



World Bank

**Joint Africa Institute (JAI)  
Institut Multilatéral d’Afrique (IMA)**

*A partnership of the African Development Bank, the International Monetary Fund, and the World Bank*

**Programme**

**Seminar on Finance and Business Development Services for Entrepreneurship Development: How to Effectively Assist SME Creation and Growth  
October 29 – November 1<sup>st</sup>, 2007, Tunis, Tunisia**

**Day 1 Enabling Environment for Entrepreneurship and SME Development**

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***Monday, October 29, 2007***

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08:00 a.m. – 08:45 a.m.	<b>Registration of Participants – “Room Nile 1” – 2<sup>nd</sup> Floor</b>
08:45 a.m. – 09:00 a.m.	Administrative Briefing <b>Mrs. Nadia Ben Achour, Training Associate, Joint Africa Institute (JAI)</b>
09:00 a.m. – 10:30 a.m.	Introduction and Welcome <b>Vaez Zadeh, Director, JAI</b>  Opening Remarks <b>Louis Kasekende, Chief Economist, African Development Bank (AfDB)</b> <b>Tim Turner, Director, Private Sector Department, AfDB</b>  Objectives, Expectations, Agenda and Modus Operandi <b>Leila Mokadem, Manager &amp; Robert Zegers, SME Specialist, Private Sector Department, AfDB</b>
10:30 a.m. – 11:00 a.m.	<b>Refreshment break</b>
11:00 a.m. – 12:30 p.m.	Overview and Frameworks for Entrepreneurship and SME Development <b>George Manu, Seminar Facilitator and Director, Creative Squares</b>  Promoting an Enabling Environment for SMEs: Common Business Environment Challenges in Africa and Emerging Lessons Learned <b>Martin Clemensson, Team Leader, Small Enterprise Programme, International Labour Office</b>
12:30 p.m. – 2:00 p.m.	<b>Lunch (le Buffet restaurant - 1<sup>st</sup> floor)</b>

2:00 p.m - 3:30 p.m	Africa Competitiveness Report 2007 <b>Peter Ondiege, Principal Research Economist, AfDB</b>
	<b>Group Work:</b> What must be done to make Africa an even better place for starting and developing growth-oriented businesses?
3:30 p.m. – 3:45 p.m.	<b>Refreshment break</b>
3:45 p.m - 5:00 p.m	<b>Group Reports and Discussion Summary</b>
6:00 p.m. – 7:00 p.m.	<b>Welcome Cocktail (Zambeze Room - 5<sup>th</sup> floor)</b>

## **Day 2 Business Development Services**

*Tuesday, October 30, 2007*

08.45 a.m - 10.30 a.m	<b>Recap of Day 1 and Introduction to Day 2</b>
	<b>Panel Discussion</b> EMPRETEC: Case study of EMPRETEC Ghana Foundation <b>George Manu</b>
	ENABLIS <b>Paul Lamontagne, President, Enablis Financial Corporation and CEO for Africa</b>
	<b>Moderator: Tim Turner, Director, Private Sector Department, AfDB</b>
10:30 a.m. – 11:00 a.m.	<b>Refreshment break</b>
11:00 a.m - 12:30 p.m	<b>Panel Discussion</b> EXPAND YOUR BUSINESS <b>Mafelile Molala Saidi, Regional Manager, Start &amp; Improve Your Business Programme</b>
	3CI/ACIM <b>Tahar Rahmani, Managing Director, ACIM</b>
	<b>Moderator: Rob Zegers</b>

12:30 p.m – 12:45 p.m	<b>Group photo – 5<sup>th</sup> floor</b>
12:45 p.m – 2:00 p.m	<b>Lunch (le Buffet restaurant - 1<sup>st</sup> floor)</b>
2:00 p.m. – 3:00 p.m.	RAIZCORP <b>Darryl Woolfardt, Manager, Raizcorp</b>
3:00 p.m. – 5:15 p.m.	Study visits to growth-oriented SMEs

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### **Day 3 Finance**

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*Wednesday, October 31, 2007*

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08.45 a.m - 10.30 a.m	<b>Recap of Day 2 and Introduction to Day 3</b>  <b>Panel Discussion</b> GROFIN <b>Jurie Willemse, Group Managing Director, GroFin</b>  Equity Bank <b>Kenneth Mbaabu Muchiri, General Manager, Credit, Equity Bank</b>  <b>Moderator: George Manu</b>
10:30 a.m. – 11:00 a.m.	<b>Refreshment break</b>
11:00 a.m. – 12:30 p.m.	Discussion: Experiences of other banks represented in seminar <b>Moderator: George Manu</b>  AfDB Programmes and Support for SME Development in Africa <b>Leila Mokadem &amp; Robert Zegers</b>
12:30 p.m. – 1:45 p.m.	<b>Lunch (le Buffet restaurant – 1<sup>st</sup> floor)</b>
1:45 p.m. – 3:00 p.m.	<b>Seminar Debate: BDS and Finance provision should not be combined</b>  <b>For:</b> <b>Against:</b>  <b>Moderator: Vaez Zadeh, Director, JAI</b>
3:00 p.m – 3:15 p.m	<b>Refreshment break</b>
3:15 p.m - 5.15 p.m	Study visits to Finance and BDS providers

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## Day 4 Challenge Funds and Overall Lessons for Supporting Growth-Oriented SMEs

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*Thursday, November 1, 2007*

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9:00 a.m. – 10:30 a.m.	<b>Recap of Day 3 and Introduction to Day 4</b>  Challenge Funds with particular reference to the Business Linkage Challenge Fund (DFID) <b>Jack Newnham, Senior Manager, Emerging Markets Group</b>  Case study of the Malawi Cotton Seed Treatment Programme <b>George Manu</b>
10:30 a.m. – 11:00 a.m.	<b>Refreshment break</b>
11:00 a.m. – 12:30 p.m.	<b>Discussion:</b> Emergent Lessons for Supporting Growth-Oriented SMEs Conclusions <b>Moderators: Rob Zegers and George Manu</b>  Evaluation, Presentation of Certificates and Closing Remarks <b>Vaez Zadeh</b> <b>Tim Turner</b>
12:30 – 1:30 p.m.	Farewell lunch ( <b>Kalimindjaro restaurant - 5<sup>th</sup> floor</b> )