

Technical Assistance Facility at a glance

SANAD Fund

The SANAD Fund for MSMEs 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 to MSME. It has therefore created 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

Support 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

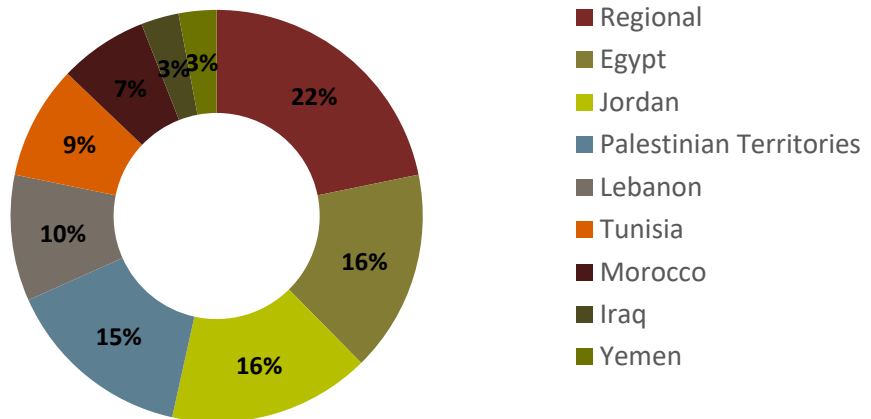
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SANAD Technical Assistance Facility in figures*

Number of projects approved 134	Total project volume approved USD 10 million	Number of institutions supported 51 microfinance institutions, 32 commercial banks 31 others
Average project volume USD 74,938	Average cost-share per partner institution 32%	Beneficiaries Approx. 4,626 staff members of partner institutions

* Since inception in October 2011

Distribution of projects by country



Contact information

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All figures and other information contained in this factsheet refer to 31 December 2017