



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 1st, 2007, Tunis, Tunisia**

Day 1 Enabling Environment for Entrepreneurship and SME Development

Monday, October 29, 2007

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

2:00 p.m - 3:30 p.m	Africa Competitiveness Report 2007 Peter Ondiege, Principal Research Economist, AfDB
	Group Work: 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.	Refreshment break
3:45 p.m - 5:00 p.m	Group Reports and Discussion Summary
6:00 p.m. – 7:00 p.m.	Welcome Cocktail (Zambeze Room - 5th floor)

Day 2 Business Development Services

Tuesday, October 30, 2007

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

12:30 p.m – 12:45 p.m	Group photo – 5th floor
12:45 p.m – 2:00 p.m	Lunch (le Buffet restaurant - 1st floor)
2:00 p.m. – 3:00 p.m.	RAIZCORP Darryl Woolfardt, Manager, Raizcorp
3:00 p.m. – 5:15 p.m.	Study visits to growth-oriented SMEs
Day 3 Finance	
<i>Wednesday, October 31, 2007</i>	
08.45 a.m - 10.30 a.m	Recap of Day 2 and Introduction to Day 3 Panel Discussion GROFIN Jurie Willemse, Group Managing Director, GroFin Equity Bank Kenneth Mbaabu Muchiri, General Manager, Credit, Equity Bank Moderator: George Manu
10:30 a.m. – 11:00 a.m.	Refreshment break
11:00 a.m. – 12:30 p.m.	Discussion: Experiences of other banks represented in seminar Moderator: George Manu AfDB Programmes and Support for SME Development in Africa Leila Mokadem & Robert Zegers
12:30 p.m. – 1:45 p.m.	Lunch (le Buffet restaurant – 1st floor)
1:45 p.m. – 3:00 p.m.	Seminar Debate: BDS and Finance provision should not be combined For: Against: Moderator: Vaez Zadeh, Director, JAI
3:00 p.m – 3:15 p.m	Refreshment break
3:15 p.m - 5.15 p.m	Study visits to Finance and BDS providers

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

Thursday, November 1, 2007

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