

## FINANCIAL SECTOR SUPPORT



### FACTS & FIGURES

Project: Senior Loan Officer Training on Microfinance Best Practices

Type of partner institution: Microfinance Association

Country: Iraq

Overall project budget: USD 12,000

**Loan officers of microfinance institutions (MFIs) play a central role in ensuring loan portfolio quality. In Iraq, loan officers are however often trained on quick loan disbursements, neglecting proper client analysis. This four-day training module for senior loan officers, jointly organized by the SANAD Technical Assistance Facility and the Iraqi Microfinance Network, focused on best practices in microfinance for loan officers.**

The training introduced the participants to several new concepts and addressed key topics, such as proper financial and non-financial client assessments and ethical client treatment. Case studies highlighted the relevance of the issue and helped to more effectively internalize the concepts and application procedures.

In total 21 participants from 8 Iraqi MFIs received trained on international best practices in microlending. In addition, training materials, including handouts in Arabic, were developed to address the specifics of the Iraqi microfinance environment. The material was distributed as soft copies, enabling further dissemination within the participating institutions.



*“The cooperation with the team from the SANAD Technical Assistance Facility was very professional and results-oriented.*

*We jointly discussed the needs of the sector in terms of training and agreed to first focus on this training for senior loan officers. We are planning to offer more training together with SANAD in the future.”*

*Ali Tariq, Executive Director, Iraqi Microfinance Network*

## TAILORED SUPPORT AT A GLANCE

### 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

### Contact information

#### Finance in Motion (Advisor)

##### Jacob Ole Nestingen

Carl-von-Noorden-Platz 5, 60596 Frankfurt a. M.,

Germany T +49 (0)69 271 035-393

E [j.nesting@finance-in-motion.com](mailto:j.nesting@finance-in-motion.com)

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

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