

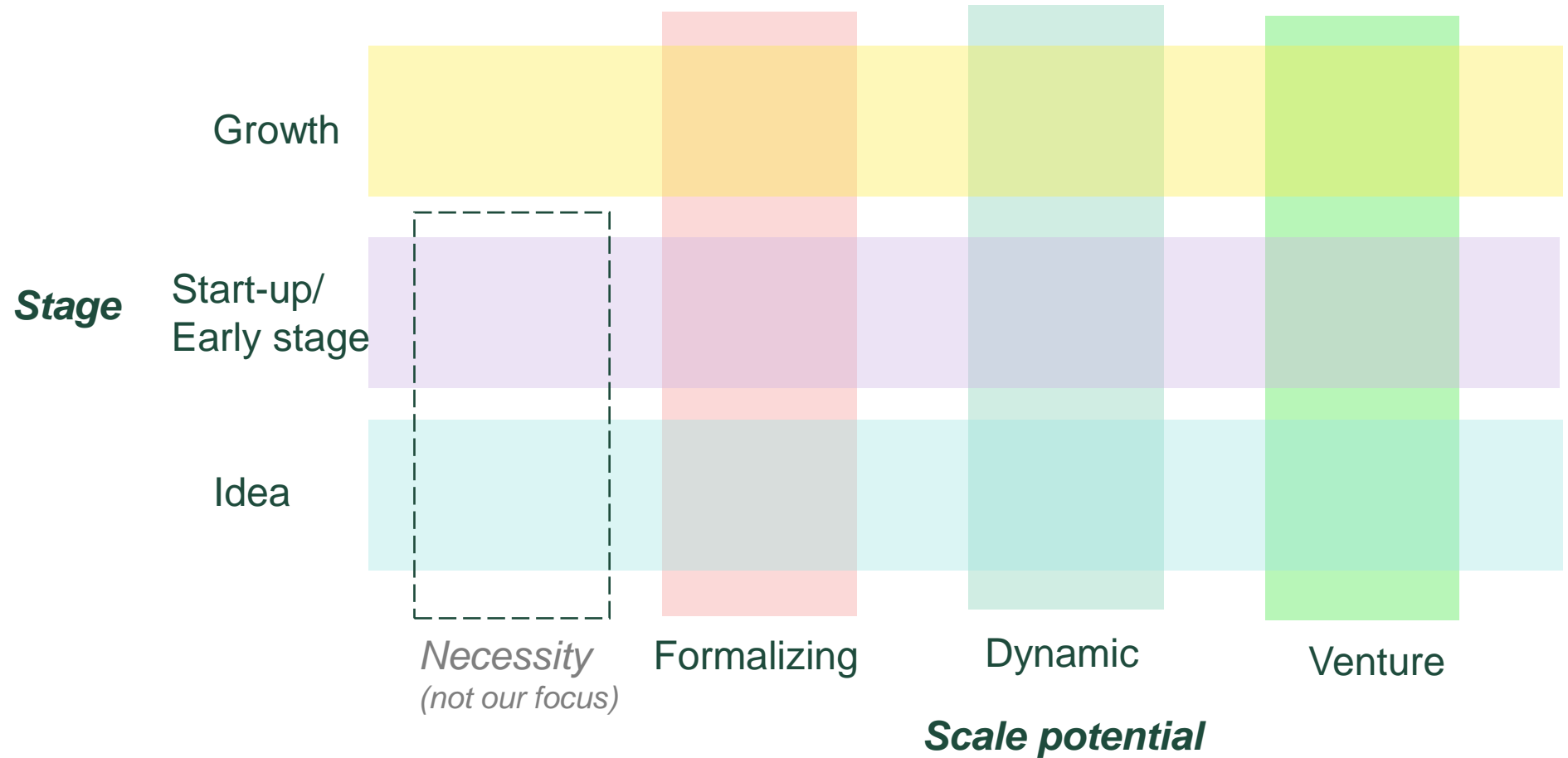


“Salaried wage jobs are the distinguishing feature separating the middle class from the poor in developing countries”

(Banerjee and Duflo 2008)

Segmentation of SMEs

- **Growth orientated SMEs** account for disproportionate amounts of economic development and employment growth
- We encounter them at **different stages** of development and on **different growth trajectories**



Segmentation of interventions

Intervention Family:	Accelerator	Organizational Development	Access to Finance	Platform	Research
Intervention Genus:	Cohort	Management Training	Institutional	Platform	Research
		Technical Assistance			
		Consulting			
	Business Planning Competition	Mentoring	Fund		
		Coaching			
	Incubation	HR/ Talent	Financial Advisory		
		Network			

Strategic intent: Improve the effectiveness and reach of SME-development



Ecosystems of support in **test-bed countries**



Build the **capacity** of impactful & cost-effective ESOs to **deliver at scale**: nationally/ regionally/ globally



Promote **effective learning** to concentrate resources on **proven** interventions

Its not what you do, its how you do it...

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Select

the right
enterprise

Charging

enterprises
improves
performance

Address

problems: we
learn best
through problem
solving

Learning

by evaluating
enterprise
performance

lead by **Example**

Improve your own
organization to better
serve enterprises

2022-2024 priorities



Sustainable effectiveness



SME Finance



SMEs in Food systems



Advocacy



Embedding lenses