




NON-BANKING FINANCIAL INSTITUTIONS BOOSTING IMPACT!

Complimentary Training

March 7th, March 14th, March 21st, 2023

ONLINE



Empower your organization by driving gender equality, fostering digitalisation and boosting creditworthiness by participating in our (crash) trainings on the guidelines developed by the MED MSMEs Programme.

Join a community of professionals committed to creating fairer, more equitable and impactful non-banking financial institutions (NBFIs) in the South Med region.

Our trainings will provide you with the **tools and knowledge to integrate the gender dimension, digitalization and investor compliance** into your policies, strategies and operations.

Invest in your organization's future by ensuring that all employees understand the importance of these transformative approaches.

Sign up today & take a step towards creating a better tomorrow!!!

OBJECTIVES OF THE TRAINING

Increasing non-banking financial institutions' capacities to boost operations and enhance impact by:

- Leveraging digital solutions to offer innovative services, reduce cost of operations and better manage risks
- Harnessing the potential of women-led enterprises to boost portfolio growth
- Access concessional funding from development finance institutions (DFIs)

WHO CAN BENEFIT?

- Non-Banking Financial Institutions' (NBFIs) executives and heads of operations
- Microfinance institutions, venture capital funds, leasing or factoring companies, fintech professionals, crowdfunding platform managers
- Policy makers supporting the development of the NBF sector
- Banking and non-banking regulators
- Microfinance associations

Thanks to the training, participants will be in a better position to:

- 1 Develop and take advantage of the innovative digital services to boost impact
- 2 Contribute to financial inclusion by boosting gender financing
- 3 Improve the investment readiness and creditworthiness of their institutions
- 4 Understand and address the "development finance institutions" financing requirements

Interactive and participatory training format

Experience a dynamic and participatory approach to learning with our trainers, who are professionals of building capacities of non-banking financial institutions.

Our interactive sessions will engage you and your team to actively apply what you learn, resulting in a more impactful and meaningful training experience.


The participatory approach encourages open dialogue, collaboration and problem-solving, so you can immediately apply what you learn to your workplace.

The trainings will be held online through regional webinars over three days. Each day will focus on one theme:

- March 7, 2023: Guidelines for fostering digitalization
- March 14, 2023: Guidelines for mainstreaming gender
- March 21, 2023: Guidelines for investment-readiness assessment

Mornings will be dedicated to academic training (3 hours) and afternoons will focus on case studies and exchanging experiences (2 hours).

Participants are invited to register for accessing the webinars via the three links provided below:

- Leveraging digital solutions – March 7th 2023 - [REGISTER HERE](#)
 - Mainstreaming gender – March 14th 2023 - [REGISTER HERE](#)
 - Investment - readiness – March 21st, 2023 - [REGISTER HERE](#)
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How to actively prepare your participation?

You access the guidelines here:

- Leveraging digital solutions - [Here](#)
- Mainstreaming gender - [Here](#)
- Investment readiness assessment - [Here](#)

You want to discuss specific related topics with the trainers in the interactive sessions? Send your questions to:

- Mr Ziad EL RIFAI, Zalrefai@outlook.com
- Mr Mazen KHALIFE, mazen.khalife@gopa.de

At the end of each session, participants will be delivered a certificate by the MED MSMEs Programme.

THE TRAINERS



Ziad AL REFAI

Has 25+ years of experience in the microfinance and financial services industry.

Being a CEO for several microfinance institutions in Jordan and as trainer for in the past years will bring field experience and knowledge to the sessions.

He has extensive experience working with international donors such as USAID, UNDP, KFW, FMO, EIB, and SANAD which will provide an overview on the donors' investment criteria.



Mazen Khalife

Has more than 20 years of experience in the non-banking financial sector.

With substantial experience in the MENA region mainly in microfinance sector development with international donors, he will provide participants knowledge on the investment readiness process and acquiring donors' credit services.

He has extensive experience working with EU, USAID, WB and SANAD.

AGENDAS

Leveraging Digital Solutions – March 7th, 2023

MORNING SESSIONS

9h-10h	CONTEXT AND RATIONALE	
Digitalization landscape: What is at stake? Regulators and NBFIs readiness towards digitalizing services	<ul style="list-style-type: none"> ◆ Digitalization facts and figures ◆ Are current regulations encouraging digital transformation? ◆ Is there a need for enhanced public private dialogue? ◆ Role of associations in supporting digital transformation? ◆ What do NBFIs gain from digital transformation? 	

10h-11h30	DIGITALIZING NBFIS - GUIDELINES	
Strategic and Planning perspectives Implementation	<ul style="list-style-type: none"> ◆ What digitalization strategy? ◆ Incorporating digitalization on the governance level ◆ Setting objectives and monitoring digitalization outcomes ◆ How to operationalize the strategy? (Action plan) ◆ Institutional capacity building (staff/IT/Risk process/processes) ◆ Innovation (fintech solutions / R&D/sandbox etc....) ◆ Client acquisition and portfolio management 	

AFTERNOON SESSIONS

1h-1h30	IMPLEMENTING THE GUIDELINES	
Case Study Jordan Loan Guarantee Company - JLGC (TBC)	<ul style="list-style-type: none"> ◆ Why making digital transformation a priority? ◆ How did they do it? ◆ What was the impact? (NBFI/clients) 	

1h30-2h30	EXCHANGE OF PRACTICES	
Interactive session	<ul style="list-style-type: none"> ◆ Q/A ◆ Exchanging experience 	

Time provided in the agendas are according to Tunisia local time (GMT +1)

AGENDAS

Mainstreaming Gender – March 14 th , 2023		
MORNING SESSIONS		
9h-10h	CONTEXT AND RATIONALE	
	<p>Gender Inclusion: What is at stake?</p> <p>NBFIs readiness towards increased gender financing</p>	<ul style="list-style-type: none"> ◆ Gender Inclusion facts and figures ◆ Are current regulations encouraging gender inclusion/financing? ◆ Is there a need for enhanced public-private dialogue? ◆ Role of associations in supporting gender inclusion? ◆ What do NBFIs gain from increased gender financing?
10h-11h30	MAINSTREAMING GENDER - GUIDELINES	
	<p>Strategic and Planning perspectives</p> <p>Implementation</p>	<ul style="list-style-type: none"> ◆ Gender Inclusion strategy? ◆ Voicing gender at the governance level ◆ Setting objectives and monitoring of gender inclusion outcomes ◆ How to operationalize a strategy? (Action plan) ◆ Institutional capacity building (staff/Risk process/processes) ◆ Innovation (tailored products / R&D/ etc....) ◆ Portfolio growth and management
AFTERNOON SESSIONS		
1h-1h30	IMPLEMENTING THE GUIDELINES	
	Case Study Microfund for Women - MfW (TBC)	<ul style="list-style-type: none"> ◆ Why gender inclusion is a priority? ◆ How is it achieved? ◆ What was the impact? (NBFI/clients)
1h30-2h30	EXCHANGE OF PRACTICES	
	Interactive session	<ul style="list-style-type: none"> ◆ Q/A ◆ Exchanging experience

AGENDAS

Investment Readiness Assessment – March 21 st , 2023		
MORNING SESSIONS		
9h-10h	CONTEXT AND RATIONALE	
	NBFIs Development: Understanding the assessment processes	<ul style="list-style-type: none"> ◆ Sources and volumes of concessional financing ◆ What are concessional lenders pursuing? ◆ What can be concessional terms? ◆ What do concessional lenders expect in return? ◆ How to identify and approach lenders? ◆ The process: from term sheet to contracting ◆ How to prepare for fund raising? ◆ The business model
	<p><i>The training allows NBFIs to comprehend the assessment process and position them in the fundraising path with DFIs however, NBFIs must abide by the local regulations for receiving investment from abroad.</i></p>	
10h-11h30	INVESTMENT READINESS ASSESSMENT - GUIDELINES	
	Aligning NBFIs for donors' investment	<ul style="list-style-type: none"> ◆ Financial considerations / S&E considerations / Governance ◆ M&E systems allowing monitoring ◆ A tool to assess your readiness to raise concessional funds ◆ How to make it happen (organization / processes)?
AFTERNOON SESSIONS		
1h-1h30	IMPLEMENTING THE GUIDELINES	
	Case Study TBD	<ul style="list-style-type: none"> ◆ How to prepare oneself for due diligence? ◆ What are the costs? ◆ What is the timeline? ◆ Negotiating: dos and don'ts?
1h30-2h30	EXCHANGE OF PRACTICES	
	Interactive session (TBD)	<ul style="list-style-type: none"> ◆ Q/A ◆ Exchanging experience