



Ministry of Foreign Affairs of the  
Netherlands

Dutch Good Growth Fund



## SERVING THE FINANCIAL NEEDS OF MISSING MIDDLE ENTERPRISES<sup>1</sup> IN EMERGING MARKETS

### 2<sup>ND</sup> SMALL-CAP SME MEZZANINE FINANCE MASTERCLASS

#### A 3-DAY TRAINING FOR INVESTMENT PROFESSIONALS PROVIDING SME RISK FINANCE

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**TUESDAY 25 TO THURSDAY 27 JUNE 2019**

AMSTERDAM, THE NETHERLANDS, ALONGSIDE SUPER RETURN EMERGING MARKETS 2019

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*In most emerging markets, missing middle enterprises lack the combination of collateral, track record, positive cash flow and/or net profit to obtain financing from local banks. These non-banked small businesses require risk capital to grow, however providing equity is not a straight forward solution for them as on the one hand they may not want to take equity because of the level of dilution and terms and on the other hand, it is difficult for the equity providers to deploy equity in often illiquid markets with limited exit opportunities. Serving the financial needs of these enterprises hence implies understanding the entrepreneur and the unique risk/return profile of the business in order to develop and deploy appropriate financial products, i.e. small-cap SME mezzanine finance instruments.*

**This executive training is dedicated to investment professionals looking to attune their product offering to their target clients and operating markets, by adopting a differentiated approach from debt and equity. The training is focused on skills development** and applies techniques such as simulations, case studies, discussion groups, critical reflection activities and application assignments. The learning experienced is fostered by the diversity of experiences among peers – including the trainer.

The intensive training session will be followed by **mentoring support aimed at continuing the learning in a way that brings the learning to practical application**, thus focused on the development of skills, building experience and enhancing capacity of investment professionals.

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#### **Meet the trainer: Michael Lombard, General Manager of Optima Training**

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Michael's career in the SME risk financing industry spans over more than 20 years during which he held managerial positions at BPI and GroFin, in South Africa. He is specialized in training, mentoring and coaching financiers and small business owners and has been training fund and portfolio managers in South Africa, India and the Democratic Republic of Congo.

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<sup>1</sup> Defined as local enterprises that have outgrown micro financing but do not yet have access to regular financial services.



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**COLLABORATIVE**  
FOR FRONTIER FINANCE

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#### WHAT TO EXPECT?

**A maximum of 12 individuals will be selected** to take part in this up scaling training designed to build the competence required to provide risk finance to local small and medium sized enterprises by:

- Contextualizing portfolio management in risk finance
- Developing the skills of a portfolio manager
- Deepening the investment professional's understanding of the business and the entrepreneur
- Mastering the ins and outs of the investment process.

#### WHO CAN APPLY?

- ✓ Profile: investment professional currently involved in or aspiring to get involved into providing local businesses with instruments such as for instance partially unsecured/junior loans, royalty-based lending, convertible loans, preference shares or redeemable equity and operating in one of the [70 DGGF countries](#).
- ✓ Qualifications: relevant qualification(s) in (corporate) finance, accounting and/or consulting
- ✓ Experience: minimum of 5 years' experience and expertise in corporate finance, accounting, credit management, consulting, or sales and marketing

#### COSTS

DGGF is supporting the costs of the training for 12 selected investment professionals. Selected participants are responsible for their own accommodation, flight and visa expenses.

#### HOW TO APPLY?

Please submit the following information to Julia Kho [julia@triplejump.eu](mailto:julia@triplejump.eu) by 23:59 PM (CET) on Friday 10 May 2019:

- a detailed CV outlining your financial background and investment track record
- a letter (1 page maximum) explaining your investment aspirations and your expectations from the training

#### CONSIDERATIONS

Full masterclass agenda, accommodation recommendations and other logistics details will be shared with the short-listed applicants on Friday 17 May 2019.