



## Sector and Enterprise Competitiveness Access to Finance and Investment for SMEs

**Mr. Yaya Ouattara**

*Programme Officer, Access to Finance and Investment*

*Division for Enterprises and Institutions, ITC*

# Holistic Demand and Supply Sides Approach



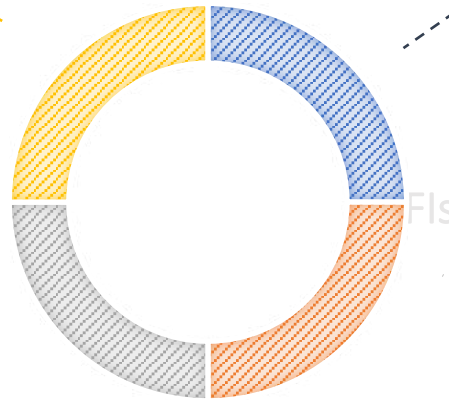
**BDS and BSOs**  
to better  
support SMEs



Improving the  
credit profile and  
bankability of  
MSMEs



**Financial  
sources**



De-risking  
solutions from  
**DFIs** and seed  
funding

# Resource Mobilisation Practical Steps

1. Identify	2. Engage	3. Negotiate	4. Manage and report	5. Communicate results
<ul style="list-style-type: none"> <li>❖ Map resource partner interests (thematic and geographical)</li> <li>❖ Identify where there is match with your BSOs comparative advantage and track record</li> <li>❖ Verify resource partner is an acceptable source</li> </ul>	<ul style="list-style-type: none"> <li>❖ Resource partner meetings</li> <li>❖ Develop advocacy tools: proposals, concept notes, project proposals and other communication tools (brochures, webpage, etc.)</li> <li>❖ Deliver presentations to resource partners</li> <li>❖ Foster individual contacts</li> </ul>	<ul style="list-style-type: none"> <li>❖ Reach an agreement on joint interests</li> <li>❖ Agree conditions of partnerships including procedures (rules of regulations) on use of resources</li> <li>❖ Develop and legalize legal agreement</li> </ul>	<ul style="list-style-type: none"> <li>❖ Acknowledge resource partner contribution</li> <li>❖ Ensure efficient and effective operations/management of the resources</li> <li>❖ Regularly report on resource partner's contribution</li> </ul>	<ul style="list-style-type: none"> <li>❖ Disseminate information on lessons learnt</li> <li>❖ Develop advocacy communication tools (brochures, websites, etc.)</li> <li>❖ Advocate for continued support</li> </ul>

# The African Capacity Building Foundation (ACBF)



A Specialized Agency of the  
African Union

COVID-19 CORNER

SUPPORT OUR WORK

EN

FR



Who We Are

Our Work

E-Library

Partners

News & Events

Work With Us

Executive Corner

Key ACBF Documents

## How we do it

To achieve our goal of enabling individuals and institutions to ultimately improve the lives of Africans, we actively build strategic partnerships, extend grants to think tanks across the continent, offer technical support on capacity development to Governments, the private sector and civil society; and provide stakeholders with access to relevant knowledge related to capacity building and sustainable development in Africa.

**Our five service lines to deliver impact on our strategic pillars are:**

- Resource Mobilization Services;
- Capacity Development Advisory Services;
- Knowledge Services;
- Investment in Capacity Development Initiatives and Management of Partner Investment in Capacity Development Initiatives and
- Innovation in Capacity Development.

What we do

▣ **How We Do It**

**Overview**

- ▣ Grants
- ▣ Technical Support and Advisory Services
- ▣ Knowledge & Learning

Success Stories

<https://www.acbf-pact.org/our-work/how-we-do-it/grants/type-grants>



## Africa Funding Sources

### Sources of Grant Funding for Africa-Based Organizations

AGRICULTURE

- Associated Country Women of the World

Finding Funding for Projects in Africa

**If Your Organization is Based in Africa**

<https://www.peakproposals.com/africa-funding-sources>





## Sources of Grant Funding for Asia-Based Organizations

AGRICULTURE

- [Fruit Tree Planting Foundation](#)

Finding Funding for Projects in Asia

### **If Your Organization Is Based in Asia**

If you work for an organization based in Asia, you can identify potential funding sources several ways. Some of the strategies will be identical to

<https://www.peakproposals.com/asia-funding-sources>

# Institutions providing grants to organisations (BSOs) - varied

## AGRICULTURE

- [Associated Country Women of the World](#)
- [AusAID](#)
- [Bel Foundation](#)
- [Belgian Development Cooperation](#)
- [Bill & Melinda Gates Foundation](#)
- [Canadian International Food Security Research Fund](#)
- [Conrad N. Hilton Fund for Sisters](#)
- [Conservation, Food, and Health Foundation](#)
- [Dutch Ministry of Economic Affairs: Netherlands Enterprise Agency](#)
- [Ekhaga Foundation](#)
- [European Commission: EuropeAid](#)
- [Fondation Ensemble](#)
- [Food and Agriculture Organization of the United Nations](#)
- [Fruit Tree Planting Foundation](#)
- [Global Agriculture and Food Security Program](#)
- [Innocent foundation](#)
- [Japan Fund for Global Environment](#)
- [LGT Venture Philanthropy](#)
- [Monsanto Fund](#)
- [NextWorldNow Community Investments](#)
- [Purely OverSeas Trust](#)

- [Rabobank Foundation](#)
- [Roncalli International Foundation](#)
- [Seed Foundation](#)
- [Swedish International Development Agency](#)
- [Swiss Agency for Development and Cooperation](#)
- [Tree Research and Education Endowment Fund: Jack Kimmel International Grant Program](#)
- [United Kingdom Department for International Development](#)
- [World Bank](#)

## ENTERPRENEURSHIP

- [Global Philanthropy Alliance](#)

## ENVIRONMENT

- [Africa Climate Change Fund](#)
- [Alcoa Foundation](#)
- [Critical Ecosystem Partnership Fund](#)
- [Lush Charity Pot](#)
- [PADI Foundation](#)
- [Rainforest Fund](#)

# Institutions providing grants to organisations (BSOs) - Women

- [ABILIS Foundation](#)
- [Abraham Foundation](#)
- [Action for World Solidarity](#)
- [African Women's Development Fund](#)
- [Alexia Foundation for World Peace](#)
- [American Association of University Women International Fellowships](#)
- [AmplifyChange](#)
- [Arab Gulf Program for Development \(AGFUND\)](#)
- [David and Lucile Packard Foundation](#)
- [Diakonia](#)
- [Dining for Women](#)
- [Arab Human Rights Fund](#)
- [Arthur B. Schultz Foundation](#)
- [Associated Country Women of the World](#)
- [AusAID](#)
- [Austrian Development Agency](#)
- [Belgian Development Cooperation](#)
- [Coca-Cola Foundations](#)
- [Commonwealth Foundation](#)
- [COMO Foundation](#)
- [Conrad N. Hilton Fund for Sisters](#)
- [Cordaid \(Catholic Organization for Relief and Development Aid\)](#)
- [Danida](#)

- [Danish Mission Council Development Department](#)
- [ELLE Foundation](#)
- [Finnish Ministry for Foreign Affairs](#)
- [Fledgling Fund](#)
- [Ford Foundation](#)
- [FRIDA | The Young Feminist Fund](#)
- [Global Fund for Women](#)
- [Hilden Charitable Fund](#)
- [Hivos](#)
- [Indigenous Women's Fund](#)
- [Irish Aid](#)
- [Jacob and Hilda Blaustein Foundation](#)
- [Karl Kahane Foundation \(KKF\)](#)
- [KIOS](#)
- [Maypole Fund](#)
- [Norwegian Human Rights Fund](#)
- [Open Meadows Foundation](#)
- [Open Society Foundations](#)
- [Pro Victimis Foundation](#)
- [Sexual Violence Research Initiative](#)
- [Spanish Agency for International Development Cooperation](#)
- [Swedish International Development Agency](#)
- [UN Women: UN Trust Fund to End Violence Against Women](#)
- [UNFCU Foundation](#)
- [United Nations Democracy Fund](#)
- [Urgent Action Fund](#)
- [Virginia Gildersleeve International Fund](#)
- [Wallace Global Fund](#)
- [Women of the Evangelical Lutheran Church in America](#)



# Additional information

Access to Finance and Investment Programme:

[financing@intracen.org](mailto:financing@intracen.org)