



**Plataforma Multi-Stakeholder**

NA REGIÃO NORTE DE MOÇAMBIQUE

## **SME Financing Working Group**

*Kick-Off*

December 12, 2019





## Today's agenda

	<b>Time</b>	<b>Agenda item</b>	<b>Facilitator</b>
<b>Focus section</b>	<b>10 mins</b>	<b>Introduction</b>	<i>WBG/ TWA</i>
	10 mins	Terms of Reference overview	<i>TWA</i>
	60 mins	Workshop: objectives and themes	<i>TWA</i>
	10 mins	Next steps	<i>TWA</i>

## Working group composition: A diverse group of stakeholders

### Private sector

- JFS
- Barclays
- Exxon Mobil
- GAPI
- Millennium Bim
- CEP CD
- ENI
- Mitsui
- AMSCO

### Donors/NGOs/DFIs

- World Bank Group
- Portuguese Embassy
- SNV
- Technoserve
- Embassy of Ireland
- DFID
- GIZ
- USAID
- African Development Bank

### CSOs/Gov

- FRUTICAD
- ACIS
- IPEME



## The MSP: What it is and what it is not



### What it is

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- A platform to promote collaboration and the exchange of ideas
- A stakeholder led initiative
- The result of collaboration with over 50 representative organisations from the Private and Public Sectors, Civil Society and NGOs
- A narrowly launched platform with a thematic and geographic focus with the inspiration to grow

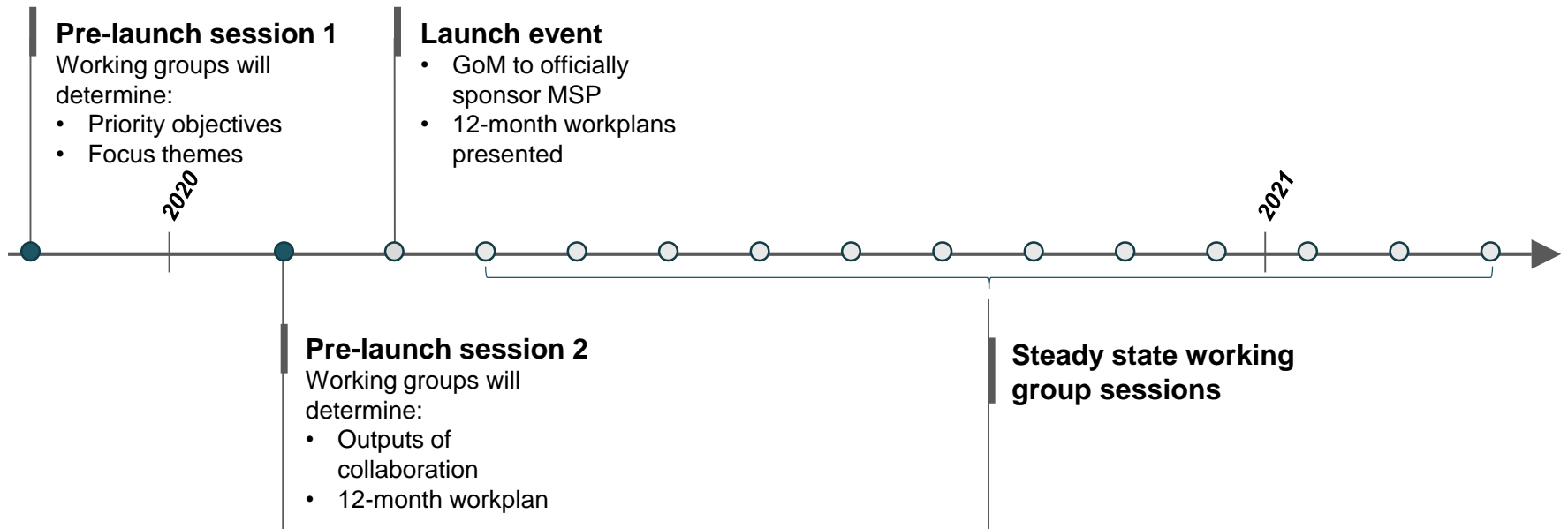


### What it is not


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- A mechanism for any official policymaking or replacement for any government led initiative
- An all-encompassing donor-coordination platform for Cabo Delgado
- An umbrella mechanism that aims to absorb all ongoing development activities in the region
- An effort representing the interests of a selective group of parties
- A presentation of a set of concrete projects that have or require funding

# Finalized 12-month workplans are to be executed over monthly sessions by Q1 of 2021



With only 12 full working group sessions across the next year, working groups need a clear, attainable set of outputs with which to collaborate



## What is required of our members to make this a successful working group



***Be consistent*** – Attend meetings regularly, and ensure similar organization representatives in working group sessions

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***Be prepared*** - Read any materials circulated beforehand and stay up to speed on the Working Group's progress

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***Contribute*** – Actively participate and be ready to give input and add value to the group discussion

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***Be responsive*** - Respond to surveys and questionnaires in a timely fashion to create equitable consensus across the group

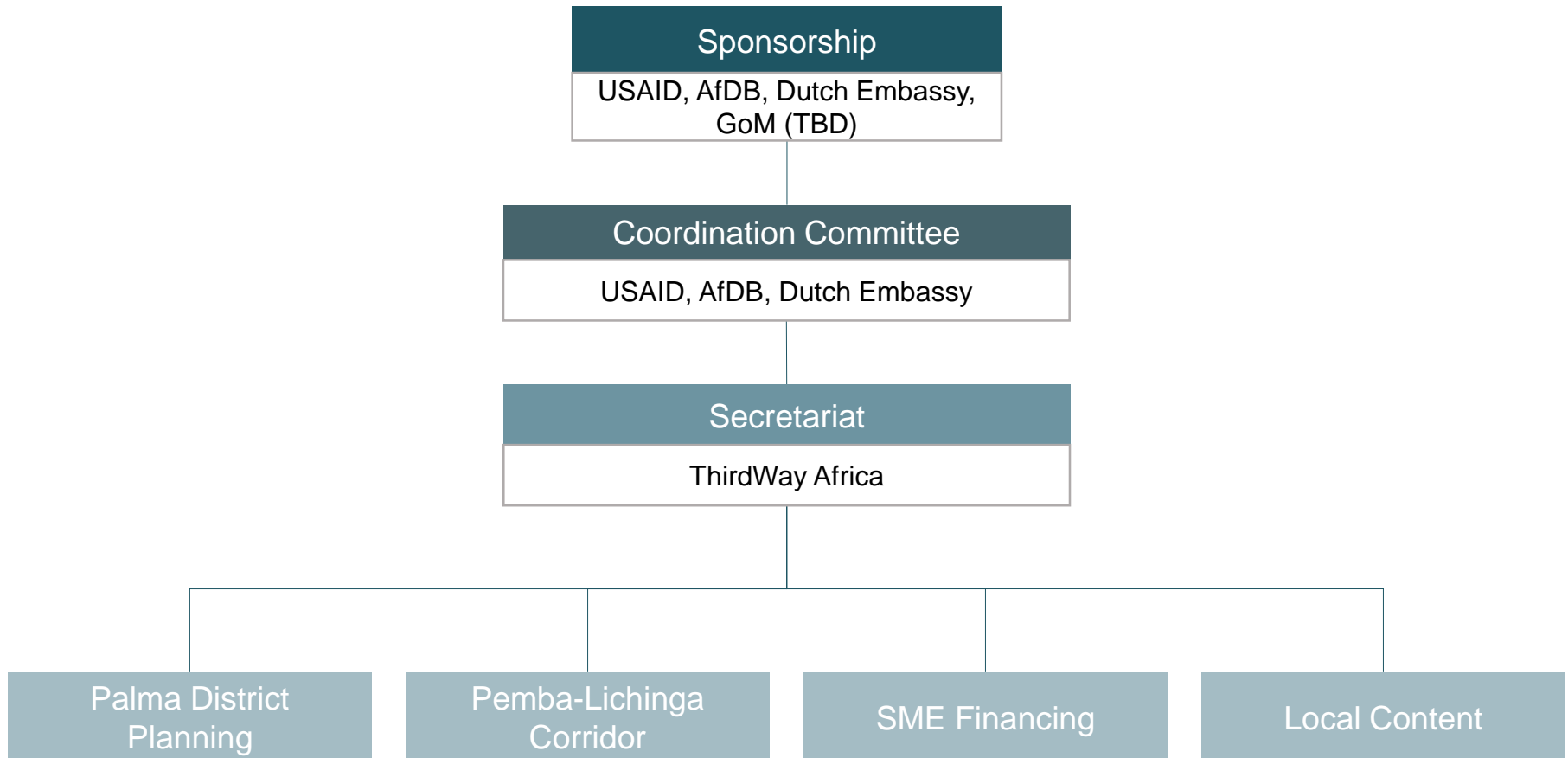


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# ToR Overview: Phase I Governance Structure

*/ PRELIMINARY*





## ToR Overview: Logistics



### Meeting frequency

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#### ***Pre-launch:***

- Working groups will meet **once more** before the official platform launch in Q1 2020.

#### ***Steady-state:***

- Working groups should decide the frequency of engagement starting with **monthly working group sessions**



### Location

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- Many stakeholders are Maputo-based, but northern presence is important for platform success
- Working group meeting locations will therefore **rotate between Pemba and Maputo**



### Language

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- Sessions will be held in both **English and Portuguese** (depending on presenter preference)
- All published MSP materials will be distributed in **both languages**

# ToR Overview: Additional points of interest

## Access to information



[The MSP website](#) will be the source for all MSP related information, including:

- **Meeting of minutes** and working group presentations
- **Stakeholder-produced information** such as publications, studies, or other pertinent data
- **Donor matrices** highlighting ongoing programming in the northern region

## Confidentiality/Conflicts of interest



### Confidentiality

- All information shared on the platform is intended to be **publicly available**
- Proprietary information should not be exchanged in this forum or **flagged beforehand**



### Conflict of Interest

- Agendas will be shared in advance with working groups
- Presenters responsible for **highlighting any potential conflicts** in materials
- Stakeholders responsible for **omitting themselves** from any potentially conflicting presentation



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## What we have heard from you regarding working groups

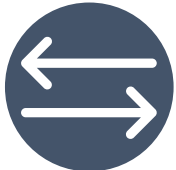
### “Working groups must be...”

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**Structured** - agendas should be organized and collaborative efforts should be presented in a standardized format

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**Equitable** - all members of working groups should have any equal voice in presenting and collaborating

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**Output-oriented** - working groups should lead to tangible collaboration, creating value for all stakeholders

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**Stakeholder-driven** - agendas and presentations should be driven by working group participants

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**A structured approach to stakeholder-led agenda creation is required**

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Agendas will mainly be composed of stakeholder presentations aligned with working group objectives and themes

/ ILLUSTRATIVE

## Sample agenda of working group sessions

Time	Agenda item
10 mins	Introduction
20 mins	Review of previous meeting outcomes
90 mins	Stakeholder presentations
10 mins	Agreement on next steps and logistics for next session



### Working Group Presentation



**Objective:** Foster programmatic collaboration



**Conflict:** Third parties currently bidding for projects




**Focus Theme:** Regional security



**Confidentiality:** No confidentiality constraints

Primary focus of today's discussion



The primary output of today's workshop is to define prioritized objectives and focus themes for the working group



## Working group objectives

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**Definition:** Realistic and achievable goals of the working groups that stakeholders hope to accomplish during the first 12 months of MSP participation

**Example:** Eliminate duplicative efforts



## Focus themes

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**Definition:** Specific areas of collaboration with which working groups hope to center discussion and agendas to better define the working group scope

**Example:** Innovative financial solutions

**Working group objectives:** Feedback we have received thus far from stakeholders

*/ PRELIMINARY / NOT EXHAUSTIVE*



**Foster programmatic collaboration and strategic partnerships**



**Engage local communities**



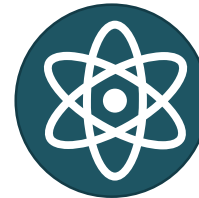
**Eliminate duplicative efforts**



**Cultivate a shared language**



**Overcome barriers or hurdles**



**Engage specific expertise**



**Disseminate critical information and co-learn**



**Additional objectives co-created by working group**

**Focus themes:** Working groups will define and prioritize focus themes based on initial feedback from stakeholders

/ PRELIMINARY / NOT EXHAUSTIVE



## ***Launching point***

The topics or areas of collaboration that we heard from the first round of stakeholder interviews include:

- 1** | ***Mapping SME categorization and financial needs*** (i.e. working capital, growth capital, trade finance)
- 2** | ***Innovative financial solutions*** (i.e. blended finance, impact investing, SME portfolio guarantees, project bonds)
- 3** | ***Banks as principals and agents***
- 4** | ***Capital raising capacity building*** (i.e. valuations, networking, business plans and investment ready material production)
- 5** | ***Sectoral linkages for risk mitigation*** (i.e. input provider and off-taker linkages and centralized linkage of SMEs to LNG procurement systems)
- 6** | ***Connecting SMEs with international capital pools***





## Priority focus themes:

Break out groups will brainstorm themes, focusing on:

- *Are current themes properly defined?*
- *Are there additional themes that the group should focus on?*
- *What are the highest priority themes for the next 12 months?*



**30 minutes**



**Priority focus themes:**  
Presentation of top 2-3 prioritized  
themes per break out group



**10 minutes**



**Priority focus themes:**  
Voting on break-out group themes

***Survey to be sent to vote on priority focus themes***



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**Focus  
section**



## Next steps

*/ FOR DISCUSSION*



- Send out high level **meeting of minutes** to full working group list
- Collate feedback via **working group survey** to determine objectives and themes
- Set date and location of **next working group session**
- Disseminate draft **Terms of Reference**
- Set **agenda** for next working group session
  - Stakeholder submitted presentations and discussions
  - Deliverables and outputs of working group
  - 12-month workplan

THANK YOU

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