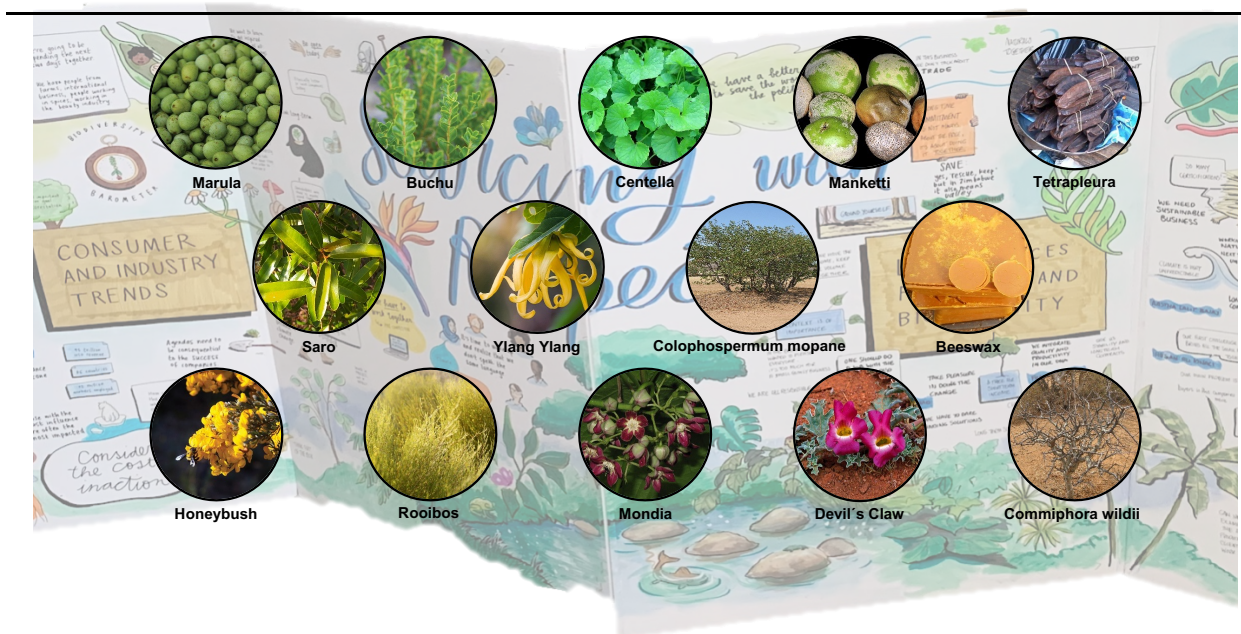


Results and Potential Future Directions

Financing Biotrade: Support on mapping, analysing and advising on financial instruments in South Africa and Namibia

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Objectives

Within the framework of the BioInnovation Africa (BIA) Project, it is the aim of BIA Phase II to strengthen national capacities in such a way that bottlenecks are eliminated for private sector in the biodiversity-based economic sector, specifically relating to biotrade and bioprospecting. These businesses are aimed to become internationally competitive with sustainable access and benefit sharing mechanisms in place. The available timeframe of BIA phase II (2022-2025) should be considered when it comes to what could be achieved for finding and devising relevant financial mechanisms that support this objective. Therefore,

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- **BIA Phase I (2019-2022)** focused its attention on setting the scene for biotrade private sector to become ABS compliant and support research and development (R&D) needs. The main aim was to assist MSMEs obtain market access for the biodiversity-based products to especially the European markets by overcoming regulatory and market-related (non-tariff) barriers.
- **BIA Phase II (2023-2025)** endeavours to strengthen national capacities to enable private sector to achieve market and export readiness, both for their business and their biotrade and/or bioprospecting-based products. These types of interventions necessarily must be underpinned by relevant financial instruments.

The specific objectives of the study were:

- **TASK 1** - Mapping of the landscape of national, bi-lateral and international - public and private funds and forms of investment for the SA and Namibian Indigenous Natural Products sector; and identify potential gaps. This task was accomplished by literature review and stakeholder engagements.
- **TASK 2** - Analysis on strengths and weaknesses and accessibility of financing mechanisms generally, and funding for specific activities in the value chain of MSMEs in Biotrade. The analysis should identify whether focus should be placed on a specific area within the value chain or whether financing gaps appear across the whole value chain. This task was accomplished by an in-depth PESTEL and SWOT analyses.
- **TASK 3** - Advise on gaps. This task was accomplished by conducting a financial and technical assistance supply and demand side analysis.
- **TASK 4** - Provide training and awareness. This task is envisaged to be done during 2025. BIA Phase II together with suitable partners aims to provide mentoring and coaching on the application/ implementation of funding mechanisms, incl. investment instruments.

Problem Statement

MSMEs in the biodiversity sector (hereafter referred to a “MSMEs in Biotrade”) have challenges to access relevant financing, especially those in “the missing middle”. The concerns experienced by the MSMEs in Biotrade involve the following:

- Limited sustainable financial flows to MSMEs in Biotrade
- Limited financial flows to business support organisations (BSOs) with mandate to develop the biotrade sector
- Limited specific funds for biotrade, and if such exist, the ticket sizes offered are not applicable to MSMEs.
- The sector requires a wide variety of interventions and support; biodiversity conservation, training and capacity development, supply chain development, innovation, market access, business and investment readiness support, financial assistance, sector-level actions.
- When there is funding available to the sector, the private sector (including cooperatives, start-up and emerging MSMEs) complain about inappropriate eligibility criteria.

What is “the missing middle” in MSME and business finance?

In the context of micro- small and medium-sized business (MSME) development and finance, the term “missing middle” refers to a gap in financing options available to businesses that are too large to qualify for microfinance but too small or risky to attract traditional bank loans or private equity. This “middle” group often includes MSMEs that have outgrown microcredit but are not yet large enough to meet the minimum requirements or collateral demands of commercial banks and investors.

The “missing middle” problem is significant because MSMEs typically play a vital role in job creation, innovation, and economic growth, especially in emerging economies. However, without access to adequate financing, these businesses face challenges in scaling operations, investing in technology, or accessing new markets. The lack of suitable financing options forces many MSMEs to rely on more expensive or informal sources of funding, which can limit their potential and overall economic impact.

To address this gap, some financial institutions, impact investors, and development finance institutions are creating tailored financing models, such as flexible credit lines, blended finance mechanisms, venture debt, and mezzanine financing. These models aim to provide the “missing middle” with access to appropriate capital, allowing MSMEs to thrive and contribute to economic development more sustainably.

What are the Specific Financing Needs of MSMEs in Biotrade?

It is estimated that it costs anything between EUR10,000 and EUR100,000 (or more) for an organisation to place a cosmetic product (ingredient, intermediate and/or finished product) based on indigenous natural resources, on the European (EFTA, EU, UK) or the USA market. Equally, it takes anything between two and four years from product conceptualisation to first market placement. Novel food and beverage products, new dietary supplements, and new medicines cost significantly more to place in the market in terms of time and financial resources, than products in the cosmetics sector. The duration from identification of a potential biodiversity-based ingredient up to product placement for food or medicine products can take more than eight years.

All organisations in biotrade must equally comply with regulatory and market requirements along the supply and value chain. The burden is particularly hard on MSMEs, who typically are the providers of the biotrade resource materials (supply chain), like raw materials, and they conduct crucial primary processing of resources in country (first steps of the value chain) or provide ingredients.

Figure 1 provides an example of the typical financing needs of an organisation in the biotrade sector. The MSMEs therefore need conventional finance to follow the cause of the business (operations and asset finance). Such MSMEs additionally need to raise finance to become compliant with regulatory and market requirements pertaining to products within the realm of the cosmetics, food and beverages and pharmaceutical sectors (sector-specific funding) respectively. The “real hurdle” to overcome is, however, in becoming compliant to international and national regulations pertaining to obtaining access to the rights for biological and genetic resources as well as indigenous knowledge tied to such resources, while sharing benefits with the communities who hold the rights. Often this process also involves building new supply chains, opening new markets and building industry and consumer awareness.

These latter parts of overcoming the “real hurdle” are generally not covered by conventional financing mechanisms, and seldom alternative funding is available for the same.

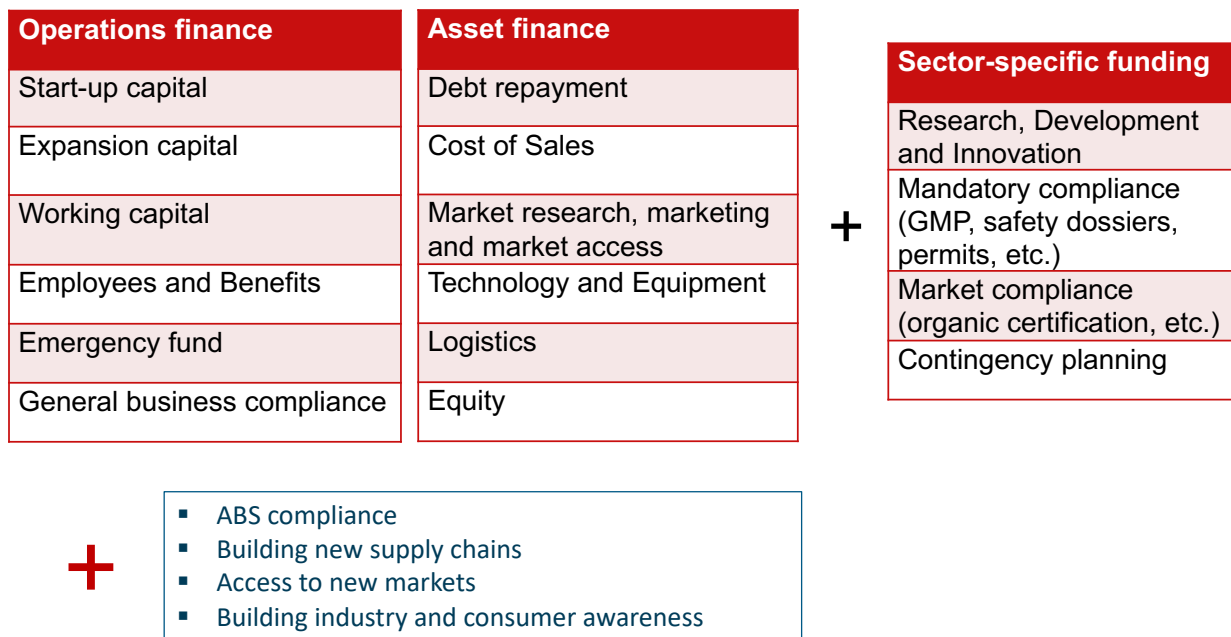


Figure 1: Funding and Finance Needs of MSMEs in Biotrade

The conventional finance instruments are equally applicable for businesses in the biotrade sector. However, the terms and conditions under which finance instruments can be applied are not responsive to the biotrade sectors requirements. Often, business in the biotrade sector operate in niche, untested markets for which a conventional risk profile is not available. Therefore, financial instruments are *de facto* not available as the risks cannot be costed reliably. Consequently, the general approach of the finance sector is to rather ‘not touch’ unknown territory, even if a good business case could evolve.

Who then is funding MSMEs in Biotrade? What Type of Financing Mechanisms do these Funders Deploy?

Generally, financial support is concentrated around absorption capacity and ticket sizes for tailored financial products or options. Where an opportunity presents itself or the business case is compelling, paired with the MSMEs known credit history, finance may become available, for such organisation.

However, the tailored products were found to be tied to specific funding initiatives with a start and end date. These funding options are often based on calls for proposals and originate in bilaterally or multilaterally agreed programmes and/or projects.

The authors were not able to find relevant information on financial mechanisms for MSMEs in Biotrade regarding the following financial product categories:

- Guarantee schemes: Credit or Export Guarantee Schemes
- Digital and other Financial Services, including Fintech Solutions and Value and Supply Chain Financing
- Bonds and securities

Several institutions, mainly official development cooperation agencies (ODA), offer market access and trade facilitation as well as capacity building and technical assistance to MSMEs, Cooperatives, Communities, NGOs, business support organisations, civil society organisations and community-based organisations. These include for Southern Africa:

- Various GIZ and related programmes: BIA³ II, CCIU⁴, ABioSA⁵, ProBATS⁶
- USAID programmes in Southern Africa focus their attention on MSMEs by contributing some 60% of the costs for market access (e.g. obtaining sector specific certifications) and building the value chain directly to service providers of the MSMEs; the remainder of the costs need to be covered by the MSMEs as the organisation's own commitment fee. This USAID programme also assists MSMEs to become investment ready by linking eligible MSMEs with e.g. equity financiers.
- UK's DFID, under its Trade Forward Southern Africa Programme (TFSA)
- UNDP's BIOFIN (Biodiversity Finance Initiative)
- UNCTAD Biotrade Initiative

In Namibia, there is general support towards MSMEs from government ministries and/or their agencies regarding equipment and grant funding. Several government ministries support MSMEs, but this support is not targeted towards the biotrade sector. The funding generally does not go beyond between EUR2,500 and EUR5,000 per company and is usually one-off only. Unfortunately, support programmes between the different ministries and their agencies are not coordinated. Therefore, it can happen that multiple ministries would channel support to a specific MSMEs (and/or cooperative, and/or community) and its project at once, leaving out others.

Within the South African context, several government institutions provide support to their specific target groups. Such support interventions are usually a combination of technical assistance, capacity building, trade facilitation, financial incentives as well as grant funding. The following institutions provide biotrade-related or biodiversity relevant support:

- The Department of Trade, Industry and Competition (DTIC) provides technical assistance programmes, incentives schemes and provide an enabling policy environment for MSMEs and cooperatives
- The Department of Science and Innovation (DSI) provides technical and a bio-economy policy framework, and through the Technology Innovation Agency (TIA), technical assistance programmes directed towards bioprospecting
- The Department of Fisheries, Forestry and Environment (DFFE) provides an enabling policy environment, with specific technical support provided towards communities on access and benefit sharing mechanisms.

³ BIA = GIZ BioInnovation Africa Project, Phase II, 2023 – 2025, funded by German development cooperation

⁴ CCIU = Climate Change and Inclusive Use, funded by German and EU development cooperation

⁵ ABioSA = ABS Compliant Biotrade in Southern Africa, 2018 – 2021 (Phase I), 2022 – 2025 (Phase II), funded by Swiss and German development cooperation

⁶ ProBATS = Promotion of Business Advisory and Economic Transformation Services, 2018 – 2021 (Phase I), 2022 – 2025 (Phase II)

These three institutions form the leadership of the Bioproducts Advancement Network of South Africa (BioPANZA) which has five clusters through which support is networked for the sector. These clusters are (i) Sustainable Supply, (ii) Innovation, (iii) Finance, (iv) Market Access and (v) Policy. The Finance Cluster incorporates the Industrial Development Corporation (IDC) which is currently piloting the Natural and Indigenous Products Programme (NIPP) Fund.

Some private sector initiatives augment or supplement official development cooperation agencies (ODA) initiatives, while other private sector players have established their own civil society organisations to mainly support their suppliers and/or value chain actors to remain compliant to mandatory regulations and market conditions. Examples include:

- German Sparkassenstiftung, which supports MSMEs on trade facilitation and financial literacy in target countries, albeit not biotrade specific.
- Swiss Givaudan Foundation, which supports their supplier communities with social welfare projects.
- French L'Oréal, which supports their supplier communities with social welfare projects, traceability and quality improvements of input materials and ingredients.
- Swiss Julius Baer Bank, which supports communities in biotrade supply and value chains with production facilitation and social welfare projects.

Interesting funds serving biotrade adjacent sectors

During the study, the authors looked for funds specifically serving the “biotrade” sector. Our interpretation of “biotrade” is informed by the Southern Africa definition which refers to the processing and trading of products from indigenous species. This led to a realisation that “biotrade” to people outside of Southern Africa can mean a wide variety of other types of products. These include products from:

1. *Agroforestry*
2. *Organic agriculture*
3. *Fair-trade*
4. *Regenerative agriculture*
5. *Agricultural practices linked to biodiversity or conservation indicators*
6. *Agriculture and forestry leading to carbon sequestrations with carbon credits and biodiversity credits opportunities for investors*

We can term these related sectors “adjacent” to biotrade.

These adjacent sectors are increasingly well served with specialised and innovative funds. They included funds with a wide variety of investors and supporters such as private investors and banks with ESG⁷ emphases and impact investors, companies supporting funds which invest in value chains of specific interest to them, development finance institutions, development cooperation organisations and environmental NGOs.

The funds include:

7. *Amazon Biodiversity Fund*
8. *Climate Fund for Nature*
9. *Conservation International's CI Ventures*
10. *Regenerative Fund for Nature*
11. *Livelihoods Funds*
12. *Various funds of The Nature Conservancy*
13. *Funds supported by Radobank*
14. *Moringa Fund*
15. *EcoEnterprises Fund*
16. *Clarmondial and the Food Securities Fund*
17. *Nature Finance initiatives*

These funds and initiatives provide interesting insights into how funds and other initiatives invest in biotrade could be put together. Blended finance, environmental goals, technical assistance are common themes. The long-term aim should be that ESG type of funding could lead to biotrade finance products, or finance to social business.

⁷ ESG = Environment, Social and Governance

Several regional enterprise development programmes are offered by major South African retailers that are active both, in South Africa and Namibia. These assistance programmes include:

- Shoprite Holdings “Home Grown” programme for all locally made products distributed through dedicated outlets to help MSMEs obtain scale
- Contract manufacturing for the house brand. Here several retailers aid MSMEs to enter the consumer market and reach economies of scale. Particularly Shoprite Holdings, Spar, Food Lovers and Clicks offer opportunities to MSMEs.
- Deposits or Invoice Prepayments or Cash on Delivery Payments are offered particularly to MSMEs in the perishables industry. This helps MSMEs remain afloat with working capital while scaling operations.

MSMEs are supported by different types of funding. The biggest source of funding for MSMEs in the biotrade sector remains development funding. However, the picture remains bleak for MSMEs. Significant financial flows are channelled towards corporates and intermediaries in terms of debt instruments and blended finance. Direct funding towards MSMEs is mainly limited to debt instruments. MSMEs mostly benefit from various technical assistance (not enumerated) interventions, in the form of trade facilitation, equipment aid, market access and capacity building. Figure 2 provides an overview.

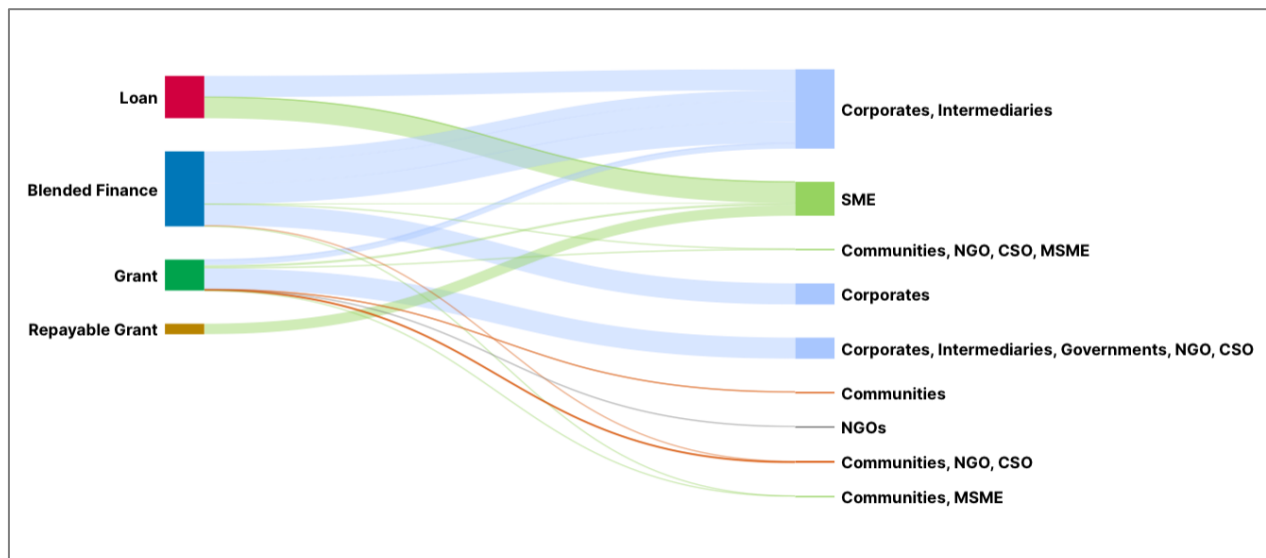


Figure 2: Relative Financial Flows for Biotrade and Biodiversity Funding based on Type of Financial Product to Target Group(s) based on stakeholder engagements (Source: Information supplied through study results based on interviews, funders’ data, literature review).

Critical Analyses of MSMEs in Biotrade

MSMEs are vital to developing and emerging economies and are contributing significantly to employment and GDP. MSMEs are seen as key drivers for economic growth and job creation, regardless of whether they are formally incorporated or would still be operating in an informal setting. In the biotrade sector, business is mostly driven by indigenous people and local communities (IP&LCs), and/or community-based cooperatives as suppliers of raw materials

and ingredients to the biotrade sector. While these are recognised by governments and registered in terms of national mandatory requirements, the financial sector players or intermediaries don't necessarily accept such community structures as credible business entities to whom they could avail finance for commercial purposes. The following figures highlight the various aspects of hurdles to be overcome by MSMEs in biotrade.

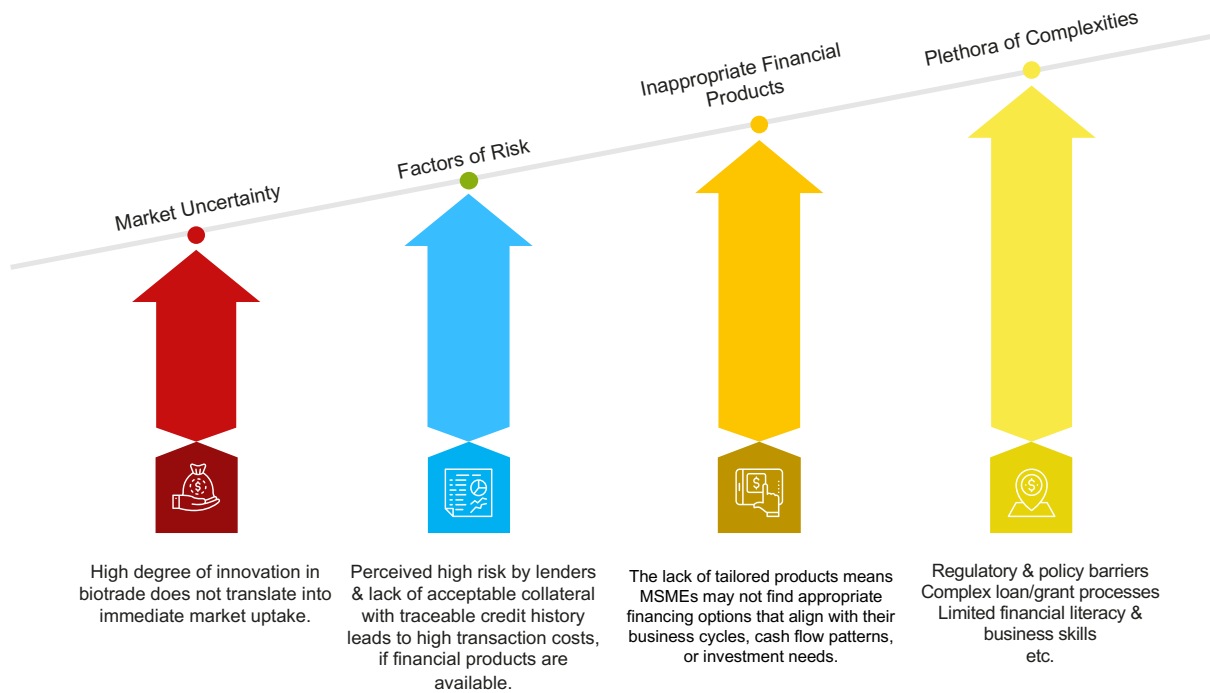


Figure 3: The recurring challenges for MSMEs to access relevant financing options; they increase along the supply and value for biotrade-based businesses.

As MSMEs in Biotrade progress or build their business and the value addition to biological and genetic resource evolve, the complexities increase, too. Finance needs equally increase, but appropriateness of financial mechanisms decreases. The cost of compliance to various national and international regulatory provisions intensifies, making it even harder for MSMEs to expand and grow their businesses.

A detailed PESTEL⁸ and SWOT⁹ analyses for both the biotrade sector and the MSMEs operating in the sector was carried out using various approaches. In a first approach, PESTEL and SWOT analyses were carried out considering the broader spectrum of organisations generally operating in the biotrade sector. In the second approach, PESTEL and SWOT analyses considered the factors that influence "access to finance for MSMEs in the biotrade sector". The resultant PESTEL analysis (Figure 4) highlights, how MSMEs in the biotrade sector present themselves as important conduits to socioeconomic and environmental well-being. The

⁸ PESTEL = Analyses of all Political, Economic, Socio-Cultural, Environmental and Legal aspects of the sector and the business mainly operating therein.

⁹ SWOT = Analyses of all Strengths, Weaknesses, Opportunities and Threats, in relation to the various PESTEL factors of the sector and the business mainly operating therein.

PESTEL analyses emphasised various compelling arguments to intensify support to MSMEs in the biotrade sector.

P	E	S	T	E	L
POLITICAL	ECONOMIC	SOCIO-CULTURAL	TECHNO-LOGICAL	ENVIRON-MENTAL	LEGAL
<ul style="list-style-type: none"> • Alignment with SDGs and GBP • Geopolitical situations impact negatively on sector due to negative economic impacts (tend to be luxury products) 	<ul style="list-style-type: none"> • Growing demand for sustainable products • Niche product can also find markets • Fast changing consumer preferences • However, bargaining power may be lower, and lack of marketing resources impact such further 	<ul style="list-style-type: none"> • Ethical and fair-trade principles • Support for rural development and livelihoods • Inclusivity and bridging knowledge gaps where it matters most 	<ul style="list-style-type: none"> • Innovation and unique product offerings • Adoption of / adaptation with new ways of production is high • Leveraging technology, research and development leads to higher productivity 	<ul style="list-style-type: none"> • Heavy reliance on on natural resources • Vulnerability to over-exploitation, environmental changes, or depletion, threatening business sustainability • But, high on biodiversity conservation and sustainable use 	<ul style="list-style-type: none"> • Navigation through complex regulations and having to meet international certification standards is challenging • Requires significant time, effort, and resources

Figure 4: Summarised PESTEL Analysis of the Biotrade Sector and the MSMEs operating therein.

MSMEs in the biotrade sector face a complex operating landscape, both in terms of regulatory compliance and the financing landscape. However, MSMEs in the biotrade sector offer unique opportunities to socioeconomic development and environmental protection, conservation and restoration or regeneration. These MSMEs carry out crucial rural economic development, maintain high standards for ethical sourcing of raw materials, respect nature and bridge knowledge gaps where it matters most.

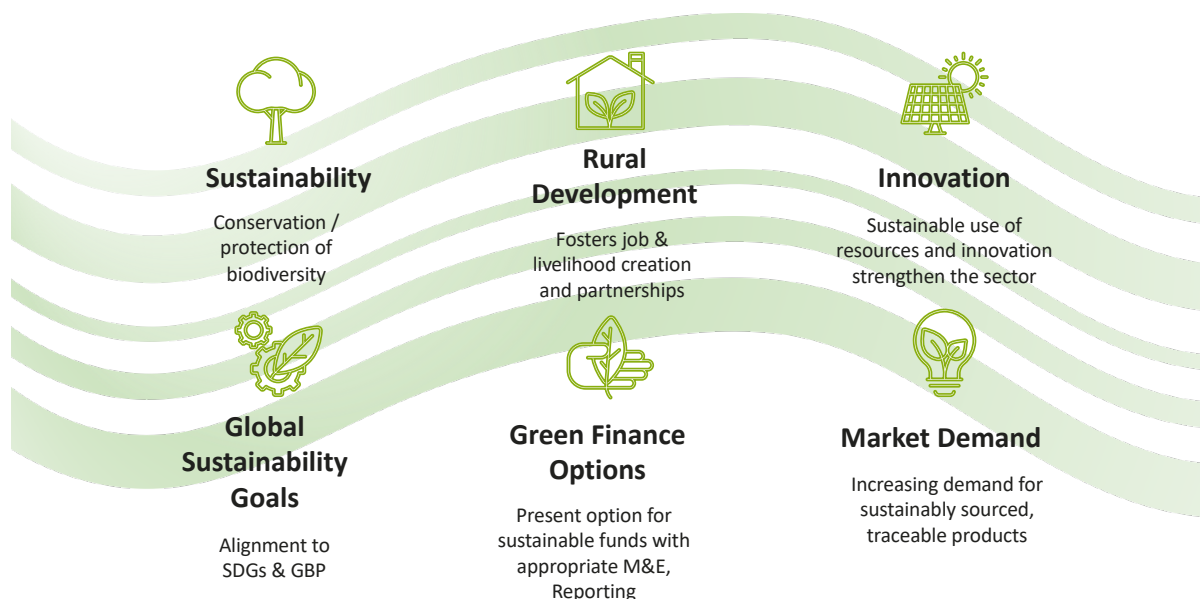


Figure 5: Summarised strengths of and opportunities for MSMEs in biotrade.

Summary of Findings

The current range of global biodiversity finance sources, mechanisms, actors and initiatives is diverse and rapidly evolving. It is already comprehensive in its scope and coverage, especially for sectors adjacent to biotrade. Considerable progress has been made since the Convention on Biological Diversity (CBD) first entered into force. However, gaps persist which was re-confirmed at the CBD COP¹⁰ 16. While some topics, issues and instruments are relatively well-served in terms of the level of focus and scale of activities accorded with finance by existing actors and initiatives (even if yet far from being fully addressed or achieved), others remain under-represented or still require significant attention.

MSMEs in the biotrade sector face a complex financial landscape. Traditional banking channels often present barriers, but there is a growing trend of alternative financing options, including impact investment, value chain financing, and fintech solutions. Government support and international cooperation remain critical in providing MSMEs the financial resources and technical capacity needed to thrive in the sustainable use of biodiversity.

At this stage, the option for blended finance seems to be the most viable for MSMEs in the Namibian and South Africa biotrade sector. This is evidenced by the positive examples of blended finance options in the sectors adjacent to biotrade. These options must first be developed though.

¹⁰ CBD COP = Convention for Biological Diversity Conference of the Parties. The most recent one took place in Cali, Colombia from 21 October to 1 November 2024.

The financial sector generally uses the term(s) sustainable finance or sustainable development to describe funding provided to biodiversity related sectors. Other terms generally being used include finance for nature-based solutions or nature-positive production systems or corporate social responsibility/ investment (CSR or CSI), involving element of biodiversity conservation, restoration or regeneration. The authors were not able to trace literature or stakeholders who embraced biodiversity-based business either as social business (instead of calling it CSR or CSI) or would provide such business with conventional finance.

The gaps between demand side (MSMEs in biotrade) and supply side (financial institutions and their product offerings) persist. Table 1 provides an overview of the most persistent gaps.

Table 1: Summarised Financial Gaps between Demand Side (MSMEs in Biotrade) and Supply Side (Financial Institutions and Funders)

Aspect	Demand Side (MSMEs in Biotrade)	Supply Side (Financial Institutions/Funders)
Types of Support	<ul style="list-style-type: none"> - Working capital for day-to-day operations - Investment in sustainable practices - Funding for market access and product development - Technical assistance and capacity building for financial management 	<ul style="list-style-type: none"> - Focus on conventional lending products - Preference for short-term financing - Limited provision of non-financial support like technical assistance
Typical Investments	<ul style="list-style-type: none"> - Sustainable agriculture and resource management practices - Development of nature-based products that align to conventional products in cosmetics, pharmaceuticals - Marketing and branding to reach sustainable/ethical markets - Compliance with international standards and certifications 	<ul style="list-style-type: none"> - Investment focus on traditional sectors with predictable returns - Larger-scale projects with high financial returns - Limited investments in niche markets like biotrade
Eligibility Criteria	<ul style="list-style-type: none"> - SMEs often have limited collateral and credit history - Small-scale operations may not meet minimum revenue or asset thresholds - Need for flexible and tailored financing solutions to accommodate unique business cycles 	<ul style="list-style-type: none"> - Requirement for substantial collateral or guarantees - Preference for larger, established businesses with proven track records - Strict eligibility criteria, often excluding small-scale and informal sector businesses
Interest Rates and Terms	<ul style="list-style-type: none"> - Need for affordable interest rates that reflect the social and environmental value of biotrade - Flexible repayment terms that match revenue cycles, particularly for seasonal businesses 	<ul style="list-style-type: none"> - Higher interest rates due to perceived risks - Standardised repayment terms that may not align with the cash flow of biotrade businesses - Focus on short-term returns
Risk Perception	<ul style="list-style-type: none"> - SMEs in biotrade require recognition of the lower risk associated with sustainable practices and ethical markets - Need for risk-sharing mechanisms, such as credit guarantees or blended financing options 	<ul style="list-style-type: none"> - High perceived risk of lending to SMEs in biotrade due to market volatility and lack of tangible collateral - Limited use of risk mitigation tools
Alternative Finance	<ul style="list-style-type: none"> - Demand for alternative financing options such as impact investment, green bonds, and crowdfunding - Need for finance that supports innovation and sustainability initiatives 	<ul style="list-style-type: none"> - Limited availability of alternative finance products - Traditional financing models dominate, with limited adaptation to sustainability and impact investing principles - appetite to develop new financing models takes time

It should further be noted that the lack of agreement on nomenclature for biodiversity finance and biotrade-related production systems itself makes it challenging to adequately describe the sector in financial market terms.

Insights to publications and engagements with stakeholders confirm that MSMEs in the biotrade sector remain underserved. The focus for financial institutions regarding matters of biodiversity remains on institutional and socio-environmental compliance, management of financial risks and adherence to international accounting, auditing and reporting standards.

The need remains to conduct a thorough analysis of the local (Namibian and South African) policy and practical contexts to identify the most effective finance mechanisms, engage with stakeholders to understand their specific needs and tailor financial mechanisms accordingly, and leverage development agencies mandate and capacities to implement finance mechanisms that align with local conditions and objectives.

Creating guidance and frameworks can help financiers navigate complexities in financing biodiversity-based businesses, specifically those related to biotrade. The strengthening of national capacities provides tools and knowledge to address market barriers in the biotrade sector. Equipping financiers allows responsible actors to identify and address obstacles hindering commercialisation of biotrade products.

Recommendations and Seeking a New Collaborative Approach

The data and analyses done for this study during 2023 and 2024 is proposed to be utilised to conceptualise and pilot a relevant financing mechanism for MSMEs in the biotrade sector, e.g. a blended finance approach. The main aim is to develop an implementable joint initiative with identified, selected turnkey/instrumental institutions. The key criteria for this initiative should be to focus on: replicability, scalability, representativeness, efficient bridging between project related intervention and the need to sustain such initiatives. Feasibility, viability and clearly defined milestones need to be achieved that would easily be usable for respective stakeholders and countries.

There is immediate need to develop a pilot scale blended finance approach in a collaborative manner, between national agencies of Namibia and South Africa, the financial sector, selective MSMEs in biotrade, and with the support of official development agencies, and proposed to be led by the GIZ BioInnovation Africa Project. Figure 6 provides an overview of the proposed blended finance approach.

Investment & funding needs

Stepwise approach towards export and investment readiness for MSMEs

Confirmation of key partner institutions

Strategic cooperation between financial intermediaries and business support organization, aided by DC.

Mutually designed process and mechanisms

Building blocks towards a systemically developed financial access, which is appropriate at scope and level



Guidelines on dos and don'ts

Set criteria that balance risks and rewards for the whole financial product value chain

Information

Key materials to be developed during remainder of 2024, piloting during 2025, with full documentation of processes

Document lessons learnt

Replication and scalability of the initiative is key to its systemic implementation

Figure 6: Summarised Approach to Piloting a Blended Finance Product in Collaboration with Suitable service providers.

Key outcomes of such blended finance pilot project or phase should be:

- Provide building blocks to improving a blended-finance ecosystem in (any) country developed and adapted fit for purpose.
- Information on scope and scale of investment opportunities in a country (company- or sector-level)
- Investment and funding needs of MSMEs (incl. cooperatives) and sector organisations are assessed; Investment readiness reports on sector companies / MSMEs are to be provided.
- Roles and needs for a functioning blended finance ecosystem in country X are defined, and meso-level sector development is assessed by conducting national/regional dialogues.
- Documentation of all lessons and recommendations for replication.
- Identification of key institutions visualised in a financial waterfall flow chart for a strategic cooperation for blended finance (for Namibia and South Africa)
- Together with key stakeholders develop a concept for improving financial instruments, including the creating or developing the required capacities with various, critical stakeholders.
- Provision of guidelines on dos and don'ts of how MSMEs should present their business in the biotrade sector.
- Set of criteria to support MSMEs and the finance institutions with the due diligence process developed (and then tested).

Further Information

Additional information on this initiative can be obtained from:

BIA Project (Overall Coordination & Management)	BIA Component Namibia	BIA Component South Africa
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