

## Technical Assistance Facility at a glance

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### SANAD Fund

The SANAD Fund for MSME provides debt and equity financing to partner institutions in the Middle East and North Africa for on-lending to micro, small, and medium enterprises (MSME), fueling their growth. SANAD's objective is shaped by three imperatives:

- Maintain and create employment, especially for youth, primarily through support to small and medium enterprises
- Reduce poverty by facilitating self-employment, primarily through microfinance
- Build inclusive financial systems by cooperating with banks, microfinance institutions and other institutions to facilitate access to financial services.

### SANAD Technical Assistance Facility

SANAD takes a holistic approach, combining funding with technical assistance (TA) to strengthen the ability of partner institutions to increase access to finance for entrepreneurs. For this, it has a Technical Assistance Facility (TAF) which operates independently from the fund in a fiduciary arrangement under Luxembourg law. The TAF supports SANAD's mission by providing partner institutions with the hands-on support they need to optimize product offerings, access new customer segments, adopt alternative lending technologies, and develop new initiatives.

### Our activities

#### Capacity building for partner institutions

Strengthening (potential) partner institutions through

- Individual TA and training tailored to the specific needs of each financial institution
- A combination of dedicated consulting services, trainings, workshops, and on-the-job coaching

#### Financial sector support

Supporting the development of inclusive financial systems by

- Providing support to sector institutions, e.g., central banks or microfinance associations
- Organizing sector workshops and conferences
- Fostering sector dialogue on responsible finance

#### Applied research

Pushing the fund's frontier through

- Impact measurement
- Research on topics of strategic importance for the fund
- Development and pilot testing of innovative approaches in MSME finance

### Support areas

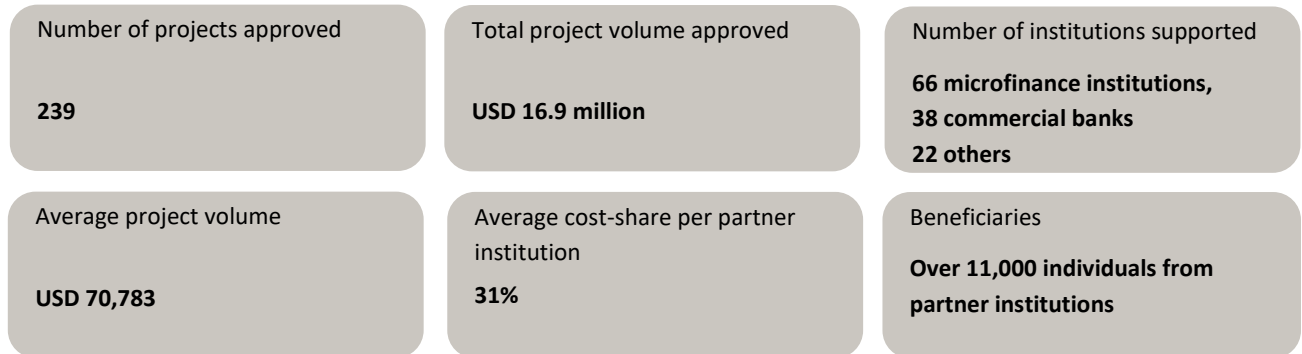
The TAF provides hands-on support in the following areas:

- Market and feasibility studies
- Strategy design and business model development
- Development of micro, small and medium enterprise finance operating models
- Product development
- Lending methodology
- Middle management organization
- Delinquency and credit risk management
- Financial management and asset liability management
- Institutional transformation

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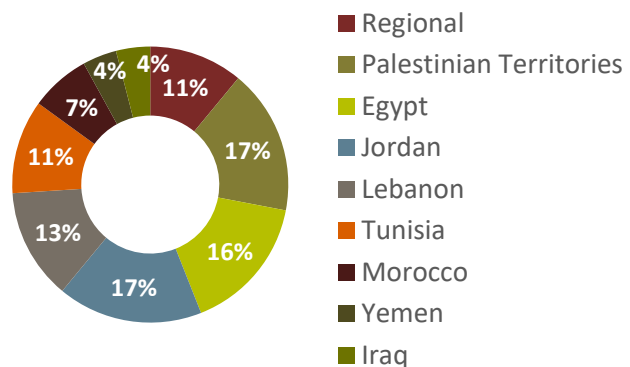
[www.sanad.lu](http://www.sanad.lu)

### SANAD Technical Assistance Facility in figures\*



\* Since inception in October 2011  
All data as of June 30, 2020

### Distribution of projects by country



All data as of June 30, 2020

### Contact information

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All figures and other information contained in this fact sheet refer to 30 June 2020

