

# 2nd EIB WEST AND CENTRAL AFRICA SME BANKING AND MICROFINANCE ACADEMY 2022

MSME Finance in Africa: building resilience in a turbulent world  
VIRTUAL FORUM: 28th & 29th JUNE



## POST-EVENT REPORT

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[www.msmeфинансета.eu/eib-academy-event](http://www.msmeфинансета.eu/eib-academy-event)

# CONTENTS

## CONTENTS

1. About the organisers	Page 3
2. About the EIB Academy	Page 4
3. Programme	Page 5
4. Day one: Session highlights	Page 7
5. Day two: Session highlights	Page 15
6. Academy statistics	Page 16
7. Survey	Page 17
8. Speakers	Page 18
9. Technical partners	Page 20
10. Contact us	Page 21

## ACADEMY PRESENTATIONS, RECORDINGS AND RESULTS

Copies of all speaker presentations and session recordings are available on the EIB Academy website.  
<https://msmefinanceta.eu/eib-academy-event-videos-2022>  
The appended Poll document may also be consulted for the results.



# ABOUT THE ORGANISERS



## European Investment Bank.

The **European Investment Bank (EIB)** is the lending arm of the European Union and the biggest multilateral financial institution in the world. It is also one of the largest providers of climate finance. Since its establishment in 1958, the EU bank has invested over a trillion euros. While climate action is a part of everything it does, its activities focus on the following priority areas: climate and environment, development, innovation and skills, small and medium-sized businesses, infrastructure and cohesion. The EIB works closely with other EU institutions to foster European integration, promote the development of the EU and support EU policies in over 140 countries around the world. [www.eib.org](http://www.eib.org)



This project is funded by the European Union

## European Union.

The **European Union** is a unique economic and political union between 27 EU countries that together cover much of the continent. What began as a purely economic union has evolved into an organization spanning policy areas, from climate, environment and health to external relations and security, justice and migration. A name change from the European Economic Community (EEC) to the European Union (EU) in 1993 reflected this. [www.europa.eu](http://www.europa.eu)



## Making Finance Work for Africa (MFW4A).

The **Making Finance Work for Africa Partnership (MFW4A)** is an initiative to support the development of African financial sectors. It is a unique platform for African governments, the private sector, and development partners to coordinate financial sector development interventions across the continent, avoiding duplication and maximizing developmental impact. The MFW4A Secretariat was established as the executive arm of the Partnership and works to advance the goals of the Partnership. Operating as an independent entity, the Secretariat is hosted within the African Development Bank (AfDB) in Abidjan, Côte d'Ivoire. [www.mfw4a.org](http://www.mfw4a.org)



# ABOUT THE ACADEMY

## TECHNICAL ASSISTANCE AND CAPACITY BUILDING BY EIB

The Technical Assistance (TA) programme to EIB financial sector operations in West and Central Africa aims to strengthen the financial sector expertise in the regions and promote best practices and the Sustainable Development Goals (SDGs) while supporting greater financial inclusion, poverty reduction, social stability and entrepreneurship. The TA programme accompanies the EIB's lending to support MSMEs which since 2010 amounts to 1,035M € in WEST AFRICA and 555M € in Central Africa.

### **The programme offers to:**

- Support to FIs to fully consume EIB credit lines on creditworthy applications and make FIs compliant for (future) EIB credit lines.
- Support FIs in credit risk management.
- Support FIs technically and operationally through diversified, responsible and digitized financial services.
- Embed skills via training materials transmitted to local stakeholders.
- Support key actors and stakeholders in the MSME ecosystem.
- Organise outreach and awareness raising events to build capacity in the regions.

## THE EIB ACADEMY

It is in this context that the 2022 EIB Academy has been organized. The EIB Academy is a successful, established exchange format. Over the last few years, several EIB Academy events have taken place in Africa. It is the second of its kind in West and Central Africa. This year, the event was presented again in a fully virtual format. The target audience of the EIB Academy is essentially high-level executives, middle managers and staff of EIB's Partner Financial Institutions operating in West & Central Africa as well as representatives of DFIs, private sector and public sector, regulators, NGOs and other financial sector stakeholders. This year's forum aimed at giving insights, discussing, and sharing experience on the challenges and opportunities facing MFIs and banks as they prepare for the next generation of MSME finance.

With the advent of the COVID-19 pandemic, financial institutions (FIs) needed to adapt to a rapidly evolving environment. We will likely see more crises occurring due to sanitary reasons but also climate change. Furthermore, the increasing digitalization of the economy and society is affecting clients' expectations of financial services provision. Thus, it is imperative that FIs reinforce their financial position and use new technologies intensely to invest in human resources to become more agile and increase their social and environmental focus.

**In one sentence MSME Finance in Africa: building resilience in a turbulent world.**

## EVENT SUMMARY

**The second virtual edition of the EIB West and Central Africa SME banking and Microfinance Academy 2022 took place on June the 28th and 29th.**

Organized in partnership with MFW4A and hosted virtually - the Academy welcomed over 440 participants from 57 countries - who joined for two days of interactive presentations covering various essential themes including;

- EIB global engagement in West and Central Africa.
- West and Central Africa: Trends in macro-economic and financial sector performance.
- MSME finance to strengthen resilience for food security and new supply chains.
- Climate action and resource management: the role of Financial Institutions.
- African Women Rising Initiative: promoting the empowerment of women in business.
- Harnessing the opportunities of the digital world: Fintech, cybersecurity and artificial intelligence.
- EIB products and services for the benefit of financial institutions in West and Central Africa.

Furthermore, attendees were also given the opportunity to choose from six learning sessions that took place on the second day, covering topics from information security, talent management in times of crisis, climate smart agriculture and more!

# PROGRAMME DAY 1

Time zone: UTC (Senegal)

## 09.04 - 9.10 MC welcome remarks

Idriss LINGE, Group Chief Editor, Mediamania Group Sarl (event MC)

## 09.10 - 09.43 EIB global engagement in West and Central Africa

- Nikolaos MILIANITIS, Head of Regional Representation for Central Africa, EIB, Cameroon
- Hugues KAMEWE TSAFACK, Financial Sector Advisor, MFW4A
- Rosario BENTO PAIS, EU Ambassador, Gabon

## 09.45 - 09.55 EIB engagement in financial operations in West and Central Africa including related TA programme

Ambroise FAYOLLE, Vice-President, EIB Global, Luxembourg (Video)

## 10.00 - 10.58 Keynote address

Emmanouil DAVRADAKIS, Senior Economist, EIB Global, Luxembourg

## SESSION 2

### 11.17 - 12.02 Fireside Chat: West and Central Africa: Trends in macro-economic and financial sector performance

**Moderator:** San BILAL, Head of Economic Transformation and Recovery, European Centre for Development Policy Management (ECDPM)

**Panelists:**

- Serge EKUE, President, BOAD
- Caroline IDRISSOU, Director of Financial Stability, Banking and Economic Financing, BEAC

## SESSION 3

### 12.02 - 1.05 MSME finance to strengthen resilience for food security and new supply chains

**Moderator:** Hugues KAMEWE TSAFACK, Financial Sector Advisor, MFW4A

**Panelists:**

- Jonathan AGWE, Lead Regional Technical Specialist, Rural Finance, Markets and Value Chains Lead Regional Technical Specialist, Rural Finance, Markets and Value Chains, IFAD
- Mareme SENE, Deputy General Director, Baobab, Côte d'Ivoire
- Moutalabi BABA BOUKARI, Project Manager, GIZ, Cameroon
- Giovanni MUNOZ CASTANEDA, Senior Agricultural Engineer, EIB GLOBAL, Luxembourg

## SESSION 4

### 13.45 - 14.35 Climate action and resource management: the role of financial institutions

**Moderator:** Isabelle VAN GRUNDERBEECK, Head of Unit, Inclusive Financial Services, Advisory Department, EIB GLOBAL, Luxembourg

**Panelists:**

- Violette CUBIER, Program manager – Technical Assistance, Grameen Foundation
- Marc DAUBREY, CEO, Green Invest Africa
- Kodjo ATTATY, Senior Underwriter - West Africa Francophone Countries, Africa Trade Insurance
- Afolabi OBISESAN, Senior Manager- Specialized Finance, Afreximbank

## SESSION 5

### 14.35 - 15.20 African Women Rising Initiative: promoting women in business to grow and thrive

**Moderator:** Tania COLANTONE, Development Specialist, EIB Global, Luxembourg

**Panelists:**

- Inez MURRAY, CEO, Financial Alliance for Women
- Tania MUKWAMU, Founder and CEO, MaxiCash
- Serigne BAMBA DIOP, Deputy CEO, Baobab, Senegal

## SESSION 6

### 15.30 - 16.20 Harnessing the opportunities of the digital world: Fintech, cybersecurity and artificial intelligence

**Moderator:** Carmelo COCUZZA, Head of Unit, Advisory and Blending, EIB GLOBAL, Luxembourg

**Panelists:**

- Sabrine CHAHROUR, Associate, Partech Africa
- Stéphane KONAN, CEO, Competences SARL
- Steve TCHOUMBA, Executive Director, Activspaces
- Omar CISSE, CEO InTouch Group

## SESSION 7

### 16.22 - 17.20 EIB Products and services for the benefits of financial institutions in West and Central Africa

**Moderator:** Hannah SIEDEK, Senior Microfinance Investment Officer, EIB GLOBAL, Luxembourg

**Panelists:**

- Ibrahima KEITA, CEO, Kafo Jiginew Mali
- Nikolaos MILIANITIS, Head of Regional Representation for Central Africa, EIB, Cameroon
- Matthieu DUCORROY, Head of Unit, Private Equity, EIB, Luxembourg
- Oliver MEISENBERG, CEO, TMB DRC
- Fatoumata BA, Founder and CEO, Janngo Capital, Paris /Abidjan

## CLOSING SESSION

### 17.22 - 17.30 Closing remarks

Isabelle VAN GRUNDERBEECK, Head of Unit, Inclusive Financial Services, Advisory Department, EIB GLOBAL, Luxembourg

# PROGRAMME DAY 2

Time zone: UTC (Senegal)

## 09.04 - 09.15 Welcome remarks

Idriss LINGE, Group Chief Editor, Mediamania Group Sarl (event MC)

## 09.15 - 09.50 Opening Panel

- Jane FEEHAN, Head of Regional Representation for West Africa, EIB, Côte d'Ivoire
- Sylvia HARTLEIF, EU Ambassador, Benin
- Hugues KAMEWE TSAFACK, Financial Sector Advisor, MFW4A

## 09.50 - 09.55 Training sessions

### TRACK 1

#### 10.00 - 11.30 Information security: Cyber security and the use of blockchain

##### Trainers:

- Dominique KOGUE, Cybersecurity Consultant, Africa Cybersecurity Resource Centre for financial inclusion (ACRC)
- Jean-Louis PERRIER, Director of Programme, Africa Cybersecurity Resource Centre for financial inclusion (ACRC)

#### 11.30 - 12.25 Lunch break

#### 12.30 - 14.00 Innovative asset-based financing for SMEs: principles of leasing

##### Trainer:

James GORHAM, Freelance Consultant/Leasing Expert, IPC

#### 14.00 - 14.15 Break

#### 14.15 - 15.45 Financing climate-smart agriculture

##### Trainer:

Elise JUGUET, Managing Partner, Horus DF

### TRACK 2

#### 10.00 - 11.30 Data management and the contribution of AI

##### Trainers:

- André OERTEL, Senior consultant & partner, Horus DF
- Hichem KAROUI, Co-founder, Heavyside

#### 11.30 - 12.25 Lunch Break

#### 12.30 - 14.00 Improving customer Centricity in product development

##### Trainer:

Cristiana FINOTTI, Lead Financial Inclusion Expert, IPC

#### 14.00 - 14.15 Break

#### 14.15 - 15.45 Adapting talent management and leadership in times of crisis

##### Trainers:

- Ayscha HAMDANI, Senior Training and Skills Development Specialist, IPC
- Camilla TORRESAN, Online Training Expert, IPC

## 15.45 - 16.00 Closing remarks

Dörte Weidig, Managing Partner, Internationale Projekt Consult GmbH

## 16.00 - 16.15 Closing remarks

Klaudia BERGER, Senior TA Programme Coordinator, Advisory, EIB GLOBAL, Luxembourg

## 16.20 Conclusion by the master of ceremonies





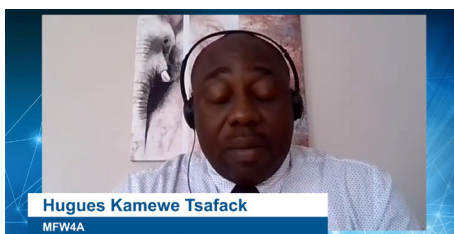
# ACADEMY HIGHLIGHTS: 28 JUNE

## PLENARY OPENING PANEL AND WELCOME ADDRESS

### Plenary opening panel: EIB global engagement in West and Central Africa



**Nikolaos MILIANITIS**, Head of Regional Representation for Central Africa, EIB, Cameroon



**Hugues KAMEWE TSAFACK**, Financial Sector Advisor, MFW4A



**Rosario BENTO PAIS**, EU Ambassador, Gabon

## WELCOME ADDRESS

### EIB engagement in financial operations in West and Central Africa including related TA programme



**Ambroise FAYOLLE**, Vice-President, EIB, Luxembourg.

Built on the success of last year's academy which hosted over 600 participants, comes the 2nd EIB Academy which once again takes on matters of gender and aims to improve our understanding of climate change and the rise of digitalization. EIB is the largest international public bank and is committed to support investment across Africa. Since 1965 the EIB has provided over 60 billion euros of public and private investment in more than 49 African countries including more than 9 billion since the COVID-19 crises.

With the institution of EIB Global, there is now a dedicated arm with a mission to further strengthen partnership in support of social development and those goals shared by the EU and its partners. It aims to bring together resources and expertise to make a stronger and more focussed contribution to Africa and emerging markets.

Energy investment is a high priority, and it will extend its presence across Africa and bring in partners in preparation of projects to accelerate and learn from each other. The world is in crisis and many aspects of our lives are being changed due to the challenges of COVID-19, climate change and the Ukraine crisis.

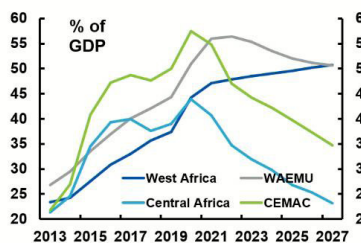
The future will look for governments in Africa to strengthen food security. EIB supports this by working to ensure entrepreneurs continue to have access to finance to build resilience together, to bolster SMEs and provide them with appropriate resources and activities to create more jobs.

The big goal is to build a more resilient banking sector across Africa.

## KEYNOTE ADDRESS

### Macro outlook – limited fiscal space

#### Public debt



Source: IMF and author calculations

	N	Name (ST CDS)	Spread	Change	#SD	Historical Range	Low	High	Avg	+/-	YTD Dg
		EMEA									
100	1	South Africa	233.63	-1.81	-0.3	195.0	279.7	235.7	240.0	+28.1	
100	2	Ethiopia	2469.18	-1.97	-1605	1605	2461.9	1026.2	452.9	+232.3	
100	3	Gabon	594.50	-0.17	-397	397	535.3	464.0	441.5	+107.4	
100	4	Ghana	1745.11	-0.49	-936	936	1972.6	1031.1	498.9	+418.8	
100	5	Kenya	725.03	-0.24	-426	426	963.1	561.1	179.9	+292.7	
100	6	Namibia	451.94	-0.13	-242	242	476.3	291.2	160.7	+171.1	
100	7	Nigeria	727.63	-111.72	-5.0	400	840.5	65.3	122.6	+247.7	
100	8	Angola	725.19	-0.07	-520	520	725.4	609.9	115.3	+165.5	
100	9	Cameroon	520.62	-0.19	-359	359	520.8	446.9	73.7	+170.8	
100	10	Rwanda	481.43	-0.14	-338	338	538.0	378.9	102.6	+129.2	
100	11	Senegal	476.88	-25.20	-2.5	251	502.4	427.1	46.0	+220.5	

Source: Bloomberg and author calculations

- Significant indebtedness limiting the fiscal space available to stem economic activity from the spillovers of the war in Ukraine
- Tighter monetary conditions in developed economies has further increased CDS spreads in SSA



9

28/06/2022



**Emmanouil DAVRADAKIS**, Senior Economist, EIB, Luxembourg

Emmanouil Davradakis gave a West and Central Africa perspectives in his presentation. He presented on an outlook of macros that are affecting the region, touching on COVID-19 scarring, the war in Ukraine and its impact on GDP, climate risk and inflation and inflation sensitivity in West and Central Africa. His presentation provided an overview of the Finance in Africa Report.

#### Summarising findings from the new report, the presentation showed that:

- The FiA 2022 survey shows that the main issues concerning banks are cost/accessibility of local funding, competition from non-traditional actors and risk/asset quality. West Africa is the region with the greatest concerns about non-bank competition.
- Local funding costs are increasing as central banks increase policy rates to fight inflation and contagion from higher sovereign yields impacts bond funding costs. Indeed, banks expect to reduce reliance on local currency bond issuance in 2022.
- Asset quality concerns remain to the fore and banks still have a significant share of loans that are restructured or under moratoria.
- Credit standards have tightened considerably in the last 12 months. Further tightening is planned, as banks remain cautious about credit quality in the current environment.
- Nonetheless, a larger share of banks expects to expand their operations in 2022 than 2021. This shows that banks have an appetite to increase lending but will take a cautious approach to doing so.



# PANEL DISCUSSIONS OVERVIEW: 28 June

## Fireside Chat: West and Central Africa: Trends in macro-economic and financial sector performance



**Moderator:**  
**San BILAL**, Head of Economic Transformation and Recovery, European Centre for Development Policy Management (ECDPM)

**Panelists:**

- **Serge EKUE**, President, BOAD
- **Caroline IDRISOU**, Director of Financial Stability, Banking and Economic Financing, BEAC

Logos at the bottom: European Investment Bank, Making Finance Work for Africa, European Union, ipc, HORUS Development Finance, iecd.

Without a doubt we find ourselves going through a historic crisis, with COVID-19, climate change and the Ukraine crisis, the economic consequences have been significant with inflation at an all-time high.

- How do you adapt to this?
- What can banks do to improve the quality of their assets?
- How can we avoid panic?

Looking to the past, the speakers discuss the sovereign crises, and Euro crises and how it was a global crisis. They were historical decisions made that were quite important and necessary to capitalise on banks. The recovery of banking systems in the context of the depression of 2008 has revealed to us the importance of the balance sheet of the banks to absorb shocks and continue to finance the public and private sectors. The necessity to have sufficient capital is paramount.

### Special drawing rights (SDRs):

- Can we use SDRs for less advanced countries?
- Is there a possibility of using SDRs to sustain economies?
- What are the challenges to moving forward?

### Climate change and policies:

- Regulatory frame to allow green projects to protect the environment.
- The negative impact of the deterioration of gas, investment and contributing to an economy that should be sustainable.
- Everything that has to do with greenhouse gas working in the context of sustainable banking.
- Taking into account the energy gap in some countries we are tempted to find a solution.
- Funding carbon projects. Do we support this directly or indirectly?
- How can digitalization help us to stimulate the access of SMEs to this finance?
- Social responsibility of banks and accountability to shareholders.
- Equity capital levels are needed to absorb losses.

### Digital funding:

- Digital funding approach and cryptocurrencies.
- How can we stimulate the digital currency without bringing problems to sustainability?
- Digital currencies are not that developed but we want to follow the evolution of this activity.
- Crypto can have an impact on banks.

# PANEL DISCUSSIONS OVERVIEW: 28 June

## MSME finance to strengthen resilience for food security and new supply chains



**Moderator:**  
Hugues KAMEWE TSAFACK,  
Financial Sector Advisor,  
MFW4A

**Panelists:**

- **Jonathan AGWE**, Lead Regional Technical Specialist, Rural Finance, Markets and Value Chains, IFAD
- **Mareme SENE**, Deputy General Director, Baobab, Côte d'Ivoire
- **Moutalabi BABA BOUKARI**, Project Manager, GIZ, Cameroon
- **Giovanni MUNOZ CASTANEDA**, Senior Agricultural Engineer, EIB GLOBAL, Luxembourg

Jonathan Agwe, from IFAD, shared with the participants the new agricultural development framework, based on partnership between producers, the public sector and the private sector, and which gives visibility on the segment of the production chain to be financed. According to him, this can be production, but also especially securing the market. The discussion was carried around the fact that Agri-SMEs face an acute need for finance tailored to their specific requirements. An SME Finance Forum report estimated that there is an annual \$74Bn Agri-SME lending gap.

The panelists discussed the following:

- Difficulties faced by lenders in financing agricultural SMEs.
- Emerging lessons from the Covid-19 pandemic for agricultural finance in Africa.
- Challenges and opportunities for African agriculture/agriculture finance arising from the conflict between Russia-Ukraine.
- The African Continental Free Trade Area (AfCFTA) agreement being a game changer for African agriculture.
- Integrating a gender approach to promote women agribusiness entrepreneurs.
- Requirements to improve the business environment in the agribusiness ecosystem.
- Various models of financing agricultural supply chains: exploring the most successful and most promising in Africa.
- Agri-units and its value to Agri-SMEs.
- The potential of blended finance in scaling up finance for agribusinesses in Africa.
- Actions needed to be taken to circumvent the adverse effects of the Russia-Ukraine's conflict on African agriculture.

To close the discussion, our panelists explored the priorities to close the agri-SME financing gap over time:

- Growing larger numbers of Agri-SMEs into commercially investable prospects to anchor local bank markets for finance.
- Developing capacity, incentives, and infrastructure for local banks and funds to profitably serve smaller, less commercial Agri-SMEs over time.
- Making blended finance more efficient and effective.
- Building the infrastructure around climate finance. These change priorities are expansive in scale and scope and will require coordinated action from actors across the Agri-SME finance ecosystem.

# PANEL DISCUSSIONS OVERVIEW: 28 June

## Climate action and resource management: the role of financial institutions



### **Moderator:**

*Isabelle VAN GRUNDERBEECK, Head of Unit, Inclusive Financial Services, Advisory Department, EIB GLOBAL, Luxembourg*

### **Panelists:**

- **Violette CUBIER**, Program manager – Technical Assistance, Grameen Foundation, France
- **Marc DAUBREY**, CEO, Green Invest Africa, Côte d'Ivoire
- **Kodjo ATTATY**, Senior Underwriter - West Africa Francophone Countries, Africa Trade Insurance
- **Afolabi OBISESAN**, Senior Manager-Specialized Finance, Afreximbank, Egypt

With the world in crises and no clear pathway in sight our panel suggests that even though the picture is not clear there is optimism and also opportunities coming out of the crises.

The main issues that are talked about in this discussion are greenhouse gas as a consequence of biodiversity on a global level, renewable energy, agriculture and forestry, the circular economy and sustainable waste management. The EU is a champion of climate change. More than 40 countries are eliminating Carbon Climate action and natural resources management and the role those financial institutions play. Africa is not meeting the greenhouse gap presently and the many climate issues and sustainable resource management are due to lack of funding and support from financial institutions. There is consciousness that we need financing for transitions to occur and EIB has ambitious objectives to dedicate significant resources to climate change, which is why they are being considered the climate bank of the EU.

It's important to find ways to align with the Paris agreement and develop strategic partnerships to provide people with a dedicated line of credit and technical assistance.

The hope is to eradicate poverty in developing countries and help member states create green energy. There must be mechanisms to fund renewable energy and support optimizing of sustainable development tools. The Microfinance sector needs a reduction of greenhouse gas and it is important to support SMEs to adapt e.g., small farmers. With adaptation there are challenges and it is necessary to learn how to manage it. African countries must be more concerned with adaptation than integration. There will be harmful effects due to climate changes and we need to build resilience.

EIB and partners must align to the Paris agreement and then reporting can be done on various investments, then remove obstacles so access to finance can be realized and accelerate the development of green energy. Adaptation, innovation and support must be put in place, working with big role-players at Microfinance level as well to create a positive impact on communities to increase their resilience.



# PANEL DISCUSSIONS OVERVIEW: 28 June

## African Women Rising Initiative: promoting women in business to grow and thrive



**Tania Colantone**  
EIB - Luxembourg

**Moderator:**  
**Tania COLANTONE**,  
Development Specialist, EIB  
GLOBAL, Luxembourg

**Panelists:**

- **Inez MURRAY**, CEO,  
Financial Alliance for  
Women
- **Tania MUKWAMU**,  
Founder and CEO,  
MaxiCash, Democratic  
Republic of Congo
- **Serigne BAMBA DIOP**,  
Deputy CEO, Baobab,  
Senegal

European Investment Bank  
The EIB bank  
Making Finance Work for Africa  
This project is funded by the European Union  
ipc  
HORUS  
iecd

The shortfall in access to credit for women is estimated at USD 320bn, despite women anecdotally having lower non-performing loan rates than men. Women make up 47% of the world's labour force and nearly 40% of the entrepreneurs around the world. But only 65% of women have a bank account, compared with 72% of men.

As a development bank, EIB places a great importance on empowering women in business. Our panelists explored the business case for targeting women in credit access, they gave examples of projects that have empowered women in Senegal, shared experiences that women entrepreneur are facing, and explored ways and strategies to empower and encourage female entrepreneurs in West and Central Africa.

Financial Alliance for Women's research shows that by attracting as many women as men to their site, fintech's could see up to a 12% increase in revenue. A part of the discussion focused on how fintech's can take full advantage of the estimated USD 216 trillion opportunity that the female economy represents. The focus then shifted to how Maxicash's business model is serving women and discussed the different challenges that Baobab experience in serving women in West and Central Africa.

# PANEL DISCUSSIONS OVERVIEW: 28 June

## Harnessing the opportunities of the digital world: Fintech, cybersecurity and artificial intelligence



### Moderator:

**Carmelo COCUZZA**, Head of Unit, Advisory and Blending, EIB GLOBAL, Luxembourg

### Panelists:

- **Sabrine CHAHROUR**, Associate, Partech Africa
- **Stéphane KONAN**, CEO, Competences SARL, Cabo Verde
- **Steve TCHOUMBA**, Executive Director, Activspaces, Cameroon
- **Omar CISSE**, CEO InTouch Group

This session focused on the opportunities of the digital world and the evolution of financial services in digital finance. There has been an increase in cybersecurity at bank level brought by COVID-19 pandemic. There is also a rise of Neobanks which are being more popular because of their reduced services rates. Carmelo Cocuzza, Head of Unit, Advisory and Blending at EIB GLOBAL, also touched on the increase activities of mobile money, he mentioned that traditional banks must adopt in order to remain relevant, and they should partner with fintech companies and telecommunication operators to allow them to provide services at competitive rates.

The session carried on by focusing cybersecurity and strategies in dealing with cyber risks. The panelists discussed more about the risks of cybercrime in financial structures and how to deal with them.

Sabrine Chahrour, Associate at Partech Africa, highlighted their involvement in the fintech space and the different investment portfolios they have at Partech Africa, she also highlighted the different criteria they look at before investing into Fintech start-ups.

Omar Cissé, CEO of Intouch Group discussed the different challenges in launching Intouch Group and challenges faced in servicing different merchants in the ecosystem. He mentioned on the importance of developing a mobile money product that strive in different ecosystem and how they went about to finding their niche in mobile money in West Africa. Regulation around mobile money and cybersecurity was highlighted and Stéphane Konan, CEO of Competences SARL mentioned the increase of cyber threats in the banking sector and the importance of data protection and the different stakeholders that are responsible for regulating and insuring protection in the sector.

To close, Steve Tchoumba, Executive Director at Activspaces, spoke about the importance of Fintech start-ups' collaboration across the different African regions and markets.

Traditional banking has to evolve to accommodate changes in digital technology and mobile mining.

# PANEL DISCUSSIONS OVERVIEW: 28 June

## EIB Products and services for the benefits of financial institutions in West and Central Africa



### **Moderator:**

**Hannah SIEDEK**, Senior Microfinance Investment Officer, EIB GLOBAL, Luxembourg

### **Panelists:**

- **Ibrahima KEITA**, CEO, Kafo Jiginew Mali
- **Nikolaos MILIANITIS**, Head of Regional Representation for Central Africa, EIB, Cameroon
- **Oliver MEISENBERG**, CEO, TMB DRC
- **Mathieu DUCORROW**, Head of Unit, Private Equity, EIB, Luxembourg
- **Fatouma BA**, CEO, Janngo Capital, Paris /Abidjan

This session highlighted the different products and services offered by EIB for the benefits of financial institutions in West and Central Africa. EIB is currently in partnership with 11 banks in West and Central Africa. The total amount of financing granted (LT credits) over the last 5 years is EUR 260 M.

### **EIB is active in bank financing in several areas:**

- Financing of public, private and multilateral banks.
- Financing of local banks and international banking groups.
- General lines of credit (WCR and LT financing for SMEs).
- Thematic credit lines (agriculture, climate, gender, youth etc.).
- Lines of credit intended to finance the digitization of banks.
- Lines of credit granted in EUR/USD and/or local currency.



# PANEL DISCUSSIONS OVERVIEW: 28 June

## RISK SHARING

EIB can guarantee a loan portfolio within the framework of a financing programme.

## TECHNICAL ASSISTANCE

Technical assistance aimed at strengthening the bank's intervention capacity, developing the skills of beneficiaries to raise financing, or promoting women's access to finance can complement EIB financing.

- EIB intervenes in support of investment funds that support SMEs active in Africa (indirect investment).
- Intervention outside Europe (vs. FEI in Europe).
- The EIB operates in several segments such as Private Equity funds (growth capital for SMEs), Venture Capital funds (innovation, support for start-ups), structured funds with several tranches (junior and senior tranches), and strong social impact.
- In terms of geography: support in Africa (especially sub-Saharan Africa), in the MENA region, South America and Asia.
- Support for different types of funds:
  - On one country, on several countries or pan-African.
  - Generalist funds vs. Sectoral.
  - Funds with a particular angle (climate, female entrepreneurship, etc.).
  - Through investment in funds, it is a question of supporting the objectives of the EU in terms of support for the growth of the private sector, innovation, climate change and environmental sustainability.

The session ended with the testimony of Oliver MEISENBERG, CEO of TMB DRC, who appreciated the institution's approach. He noted that the approach consists in accompanying the potential beneficiaries. We then heard from Fatoumata BA, Founder and CEO of Janngo Capital, who shared her experiences with the bank. The session also emphasised the EIB's technical assistance component, which makes it possible to make the financial support provided more efficient and to give it a better leverage effect.



# ACADEMY HIGHLIGHTS: 29 June

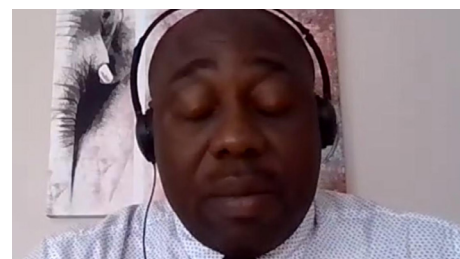
## PLENARY PANEL OFFICIAL WELCOME



**Jane FEEHAN**, Head of Regional Representation for West Africa, EIB, Côte d'Ivoire



**Sylvia HARTLEIF**, EU Ambassador, Benin



**Hugues KAMEWE TSAFACK**, Financial Sector Advisor, MFW4A



## EIB TECHNICAL ASSISTANCE PROGRAMME SPEAKERS

**Klaudia BERGER**, Senior TA Programme Coordinator, Advisory, EIB GLOBAL, Luxembourg

## LEARNING SESSIONS

### TRACK 1

10.00 - 11.30	<b>Information security: Cyber security and the use of blockchain</b>  Trainers: <b>Dominique KOGUE</b> , Cybersecurity Consultant, Africa Cybersecurity Resource Centre for financial inclusion <b>Jean-Louis PERRIER</b> , Director of Programme, Africa Cybersecurity Resource Centre for financial inclusion
11.30 - 12.25	<b>Lunch break</b>
12.30 - 14.00	<b>Innovative asset-based financing for SMEs: principles of leasing</b>  Trainer: <b>James GORHAM</b> , Freelance Consultant/Leasing Expert, IPC
14.00 - 15.25	<b>Break</b>
15.30 - 17.00	<b>Financing climate-smart agriculture</b>  Trainer: <b>Elise JUGUET</b> , Managing Partner, Horus DF

### TRACK 2

10.00 - 11.30	<b>Data management and the contribution of AI</b>  Trainers: <b>André OERTEL</b> , Senior consultant & partner, Horus DF <b>Hichem KAROU</b> , Co-founder, Heavyside
11.30 - 12.25	<b>Lunch Break</b>
12.30 - 14.00	<b>Improving customer Centricity in product development</b>  Trainer: <b>Cristiana FINOTTI</b> , Lead Financial Inclusion Expert, IPC
14.00 - 15.25	<b>Break</b>
15.30 - 17.00	<b>Adapting talent management and leadership in times of crisis</b>  Trainers: <b>Ayscha HAMDANI</b> , Senior Training and Skills Development Specialist, IPC <b>Camilla TORRESAN</b> , Online Training Expert, IPC

# STATISTICS

The 2nd EIB Academy was proud to host 40 regional and international speakers, 1200 registered attendees from 57 countries around the world, 32 were African. The two-day event included 6 learning sessions, various interactive polls and a virtual networking space for attendees to meet and engage online.



**40+**

INDUSTRY EXPERT  
SPEAKERS



**1200**

REGISTERED ATTENDEES



**57**

COUNTRIES



**6**

BREAKAWAY LEARNING  
SESSIONS

## ATTENDANCE - BY REGION AND COUNTRY

A total of 57 countries

Southern Africa	3%
Beyond Africa	11%
West Africa	69%
East Africa	3%
Central Africa	13%
North Africa	1%

## GENDER REPRESENTATION



Male

**74%**



Female

**26%**

## ATTENDANCE BY AGE



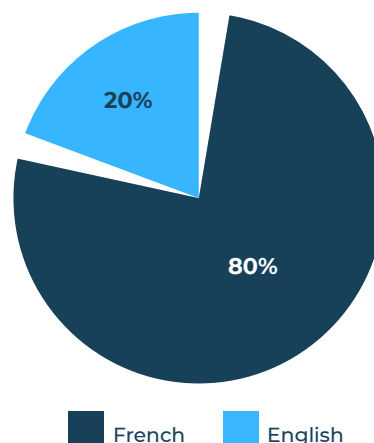
RANGE

18-24 years	2%
25-34 years	36%
35-44 years	38%
45-54 years	16%
55-64 years	7%
65+ years	1%

## ATTENDANCE - BY TYPE OF INSTITUTION

Commercial bank	22%
Development Finance Institution (DFI)	6%
Micro, small and medium-sized enterprise (MSME)	3%
Microfinance institution	29%
NGO	4%
Other	8%
Other financial institution (FI)	6%
Other private sector	12%
Other public sector	6%
Regulator	2%
Training institution	2%

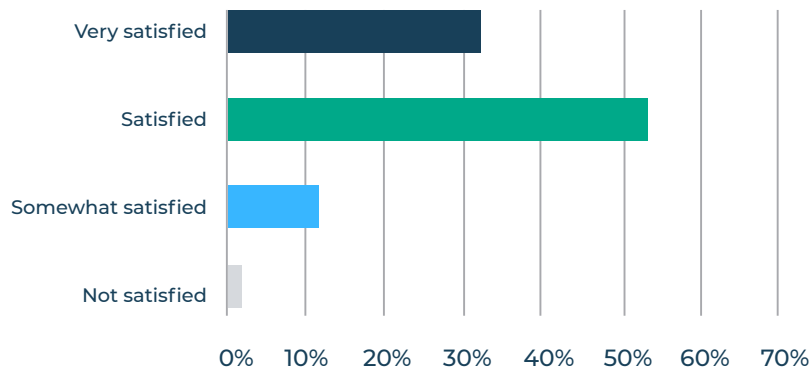
## ATTENDANCE - BY LANGUAGE



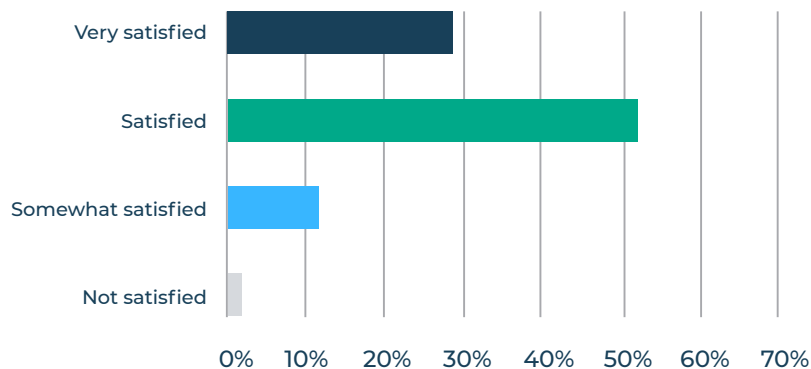


# PARTICIPANT FEEDBACK

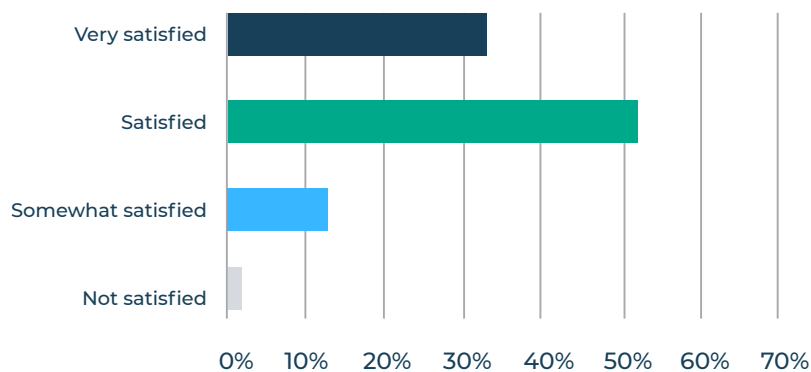
Overall, how satisfied were you with the EIB Academy this year?



Did the sessions on day 1 meet your expectations?



Did the learning sessions on day 2 meet your expectations?



# SPEAKERS



**Jonathan Agwe**  
Lead Regional Technical  
Specialist, IFAD,  
Cote d'Ivoire



**Kodjo Attaty**  
Senior Underwriter  
- West Africa,  
Francophone Countries  
African Trading  
Insurance Agency (ATI),  
Cote d'Ivoire



**Moutalabi Baba Boukari**  
Project Manager, GIZ,  
Cameroon



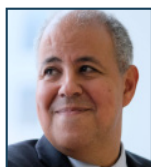
**Serigne Bamba Diop**  
Deputy Managing  
Director, Baobab,  
Senegal



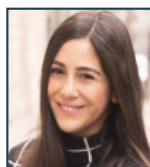
**Rosario Bento**  
EU Ambassador,  
Gabon, EU



**Klaudia Berger**  
Senior TA Programme  
Coordinator, Advisory,  
EIB GLOBAL,  
Luxembourg



**San Bilal**  
Senior Executive,  
Head of Economic  
Transformation and  
Recovery



**Sabrina Chahrouh**  
Associate, Partech  
Africa, Senegal



**Omar Cisse**  
CEO, InTouch Group



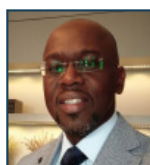
**Carmelo Cocuzza**  
Head of Unit, Advisory and  
Blending, EIB GLOBAL,  
Luxembourg



**Tania Colantone**  
Development Specialist,  
EIB, Luxembourg



**Violette Cubier**  
Program Officer -  
Technical Assistance,  
Fondation Grameen  
Crédit Agricole



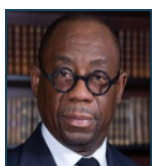
**Marc Daubrey**  
CEO, Green Invest  
Africa



**Emmanouil Davradakis**  
Senior Economist,  
EIB, Luxembourg



**Matthieu Ducorroy**  
Head of Unit, Private Equity,  
EIB, Luxembourg



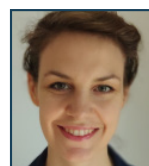
**Serge Ekue**  
President, BOAD



**Ambroise Fayolle**  
Vice-President, EIB



**Jane Feehan**  
Head of Regional  
Representation for West  
Africa, EIB, Côte d'Ivoire



**Cristiana Finotti**  
Lead Financial Inclusion  
Expert, IPC gmbh,  
Germany



**James Gorham**  
Freelance Consultant/  
Leasing Expert, IPC  
(Internationale Projekt  
Consult), Belgium

# SPEAKERS



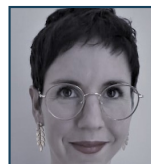
**Ayscha Hamdani**  
Senior Training and Skills Development specialist, IPC, Germany



**Sylvia Hartleif**  
EU Ambassador in Benin, EUDEL, Benin



**Caroline Idrissou**  
Director of Financial Stability, Banking Activities and Financing of the Economy, BEAC



**Elise Juguet**  
Managing Partner Horus DF, France



**Hugues Kamewe Tsafack**  
Financial Sector Development Advisor, MFW4A



**Hichem Karoui**  
Co-founder, Heaviside, France



**Dominique Kogue**  
Cybersecurity Consultant, Africa Cybersecurity Resource Centre for financial inclusion (ACRC)



**Stéphane Konan**  
Director General, Competences SARL, Cabo Verde



**Nikolaos Milianitis**  
Head of Regional Representation for Central Africa, EIB, Cameroon



**Tania Mukwamu**  
CEO, Maxicash, DRC



**Giovanni Munoz**  
Castaneda, EIB Global



**Inez Murray**  
CEO, Financial Alliance for Women, USA



**Afolabi Obisesan**  
Senior Manager - Specialized Finance, Afriximbank, Egypt



**André Oertel**  
Senior consultant & partner, Horus DF, France



**Jean-Louis Perrier**  
Director of Programme Africa Cybersecurity Resource Centre for financial inclusion (ACRC)



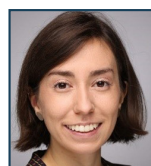
**Mareme Sene**  
Deputy Managing Director, Baobab, Côte d'Ivoire



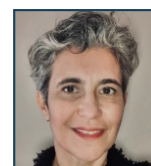
**Hannah Siedek**  
Senior Microfinance Investment Officer, EIB GLOBAL, Luxembourg



**Steve Tchoumba**  
Executive Director, Activspaces, Cameroon



**Camilla Torresan**  
Online Training Expert, IPC



**Isabelle Van Grunderbeeck**  
Head of Unit Advisory, EIB GLOBAL, Luxembourg



# TECHNICAL PARTNERS



Founded in 1980, **IPC** builds on a tremendous track record of successfully implemented projects and strong partnerships around the world with development and donor organisations as well as financial and educational institutions. Our current success is therefore clearly based on the institutional expertise we have accumulated over more than 35 years of development work. Although we are best known for our achievements in microfinance and SME finance, particularly in downscaling commercial banks and our greenfield activities to build the ProCredit banks, the true strength at IPC is our ability to use this knowledge today to develop holistic, sustainable solutions tailored to the local context and to the specific needs of our customers. [www.ipcgmbh.com](http://www.ipcgmbh.com)



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We aim to positively impact the African economy and community by providing platforms for public and private sector professionals to connect and forge strong relationships that will drive the future of the African continent. In response to current times, dmgevents ensures digital access to credible content and connections for professionals unable to attend live events.

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# 2nd EIB WEST AND CENTRAL AFRICA SME BANKING AND MICROFINANCE ACADEMY 2022

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**MSME Finance in Africa: building resilience in a turbulent world**  
**VIRTUAL FORUM: 28th & 29th JUNE**



## CONTACT DETAILS:

**EIB Technical Assistance Programme West and Central Africa**



**[eibtawestandcentralafrica@ipcgbmh.com](mailto:eibtawestandcentralafrica@ipcgbmh.com)**



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