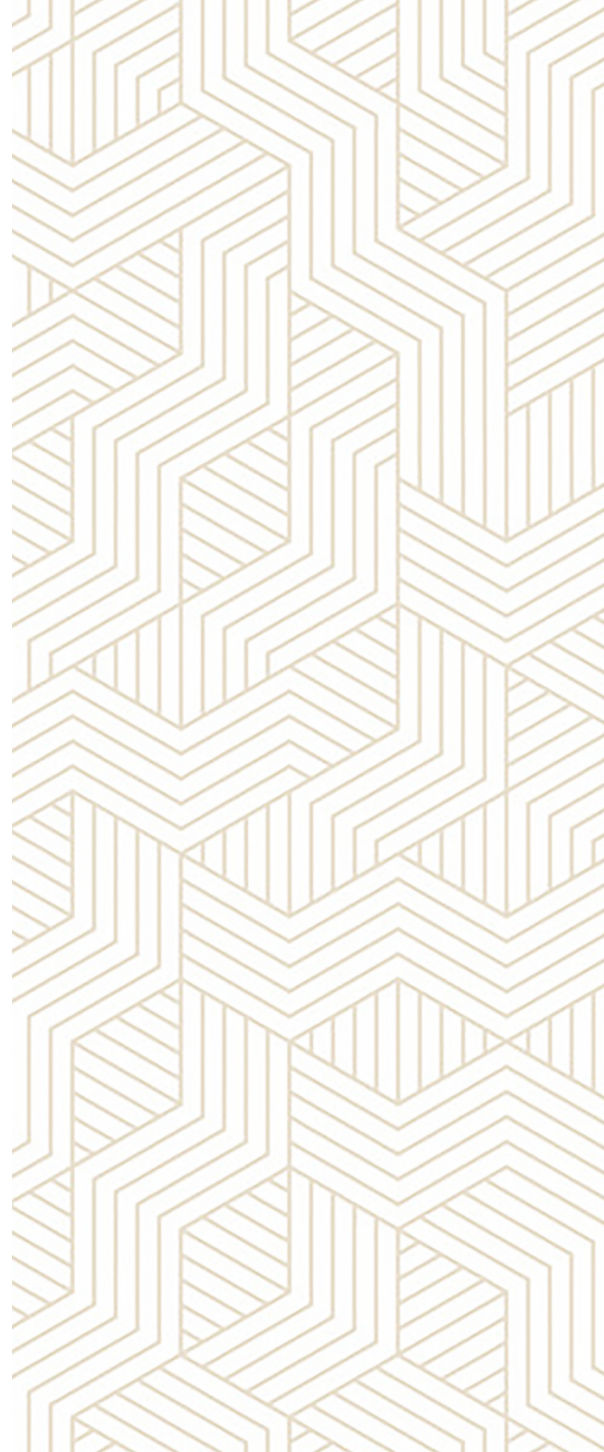




SUMMARY ACTIVITY REPORT

Business Development
Services (BDS)

DECEMBER 2022





The BDS Story



DBG Business Development Services (BDS) Framework

adopts a partnership approach to catalyze the financing economic growth.

Accelerating inclusive and sustainable economic transformation by fostering the growth of a competitive private sector



Foster strong partnerships

to finance economic growth, create jobs and build capacity for SMEs



Attract, develop and retain exceptional people



Provide long-term financing

and de-risking services, underpinned by technology and evidence-based research /insights



Operate as an independent,

financially sustainable world-class institution



Promote ESG excellence

within the businesses we support.

01

Capacity building and Self learning tools (GIFE):
De-risking SMEs Interventions for scaling up businesses

03

Patient Assistance /handholding.

02

Digitization of Business Development Services.

04

Monitoring and Evaluation.



Executive Summary



Executive Summary



A mandate to provide capacity building.

- The BDS unit of DBG has the mandate to provide capacity building for end borrowers and Participating Financial Institutions (PFIs). As part of the mandate, BDS partnered with several institutions for the purposes of SME capacity building during the year.
- The capacity building programmes have been aimed at de-risking specific sectors of the economy to improve access to DBG funding and upskill SME businesses across the country.
- DBG's priority sectors are Agriculture, Manufacturing, ICT, High-Valued Services i.e Transportation, Tourism and Health.
- Environmental and social Governance for business sustainability is an integral part of the BDS.



Key Initiatives

The BDS initiatives for the 2022 year are:

- Capacity building workshops.
- Patient assistance / hand-holding.
- Monitoring and evaluation of SME post engagement activities.
- From August to December 2022 , the BDS team run 8 workshops across all 16 regions in the country. BDS' seven (7) partnering institutions have been instrumental in facilitating the workshops.



Capacity Building

- The capacity building workshops had the following objectives:
De-risking of the SMEs to access funding and scaling up of business operations.

Executive Summary

7

BDS
partners

8

Workshops

16

Regions



Courses taken under the Capacity building program.

The courses were chosen carefully in line with the objectives for the workshops:

- Environmental, Social and Governance Practices (ESG)
- Financial Management system
- Risk Management
- Marketing and Market Development strategies
- Each workshop had a presentation to the participants from a representative of the Participating Financial Institutions (PFIS) who educated the SMEs on how to access the DBG loans from the PFIs.



Key projected outcomes of the workshops:

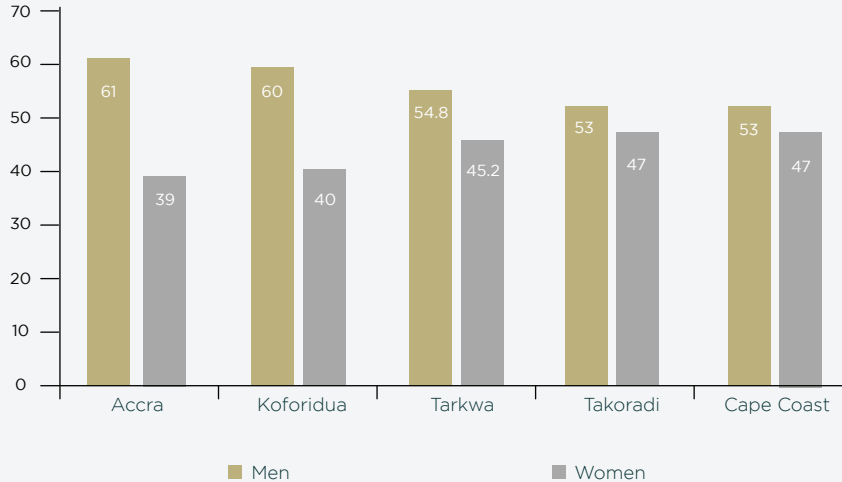
- Completion of baseline questionnaire for monitoring and evaluation
- Ensure a minimum of 40% representation of women and women- led MSMEs as participants in each workshop.
- At least 90% of the MSMEs are onboarded on the GIFE digital platform.
- 100 participants for each workshop.

Executive Summary

A mandate to provide capacity building.

- The partners were entreated to have a fair gender representation of participants in all regions.
- The target was to have women and women-led businesses at 40% per each location. At the end of the sessions the average attendance of women and women-led businesses was 43%

Male to Female Representation (GNCCI)

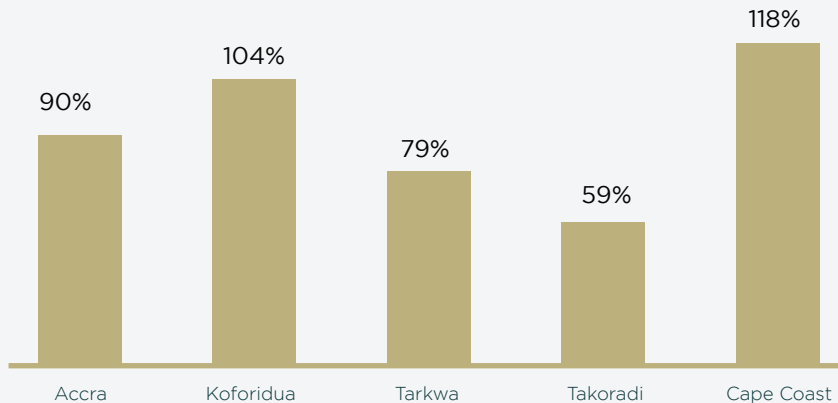


Executive Summary

Ghana Integrated Financial Ecosystem (GIFE) Platform

- The GIFE is an integrated and holistic approach to establishing MSMEs with a reliable digital footprint through a digitally native approach - education, marketplace engagement and verifiable ecosystem credentials.
- Participants were tasked to onboard before the workshop to complete the first level of the SME financial education certification. Each workshop was to ensure that at least 90% of the participants were onboarded. There is an ongoing mopping up exercise to clean the shortfall.

Statistics of certified participants on the GIFE platform (GNCCI)





The BDS Journey



Partners Onboarded

Partners Onboarded	Key Deliverables
Association of Ghana Industries (AGI)	<ul style="list-style-type: none"> • Capacity Building Training. • SME Clinic. • Onboard MSMEs onto the digital platform (GIFE). • Monitoring and evaluation.
Ghana Stock Exchange (GSE)	<ul style="list-style-type: none"> • Collaborate with AGI to organize Capacity Building Training. Collaborate with DBG to organize SME Clinic. • Undertake complementary Market Readiness Assessments for interested companies within the AGI Database. • Support AGI with funds to be determined by both parties to facilitate their annual research work. • Monitoring and evaluation.
Ghana National Chamber of Commerce and Industry (GNCCI)	<ul style="list-style-type: none"> • Capacity Building Training. • SME Clinic. • Onboard MSMEs onto the digital platform (GIFE). • Assist in ongoing research work on the SMEs. • Monitoring and evaluation.
Ghana Enterprise Agency (GEA)	<ul style="list-style-type: none"> • Capacity Building Training. • SME Clinic. • Onboard MSMEs onto the digital platform (GIFE). Share more data on risk appetite, lending rate and key sector coverage. • Structure intervention on supporting 2000 women and youth in business over two(2) years and share with DBG. • Share data on digital process used by GEA. • Monitoring and evaluation

Partners Onboarded

Partners Onboarded	Key Deliverables
Pricewatercoopers (PWC)	<ul style="list-style-type: none">• Utilize business training school to provide relevant training and skills development programs to assist the capacity building of SMEs in Ghana.• Develop and maintain and question and answer bank platform that will provide real time answers to frequently asked tax questions.
Ghana Incentive-Based Risk sharing system for Agric Lending (GIRSAL)	<ul style="list-style-type: none">• Capacity Building Training for Financial Institutions.• Support PFIs as and when needed in identifying agriculture and agribusiness risks.• Provide technical support and assessment and make recommendations to PFIs.• Monitoring and evaluation.
Ghana Chamber of Young Entrepreneurs (GCYE)	<ul style="list-style-type: none">• Capacity Building Training.• SME Clinic.• Onboard MSMEs onto the digital platform (GIFE).• Monitoring and evaluation.



Activities under BDS



Update on Partnerships: SME

Partner	Updates	Next Steps
GNCCI	<ul style="list-style-type: none"> Organised 5 capacity building workshops across 4 regions i.e Greater Accra (Accra), Eastern (Koforidua), Western (Takoradi and Tarkwa) and Central region (Cape Coast). 510 out of a targeted 500 business operators (SMEs) were trained on how to access DBG loans; environmental and social governance, risk management, financial management, and market development strategies. 44% participants were women and women-led businesses. The representatives of the PFIs had direct engagements with the SMEs to address questions on accessing funding from the banks. A total of 3 PFIs out of the 4 onboarded participated in the workshops i.e. Access, Fidelity and CBG. Mandatory onboarding of MSMEs on the GIFE platform. 	<ul style="list-style-type: none"> SME Clinic Patient Assistance Monitoring & Evaluation



Update on Partnerships: SME

Partner	Updates	Next Steps
AGI and GSE	<ul style="list-style-type: none"> Organised our maiden capacity building tripartite workshop on October 6th 2022 with AGI and GSE. In attendance were representatives from all the onboarded PFIs i.e CBG, Cal Bank, Fidelity Bank, Access Bank and GCB. Extensive engagement with all representatives of the PFIs. Completed a harmonized eligibility criteria document with AGI and PFIs for the end borrowers. Presentation by GSE on listing on the stock market and the alternative markets. Workshop had 89 SMEs in attendance. 	<ul style="list-style-type: none"> SME Clinic Patient Assistance Monitoring & Evaluation



Update on Women and Youth

Partner	Updates	Next Steps
<p>GCTE</p>	<ul style="list-style-type: none"> • A total of 437 Women and Youth were trained by 17th December 2022. • Organized virtual capacity building workshop on 20th & 21st October 2022. There was a physical capacity-building workshop on 7th-11th December 2022. • 176 women joined the sessions against a target of 160. • 261 men joined the sessions, pushing total attendance to 437 as against overall targeted attendance of 240. Female participation was 40%. • All 16 regions were represented. • Mandatory onboarding unto the GIFE Platform. 360 onboarded <p>The Young Entrepreneurs were trained on Introduction to websites and e-commerce, Social media marketing, Digital financial management and Introduction to ESG</p> <p>Final Workshop</p> <p>Youth Entrepreneurship & Innovation Summit (Dec 7-10)</p> <p>316 participants with 176 women.</p> <ul style="list-style-type: none"> • Women breakout session. • Youth action labs. • Panel discussions. • Exhibition of good and services 	<ul style="list-style-type: none"> • SME Clinic • Patient Assistance • Monitoring & Evaluation • Loan Processing



Capacity Building for PFIs

Partner	Updates	Next Steps
GIRSAL	<ul style="list-style-type: none">• In August 2022, DBG partnered with GIRSAL to enhance financial institutions' knowledge in agriculture and agribusiness lending and also strengthen their capacity to assess, structure and manage loans to businesses.• As at end of the last cohort, a total of 148 staff of 14 financial institutions which includes our PFIs were trained.• Completed a total of 9 cohorts with 2 modules per cohort• Module 1 and 2 cover agribusiness environment, value chains and agricultural loan appraisal techniques.• Module 3 covers agricultural loans portfolio management, insurance and commodity finance (yet to start).	<ul style="list-style-type: none">• Final cohorts with 2 modules i.e.:• First module is November 15th to November 18th.• The second module commenced on December 5th to December 9th.

The Ghana Integrated Financial Ecosystem (GIFE)

GIFE is a digitized platform between the Ghana government, Bank of Ghana (BoG), and the Monetary Authority of Singapore (MAS).

The platform is aimed at establishing MSMEs with a digitally native approach- education, marketplace engagement and verifiable ecosystem credentials.

The **GIFE** project has been segmented into 5 pillars:

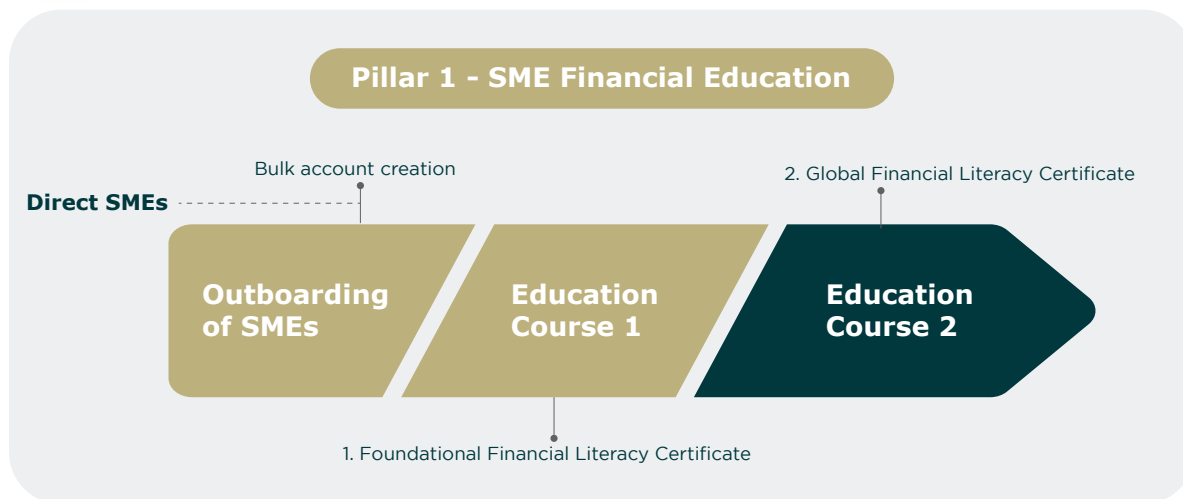
01 Pillar 1 - SME Financial Empowerment - SFE

02 Pillar 2 - Expanded opportunities through Digital Hub

03 Pillar 3 - Connected Digital Financing, DBG Support & Credit Pools

04 Pillar 4 - Reputation Building

05 Pillar 5 - Capital & Equity Growth



Update on GIFE platform

High engagement, conversion & driving SME through business associations.

SMEs onboarded workshops which started in August 2022.

Key Statistics (December 01, 2022)

- 828 DBG sponsored registrations
- 527 course completed (with certificates)

Key Statistics (December 01, 2022)

- Business and trade associations support.
- Bite sized content and short course duration.
- Train the trainer approach and go one on one onboarding during the workshops to drive adoption.



Photo Gallery from the workshops



Photo Gallery from the workshops

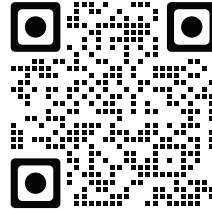
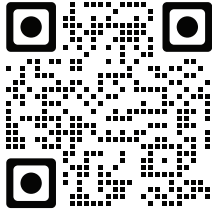


Key Outcomes

1	SMEs Trained	<p>A total of 1,036 trained, which includes;</p> <ul style="list-style-type: none">• 437 youth entrepreneurs.• 432 women or women led businesses.• 176 female youth entrepreneurs trained.
2	Capacity Building for Financial institutions	<ul style="list-style-type: none">• 148 bankers trained on Agriculture and Agribusiness lending.
3	Full regional reach	<ul style="list-style-type: none">• All 16 regions benefitted from the capacity building workshops.
4	PFIs participation	<ul style="list-style-type: none">• The 4 onboarded PFIs participated in the workshops and interacted with participants on how to access the DBG funding. There were representatives from Fidelity Bank, CBG, Cal, and Access bank. DBG now has a common underwriting with the PFIs which will improve collaboration between DBG and PFIs to drive credit.
5	Digital imprint	<ul style="list-style-type: none">• 1,072 SMEs onboarded on the GIFE platform.• 638 SMEs certified on the SME Financial Empowerment programme.

Testimonials

Below are testimonials from the participants:





SUMMARY ACTIVITY REPORT

Business Development Services (BDS)