southern african development community
development finance resource centre

News

SADC-DFRC Newsletter, Issue 18, September 2016

A newsletter of SADC Development Finance Resource Centre

FINANCIAL MODELLING

12th – 16th September 2016

Financial Modeling, Sibane Hotel, Mbabane, Swaziland

The SADC Development Finance Resource Centre (SADC-DFRC) convened a training programme on Financial modelling for its Member Development Finance Institutions (DFIs) on the 12th - 16th September 2016 at Sibane Hotel, Mbabane in the Kingdom of Swaziland.

Mr. Zakhele Lukhele, Managing Director, SWAZIBANK.

"SADC-DFRC is an important vehicle to help us improve our performance as DFIs operating in the Southern African region," said the Managing Director of Swaziland Development and Savings Bank (SWAZIBANK) Mr. Zakhele Lukhele in his official opening remarks of the programme. Mr. Lukhele emphasised the importance of participants to take the opportunity to share best practices to augment their learning experience and embed them as common practice. He explained that the programme will improve DFIs' ability to evaluate historical, current or projected value or financial performance of DFIs.

Mr. Phineas Magagula, Acting Managing Director, SIDC.

"As lending institutions, this is an important part of our appraisal process so that we make informed decisions backed by scientific methods to ensure customers' ability to honour their debts", explained Mr. Lukhele speaking to the objective of the programme of up-skilling staff in the areas of business valuation (especially discounted cash flow), scenario planning, management decision making, capital budgeting, cost of capital, financial statement analysis and project finance using computer based applications. Read More.

The programme saw an attendance of thirty four (34) participants from the SADC region, with twenty nine (29) from our Member DFIs, three (3) from Central Bank of Swaziland and the remaining two (2) representing National Industrial Development Corporation. Nine (9) countries in the SADC region were represented namely; Angola, Botswana, Lesotho, Malawi, Namibia, Seychelles, South Africa, Swaziland and Zambia.

Mr. Tafadzwa Ganye, an expert of over 14 years' experience in Project and Structured Finance advisory and investments with sectors ranging from large infrastructure projects, energy, transport, mining and public private partnerships facilitated the five (5) day training programme.

The closing and awarding of certificates of attendance to deserving delegation of DFIs was conducted by the Acting Managing Director of Swaziland Industrial Development Company (SIDC) Mr. Phineas Magagula, who in his closing remarks reiterated the importance of a meeting of this nature as they encourage knowledge sharing and exchanging of ideas and experiences pivotal to the sustainability of Development Finance Institutions.

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

PUBLIC PRIVATE PARTNERSHIP FOUNDATION

15th – 17th August 2016

A three (3) day Public Private Partnership (PPP) foundation training programme was arranged specifically for local Namibian Development Finance Institutions (DFIs), State Owned Enterprises (SOEs) and the Private sector in Windhoek, Namibia at the Protea Hotel Windhoek on the 15th - 17th of August 2016.

The programme follows a request to assist those who wish to use PPPs to develop and implement projects with the basic skills to understand and prepare a PPP Project, as PPPs are the emerging and prevailing form of project financing.

Mr. Kogan Pillay, Head of PPP Network, SADC-DFRC during the programme.

Thirty eight (38) delegates attended the programme which was dominated by SOEs but with Development Bank of Namibia, a network Member DFI with a leading participation of ten (10) delegates.

The facilitation was carried out by Mr. Kogan Pillay, the Head of PPP Network at SADC-DFRC. A PPP expert with a wealth of experience and involvement in assisting SADC countries to develop PPP policies, frameworks and institutional arrangements to deliver bankable projects to the marketplace.

INVESTMENT APPRAISAL AND RISK ANALYSIS

25th – 29th July 2016

Tanzania hosted the 2016 training programme on Investment Appraisal and Risk Analysis convened by the SADC Development Finance Resource Centre at the Ramada Hotel Resort in Dar es Salaam on the 25th - 29th July 2016.

Investment Appraisal and Risk Analysis, Ramada Hotel Resort , Dar es Salaam, Tanzania

Mr. Siyanga Malumo, an experienced expert from Afrikana Finance in South Africa with over 25 years of Project Finance experience (mostly Infrastructure) and Capacity Building in Africa, Europe and North America facilitated the five (5) days training programme which covered modern techniques of finance, financial modeling, applied economic analysis, risk analysis and risk management as they are applied to the appraisal of infrastructure projects.

The programme saw representation from six (6) countries in the SADC region with a total number of eighteen (18) delegates from six (6) Member Development Finance Institutions and one (1) State Own Entreprise institution of the Ministry of Finance in Lesotho called Partial Credit Guarantee Fund.

Mr. Siyanga Malumo, the facilitator.

Delegates during Investment Appraisal and Risk Analysis, Ramada Hotel Resort , Dar es Salaam, Tanzania

PUBLIC PRIVATE PARTNERSHIP FOUNDATION FOR BITC

6th – 7th July 2016

Public Private Partnership Foundation for BITC, Phakalane Golf Estate Hotel Resort, Gaborone, Botswana

The SADC Development Finance Resource Centre (SADC DFRC) in collaboration with the Botswana Investment and Trade Centre (BITC) convened a training programme on Public Private Partnerships (PPPs) to bring together local major key stakeholders and custodians of PPPs in Botswana. The programme brought together local Development Finance Institutions, State Owned Entreprises (SOEs), Government departments and the Private Sector on the 6th - 7th July 2016 in Gaborone, Botswana.

Mr. Lekwalo Mosienyane, President, Business Botswana.

"Botswana's pensions industry is highly liquid, with funds in excess of BWP 60bn. The fact that more than 70% of these funds are currently invested abroad points to some subdued ability to create investment opportunities for this money to flow back and stimulate the domestic economy", said Mr. Lekwalo Mosienyane, President of Business Botswana during the official opening of the programme. He pointed out that for them as Business Botswana, the programme has been timed perfectly as PPPs are globally popular as a model of economic stimulation, with a strong participation of the private sector. Mr. Mosienyane challenged participants to think beyond the training, and assess individual role in enabling economic stimulation in Botswana through PPPs. Read more.

Mr. Letsebe Sejoe, Chief Executive Officer, BITC.

The Chief Executive Officer of Botswana Investment and Trade Centre Mr. Letsebe Sejoe welcome delegates to the programme. The Programmes Manager of the SADC DFRC, Dr. Herrick Mpuku gave the workshop a brief background and workings of the Member DFI secretariat, the SADC DFRC.

Forty five (45) local delegates attended the programme which only seven (7) were our Member DFIs and the rest were from SOEs, Government departments and the private sector. Facilitation was anchored by the Head of Public Private Partnership Network, SADC DFRC, Mr. Kogan Pillay who deliberated on how to implement PPP Projects, and how to structure the relationship between the public sector and the private sector, so that risks are borne by those best able to control them.

Dr. Herrick Mpuku, Programmes Manager, SADC DFRC.

Ms. Emeldah Phokoletso, Executive Director of Shared Services at the BITC closed the programme and welcomed all the support from both the local business and government side for making the training programme a success.

Mr. Kogan Pillay, Head of PPP Network, SADC DFRC.

Ms. Emeldah Phokoletso, Executive Director of Shared Services, BITC.

Delegates during Public Private Partnership Foundation for BITC, Phakalane Golf Estate Hotel Resort, Gaborone, Botswana

SADC DFI NETWORK NEWS

June - September 2016

The SADC DFI Network and the DFRC participate at TICAD VI

TICAD in collaboration with JICA convened a seminar for African DFIs themed "Towards Expanding and Deepening Partnerships through Development Finance Institutions (DFIs) by Global and Regional Cooperation" in Nairobi, Kenya on August 26, 2016. Read More.

The seminar explored how DFIs could contribute to sustainable development in African countries through expanding and deepening partnerships within each Regional Economic Community (REC), amongst RECs, and between Africa and Asia. The main focus was on two major constraints that African countries are now facing for sustainable development;

1) development of economic, industrial and social infrastructure especially by Public Private Partnerships (PPP), and;
2) promotion of micro small and medium sized enterprises (MSMEs).

The Chief Executive Officer of the DFRC, Mr. Stuart Kufeni and the Head of the SADC PPP Network, Mr. Kogan Pillay participated in a panel discussion on the strategic role that DFIs play in assisting governments with their National Development Plans. In addition, the discussion focused on how best to collaborate with the private sector for both the funding and maintenance of public infrastructure.

As part of the process a joint resolution was adopted by the participants, which would strengthen cooperation between ADFIAP and the DFRC. This would allow members of the SADC DFI Network access to the e-library and e-learning facilities developed by ADFIAP over the last decade.

The Joint Resolution in particular identified the following areas for future cooperation;

- Expansion of SADC-DFRC's functions to East African Community (EAC) and Common Market for Eastern and Southern Africa (COMESA);
- Strengthening of partnerships with ADFIAP by sharing its knowledge base such as e-library and e-learning;
- Establishment of SADC PPP Project Information and Advisory Core (SADC 4PIAC) to collect information from DFIs to distribute to Japanese potential investors;
- Promotion of MSMEs through triangular cooperation among Malaysia, Japan and African countries; and
- Collection and distribution of best practices in development of infrastructure especially by PPP and in promotion of MSMEs in African and Asian countries.

Changes in Management of Network Member Institutions

Mr. Gisbertus Mukulu, CEO, NHE.

Mr. Gisbertus Mukulu has been appointed the Chief Executive Officer of the National Housing Enterprise (NHE) following the retirement of Mr. Vinson Hailulu in 2015. The appointment was effective from 1st July, 2016.

Mr. Sakaria Nghikembua was appointed Chief Executive Officer of the Agricultural Bank of Namibia (ABN) with effect from 1st August, 2016 following the retirement of Ambassador Leonard Iipumbu.

Dr. Makatleho Julia Matabooe was appointed Chief Executive Officer for Basotho Enterprises Development Corporation (BEDCO) with effect from 1st August, 2016 following the retirement of Mr. Robert Likhang.

Mr. Sakaria Nghikembua, CEO, ABN.

Dr. Makatleho Julia Matabooe, CEO, BEDCO.

CAPACITY BUILDING - DEVELOPMENT FINANCE

Upcoming Training Programmes for 2016/17

- Programme: Capacity Building Review and Emotional Intelligence
  Venue: South Africa
  Date: 16 - 18 November 2016

- Programme: Risk Management
  Venue: Zimbabwe
  Date: 5 - 9 December 2016

- Programme: Project Appraisal for SMEs
  Venue: Botswana
  Date: 13 - 16 February 2017

- Programme: Project Planning, Monitoring and Evaluation
  Venue: Botswana
  Date: 6 - 10 March 2017

Programmes for the whole financial year 2016/17 can be viewed by following the links below;

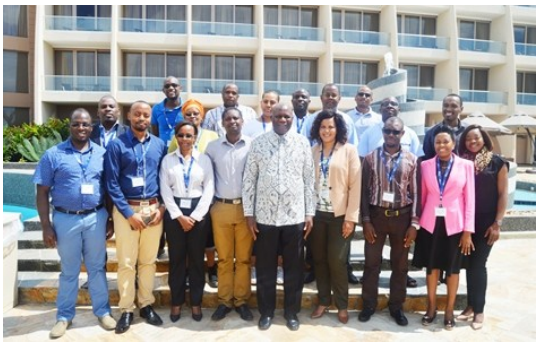
http://www.sadc-dfrc.org

https://www.facebook.com/sadcdfrc

PUBLIC PRIVATE PARTNERSHIPS

http://www.sadcpppnetwork.org

Programme Highlights In Pictures



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