

## Concept Note and Agenda

### **Stakeholder Consultation and Report Launch on ‘Micro, Small and Medium-sized Enterprises’ Access to Finance in Samoa’**

18 August 2020

Lava Hotel, Apia, Samoa (In Person)  
and Zoom

#### **1. Introduction**

Micro, small and medium-sized enterprises (MSME) make a significant contribution to economic growth and job creation across Asia and the Pacific. However, they often encounter difficulties in accessing finance, with women owned MSME's particularly underserved by financial institutions, due to economic and socio-cultural factors. In recent decades, governments and related agencies have set up mechanisms and strategies to facilitate the flow of finance. The result has been an increase in financial inclusion but the impact on enterprise finance and the extent to which the financing gap has been reduced require further assessment.

The study titled: *‘Micro, Small and Medium-sized Enterprises’ Access to Finance in Samoa’* analysed the supply and demand of financial services for micro, small and medium enterprises (MSMEs) in Samoa, as well as Samoa's policy and regulatory frameworks already in place, as well as gaps which need to be addressed to enable MSMEs to better access and use financial services. The preparation of the report involved extensive consultations with government agencies, credit providers, non-governmental organisations, development agencies and the private sector, including local accountants and a sample of SMEs, in Samoa between August and January 2020. Consultations were also undertaken in Australia with the Asian Development Bank (ADB) and Pacific Rise, a facilitator of impact investment in the Pacific Islands.

The report provides both financial and non-financial recommendations to further support Samoa's MSMEs. Recommendations include the proposal of a collateral shortfall partial guarantee scheme, specialised support to the Samoa Business Hub in assessing and supporting the preparation of bankable proposals, and short-term technical support to the Development Bank of Samoa to further equip its staff in providing mentoring to microfinance borrowers and support to delinquent SME borrowers on optional work-out strategies.

This report is complimented by an additional report: *‘COVID-19 Supplemental Report and Recommendations’* which provides additional and complementary recommendations based on the evolving economic impacts on Samoa's MSMEs.

Both reports were commissioned by the United Nations Economic and Social Commission for Asia (ESCAP), at the request of the Central Bank of Samoa (CBS), and in partnership with the United Nation's Capital

Development Fund (UNCDF). The studies are undertaken with financial support from the Government of Canada, through Global Affairs Canada.

It is in this context that CBS, ESCAP and UNCDF are conducting an official lunch and stakeholder consultation on the both report's findings and recommendations.

## **2. Objectives and Outcomes**

The launch and stakeholder consultation on the reports will aim to further discuss and disseminate the report's findings and recommendations. While also discussing and further determining coordination and collective actions among key stakeholders.

The consultation aims to:

- Further dissemination of the findings and recommendations in a multi-stakeholder format.
- Discuss the key recommendations and how the recommendations can be applied and taken forward to support MSME access to finance and business growth in Samoa.
- Discuss the key recommendations and how the recommendations can be applied to specifically support women owned/led MSMEs in Samoa.
- To gain consensus on the key recommendations to be taken forward, the responsible entity to lead such initiatives and consensus as to what additional support/resources/efforts are needed to advance the recommendations into action.

## **3. Participants**

The stakeholder consultation and report launch will bring together 40-50 government policy makers and regulators, financial services providers, development banks and agencies, non-governmental organizations, key private sector stakeholders. Experts in the areas of gender, business development and banking and financial inclusion may be invited to participate as resource persons.

## **4. Modality**

The consultation will be conducted in-person for participants located in Samoa, as well as online for participants located outside of Samoa and unable to travel due to COVID-19 restrictions.

The consultation will consist of discussions on the '*Micro, Small and Medium-sized Enterprises' Access to Finance in Samoa*' study and recommendations, as well as the '*COVID-19 Supplemental Report and Recommendations*'. The access to finance study recommendations are targeted towards structural issues to be addressed, while the COVID-19 report focuses on both immediate solutions while also considering longer term structural issues to be addressed. Therefore, the discussion will be held in two sections, first discussing structural recommendations and second discussing COVID-19 specific recommendations both immediate and long-term, building on the topics covered in the first session.

## Stakeholder Consultation and Report Launch on 'Micro, Small and Medium-sized Enterprises' Access to Finance in Samoa'

18<sup>th</sup> August 2020

LAVA HOTEL

### AGENDA

13.00 – 13:30	<p><b>Opening Session</b></p> <p><b>Welcome:</b></p> <p>Lanna Lome-Ieremia, Manager - Financial System Development, Central Bank of Samoa</p> <p><b>Prayer:</b></p> <p>Alofaifo Seleni, Assistant Manager – Financial Supervision and Regulatory Services Central Bank of Samoa</p> <p><b>Keynote Address:</b></p> <p>Maiava Atalina Emma Ainuu-Enari, Governor, Central Bank of Samoa</p> <p><b>Remarks by:</b></p> <ul style="list-style-type: none"> <li>• Mr. Pulotu Lyndon Chu-Ling, Chief Executive Officer, Ministry of Commerce, Industry &amp; Labour</li> <li>• Mr. Maiava Iosefa Maiava, Head – UNESCAP Subregional Office for the Pacific</li> <li>• Mr. Bram Peters, Program Manager, Pacific Financial Inclusion Programme, UNCDF</li> </ul>
13.30 – 13:45	<p><b>Micro, Small and Medium-sized Enterprises' Access to Finance Series</b></p> <p><b>Brief Presentation by Tientip Subhanij, Chief of Financing for Development, ESCAP</b> <i>Overview on the background of the study series and brief findings across countries</i></p> <p><b>Brief Presentation by Sudha Gooty, Programme Manager, Catalyzing Women's Entrepreneurship, ESCAP</b> <i>Overview on findings of barriers and opportunities for women MSMEs in Samoa.</i></p>

13:45-14:45	<p><b>Session 1: Micro, Small and Medium-sized Enterprises' Access to Finance in Samoa and Recommendations</b></p> <p><b>Presentation by John Hardin (15 minutes)</b></p> <p><i>The presentation will provide an overview of key findings and recommendations articulated in the study, focusing on structural issues to be addressed in to support MSME finance generally and specific measure to be considered for women owned/led MSMEs.</i></p> <p><b>Panel Discussion (45 minutes)</b></p> <p><i>The panel will discuss their views and potential options to take forward the recommendations. The session will be structured as a panel discussion, with opportunities for stakeholders to contribute to the discussion from the floor.</i></p> <p><b>Moderator:</b> Vaitulia Alatina Ioelu, Chief Executive Officer, Samoa Business Hub (SBH)</p> <p><b>Panel of Discussants:</b> Pulotu Lyndon Chu-Ling, Chief Executive Officer, Ministry of Commerce, Industry &amp; Labour, (MCIL) Goretti Godinet Fau, Manager Loans, Development Bank of Samoa (DBS) Luapene Lefau, General Manager, South Pacific Business Development (SPBD) Tauiliili Ruth Penaia, Senior Manager, Samoa Commercial Bank (SCB)</p>
14:45 – 15:00	<p><b>Coffee Break</b></p>
15:00 -16:00	<p><b>Session 2: COVID-19 Supplemental Report and Recommendations</b></p> <p><b>Presentation by John Hardin (15 minutes)</b></p> <p><i>Building on the recommendations from Session 1, the findings and additional recommendations of the COVID-19 Supplementary Report will be presented.</i></p> <p><b>Panel Discussion (45 minutes)</b></p> <p><i>The panel will discuss their views and potential options to take forward the recommendations. The session will be structured as a panel discussion, with opportunities for stakeholders to contribute to the discussion from the floor.</i></p> <p><b>Moderator:</b> Susana Laulu, Chief Executive Officer, Development Bank of Samoa (DBS)</p> <p><b>Panel of Discussants:</b> Leaupepe Esera Poliko, Manager-Security, Legal &amp; Recovery Unit, Samoa Business Hub (SBH) Lemauga Hobart Vaai, Chief Executive Officer, Samoa Chamber of Commerce (CoC) Rosalina Leiofi-Satuala, Office Manager, Samoa Hotel Association (SHA) Donald Leumaga, Facility Manager, Samoa Agri Business Support program (SABS)</p>

16:00 – 16:15	<p><b>Closing Session</b></p> <p><i>CBS, ESCAP and UNCDF will conclude the session, highlighting the key outcomes of the discussion and identified ways forward.</i></p> <p><i>Lanna Lome-Ileremia, Manager – Financial System Development, CBS</i></p> <p><i>Alberto Isgut, Economic Affairs Officer, ESCAP</i></p> <p><i>Deanna Morris, Programme Management Officer, Catalyzing Women’s Entrepreneurship, ESCAP</i></p> <p><i>Iris Kissiti, Financial Inclusion Coordinator, Pacific Financial Inclusion Programme, UNCDF</i></p>
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