



WDB
Investment Holdings

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LOOKING BACK: 2008

The Global Banking Alliance (GBA)

In October 2008, WDB attended the Global Banking Alliance (GBA) for Women Summit hosted by the Bank of Scotland in London. WDB is one of 18 members of the GBA which is an international alliance of banks that focus on making their institutions the bank of choice for women in their countries. WDB presented on the topic of "Closing the gap between Micro Finance Institutions (MFIs) and Commercial Banks." The session highlighted working models and in particular Kenyan examples where MFIs moved from micro finance NGOs into the lower end of commercial banking. WDB's membership to the GBA fits in with our overall strategic objectives of promoting the economic empowerment and social upliftment of women in South Africa. Through this alliance we are able to network with banks around the world which are also running women programs, gain insight through the research on women in business and thereby enhance our own efforts and advocacy around women's economic empowerment.

Other interesting sessions at the Summit, to name a few were "Claiming your status through positioning and branding: Power Marketing for Women in business", "Doing Business: World Bank's new online library of laws affecting women's businesses", "Count me In: Make Mine a Million \$ Business", and "Venture Capital: an untapped opportunity for access to finance for women entrepreneurs".

The Summit ended with an open day that was an interesting forum on what next for women entrepreneurs after this economic crisis/recession. At a local level, the GBA membership allows for WDB and FNB, the other South African member, to explore strategies for servicing the lower end of the market in terms of female entrepreneurs and their businesses are concerned.

Find out more about the GBA on www.gbaforwomen.org.

HIGHLIGHTS FOR 2009

WDB MICRO FINANCE ADVOCACY WORKSHOP

WDB will host an advocacy workshop which aims at sensitising key stakeholders such as policy makers, government officials, civil society activists and others; to the potential benefits that could be reaped from strengthening the small but vibrant existing Micro Finance Institutions (MFI) sector in South Africa as an instrument for combating poverty. The objective of the workshop is to discuss key issues around the concept of developmental microfinance and its genesis globally as well as its presence in a South African context. It is clear to MFI practitioners in South Africa that far greater advocacy is required to promote the benefits of developmental microfinance as a tool for poverty alleviation; and to create an enabling environment for the sector to thrive and achieve a significant measure of success as seen in other parts of the world.

The workshop will take place on the 9th of June 2009. A number of panellists have been invited to discuss aspects of developmental microfinance, both theoretically and practically with a broader audience of stakeholders. The Nobel Laureate Professor Muhammed Yunus of the Grameen Bank will be the convenor

WDB AND TECHNOSERVE: SUPPORTING ENTREPRENEURS

WDB Investment Holdings was proud to participate as volunteer judges in the 2008/9 TechnoServe Entrepreneurship Development Programme, Believe Begin Become.

The programme identifies promising entrepreneurs and assists them to grow successful businesses. A core part of the programme is the Business Plan Competition which calls for applications from rural and peri-urban based entrepreneurs and incentivises them to develop their business plans. The competition has three assessment cycles. In the initial cycle a pool of applicants submit concept papers of their businesses. Eighty (80) qualifying applicants are selected into the programme to undergo training to improve their understanding of business fundamentals and enhance their business skills. They are then paired with mentors to help them develop their business plans. The business plans are submitted for a second round of assessment to select 40 entrepreneurs with the best business plans. These entrepreneurs become finalists and are then required to take comments they receive from the second phase judges to their mentors to address weaknesses found and revise their business plans. The business plans are resubmitted for the third and final phase of assessment during which oral presentations are made in front of a panel of judges. The judges select 20 winners.

The winners were presented their awards at a gala award ceremony on 23rd April 2009 in Johannesburg hosted by Standard Bank, the programme sponsor. The awards included business development services worth R35 000 for each entrepreneur and one year Aftercare where the entrepreneurs are assigned a business advisor to help them advance their businesses. The top 10 of these entrepreneurs also received R75 000 each.

All judges were acknowledged for their participation and

of the meeting and the chair of the contribution.
panel discussions.

A booklet summarizing the outcomes of the workshop will be compiled for distribution to participants and for broader circulation.

Please visit www.wdb.co.za for further information

FAST FACTS

	Mar-08	Mar-09
Active Clients	16053	31668
Repayment Rate	98.8%	97.%
Average loan size	R 885	R 925
Total number of branch	18	28
Total number of employees	161	229
Total number of DA	113	142
Average clients per DA	142	223
Average clients per Employee	100	138
Financial self sufficiency	52%	50%
Monthly Disbursement	R5.7m	R7m
Amount Disbursed since inception	R74m	158.4m
Number of Centres	690	1222
Number of loan since inception	126000	255190

FOCUS ON MONITORING AND EVALUATION (M&E): part 1

Monitoring and Evaluation: assessing the effectiveness of programmes

Monitoring and evaluation are increasingly viewed as critical components of any area of Programme Management. Evaluating the effectiveness of programmes requires defining the appropriate criteria and identifying meaningful indicators. This article will focus on just three of the aspects for assessing the effectiveness of programmes, and by extent the effectiveness of the organisation's initiatives.

1. Firstly effectiveness is measured in terms of *how well* the organisation accomplishes its goals. Briefly, how outputs or end results reflect or even exceed the desired results and objectives of the programmes.
2. The second factor focuses more on the *sustainability* of inputs and internal processes. The more easily accessible and standardised these inputs or resources are, the better the chance of creating consistent outputs or results that could very well lead to a competitive advantage. Not to be overlooked is the ability of the organisation's internal processes to ensure that a *return on investment* is derived from these inputs.
3. The *responsiveness* of the programmes to the needs, demands and expectations of its strategic constituencies is the third aspect. The organisation has many life stages and undergoes various external pressures and internal factors; thus priorities and focus changes from time to time. It is therefore imperative to conduct evaluations at different points in time to ensure that whatever programmes have been implemented are being effective and are meeting the overall organisational goals. Evaluations will also highlight the improvement areas and strengths that the organisation should leverage on.

In the next issue: learn how M&E could enhance your Enterprise Development and Corporate Social Investment Programmes.

Please visit www.wdb.co.za for further information about how to maximise the impact of your Enterprise Development and Corporate Social Investment Programmes.