



4<sup>TH</sup> ANNUAL SADC INDUSTRIALISATION WEEK

# Driving Industrialization via Women SME Access to Financial Inclusion

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## AFRICA INDUSTRIALIZATION DREAM

### SADC INDUSTRIALIZATION STRATEGY

- Tanzania Vision 2025
- Zambia Vision 2030
- Malawi Vision 2020
- South Africa Vision 2030
- Zimbabwe vision 2040
- Botswana Vision 2036



## THE REALITY IN AFRICA?



### INFORMAL SECTOR DRIVEN ECONOMIES

- Policies
- Technology
- Skills
- Investment
- Innovation
- Capacity
- Financially excluded

- 70% of the productive population is in the informal sector
- 60% of the informal sector is women led

## WOMEN DRIVING INFORMAL SECTOR IN AFRICA?



### WOMEN SMES IN AFRICA

- Are producers producing a type of product FMCG, food etc. traders, farmers, service providers etc.
- Use disruptive models like community savings and lending associations to access finances
- Productivity remains poor due to lack of capacity, skills and **inadequate technologies**.
- Stagnant growth, poor access to markets



## VILLAGE SAVINGS AND LOANS ASSOCIATIONS

### THE POTENTIAL FOR SME DEVELOPMENT

- Have existed for over 15 years supporting women in the informal sector
- Have structures and systems that have sustained them
- Involve manual record keeping and most times manual savings for **them to access small loans**
- Where is the data? transactions, KYC, credit score? patterns, trends?



## WHAT SHOULD BE DONE ?

### 1. AUTOMATE VSLA's

- A digital community savings and loans platform (WEB/APP/USSD)
- AI technology built to integrate users, automate processes, live record keeping,
- Access value addition products and services from 3<sup>rd</sup> party incl. financial education, micro loans, insurance products etc.



## WHAT SHOULD BE DONE?

### 2. MAP OUT CRITICAL MASS ECONOMIC ACTIVITIES

- Map out and identify economic activities with critical mass
- Build sustainable value chains with other strategic partners
- Build capacity and skills to groups and integrate them into the value chains
- Create uniform products and services to serve the value chains via VSLA's groups





## WHAT SHOULD BE DONE ?

### 3. CREATE SMALL INDUSTRIES

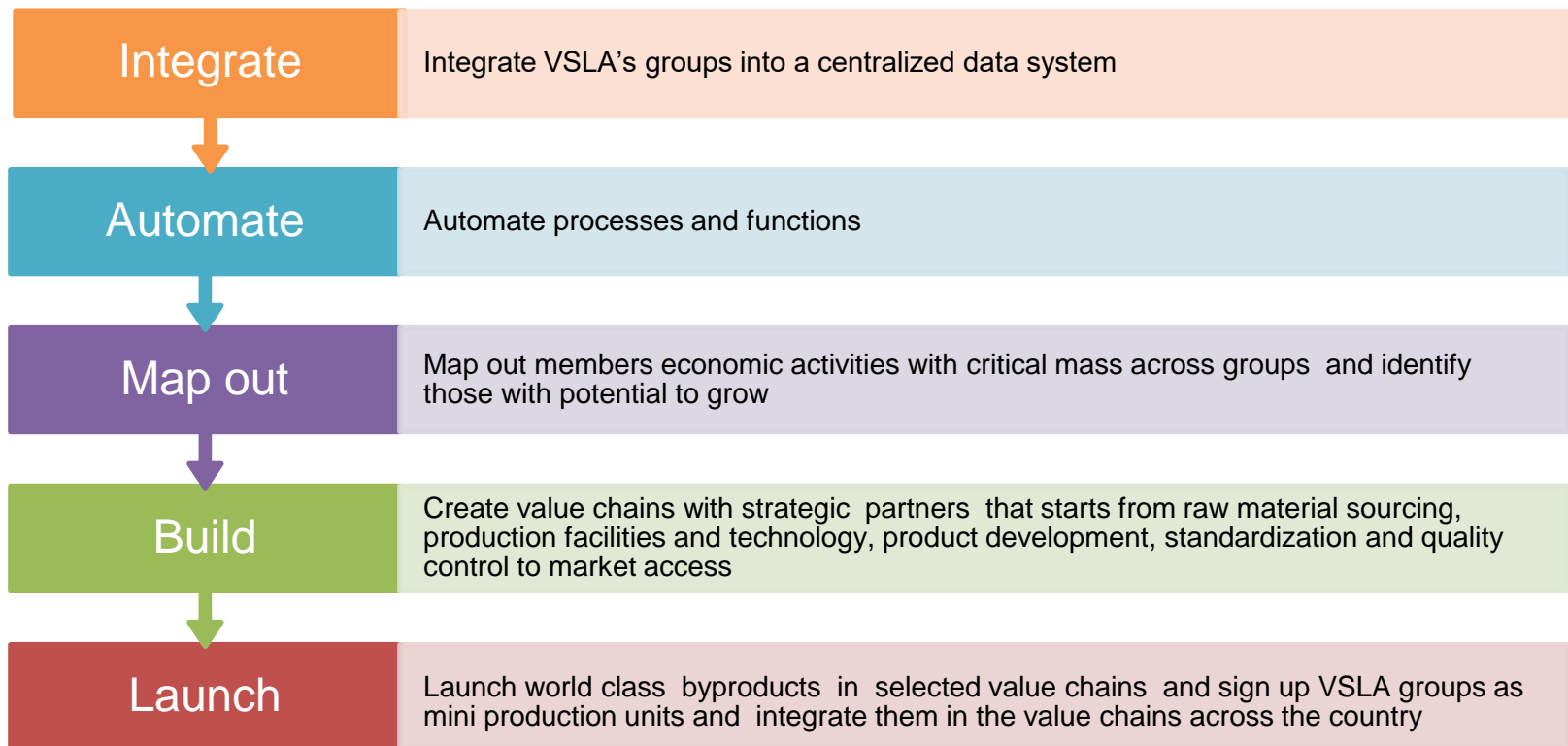
- Group value chains and invite banks and funders to fund
- Add infrastructure, technology, resources and other value additions
- Build capacity and skills to groups and integrate them into the value chains





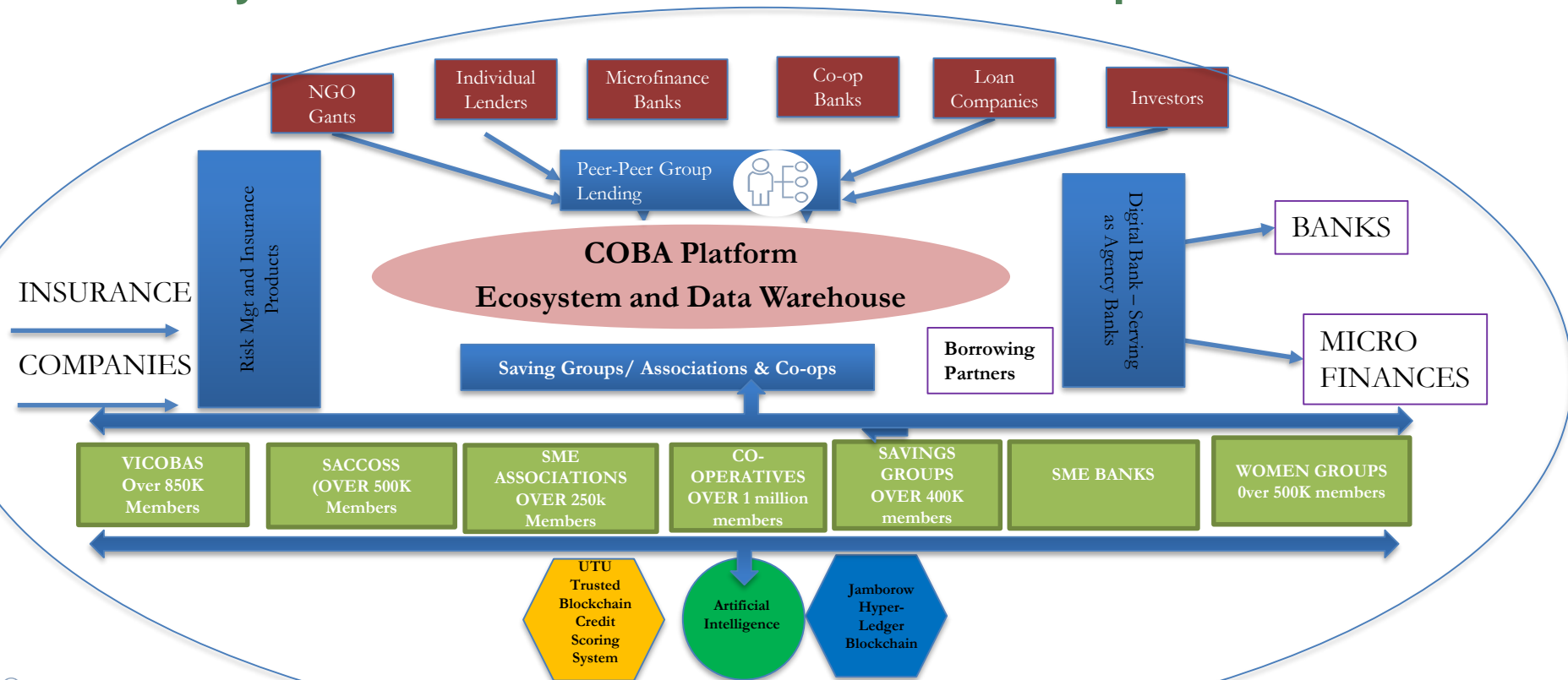
## AN INTEGRATED ECOSYSTEM SOLUTION

### The COBbA MODEL – Leveraging VSLA's for Industrialization



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## Beyond Financial Inclusion = Financial Independence



### BENEFITS

- Financial Inclusion
- Financial Education
- Digital Credit Footprint
- Business Development
- MSME/SME Transition (poverty alleviation)
- Grassroot Empowerment / Economy
- Data Repository – Credit History (Digital)
- Artificial Intelligence – Driving Decision Making



## WHERE WE ARE?

- MVP tech platform integrated with mobile money and banks ready (WEB/APP/USSD)
- FETA partnership with over 25,000 groups across Tanzania
- Pilot underway
- GOAL; 1 year 1 million users
- Partnership with The Africa Center of Excellence Creates Program Nelson Mandela African Institution of Science and Technology to innovate product patents for the value chains





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