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News

SADC-DFRC Newsletter, Issue 10, June 2014

A newsletter of SADC Development Finance Resource Centre

SADC DFI Chief Executives discuss DFI Scan

(L-R) Mr. Stuart Kufeni - CEO of SADC-DFRC, Ms. Annie Vidot - CEO of DBS, Hon. Pierre Laporte - Minister of Finance, Trade and Investment of the Republic of Seychelles and Amb. Leonard Iipumbu - Chairman of the SADC DFI Network and CEO of ABN.

The SADC DFRC convened its 8th Forum for the DFI Network Chief and Senior Executives on 5th June 2014 at the Kempinski Resort, Mahe. The theme for the forum was the "Status of the SADC Development Finance Institutions and Environment"

The purpose of the programme was to disseminate the results of scan of the SADC Development Finance Institutions and Environment which was commissioned by the DFRC in October 2013 with the financial support of Deutsche Gesellschaft fur Internationale Zusammenarbeir (GIZ) - ProsPECT, to assess the state of development finance institutions and environment in SADC. The commission involved a comprehensive survey of the institutions, stakeholders and the general policy framework. The Forum also deliberated on policy and strategic issues incidental to the Scan.

Key speakers included Dr. Lufeyo Banda, a Development Finance Consultant and former advisor on Development Finance at the SADC Secretariat. Dr. Banda presented his findings and recommendations at the Forum. Other speakers included Mr. Julius Mukoji, Head of Risk and Compliance representing Mr. Peter Noni, the Managing Director of TIB Development Bank who addressed issues relating to ownership, mandates and sustainability of DFIs with special reference to the experience of Tanzania, and Mr. Christophe Edmond, First Deputy Governor of the Central Bank of Seychelles who shared their experiences as a supervisory body for the Development Finance Institutions.

The Forum was attended by forty four (44) delegates including Executives from the Member DFIs, Senior Treasury Officials and commercial institutions in Seychelles. The meeting was officially opened by Honourable Pierre Laporte, Minister of Finance, Trade and Investment of the Republic of Seychelles who reminded the meeting on the progress that has been made in the field of development finance in the SADC region. He also indicate that despite this progress much still remains to be done and that this must be based on a thorough understanding of the existing environment, and a careful analysis of the facts and figures, and the interface of policy and institutions. For this reason, Minister of Finance and Investment welcome the decision by the SADC DFI Network to initiate a scan of the SADC Development Finance Institutions and Environment which seeks to comprehensively survey the landscape of SADC development finance in terms of institutions, policy, regulatory and legal environments, consider the regional development finance apparatus, and identify the impediments and opportunities for regional cooperation and integration, with a view to making appropriate policy recommendations.

This dialogue is organised to keep DFI executives abreast of trends and developments in the development finance sector, and also to afford them networking opportunities as they discuss issues of common interest.

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Motto

Building Partnerships for Economic Growth and Development

Vision

The leader in facilitating development finance solutions in the region and continent

Mission

Supporting development finance institutions and governments to achieve national and regional development goals through capacity building, research, advisory services and advocacy

Values

- Professionalism
- Value and Innovation
- Stakeholder Focus
- Accountability
- Results Driven
- Employee Focus and Teamwork

Activities

- Policy Research and Advisory Services
- Capacity Building
- SME Development
- Infrastructure Support

DBS hosts the SADC DFI Network meetings in Seychelles

8th Chief Executive Officers' Forum, Kempinski Seychelles Resort, Mahe, Seychelles

The biennial meetings of the SADC DFI Network were hosted by the Development Bank of Seychelles (DBS) in Mahe, Seychelles, from 4th - 6th June 2014. The meetings included the SADC-DFRC Board meeting, CEOs' Forum and DFI Subcommittee.

The meetings were officially opened by the Minister of Finance, Trade and Investment of the Republic of Seychelles, Honourable Pierre Laporte. A total of twenty nine (29) DFI Network members out of the thirty two (32) were represented, and the meetings also saw the presence of officials from the Government of Seychelles and prospective member DFIs on observer basis which included the following:

- Banco de Desenvolvimento de Angola (BDA) from the Republic of Angola, represented by Mr. Teta Lando, Director of Strategic Planning and Mr. Alcides Santana, an Official in the Department of Business and Funds Management;
- Banco Nacional de Investimento (BNI) from the Republic of Mozambique represented by Dr. Adriano Maleiane, the Chief Executive Officer; and
- Small Enterprises and Promotion Agency (SEnPA) from Seychelles represented by the Chief Executive Officer Ms. Penny Belmont.

The meetings reviewed progress of activities offered by the DFI Network and its secretariat the DFRC, the approved five (5) year Strategic Plan and the two (2) year Business Plan. The meeting also recognised the presence of and congratulated the following newly appointed executives:

- Mr. Bashi Gaetsaloe, the newly appointed Managing Director of the Botswana Development Corporation;
- Ms. Lindiwe Mdlalose, Acting Chief Executive for the Land and Agricultural Bank of South Africa;
- Mr. Zakhele Lukhele, the Managing Director of Swaziland Development and Savings Bank; and
- Mr. Mlingi Mkucha, Acting Managing Director of National Development Corporation of Tanzania, appointed following the retirement of Mr. Gideon Nasari.

Professional Linkage

The Chief Executive Officer of SADC-DFRC, Mr. Stuart Kufeni signed an MoU with the Chartered Institute of Development Finance (CIDEF) on 11th June, 2014 in Gaborone. The CIDEF was represented by its chairman Professor Nicholas Biekpe, the President of Africagrowth Institute and the Director of MCom Development Finance at the University of Cape Town.

The CIDEF is a professional body offering membership to Chartered Development Finance Analyst (CDFA), which is similar to other professional qualifications such as CIMA, CFA. The body is currently in collaboration with five (5) Universities namely the University of Cape Town, University of Ghana, Strathmore University, Kenyan Accountancy College University and Nelson Mandela Metropolitan University.

(L-R) Prof. Nicholas Biekpe (CIDEF) and Mr. Stuart Kufeni (SADC-DFRC)

The MoU has been structured to engage SADC-DFRC, DFIs and other development finance practitioners to establish and strengthen professional capacity in development finance expanse. It was noted that CIDEF will also work with DFIs, Economic/Finance Clusters of Government, Development Finance practitioners who now includes commercial and investment banks as reflected by the range of students enrolled on the programme.

Environmental Investment Fund (EIF) signs the Network MOU

Mr. Benedict Libanda, the Chief Executive Officer of the Environmental Investment Fund (EIF) of Namibia signed the SADC DFI Network MOU in Mahe, Seychelles on 6th June 2014 to formalise EIF's accession to the DFI Network. The signing ceremony was witnessed by Network members during the biennial meeting of the Network. This brings the total members of the DFI Network to thirty two (32) as efforts to bring on-board other DFIs in the region continue.

Mr. Benedict Libanda signing the MOU

Investment Appraisal and Risk Management: 16th - 20th June 2014

SADC-DFRC in collaboration with the Zimbabwean cluster of DFIs led by the Infrastructure Development Bank of Zimbabwe convened a capacity building training programme at Rainbow Towers, Harare in Zimbabwe.

The objective of this programme was to develop skills to plan and assess investment projects, redesign projects to add value, prepare project financing agreement and address stakeholders concerns. The programme was targeted at business and investment analysts who are involved in the appraisal and design of investment projects in development and investment banking as well as government. It was part of the on-going programme of Zimbabwe Development Finance School, a cooperative effort of the DFRC and Zimbabwean cluster of Network DFIs as Infrastructure development is a key component of the development process of any country or economic region. The provision of good roads and railways, air and transport facilities, energy and information and communication technology, among others, constitutes a vital backbone for rapid development of commerce and the catalysation of economic development. SADC as a region has developed a Regional Infrastructure Development Master Plan, while individual member states have also developed their respective infrastructure development programmes to drive these programmes. To implement these programmes successfully, countries present have the skills of preparation and appraisal of such projects.

The programme covered modern techniques of finance, financial modelling, applied economic analysis, risk analysis and risk management as they are applied to the appraisal of infrastructure projects.

Investment Appraisal and Risk Analysis was attended by forty nine (49) participants of which thirty one (31) were from ten (10) member network DFIs in the region, eighteen (18) from a non-member DFIs and parastatals within Zimbabwe and five (5) countries across the SADC region were represented namely; Botswana, Lesotho, Namibia, Zambia and Zimbabwe.

Mr. Siyanga Malumo, the Chairman of Africana Finance and Investment in South Africa and Mr. Stephen Zhanje from University of Limpopo resourced the programme. Ms. Francisca Zinyemba from the Infrastructure Development Bank of Zimbabwe officially opened and closed the programme while Dr. Herrick Mpuku gave an outline of the programme as well as the background of SADC - DFRC.

Participants during Investment Appraisal and Risk Analysis, The Rainbow Towers, Harare, Zimbabwe

Advanced Project Management: 10th - 13th June 2014

The objective of the programme was to offer delegates exposure to a range of advanced topics which further developed their knowledge and skills in Project Management and related organisational issues.

The workshop content was based on the latest Guide to the Project Management Body of Knowledge (PMBOK ® 5th edition, 2013) which is an accredited ANSI standard (ANSI/PMI 08-001-2012). Delegates were able to learn about how to apply the Advanced Project Management approach to their projects. This workshop also gave delegates access to the implementation of world-class Advanced Project Management principles, tools and techniques for managing projects.

The programme was attended by twenty eight (28) participants of which twenty seven (27) were from eight (8) member network DFIs and one (1) from a non-member DFI. Six (6) countries across the SADC region namely Botswana, Lesotho, Namibia, Swaziland, Zambia and Zimbabwe were represented.

Dr. Peter Tobin from Peter Tobin Consultancy CC in South Africa resourced the programme while Mr. Robert Likhang, the Chief Executive Officer for Basotho Enterprise Development Corporation (BEDCO) officially opened and closed the programme.

The programme was a sequel to the Project Management programme undertaken in December 2013 in Lesotho. It was held in collaboration with BEDCO, who anchored the programme.

Customer Relations Skills and Management: 14th - 16th May 2014

Customer Relations Skills and Management programme was to upgrade the skills of frontline officers and managers in dealing with clients, and building a strong and mutually beneficial relationship with clients of their organisations. In addition to training them in customer interaction skills, part of the purpose of this programme was to build awareness of the importance of handling their clients in a sensitive manner. Strategically, this is also becoming a necessity because in some cases, commercial financial institutions are now entering traditional development finance markets as competitors that can be expected to approach their clients in a more customer-focused manner while organisations are often confronted with the challenge of ensuring a mutually beneficial relationship with their customers, especially as the customers become more sophisticated and knowledgeable, and competition in their sector intensifies

Mr. Dumisani Msibi officially opening the programme.

The programme was attended by thirty (30) participants from eight (8) member network DFIs in the region and four (4) countries across the SADC region were represented and those countries were Botswana, Lesotho, Swaziland and Zambia.

Mr. Sid Cohn from Service Mix Consultancy South Africa and Ms. Jeannie Harning from Solutions Connection Consultancy South Africa resourced the programme. Mr. Dumisani Msibi, Managing Director of Swaziland Development Finance Corporation (FINCORP) officially opened the programme while the closing and presentation of certificates of attendance to delegates was carried out by Mr. Zakhele Lukhele, the Managing Director of Swaziland Development and Savings Bank (SWAZIBANK).

Mr. Zakhele Lukhele giving closing remarks.

Up Coming Programmes Information - 2014

CAPACITY BUILDING - DEVELOPMENT FINANCE

Other planned programmes for 2014/15 are;

- Programme: Corporate Governance - Director Skills
  Venue: Lesotho
  Date: 29 July - 1 August 2014

- Programme: Risk Management
  Venue: Botswana
  Date: 18 - 22 August 2014

- Programme: Performance Management
  Venue: South Africa
  Date: 25 - 29 August 2014

- Programme: Debt Management
  Venue: Zimbabwe
  Date: 9 - 12 September 2014

- Programme: Workouts and Restructuring
  Venue: Zimbabwe
  Date: 15 - 19 September 2014

Programmes for the whole financial year 2014/15 can be viewed by following the link below;

http://www.sadc-dfrc.org

https://www.facebook.com/sadcdfrc

PUBLIC PRIVATE PARTNERSHIPS

- Programme: Participation in Evaluation of Best Infrastructure Project of 2013
  Venue: TBA
  Date: 6 June 2014
- Programme: Training with the EU and Russian Federation on PPPs and Project Preparation
  Venue: TBA
  Date: 16 - 18 July 2014
- Programme: Training on PPPs and Institutional Reform (Tanzania)
  Venue: Tanzania
  Date: 14 - 16 August 2014
- Programme: Second Public Private Dialogue (PPD) October 2014
  Venue: TBA
  Date: October 2014

PPP Programmes for the whole financial year 2014/15 can be viewed by following the link below;

http://www.sadcpppnetwork.org

Programme Highlights in Pictures

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The SADC-DFRC is a Subsidiary Institution of SADC