



Project on “Empowering SME Development Agencies with Innovative Financing Solutions under the OIC-SMENET Framework”

Workshop on “Designing Implementation Strategies for Innovative SME Financing Support Mechanisms”

16-17 September 2026

Ankara, Türkiye

This Project is funded under the 13th Call for Project Proposals of COMCEC Project Funding



- **Priority challenges**



CONTEXT : our strengths

A competitive economy based on 18 strategic sectors & centered around four major growth drivers.



COUNTRY CONTEXT

The Senegal 2050 Plan will be based on leveraging the potential of each territory with 8 dynamic economic hubs distributed across the country.



NORTH

- Agricultural breadbasket of the Sahel: Northern Agropole (fishing, aquaculture, rice, cereals, sugar)
- Tourism (culture, ecotourism)
- Hydrocarbons and energy



NORTHEAST

- Industrial hub: phosphate, fertilizers, Intensive farming: meat and milk
- Non-timber forest products (Great Green Wall)



SOUTH

- Agricultural hub and industrial center: Agropole Sud (fruits, vegetables, cereals, cashew nuts and peanuts)
- Tourism (ecotourism, culture, leisure)
- Southern Logistics Platform



SOUTH-EAST

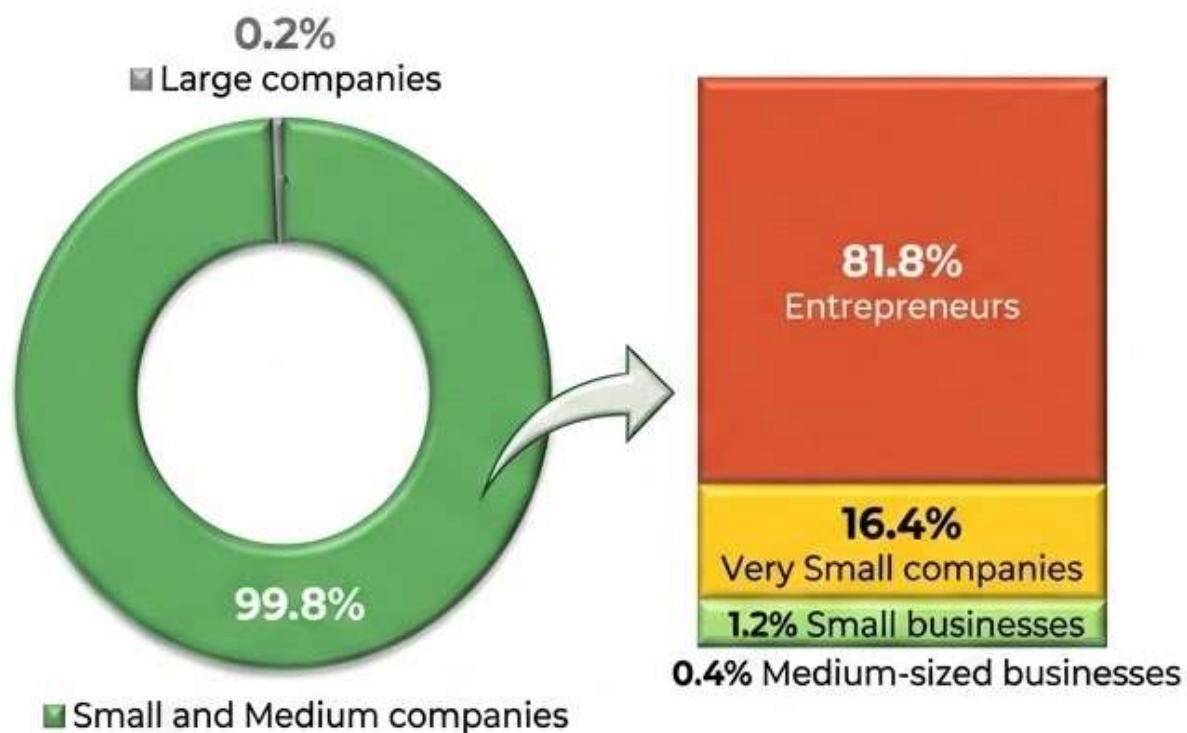
- Regional logistics platform (Tambacounda)
- Ecotourism (Niokolo-koba Park, Bassari Country)
- Agri-food industry: Agropole Est (cereals, bananas, cotton)
- Regional metallurgical hub



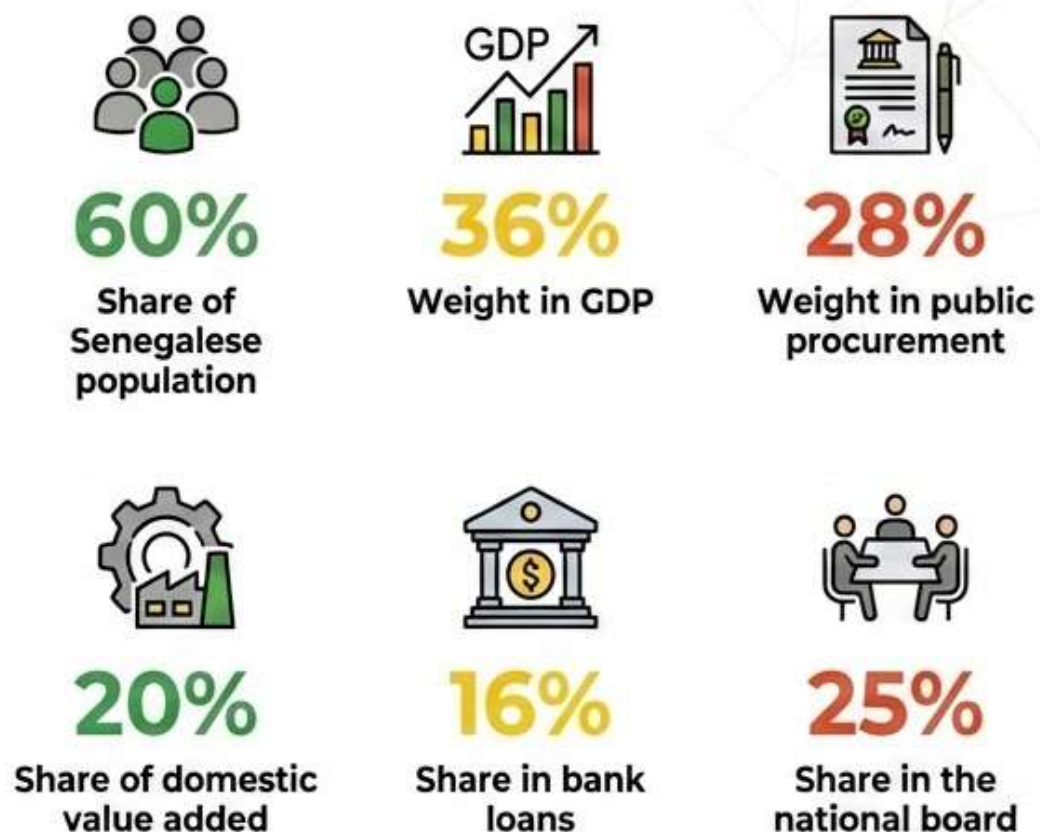
Present alongside SMEs with an offer tailored to their needs

THE PLACE OF SMEs IN THIS COUNTRY CONTEXT

1. SMEs represent more than 99% of the economic fabric
2. but contribute only about 35.7% to GDP and less than 15% of exports



Largely untapped potential of SME



OUR MISSION :



Strengthen SMEs network

Foster collaboration and partnerships among Small and Medium-Sized Enterprises.



Support SMEs that benefit from government loans

Facilitate access to government funding and provide tailored financial services on demand.



Strengthen SMEs competitiveness

Enhance the capabilities and market position of SMEs for sustainable growth.

Intervention Domains

Capacity building



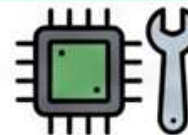
- Business diagnosis
- Operational and organizational strategies implementation
- Management tools, procedures and information technology systems
- Capacity building in Management

Financial Access



- Business plan and search for financial partners
- Support for negotiations
- Post-financing monitoring

Technical capacity & Technology Access



- Diagnosis of technical & technological needs
- Technical partnerships building & transfer of technology
- Assembly assistance

Market Access



- Management of Quality and certification
- Market research and access to commercial information
- Implementation of marketing strategy and tools

Our Tools

09

Matching Grants Fund
FFP



1. Support ecosystem: innovative instruments for SME financing

Innovative mechanisms: Senegal has operational, pilot and emerging mechanisms

Instruments fall into the different families below, backed by a public support architecture.

EQUITY & QUASI-EQUITY

Crowdfunding, business angels (Dakar Network Angels), seed, venture, growth and buyout capital, via FONSIS, Invictus Capital, Impaxis Capital.

SHORT-TERM DEBT

Factoring (Cofina, Ecobank, Orabank, BNDE, Afreximbank), export finance, microcredit and fintech (Wave, Orange Digital Finance, InTouch, Wizall, PayDunya).

MEDIUM & LONG-TERM DEBT

Leasing (LOCAFRIQUE, ALIOS Finance, banks), structured debt for large projects, and the BRVM capital market for mature, audited SMEs.

GRANTS & ISLAMIC FINANCE

Grants and cost-sharing funds (ADEPME, 3FPT, BMN, DER/FJ, FONGIP), honor loans, structured tontines, FAISE diaspora funds and waqf.

PUBLIC SUPPORT

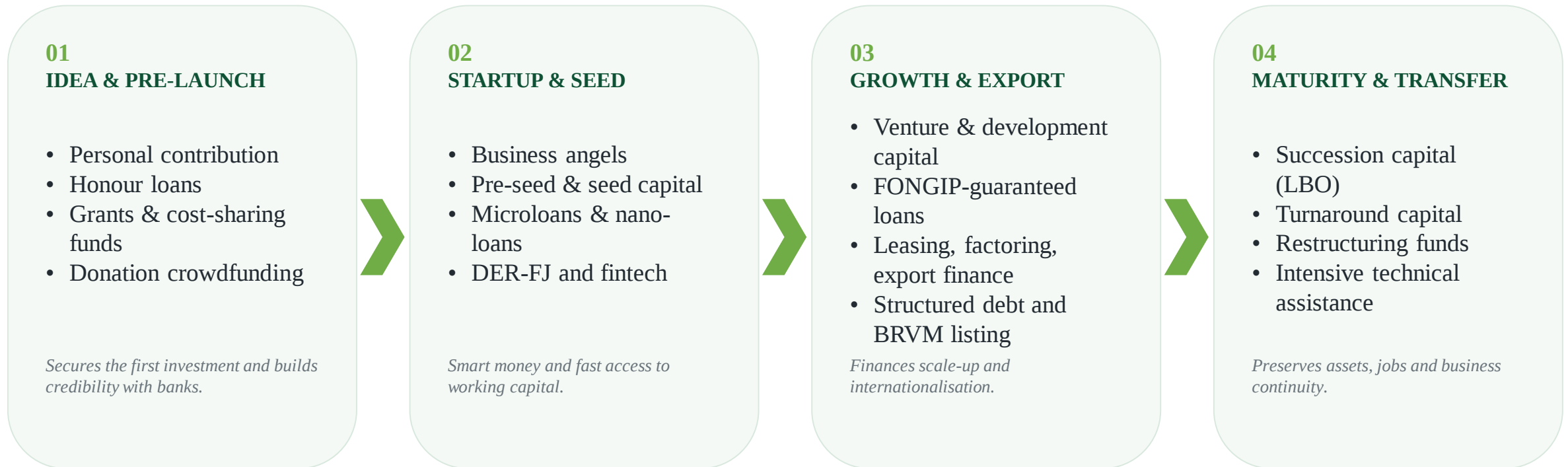
FONGIP guarantees and interest-rate bonification; ADEPME diagnostics, bankable business plans and investor matching; ACCÈS / GUF-PME bankability support.

EMERGING MECHANISMS

GUF-PME reform as a national intermediation platform, alternative credit scoring, blended / first-loss structures and capital-market solutions.

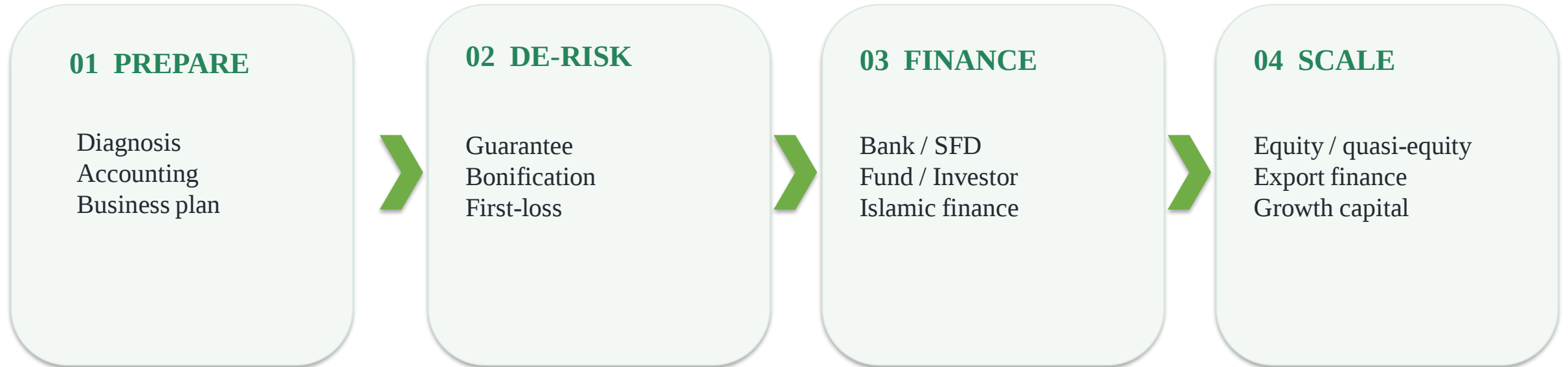
A range of tools supports SMEs at every stage of the life cycle

From funding the idea to business transfer.



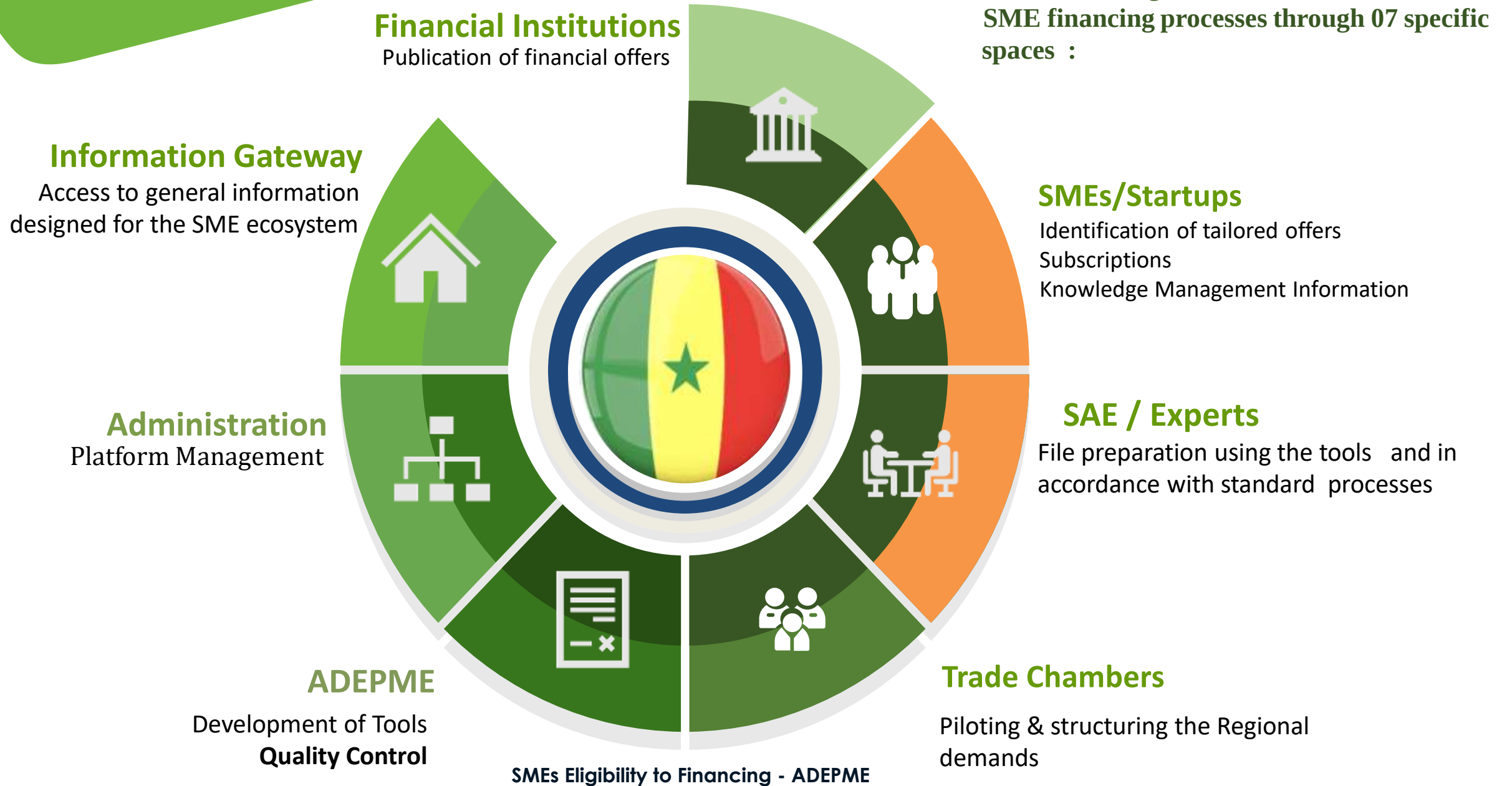
Support architecture: from preparation to financing

The strategic opportunity is to connect existing instruments into a single SME financing pathway.



ADEPME ambition: make the ecosystem easier to navigate and increase the conversion of viable SME projects into financed businesses.

Our Financial One-stop Shop Model



2. Gaps in SME access to finance

Evidence points to a **persistent** mismatch between SME financing needs and conventional financing conditions.

COLLATERAL / EQUITY

Collateral requirements and limited owner equity exclude otherwise viable firms.

COST OF FINANCE

Interest rates and risk pricing can make debt unaffordable for growth-stage SMEs.

PROCESS COMPLEXITY

Application and documentation requirements discourage demand and slow decisions.

INFORMATION GAP

Weak financial records, limited data and uneven accounting reduce lender confidence.

PRODUCT FIT

Short maturities and debt-only products do not fit innovation, working capital or scale-up needs.

ECOSYSTEM FRAGMENTATION

Support schemes, lenders, investors and technical assistance are not yet fully interoperable.

Less than 10% of small and medium-sized enterprises (SMEs) have access to bank financing, while more than 65% of credit to the private sector remains concentrated.

2. Gaps in SME access to finance

Challenges Faced by WAEMU Credit Institutions in Financing SME

Percentage of Banks
concerned

1 POOR QUALITY OF INFORMATION FURNISHED BY SMEs	97,3%
2 DEFICIENCIES IN MANAGEMENT AND GOVERNANCE	87,3%
3 INADEQUATE LEGAL AND JUDICIAL FRAMEWORK	70%
4 HIGH DEFAULT RATE IN THE SME SEGMENT	69,1%
5 LACK OF A RISK-SHARING MECHANISM	68,2%
6 INSUFFICIENT RESOURCES OF CREDIT INSTITUTIONS	38,2%
7 BANKING REGULATORY RESTRICTIONS	30,9%
8 LOW QUALITY OF CREDIT DEMAND FROM SMES	20%
9 TOOLS USED BY CREDIT INSTITUTIONS ARE NOT ADAPTED TO SME FINANCING	8,2%

3. Priority challenges for ADEPME

The main challenge is the mismatch between conventional financing requirements and the financial profile of SMEs, particularly insufficient collateral/equity & limited formal financial information, resulting in high perceived credit risk, high collateral requirements, costly/complex application procedures and financing terms that are often poorly suited to SMEs' cash flows.

The next step is to shift from individual facilitation toward scalable financing-system solutions.

- 1 SCALE RISK-SHARING** Develop blended-finance, guarantee and first-loss structures that crowd in bank and private capital.
- 2 DIVERSIFY FINANCE** Expand equity, quasi-equity, Islamic finance, supply-chain finance and cash-flow/alternative-data lending.
- 3 INTEGRATE THE ECOSYSTEM** Make the GUF-PME a true intermediation layer connecting SMEs, banks, SFDs, funds, guarantees and partners.
- 4 IMPROVE DATA & BANKABILITY** Strengthen accounting digitalisation, SME data, scoring and standardised financing information.
- 5 TARGET UNDERSERVED SEGMENTS** Design tailored pathways for women-led, youth-led, innovative, export-oriented and growth-stage SMEs.

ADEPME perspective: the issue is therefore not only a shortage of liquidity, but the need to **de-risk and better structure SME financing** through guarantees, blended finance, equity/quasi-equity and alternative credit-assessment mechanisms.

Executive message

The financing **challenge** is increasingly a question of **fit, risk and intermediation** — not only availability of funds.

1

SUPPORT ECOSYSTEM

Senegal has guarantees, SME accompaniment, blended/public programmes and a reforming GUF-PME.

2

ACCESS GAP

Collateral/equity constraints, cost of credit, complex procedures and weak financial information remain binding.

3

PRIORITY

Move from fragmented instruments toward coordinated, risk-sharing and alternative financing solutions at scale.

ADEPME ambition: make the ecosystem easier to navigate and increase the conversion of viable SME projects into financed businesses.

A PRACTICAL NEXT STEP

Launch an ADEPME SME Innovative Finance Lab

6–12 month pilot to co-design and test one blended-finance / risk-sharing instrument for viable SMEs excluded by conventional collateral or equity requirements.

- ✓ ADEPME + banks + FONGIP + investors + development partners
- ✓ Select a first SME cohort and define risk-sharing rules
- ✓ Measure additional finance mobilised, cost, repayment and jobs
- ✓ Use evidence to scale through the GUF-PME

From workshop learning → pilot → evidence → scale

ADEPME's strategic message

The objective is not simply to finance more SMEs — it is to finance more viable SMEs with the right instrument, at the right stage, with sustainable risk-sharing.

1

EASIER TO ACCESS

Stronger intermediation and a simplified financing journey.

2

MORE APPROPRIATE

A diversified menu of debt, guarantee, equity and blended instruments.

3

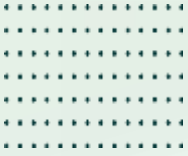
SCALABLE

Mobilise private and development-partner capital around transparent risk-sharing mechanisms.

4

MEASURABLE

Shared data, pipeline monitoring and impact indicators.



Adepme

Agence de Développement et d'Encadrement
des Petites et Moyennes Entreprises



Thank you !

