment to preserving the environment while simultaneously uplifting the local economy through our artisanal craftsmanship. Our company embodies this ethos, driven not only by market demands but also by the core philosophy that underpins our mission."* Tamara envisions a near future wherein Bëkuo becomes recognized for offering the finest tourist gifts that authentically represent the biodiversity of Costa Rica.

Prior to embarking on the Bëkuo journey, Tamara lacked entrepreneurial experience. Undeterred, however, she proactively sought to bolster her skills by enrolling in a combination of virtual and in-person courses dedicated to honing her entrepreneurial acumen. Concurrently, she committed herself to self-study in the realm of marketing, recently completing all of We3A's Activate Courses, including the Dreambuilders Programme.

Fast forward seven years, Bëkuo has garnered substantial acclaim. It was featured in numerous interviews, and since 2019, Bëkuo has been an integral part of NOVICA, a global platform renowned for showcasing the works of artists and artisans, often associated with the National Geographic. In particular, the past year marked a significant milestone, with an average monthly sale of 3,687,164 products, totaling a remarkable \$44,246,337 million of colones (the Costa Rican currency) in just a single year. What's even more truly remarkable is that this astounding success was achieved without any external financing.

As a female entrepreneur, Tamara views it to have both advantages and disadvantages. On the one hand, she has faced customers who questioned her abilities with comments like, *"You manage the business, but it's probably your husband who gave you the idea."* However, this has not discouraged her: *"I think this is a matter of learning from experience and working to empower oneself to confront discrimination."* Tamara is grateful for the support she has received from numerous institutions and fellow female entrepreneurs, together forging an enriching and unique feminine force.

Tamara is a firm believer that her success comes from her hard work, consistency, frugality, and having her feet on the ground. Her next steps are to finish building a robust team to empower her business to continue to grow. She wants to be able to completely dedicate herself to drawing new species and creating new products that tell the stories and tales of the wonderful species inhabiting Costa Rica. More recently, Bëkuo has attracted the attention of an international audience, through which she aims to have a store on Amazon while strengthening her webpage to enable her company to reach new markets, including the United States and the United Kingdom.



WeForLAC Elcatex Videos: Women beneficiary stories (Honduras)

https://youtu.be/sBPV_Djnue0

<https://youtu.be/mhWEXS8sr7I>

https://youtu.be/w_1NrteiCwk

ANNEX III. WSME DEFINITIONS

The IDBG has developed operational guidelines for the WeForLAC and We3A programs that establish that the We-Fi formal WSME definition should be applied across all programs and projects, and that deviations from the SME and women-owned component of the definition are not permitted. For the women-led component of the definition, the guidelines require that any deviations from the formal We-Fi definition be documented and communicated to the program coordinators.

To date, minor deviations and corresponding justifications have been noted, including as noted in the 2020 Annual Report the WeForLAC IDB Invest project Grupo Elcatex/San Juan Textile Gender Bond in Honduras (HO-G1255) for \$210,000, approved in 2020, and are as follow:

Elcatex: As part of the transaction, the client – a Honduran textile manufacturer – will receive an interest rate reduction if it meets targets to increase its share of WSME suppliers and/or the volume of purchases. The existing share of WSMEs in the Honduran market is fairly low, although it's difficult to say exactly how low given the lack of consolidated records on firms in general, much less by gender. Part of the advisory service associated with the transaction is aimed at better gauging the available pool of WSMEs and connecting them to the client. The incentive curve is structured as nonlinear growth to ensure the client has enough time to adjust their tracking systems and identify potential WSMEs suppliers. On the women-owned/led component of the definition, the project is utilizing the following criteria:

Firm with 51% or more ownership by woman (or women) AND/OR has a female CEO/Chief Executive/ C Suite Executive/ Sales Manager AND/OR ≥30% of the board of directors are women.

These parameters will allow us to ensure reliable data quality and development impact as we are designing incentives that promote women in the relevant leadership positions for that industry. We included Sales Manager in the definition as it is a position of decision-making power in the context of supply-chain for Elcatex. The project's targets are quite ambitious, and by the end of the transaction, in 2027, it is expected that the client will increase the number of WSME suppliers from 5% to 24%, and/or increase the volume of purchases from 16% to 40%.

For We3A Aspire and Activate components, the definition of WSME is a woman who owns a business activity, or even has the idea to start one. It is directed more to entrepreneurs than to SMEs. Although some of them have several employees. For Accelerate, the definition is much more strict: Minimum 51% of the property of the business has to be owned by a woman or women, and all of We-Fi's requirements to classify as SME are requested. Only in Guyana, and in other countries case by case, some conditions can be unmet.

For WeCount the business profile is:

Minimum annual sales of USD 20,000 for level 1. Minimum Annual sales of USD 60,000 for levels 2 and 3. There are additional cutoffs between levels 2 and 3 that include other variables beyond sales to segment the most advanced enterprises.

Women-led definition:

Option 1: ≥ 51% owned by a woman / women; or

Option 2: ≥ 20% owned by a woman / women; and have ≥ 1 woman as CEO/COO (President/Vice-President); or have ≥ 30% of the board of directors comprised of women, where a board exists and have ≥ 1 woman as CEO/COO (President/Vice-President).

ANNEX IV. IP METHODOLOGY FOR RESULTS MEASUREMENT

- **Technical Cooperation Monitoring system.** The Technical Cooperation Monitoring and Reporting module (TCM) in the IDB [Convergence](#) information system is a tool that allows project teams to engage in strategic planning, tracking, and reporting on the execution and results of TC operations (any amount) and Investment Grant operations (up to USD3 million). TCM consists of the results matrix and findings and recommendations sections of Convergence and is an integral part of the full TC project cycle, from preparation, to execution, to closing. Development of the outcomes and outputs sections of the results matrix must be carried out during the preparation stage in the TCM. At the outputs level, [utilization of standard output indicators](#) is mandatory. Upon completing the required results matrix fields in TCM, project teams must automatically generate the Results Matrix annex. This annex becomes an integral part of the TC Document package reviewed at Quality and Risk Review (QRR). TC progress updates must take place annually. This update must include progress against targets set in the TC results matrix, as well as qualitative information related to project execution and results that is utilized to feed reporting to donors and the Board of Executive Directors. Once the TC results matrix and the relevant fields from Findings and Recommendations have been updated, the Team Leader must submit the report for review of the corresponding Grants and Co-financing Management Unit Fund Coordinator.
- **Knowledge Generation and Impact Evaluation for WeForLAC. RG-T3770. IDB, and Knowledge Generation and Impact Evaluation for WeForLAC. RG-T3746. IDB Invest.** These two TCs are structured in the same below components to support the generation of knowledge and evaluation of selected IDB projects supported by WeForLAC:
 - **Impact Measurement Support for Fis (IDB Invest).** Description: The objective is to support Financial Institution's (FI) to strengthen their impact measurement capacities, particularly with a gender lens. IDB Invest teams support each FI with an in-depth diagnosis of the FI's current data collection practices, the design and development of a smart platform to collect impact data and visualization, piloting and training activities on the platform, and support during the process of data collection. Status: During 2022 and 2023, four FIs have signed agreements to participate in this initiative, of which two have already started the work. A total of 5 FIs will participate in this initiative as part of this pilot phase.
 - **Blended Finance: The Impact of PBIs on gender outcomes (IDB Invest).** Description: The main objective of this study is to assess the impacts generated by using blended finance to incorporate Performance Based Incentives (PBIs) to maximize gender outcomes through the private sector. The report reviews the existing evidence, with a special focus on the LAC region; and conducts an in-depth assessment of IDB Invest cases. Status: The study is currently being conducted and it is expected to be completed in the second semester of 2023 and disseminated in early 2024.
 - **Gender Bonds in Latin America and the Caribbean (IDB Invest).** Description: This report will provide an analysis of the issuance of gender bonds around the globe and with a special focus on the LAC region and includes some case studies with IDB Invest clients. The study focuses on the opportunities, lessons learned and main challenges of these types of bonds and finalizes with a series of recommendations for future issuances. Status: The study is currently being internally reviewed. Preliminary findings of the study were shared in an event organized jointly with GIIN in the first trimester of 2023.

- **Measuring Gender Biases in Credit Officials (Joint IDB Invest/IDB).** Description: IDB Invest has been providing support to financial institutions (FI) to identify and measure gender biases in their credit officials through a novel online tool designed by IDB Invest and IDB. Moreover, by conducting an analysis of administrative microdata from the FI the presence of biases is verified and a quantification of the monetary losses of the FIs due to gender biases is produced. After identifying these biases, IDB Invest provides recommendations on interventions to reduce or mitigate these biases. Status: So far, five IDB Invest clients have implemented the tool. Additionally, IDB Invest has partnered with Red de Instituciones Financieras de Desarrollo (RFD) in Ecuador to conduct the analysis on its member clients. This is expected to generate wider systemic effects. As a next step, rigorous impact evaluations are expected to be conducted with selected FIs to measure the impacts of interventions to reduce biases.
- **Barriers to export in SMEs by leader/owner's gender (Joint IDB Invest/IDB).** Description: IDB Invest is launching a study looking at the barriers and opportunities that WSMs face to access export markets. The study will involve the collection of a large-scale regional survey in 13 LAC countries. Additionally, a series of in-depth interviews with exporting SMEs in the region will be conducted. This initiative is being conducted in partnership with INTAL from IDB Status: Surveys will be collected in the second semester of 2023 and the final report disseminated in 2024.
- **Causal analysis on the impacts of access to credit for WSMs (Joint IDB Invest/IDB).** Description: IDBG teams, in collaboration with IPA and academics, worked on a large-scale impact evaluation, where government-guaranteed COVID-19 emergency loans were randomly assigned to comparable groups of Micro, Small, and Medium-sized enterprises (MSMEs) to investigate whether these loans impacted the access to credit and economic earnings to MSMEs and, in particular, of women-led MSMEs differently. Status: A first draft of the study is currently under revision; it is expected to be concluded in the fourth trimester of 2023 and will be widely disseminated once published. Study was selected to be presented at EBRD-hosted We-Fi knowledge event.
- **Special Report on Gender ANIF-IDB (Centro de Estudios Economicos – Colombia) (Joint IDB Invest/IDB).** Description: The MiPyme ANIF survey has been established as one of the main sources of reliable statistical information on the MiPyme sector in Colombia. As a result of the partnership between the IDB Invest and ANIF, the survey has incorporated a special module on gender in the 2022 survey. Data collected is being used to better understand gender gaps for SMEs in Colombia, with a focus on WeFi priority areas. Status: A study is underway and will be concluded in the last trimester of 2023.
- **Mapping and characterization of Women Led MSMEs in Honduras (Joint IDB Invest/IDB).** Description: The goal of the project was to identify the principal actors in the entrepreneurial ecosystem of Honduras, the main problems faced by MSMEs owned or led by women and map the existing data sources. This has helped to guide the design of the WeForLAC program interventions and identify potential beneficiaries. Information was obtained from different institutions, such as Chambers of Commerce and SENPRENDE. Status: Data was collected between November 2021 and 2022, NDAs were signed in 2023 and the report was written during 2023. The study is undergoing internal reviews.

- **Latin-American MSMEs and the Covid-19 pandemic: A Gender-Gap Study on Firms' Economic Performance and Access to Credit (Joint IDB Invest/IDB).** Description: The research has been conducted with IPA and external academics and uses unique high-frequency financial and administrative datasets to explore the varying impacts of the pandemic on Latin American MSMEs, with a particular focus on gender gaps. Thanks to partnerships with four private banks, the team has been able to trace the economic performance and credit access of numerous businesses in Chile, Colombia, Paraguay, and Peru over a period of more than two and a half years. Status: Results for this study have already been obtained and are currently undergoing internal reviews in preparation for its publication.
- **Characterization of MSMEs in the Dry Corridor of Honduras Incorporating the Gender Perspective. (IDB)** This study was conducted through a collaborative effort involving several divisions within IDB. These include the Strategy Development Division (SPD/SDV), the Environment Rural Dev & Disaster Risk Management Division (CSD/RND), and the Gender and Diversity Unit (SCL/GDI). The study highlights the role of women as small-scale entrepreneurs located in the Dry Corridor in rural Honduras. The objective was to understand the operations, challenges, and gender dynamics within these firms. Data was collected during 2022. Results for this study have already been obtained and are currently undergoing internal reviews in preparation for its publication.

ANNEX V. LIST OF COMMITTED PROJECTS

Attached separately as Excel per We-Fi guidance.

ANNEX VI. PROJECT SUMMARIES

WECount - LEVERAGING DATA AND AN INFORMATION EXCHANGE PLATFORM¹ FOR WSME PRODUCTIVITY AND SUSTAINABILITY

Project Type: Advisory

Project Start Date: November 1st 2022

Geographical Focus: El Salvador, Guatemala, Honduras
Mexico

Project End Date: November 1st 2025

We-Fi Funding Committed: \$ 4,868,500

Total project size: \$13,028,000

CONTEXT:

The COVID-19 pandemic has catapulted the adoption of digital technologies across Central American and Mexican markets. An unprecedented number of consumers across the region are using digital payments to procure goods and services²; small and medium businesses (SMEs) are selling online at highly accelerated rates³, and the uptake of digital communications between all levels of the economy has greatly increased⁴. SMEs and particularly women-led small and medium businesses (WSMEs) who were not able to digitize or pivot to digital models of communication / payment / commerce, during the peak of the pandemic, were left behind, as the region saw staggering rates of closure and cessation of commercial activities by these WSMEs.

WeCount proposes to harness the transformative power of digital technologies to catalyze the productivity and social / environmental sustainability of 4000 women-led retail, services, and manufacturing SMEs in one IDA country and three high-poverty or inequality countries: Honduras, Guatemala, El Salvador, and Mexico⁵. This region was selected because Latin America and the Caribbean is one of the most unequal, discriminatory, and violent regions in the world⁶. WeCount's near-term objectives are to 1) build WSMEs business capacity, resilience, and digitization, 2) integrate social and environmental practices into their models [social innovation], 3) provide them access to flexible capital, and 4) facilitate market linkages with corporate and digital value chains for increased and diversified sales. The medium-term objective of WeCount is to build an information exchange platform (i.e. Distributed Ledger Technology) that facilitates the collection and sharing of WSME data for scaled market and financial inclusion of thousands more WSMEs across the region.

CLIENT/PARTNER DESCRIPTION

Agora Partnerships (which is established as an NGO in the state of Virginia, United States), is the Executing Agency of this project. Agora has 17 years of experience building the capacity of [largely women-led] SMEs in Latin America and an extensive market and finance networks across the region. Agora has also been a

¹ For example, employing Distributed Ledger Technology (DLT). A distributed ledger is a database that is consensually shared and synchronized across multiple sites, institutions, or geographies, accessible by multiple people (versus a centralized database with a central administrator).

² It is estimated that from 2019 to 2020, online retail sales grew by over 63 percent in Latin America (<https://bit.ly/3BCOsZd>)

³ For example, AMVO reported that the fraction of SMEs selling online almost doubled by mid-2020 compared to mid-2019 <https://bit.ly/3mOmZ2H>

⁴ 97% of SMEs use social media to communicate with their customers (<https://bit.ly/3pZXV11>)

⁵ Concentrating on the states with highest gender-based income inequality (using the Palma index) and/or poverty rates: Chiapas, Campeche, Querétaro, Oaxaca, Michoacán, Nayarit, Guerrero, Yucatán, Jalisco, Zacatecas, Puebla, Durango, Hidalgo, Tabasco (<https://bit.ly/3bxaCBM>)

⁶ <https://www.unicef.org/lac/en/gender-equality>

BID Lab executing agency in the past, which will facilitate the relationship and project implementation. Agora Partnerships' mission is to create inclusive prosperity in Latin America through 1) Accelerating the growth of purpose-driven entrepreneurs through access to knowledge, markets, and capital, 2) Promoting social innovation in traditional small and growing businesses for economic, social, and environmental sustainability, and 3) Cultivating entrepreneurial ecosystems grounded in collaborative action and impact.

PROJECT DESCRIPTION

- What are the key objectives and focus areas?

This project aims to build a digital coalition of private and nonprofit sector actors to catalyze the resilience, innovation, and social / environmental sustainability of WSMEs in Honduras (IDA), Guatemala (non-IDA), El Salvador (non-IDA), and Mexico (non-IDA) post-pandemic. A focus will be on retail, services, and manufacturing WSMEs since they have faced acute disruptions due to the pandemic and tend to be stuck in low-productivity situations that could massively benefit from digital transformation. The project will particularly target women who face multiple disadvantages and who operate in or serve low-income or high-inequality communities

- What are the key project activities and milestones?

The **project's objective** is to increase the number of WSMEs accessing entrepreneurial support activities, including the use of digital tools and services, access to finance and market linkages. In addition, the project will develop an Information Exchange Platform which will promote data collection and reporting for WSMEs

Component I: Capacity Building. Expected results include 3200 WSMEs enrolled in the Level 1 virtual program, 30% of whom report, through auto-evaluations, increased confidence using digital tools, making better business decisions, or familiarity with positive social/environmental practices. Level 2 expects to support 680 additional WSMEs, 340 who report digitizing at least one component of their business and/or implementing at least one positive social or environmental practice in their models. Level 3 seeks to support 120 additional WSMEs with targeted and personalized support, resulting in 78 implementing digitization and business improvements, 30% of whom report positive results from the integration of social or eco-innovations in their models.

Component II: Markets. This component supports Level 2 and 3 WSMEs from Component 1 in accessing new markets or sales channels. Expected results include to get 480 WSMEs (originating from component 1) generating sales through new channels or partnerships enabled by the program (online sales -- social media, dedicated online store, marketplace -- retail or corporate supply chains) within one year of completing this component of the project. Additionally, 7 commercial partners will put systems in place to capture gender-disaggregated data and increase their commitment to incorporating WSMEs into their value chains.

Component III: Financing. The Executing Agency will seek to mobilize capital to WSMEs by incorporating fintechs, development finance institutions, banks, microfinance institutions, investors, and non-bank financial institutions into the coalition of actors. Expected key results of the Financing component are that 148 WSMEs (originating from component 1) access financing, and project partners mobilize over \$6 million in additional capital to support WSMEs. An additional key result is that 7 financial services partners put systems in place to capture gender-disaggregated data, report an increase of WSMEs in their portfolios and a commitment to serving more WSMEs in the future.

Transversal Component IV: Information Exchange Platform. The Executing Agency will seek to create a solution to opaque WSME data collection and sharing by harnessing IDB Lab's LACChain⁷ and other decentralized database or Distributed Ledger Technology (DLT) resources to develop a transparent and data-driven information exchange platform of WSMEs, market partners, and financing actors all committed to the full integration of WSMEs in Central American and Mexican economies. This component aims for 7 commercial/market partners to commit to integrating more women-led SMEs into their value chains, and 7 financial partners to commit to dedicating more of their portfolio to women-led SMEs. The data sharing focus of this component will also allow 17 partners to offer products/services oriented towards WSMEs and will enhance market linkages for 480 WSMEs (per Component 2), facilitate access to new financing for 148 WSMEs (per Component 3), and increase 418 WSME's use of digital tools. Participating WSMEs will also report better understanding and control of their data in pursuit of buyer contracts and external financing.

- What is the specific use and the role of the We-Fi contribution (if there are multiple funding sources)?

WeFi is financing most of project's development. Additional resources will go to content sharing for capacity building and financing to WSMEs.

IMPACT:

The project expects to reach 4000 women entrepreneurs with entrepreneurial support activities and training. Also, after the project it is expected that 480 WSMEs will have enhanced market linkages, including selling goods and services to larger firms/corporates/new market segments, and/or purchasing goods and services from smaller firms/individuals. Additionally, 7 market institutions will have in place a system for capturing and reporting data on women- owned/led SMEs motivated by this project. A key result of this project is the development of an Information Exchange Platform.

We-Fi Indicator	Target
Total number of women owned/ led SMEs supported by We-Fi.	4,000
Indicator 3: Number of women-owned/led SMEs that accessed new financing from We-Fi supported institutions.	148
Indicator 5: Number of WSMEs that increase their use of digital tools and services.	418
Indicator 9: Number of institutions supported by We-Fi that have put in place a system for capturing and reporting data on women- owned/led SMEs.	14

Include a link to press release and other relevant public references to the project.

<https://agora2030.org/nuevo-programa-para-mujeres-emprendedoras-juntas-contamos-por-agora-partnerships/>
<https://agora2030.org/expandete-actualizate-y-crea-nuevas-oportunidades/>
<https://www.milenio.com/videos/negocios/comunidad-agora-grita-juntas-contamos-empresarias-emprendiendo-vivir>

⁷ LACChain is a [Global Alliance](#) integrated by different actors in the blockchain environment and led by [IDB Lab](#) for the development of the blockchain ecosystem in Latin America and the Caribbean.

PERFORMANCE BASED INCENTIVE –

SOCIAL AND DIVERSITY & INCLUSION BOND – COOPERATIVE JARDIN AZUAYO LTD S.A.

Project Type: Investment Grant	Project Start Date: December 09, 2022
Geographical Focus: Ecuador	Project End Date: December 09, 2026
We-Fi Funding Committed: \$210,000	
Total project size: \$20,210,000	

CONTEXT:

In Ecuador, the financial restrictions for women-led SMEs are consistent with the region. According to the World Bank Enterprise Survey (2017), only 43% of formal businesses led by women have a bank loan or a line of credit, compared with the share of 64.6% for businesses led by men. WSMs have to rely more on personal loans and internal funds, despite the fact that they apply to commercial credits in higher proportion. Further, the proportion of loans requiring collateral is higher for women-led businesses (77.1%) compared to the men-led businesses (54.7%), and the gap between the value of the collateral required is even more significant between the two (253.5% of the loan amount for women vs. 197.6% for men). Some common barriers shared by Latin America and the Caribbean (LAC) countries may include: less availability of capital and/or assets for traditional collateral, short credit histories, gender biases (conscious and unconscious) in financial institutions, lack of specific financial programs and services, and a systematic absence of data on women-led companies.

The indigenous peoples and migrants in Ecuador face additional economic and financing challenges. According to its last national census in 2010, more than three million Ecuadorians self-identified as indigenous, Afro-Ecuadorian, and Montubio peoples. Although representing 21% of the total population, these groups have limited access to social and economic development programs. In addition, Ecuador has the highest number of recognized refugees in the region and hosted about 500,000 migrants as of 2017. These migrants generally suffer from disadvantages in economic situations. According to a report by the Office of the United Nations High Commissioner for Refugees (UNHCR), as of January 2022, on the northern border of Ecuador, only 4% of migrants had formal employment. Of the remaining, 39% were in search for jobs, 29% carried informal jobs, and 28% were engaged in other income-generating activities.

Cooperatives in Ecuador have been playing an important role in improving financial inclusion for women and other vulnerable populations that are often excluded by the financial system. Cooperativa de Ahorro y Crédito Jardín Azuayo Ltd S.A. (CJA or the “Cooperative”) engaged in providing credit access to these underrepresented populations. As of 2021, within its MSME portfolio, 30.4% of the loan volume is on individuals with low-income, 57.5% is on individuals with low levels of education, and although the share of migrant segment is only 0.46%, it has been increasing from the level of 0.22% in 2018.

CLIENT/PARTNER DESCRIPTION

CJA is the third largest cooperative in Ecuador by asset size, with US\$1.37 million in asset and a market share of 7.26% within the Ecuadorian cooperative system in 2022. The Cooperative has more than 25 years of history and maintains an important national presence. It operates through 68 agencies and customer services offices distributed through 24 provinces with a greater predominance in the south region, as well as with 584 solidarity correspondents and 97 ATMs offering basic financial services. CJA

focuses on credit portfolios placement for microenterprises, with the microenterprise portfolio representing 23% (US\$208 million) of its total nominal volume (US\$904 million), and 39% of the microenterprise portfolio is led/owned by women.

PROJECT DESCRIPTION

The proposed transaction consists of a US\$20 million bond issued by CJA to finance the growth of its micro, small and medium enterprises (MSME) portfolio owned/led by women, indigenous peoples, migrants, low-income and low-educated individuals. It is expected that at least 40% of the proceeds of the bond will be used for the origination of credits to MSMEs led and/or owned by women. The bond will be the first Social Bond for Diversity and Inclusion issued in Ecuador and in LAC.

As part of this investment, We-Fi will provide up to US\$210,000 through Performance-Based Incentives (“PBIs”) to CJA subject to the achievement of annual targets in the Cooperative’s WSMEs portfolio. The We-Fi incentive includes three components: (i) up to US\$140,000 for achieving the annual target of the number of total WSME loans for the year 2023-2026 (the “Base Incentive”); (ii) up to US\$35,000 for achieving the annual target of the number of WMSME loans in migrant segment (or the share of migrant WMSMEs over the total WMSME loans) for the year 2023-2026 (the “Migrant Incentive”); and (iii) up to US\$35,000 for increasing the number of WMSME loans in indigenous segment (the “Indigenous Incentive”), with targets to be defined based on the consultation result of Advisory Service for the year 2025-2026 (the “Migrant Incentive” and the “Indigenous Incentive”, together the “Bonus Incentives”).

To support the client's MSME portfolio goals, the Advisory Service’s Gender, Diversity, and Inclusion (“GDI”) team will assist CJA in four main areas: (i) developing alternative credit scores, such as psychometric tools, for better credit assessment of women and underrepresented groups; (ii) enhancing data collection, including incorporating ethnic-racial indicators into impact measurement metrics, for improved gender and diversity impact measurement and reporting; (iii) ensuring compliance with Social Bonds issuance requirements as per the International Capital Market Association (“ICMA”) Principles; and (iv) designing the bond's conceptual framework (developed by IDB Invest) and providing a second-party opinion (SPO) on its integrity.

IMPACT:

CJA, with the support of IDB Invest, will be expanding more aggressively its WMSME portfolio to serve the under-tapped financial market. The Cooperative has committed to direct more of its financing towards WSMEs portfolio and increase the number of the WMSME loans from 7,395 in 2021 to 20,009 in 2026, representing around 17,726 women-owned/led companies.

We-Fi Indicator	Target
Total number of women owned/ led SMEs supported by We-Fi.	17,726

Include a link to press release and other relevant public references to the project.

NOVOPAYMENT: UNLOCKING DIGITAL FINANCIAL INCLUSION IN LATIN AMERICA AND THE CARIBBEAN

Project Type: Investment	Project Start Date: July 1, 2022
Geographical Focus: Honduras, Guatemala, El Salvador, Costa Rica and Ecuador	Project End Date: July 1, 2027
We-Fi Funding Committed: \$1,000,000	
Total project size: \$2,500,000	

CONTEXT:

The financial inclusion challenge. The lack of financial inclusion is a persistent challenge in LAC. Despite the advances witnessed in recent years in improving access by the unbanked and underbanked to the regulated and non-regulated financial sector, financial inclusion continues to be elusive for 204 million of the region's adults, who still lack access to affordable financial products and services and remain generally excluded from formal financial services. Large gaps still separate LAC countries from the more advanced economies in terms of coverage, accessibility, affordability, and quality of financial services. According to the most recent World Bank's FINDEX⁸ data base, only 54% of the adult population in LAC has an account at a formal financial institution (versus 94% in high income countries (HIC); and only 28% in LAC have used a debit or credit card to make purchases (versus 80% in HIC). These regional average indicators hide even more severe gaps present in some of its financially less advanced ecosystem, such as Central America, where these two indicators stand at around 42% and 10%, respectively.

Internet connectivity and digital technology offer opportunities for improved financial services. At the same time, digital technologies supported by the rapid proliferation of mobile phones and improved internet connectivity –with over 67% of the population reported as having access to mobile services⁹– are revolutionizing the financial sector and creating an enormous opportunity to promote financial inclusion in the region¹⁰.

Pressure on financial service providers (FSPs) to digitally transform. The recent confinement brought about by COVID-19 has led to an unprecedented increase in the demand to digitize those financial processes that require the physical presence of the end-user at the point of service. Technologically constrained FSP, particularly those offering services to the unbanked and underbanked (i.e., inclusive financial service providers – “PIFS”), have been among those most affected by the recent pandemic, which is accelerating the pressures for their digitization, creating unique opportunities for technological service providers and platforms that offer accessible and low-risk or modular solutions to facilitate their digital transformation.

But digital capacity gaps in the financial services sector in LAC prevent financial inclusion. According to a recent study by Mastercard, while “the LAC region is recognized for undergoing one of the largest digital transformations in the world, it continues to balance high-levels of digital adoption with low-levels of financial inclusion”¹¹. While financial technology innovations emerge in LAC, fueled by record investments in FinTech startups, as well as by the top banks of the region, there is a consistent digital capacity gap

⁸ [Global Findex Database 2017](#); The World Bank.

⁹ GSMA, 2021.

¹⁰ A recent study by the International Monetary Fund indicates that there is evidence that digital finance can broaden financial access to low-income households and small businesses and to increase financial inclusion. [“The Promise of FinTech: Financial Inclusion in the Post COVID-19 Era”](#), Jul 2020.

¹¹ [“Digital Banking in Latin America: Best practices and the shift toward banking as a service”](#), Lindsay Lehr, Americas Market Intelligence, Mastercard, 2020.

between the largest banks in the region and the financial intermediaries that are more likely to provide services to the most vulnerable population.

CLIENT/PARTNER DESCRIPTION

NovoPayment, the investee company, is a company of Venezuelan origin, first established in 2008 to operate in the field card and payments processing. After becoming aware of the business opportunities arising in the field of financial technology, the company decided to pivot its strategy and business model to its current focus on BaaS, having become an early market leader in the provision of these services in LAC.

PROJECT DESCRIPTION

The objective of the project is to help incumbent financial intermediaries (such as banks, microfinance institutions, cooperatives) as well as non-conventional ones (i.e. e-commerce, gig-economy companies, etc.) to deliver improved digital financial services to their clients. To this end, the project will finance NovoPayment, an innovative fintech startup with a Banking as a Service model. NovoPayment's BaaS platform allows financial service providers to digitize their products in a very short time, helping to improve user experience and productivity in transaction processing. It also allows the end customers remote access to payments and financial products offered by regulated and non-regulated financial service providers, to cover rural areas and small towns, reducing the need for them to approach a physical branch.

The objective of the project is to help –conventional¹² and non-conventional¹³— providers of inclusive financial services (PIFS) in Latin America and the Caribbean (LAC) to develop, offer and deliver inclusive digital financial services to their clients. To this end, the project will finance an investment by IDB Lab in NovoPayment's equity, as part of its Series A financing round. By doing so, the project will: (i) promote financial inclusion by enhancing the digital capabilities of the Region's Providers of Inclusive Financial Services (PIFS) to deliver digital financial services and, thus, to generate efficiencies and new business streams and to expand their market and client base, including reaching out to the underbanked and unbanked; (ii) improve the ability of end-users, clients of these organizations, including to the underbanked, to access financial services through digital channels, improving their user experience, reducing their transaction costs, and expanding the range of financial products that they can access; (iii) create opportunities for financial services to reach the underbanked; and (iv) help to build the regional infrastructure of financial support services, making it possible for Financial Service Providers (FSP) in the less developed ecosystems to modernize their operations.

Project beneficiaries will be PIFS across LAC that adopt the digital solutions offered by NovoPayment to improve outreach and service quality to their clients (and hence enhance their competitive profile), as well as the end-users of digital financial services enabled by NovoPayment's Banking-as-a-Service (BaaS) platform –which will include underbanked and currently unbanked individuals or small to medium-sized businesses—who will have access to new or improved financial products offered through new channels with improved efficiency, quality and/or security.

The BaaS model supported by the project has the potential to benefit especially PIFS in countries with smaller markets that attract relatively less innovative digital financial solutions, by making ready to use cutting-edge digital BaaS solutions available to them and to their clients.

¹² Conventional PIFS include, but are not limited to entities that provide financial services as their core business and on a regular basis (i.e. banks, microfinance institutions, saving and loan cooperatives, etc.).

¹³ Non-conventional PIFS include, among others, those who offer a financial service as a complement to their core business, which is in another line of business (i.e. e-commerce, gig economy, or mobility companies, etc.).

The investment opportunity was identified at the [WeXchange](#) forum where NovoPayment's female founder was a finalist of the pitch competition process.

We-Fi, under the project "Supporting Women Entrepreneurs in Stem Areas in Emerging Ecosystems" (RG-O1692), executed by IDB Lab as part of the "Women Entrepreneurs Aspire, Activate and Accelerate (We3A)" Program will make available US\$ 1,000,000, as direct equity co-investment. NovoPayment will apply at least US\$ 1,000,000 to develop or implement its business in Ecuador, Guatemala, El Salvador, Honduras, y Costa Rica (the "WeFi Countries").

IMPACT:

The project will support a woman-led startup and provide a demonstration effect of financing this type of companies. Founded by Anabel Perez, NovoPayment (NP) is in itself an example of how a start-up led by a woman founder can successfully scale up and position itself as a leader among its peer companies in the region, in a sector –such as fintech—that is highly technical and competitive. Furthermore, NP's management has shown a high level of commitment to working towards gender equality at the Company level, having appointed female professionals to 3 of the 6 senior-most executive positions, including those of Chief Innovation Officer, Chief Growth Officer and Chief Talent Officer. As research has shown, however, women-led companies tend to have a harder time accessing critical risk capital, ultimately limiting the ability of these companies to grow¹⁴. While NP is a B2B company that does not offer direct services to the end-user, it will make report periodically on specific gender indicators, aimed at estimating the use, by female end-users, of the solutions enabled by NP¹⁵. These indicators will also be tracked by project "Supporting Women Entrepreneurs in Stem Areas in Emerging Ecosystems" (RG-O1692).

We-Fi Indicator	Target
Number of female-led startups receiving venture capital	1

NOVOPAYMENT IN THE NEWS

WeXchange announces the twelve finalists of its 2020 Women STEMpreneurs Competition

<https://www.iadb.org/en/news/wexchange-announces-twelve-finalists-its-2020-women-stempreneurs-competition>

NovoPayment nabs \$19M Series A to supercharge growth of digital banking platform

<https://refreshmiami.com/novopayment-nabs-19m-series-a-to-supercharge-growth-of-digital-banking-platform/>

Em Conversa: Banking as a Service with NovoPayment

<https://thefintechtimes.com/em-conversa-banking-as-a-service-with-novopayment/>

VIDEO: South Summit Interview with Anabel Perez

<https://vimeo.com/632243431>

¹⁴ Venture Capital and the Gender Financing Gap: The Role of Accelerators. IFC, Village Capita, We-Fi. Feb 2020.

TALENTLY: UNLEASHING THE POTENTIAL OF TECH TALENT IN THE REGION

Project Type: Investment	Project Start Date: July 5, 2022
Geographical Focus: Honduras, Guatemala, El Salvador, Costa Rica and Ecuador	Project End Date: July 5, 2026
We-Fi Funding Committed: \$500,000	
Total project size: \$3,250,000	

CONTEXT:

While the Latin America and the Caribbean (LAC) region has seen an increase in human capital with higher education, this growth does not necessarily imply that current education systems are able to prepare the workforce for a dynamic, and competitive job market. Often there is a persistent mismatch between the skills taught in schools and the skills demanded for the heavily digitized economies of today. According to ManpowerGroup surveys in 2016 as cited by the World Economic Forum, Latin-American companies face a particularly hard time finding tech savvy talents with the right skills. This mismatch problem, from a macro perspective, can represent a great challenge to achieve economic competitiveness and development. COVID-19 has drastically accelerated technology adoption and digital transformation, and as a consequence also resulted in a higher demand for tech talent than ever before – in LAC the demand for tech talent is growing at an unprecedented rate of 30% YoY growth¹⁶. As of today, the region is home to approximately 1.5 million (M) tech talent pool and this number is quickly growing mainly thanks to short-term and lower-barrier-to-entry courses and bootcamps offered by coding bootcamps and digital education startups such as Platzi, Coderhouse, Laboratoria, Henry, DEV.F and others.

However, even with greater access to learn technical skills, many talents in LAC lack the right soft skills for employability and accessing good quality jobs, such as skills to pass interviews, avoiding technical challenges or meeting the English language requirement¹⁷. Current edtech solutions are helping students to learn how to code but not necessarily to improve their skills, be job-ready and find a job. Furthermore, there is a staggering gender gap in the sector in the region, since women represent a striking minority of IT professionals. In LAC, there are very few women working as tech professionals. Currently, women represent only 7.6% of all developers. In Mexico, for example, only 10% of developers are women. Meanwhile, in Chile, the number drops to 5%¹⁸. There is an unprecedented opportunity to rethink the way skills are trained and how the new workforce looks for jobs, and the way companies find the talent that fit their needs in a more efficient way. According to an estimate made by the World Economic

¹⁶ Source: SlashData State of the Developer Market

¹⁷ Devs, Source: SlashData

¹⁸ <https://hub.laboratoria.la/por-que-necesitamos-a-mas-mujeres-en-el-mundo-de-la-tecnologia>

Forum¹⁹, Latin America could see over 7% additional growth in GDP by 2030 if the region started investing in upskilling now. There is an enormous opportunity to reconfigure the region's workforce and fulfill its potential of becoming a global tech talent pool, improving the lives of thousands of workers, and generating prosperity. On the other hand, as a gender gap in tech talent continues to persist, reskilling opportunities must become more accessible to women developers and to-be-developers, in order to further foster gender diversity in the tech talent pool.

CLIENT/PARTNER DESCRIPTION

Founded in 2019 in Peru by two women co-founders, Talently is a Peruvian tech-talent marketplace and upskilling-to-placement platform, that helps software developers improve their technical and employability skills and connects them with remote employment opportunities in US and LAC technology companies. The Company is building a unique talent supply for fast-growing tech companies through a vetting and upskilling approach where they select, train, and recommend tech talent candidates. To date, the Company has helped 1,250+ people in the region to find quality jobs in companies like Nubank, Rappi, Paypal, Microsoft, and others. The Company's mission is to transform the region into a tech hub for the world.

Field Code Changed

PROJECT DESCRIPTION

This equity investment project will support the consolidation and expansion of an upskilling-to-placement platform, Talently, in the region, with the aim of upskilling mid and senior level software developers, with a special focus in women, connecting them with job opportunities and increasing their income. This project was approved as part of the We3A Program - Supporting Women Entrepreneurs in Stem Areas in Emerging Ecosystems, under Component 3 - Access to Venture Capital for STEM-based startups.

IMPACT:

Talently expects to reach approximately 160,000 key final beneficiaries that participate in their upskilling program by 2025. From these, 7,234 are expected to be women software developers from We-Fi target countries (Honduras, Guatemala, El Salvador, Costa Rica y Ecuador).

We-Fi Indicator	Target
Number of female-led startups receiving venture capital	1

TALENTLY IN THE NEWS

IDB Lab Invests in Talently to Promote the Training and Hiring of Technological Talent

<https://www.iadb.org/en/news/idb-lab-invests-talently-promote-training-and-hiring-technological-talent>

Talently Raises US\$3 Million in a Seed Round To Increase its Presence in Latam

¹⁹ Upskilling for Shared Prosperity. Insight Report. January 2021. WEF in collaboration with PwC

<https://contxto.com/en/venture-capital/talently-raises-us3-million-in-a-seed-round-to-increase-its-presence-in-latam/>

Podcast. Doménica Obando, Talently: Empowering Latin American tech talent

<https://latamlist.com/domenica-obando-talently-empowering-latin-american-tech-talent-ep-165/>

Video. Domenica Obando, CEO Talently - Entrevistas Día de la Mujer

<https://www.youtube.com/watch?v=Xyn8sF3ie6k>

Field Code Changed

CUBO: DRIVING FINANCIAL INCLUSION OF MSMEs IN CENTRAL AMERICA THROUGH DIGITAL PAYMENTS

Project Type: Equity	Project Start Date: February 17, 2023
Geographical Focus: Regional	Project End Date: February 17, 2027
We-Fi Funding Committed: \$500,000	
Total Project Size: \$1,750,000	

CONTEXT:

Despite the progress in recent years, financial inclusion continues to have gaps in the Latin America (LATAM) region. According to the World Bank's Findex observatory, 73% of the region's adult population has an account at a formal financial institution (compared to 94% in high-income countries) and just 53% of the region has used a debit or credit card to make purchases (compared to 80% in high-income countries). Those average regional indicators hide even deeper gaps in some of the nascent ecosystems like Central America, where those two indicators are around 43% and 25%, respectively.

For example, a recent study carried out in El Salvador revealed that 73% of the companies use their own funds to start the operation of their businesses and 60% consider that the procedures are complicated to obtain credits for investment (merchandise, equipment, machinery, local improvement, etc.). Finally, the penetration of Point-of-Sales (POS) payment systems in Central America has also lagged behind other LATAM countries: while in Mexico, Brazil, Colombia, and Argentina, they have an average of 22 POS per 1,000 inhabitants, the average drops to 11 POS for every 1,000 inhabitants in Central America.

As such, digitalization still remains a challenge for micro, small and medium-sized enterprises (MSMEs) in Central America and LATAM, who are struggling to adapt to the new digital sales and payment models. In Central America, it has been detected that 6 out of 10 MSMEs obtain 50% of their income from digital sales, but 46% do not have the option for their clients to make direct payments digitally. The lack of access to digital solutions or tools limits MSMEs in aspects such as collecting and analyzing information, managing the relationship with customers, planning the company's finances, and promoting products or services. This problem is even more pronounced by the fact that incumbent payment players, such as local banks, often do not meet the needs of the MSME segment. Providing digital payment options to MSMEs in Central America can, therefore, create a tremendous opportunity for income generation, as well as for the impact of digital financial inclusion.

CLIENT/PARTNER DESCRIPTION

Founded in March 2021 in El Salvador, Cubo is a digital payments company focused on the "overlooked" markets in Latin America (i.e. Central America and in the future, the Caribbean), with a mission to digitalize the Central American payments ecosystem for MSMEs and to become a comprehensive platform for merchants. Similar to the Clip model in Mexico or Bold in Colombia, Cubo offers both the mobile Point-of-Sales system solution (or mPOS) and the digital payment link and QR payment (specialized for E-commerce) for MSMEs, especially for microentrepreneurs and small businesses.

To process these payments, while being compliant with local financial regulations, Cubo has an ongoing partnership with Banco Agrícola in El Salvador and has signed agreements with Creditcorp in Panama, Visanet in Guatemala, and Lafise in Costa Rica. As a non-financial institution, replicating such partnership structure with local banks is a crucial part of Cubo's expansion and compliance.

PROJECT DESCRIPTION

IDB Lab proposes to fund the regional expansion of Cubo Technologies LLC (Cubo or the “Company”) to contribute to the growth of digital sales of MSMEs and to the reduction of the financial inclusion gap, especially micro and small businesses in LATAM, through the consolidation and expansion of Cubo in the region. Through this project, IDB Lab expects to benefit more than 70,000 MSMEs with an emphasis on microentrepreneurs and small businesses by 2025.

IDB Lab will be investing US\$750,000 with the Simple Agreement for Equity (SAFE) instrument in a seed financing round of US\$3,000,000, led by Amador Holdings and with the participation of Global Founder’s Capital and global investors such as Soma Capital. With this, Cubo aims to not only consolidate a market share in El Salvador, but also expand into Guatemala, Panama, and Costa Rica in 2023. Cubo is expecting to raise a Series A equity round within the next 12 to 18 months, before launching out to other Central American and Caribbean markets.

Women Entrepreneurs’ Finance Initiative (We-Fi) will be financing US\$500,000 and MIF will be financing US\$250,000 of this investment. IDB Lab is also reserving MIF resources for US\$1,000,000 from MIF core funding as a reserve in case of future follow-on investment in the Company.

IMPACT:

This investment will support the consolidation of Cubo’s business model and expansion under a multi-country approach by developing its operations in at least 7 countries, 5 of which are part of the We-Fi initiative. This investment will contribute to the corporate development objectives on poor and vulnerable populations. Results include: (i) a Gross Payment Volume (GPV) in the fifth year of operations of more than US\$4 million; (ii) more than 70,000 MSMEs (specially entrepreneurs, microenterprises, and small businesses) benefiting from digital sales, of which 74% are concentrated in We-Fi countries that will be performing on average 1.9 million transactions on Cubo’s platform; (iii) at least 80% of active customers being women; (iv) at least 40% of businesses being women-led; and (v) creation of 173 jobs and contracts and 83 sales representatives in the region. Cubo expects to benefit at least 29,488 women-led MSMEs as direct consumers by year 2027.

We-Fi Indicator	Target
Total number of women owned/ led SMEs supported by We-Fi.	29,488

CUBO IN THE NEWS

IDB Lab Invests in Digital Payments for Micro and Small Businesses in Central America

<https://www.iadb.org/en/news/idb-lab-invests-digital-payments-micro-and-small-businesses-central-america>

En el reto de bancarizar a El Salvador, esta fintech levantó US\$ 3,5 millones en capital

<https://www.bloomberglinea.com/2023/04/26/en-el-reto-de-bancarizar-a-el-salvador-esta-fintech-levanto-us-35-millones-en-capital/>

Field Code Changed

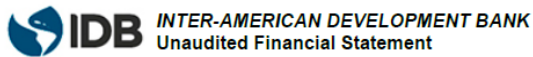
ANNEX VII. RESULTS FRAMEWORK

Attached separately as Excel per We-Fi guidance.

ANNEX VIII. RISK FRAMEWORK

Attached separately as Excel per We-Fi guidance.

ANNEX IX. UNAUDITED FINANCIAL STATEMENT



WEF - 1755

Women Entrepreneurs Finance Initiative (We-Fi)
March 31, 2023
(Expressed in United States Dollar)

Statement of Assets

Cash	42,794
Investments	6,107,164
Receivable from donors	28,201,656
Equity investments	1,500,000
Total Assets (1)	35,851,614

Administrator's Accountability:

	Prior Years Accumulated	Current Year	Total
Contributions for Projects, net	41,007,542	-	41,007,542
Contributions for Administrative fees	2,856,084	-	2,856,084
	<u>43,863,626</u>	<u>-</u>	<u>43,863,626</u>
Income from investments	81,045	36,119	117,164
Expense from cash accounts	(9,088)	(448)	(9,536)
Technical cooperation grants, net	(26,426,310)	-	(26,426,310)
Other grants, net	(4,870,000)	-	(4,870,000)
Administrative fees	(2,856,084)	-	(2,856,084)
	<u>(34,080,437)</u>	<u>35,671</u>	<u>(34,044,766)</u>
Total Fund Balance	9,783,189	35,671	9,818,860
	=====	=====	
Interfund accounts payable (receivable)			100,448
Undisbursed technical cooperation			21,092,306
Undisbursed other financing			4,840,000
Total Liabilities and Fund Balance (1)			35,851,614