

# Norads grant schemes for PSD

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# Key messages

- Norad has different grant schemes – both for individual enterprises and for whole sectors
- Value chain approach ensuring right focus on all relevant bottle necks in a value chain
- Requires close interaction among players
- A number of strategic partnership pilots approved and in process
- A number of strategic partnerships approved/in approval process for Ethiopia (Honey, TVET, ICT, Agriculture)

# Examples of activities that can be supported- Enterprise development for jobs

- Feasibility study (prior to an investment decision)
- Partner search
- Pilot production
- Support for certain types of local infrastructure
- Training of employees (company-specific)
- Strengthening of subcontractors
- Other activities that can increase the chance of a positive investment decision

As a main rule, the scheme can support up to 50% of the costs associated with an activity

# New grant scheme – strategic partnerships

- Scheme to improve conditions for a whole sector
- Examples of relevant framework conditions for the private sector in this call are:
  - well-functioning and open markets,
  - access to finance for SMEs (not microfinance),
  - access to relevant skilled labor,
  - technology and infrastructure (e.g. incubators)
- Partnerships between commercial and non-commercial players

# Example of strategic partnership – GrowthAfrica & Antler –



Incubation and acceleration program for entrepreneurs in Ethiopia and other countries in Africa aiming at creating winning ICT companies and attracting foreign investments



# Example of strategic partnerships – TVET in Ethiopia

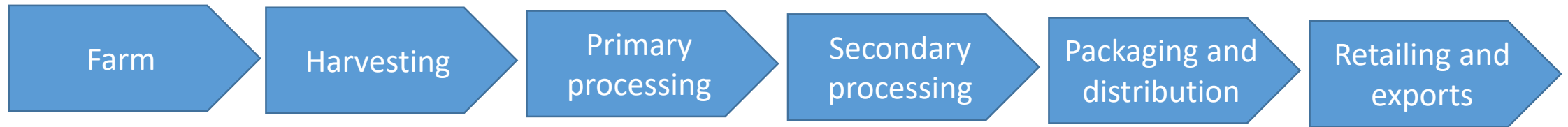


**Ab'ala  
TVET**



Technical Vocational School in Afar province,  
training 700 youth for skills demanded by  
companies in region

# Strategic partnership in agro value chain bottle neck mapping – Ethiopia example



Bottleneck 1	Quality improvement and certification – improve potential among high potential players
Bottleneck 2	Skill improvement and improved marketing – Dedicated effort towards companies and suppliers in incubators and accelerators
Bottleneck 3	Access to finance- Growth enterprises need working capital– Seek to improve access to finance in value chain through innovative finance
Bottleneck 4	Establish market access– seek radical improvement in export sales through strategic partnerships and alliances with key importers in developed markets

# Total value chain approach – Honey example

