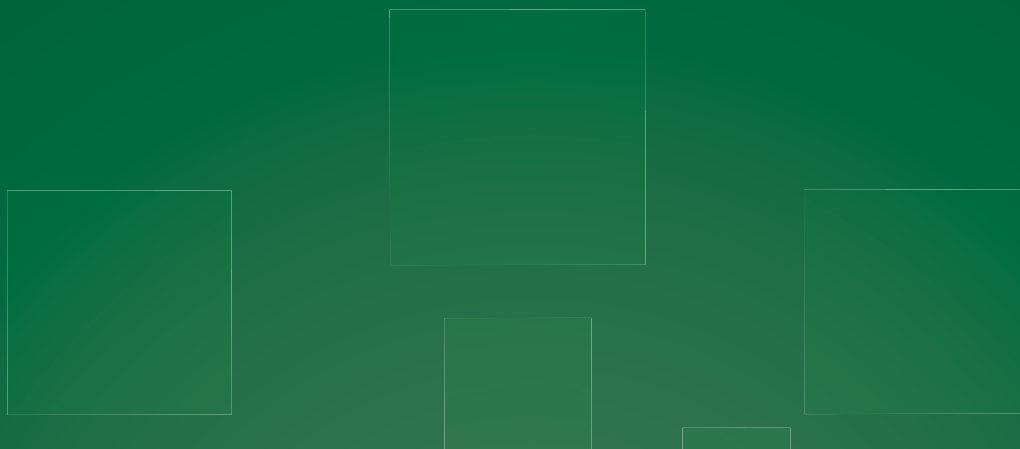


OUR WORK 2013 -2014

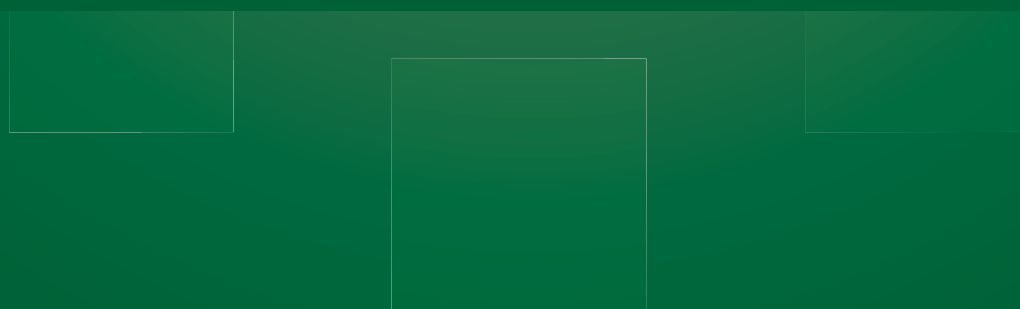


Promoting financial inclusion in Tanzania

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Abbreviations

AgFims	Agricultural Finance Markets Scoping Survey
AHI	Access for Households and Individuals
AKF	Aga Khan Foundation
ARD	Agriculture and Rural Development
BoT	Bank of Tanzania
CMSA	Capital Markets and Securities Authority
CRDB	Cooperative Rural Development Bank
DANIDA	Danish International Development Association
DFATD	Canadian Department of Foreign Affairs, Trade and Development
DFID	Department for International Development
DFS	Digital Finance Services
DSE	Dar es Salaam Stock Exchange
FES	Financial Education Secretariat
FSDT	Financial Sector Deepening Trust
GoT	Government of Tanzania
KFCB	Kagera Farmers' Cooperative Bank
MuCoBa	Mufindi Community Bank
MSME	Micro Small and Medium Enterprises
NMB	National Microfinance Bank
NMP	National Microfinance Policy
NPS	National Payments System
PIC	Project Investment Committee
PRIDE RFW	PRIDE Rural Financial Window
SACCO	Savings and Credit Cooperative
SIDA	Swedish International Development Assistance
SME	Small and Medium Enterprises
TAMFI	Tanzania Association of Microfinance Institutions
TIMAP	Tanzania Informal Microfinance Association of Practitioners
TIRA	Tanzania Insurance Regulatory Authority
VSLA	Village Savings and Loan Association
YOSEFO	Youth Self Employment Foundation

CHAIRPERSON'S NOTE



On behalf of the funders of Financial Sector Deepening Trust Tanzania (FSDT) and the Project Investment Committee (PIC), I am pleased to write this introductory note. As donors, our main responsibilities are ensuring proper governance and providing for regular and predictable funding, and evaluating performance.

Governance

The trust is governed by the trustee – Rex Attorneys and a Project Investment Committee (PIC) which is composed of 8 members - 4 donor representatives, one trustee representative, one Bank of Tanzania representative and one independent member. We have put in place a robust governance structure that allows for appropriate flexibility while ensuring accountability.

Funding

The primary funders of FSDT have been the Canadian Department of Foreign Affairs, Trade & Devt (DFATD), the U.K. Department for International Development (DFID), Swedish International Development Cooperation Agency (SIDA), Danish International Development Assistance (DANIDA), and the Government of the United Republic of Tanzania. For the 2012-2017 strategy period we are pleased to welcome a new funder – the Bill & Melinda Gates Foundation. We are confident that FSDT will continue to have the funding necessary to undertake innovative and challenging projects.

We believe that during the period 2013-2014, FSDT has made a significant impact in promoting financial inclusion in Tanzania. I would like to thank the Trustee, fellow PIC members, the management and staff of FSDT and all FSDT partners for their support in these efforts.

Gillian Rogers

Chairman, PIC

DIRECTOR'S NOTE



This report covers the activities undertaken during the first two years of our third strategic plan for the period July 2012 to June 2017. FSDT's purpose is "to build a capable financial sector that can deliver the products and services to meet the financial needs of poor Tanzanians and micro, small and medium enterprises on a sustainable basis."

Our work is guided by the making markets work for the poor (M4P) approach which aims to develop market systems that benefit poor people, offering them capacities and opportunities to enhance their lives.

Financial Inclusion

Tanzania has made significant strides in improving financial inclusion. The Finscope survey 2013 showed that financial exclusion has halved from 2009 to 2013 from 55.4% to 26.8%. Formal access using bank products has increased from 9.1% to 13.9% while formal access using non bank products has also increased from 6.7% to 43.9%.

Our Portfolio

As at 30 June 2014 we had 38 ongoing projects. Our portfolio is quite balanced in terms of macro, meso and micro level projects. In this report we provide summaries of 16 projects across levels, theme areas and sizes in order to provide an overview of our work.

Whatever results we achieve are largely due to the success of our partnerships with our project sponsors and funders. I wish to express my sincere appreciation to those who have accompanied us on this exciting journey and we look forward to working together in the future.

Sosthenes Kewe

Executive Director

FINANCIAL SECTOR DEVELOPMENTS

Financial services in Tanzania are provided by several institutional types – which can broadly be grouped into formal, semi-formal, and informal.

Formal Providers

Formal financial service providers include commercial banks and community banks. These are licensed and regulated by the Bank of Tanzania. The formal providers have increased from 47 as at December 2011 to 53 as at December 2013. During the same period the total banking sector assets increased from TZS 14,537 billion to 19,523 billion in 2013. There has also been a significant increase in bank outreach. The number of bank branches has increased from 503 to 642 while the total number of ATMs increased from 1,117 to 1,526.

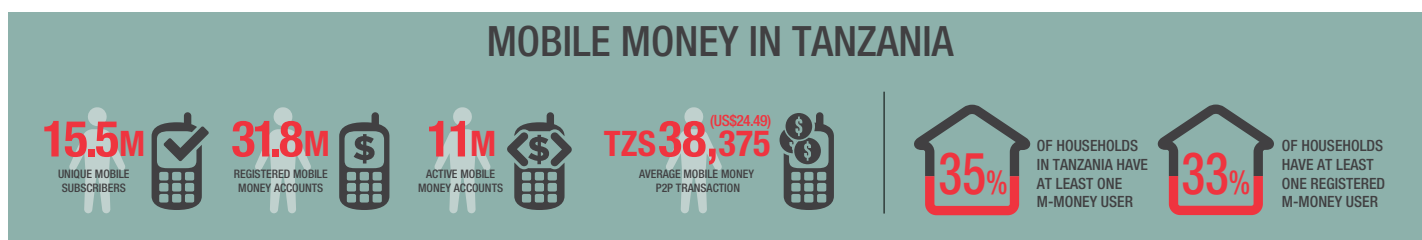
The growth in mobile financial services has continued during 2013-2014. The number of registered accounts increased from 21.1m as at December 2011 to 31.8 m as at December 2013. The number of active accounts also increased from 3.7m to 11m and the number of agents grew from 83,795 to 153,369.

Informal Providers

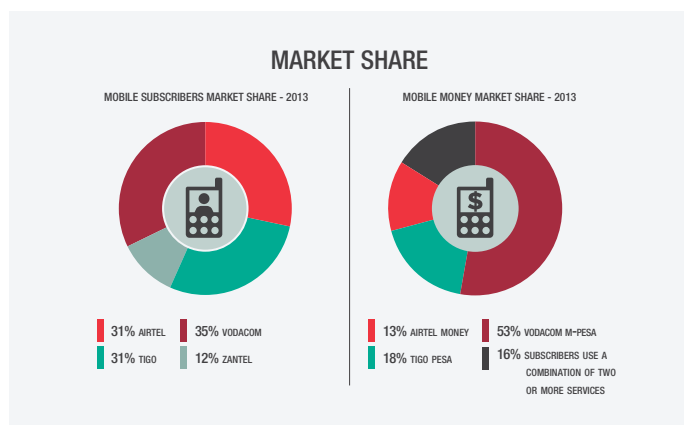
Informal providers include Rotating Savings and Credit Associations (ROSCAs) and Village Savings and Loans Association (VSLAs) or Village Community Banks (VICOBA). They are the most widely used providers of financial services in Tanzania.

Semi-formal Providers

There are an estimated 5,300 SACCOs and 100 MFIs operating in Tanzania. However, put together they only serve around 850,000 clients (4.3% of the adult population). Many of the semi-formal sector financial institutions are very small and inefficient and they tend to concentrate on the urban/peri-urban areas. Mobile financial service providers are also considered “semi-formal”.



Source: Enabling Mobile Money Policies in Tanzania - February 2014



Source: Enabling Mobile Money Policies in Tanzania - February 2014



Policy Environment

The Government of Tanzania and Bank of Tanzania have taken a leadership role in promoting a suitable policy and regulatory framework.

There are three key policy statements that provide the impetus for financial sector development and for financial inclusion in particular.

- **The Second Generation Financial Sector Reform Programme (SGFSRP):** This was launched in 2008 and sets out an extensive range of financial sector reforms for Tanzania. It sets out specific initiatives, most of them relating to the banking sector as a whole, and supporting services such as payments systems and credit reporting. Notable regulatory initiatives include the Microfinance Company Regulations and the guidelines for mobile financial services and agency banking.
- **Maya Declaration:** In 2011 the Bank of Tanzania, as a member of the Alliance of Financial Inclusion (AFI) signed up to the Maya Declaration. The Maya declaration is the first global and measurable set of commitments by developing and emerging country governments to unlock the economic and social potential of the 2.5 billion “unbanked” people through greater financial inclusion.

“We commit to delivering concrete financial inclusion outcomes for the developing world to provide sustainable, relevant, cost-effective, and meaningful financial services for the world’s financially unserved populations.”

**From the Maya Declaration
AFI Global Policy Forum 2011, Mexico**

The Bank of Tanzania’s declaration includes the following statements:

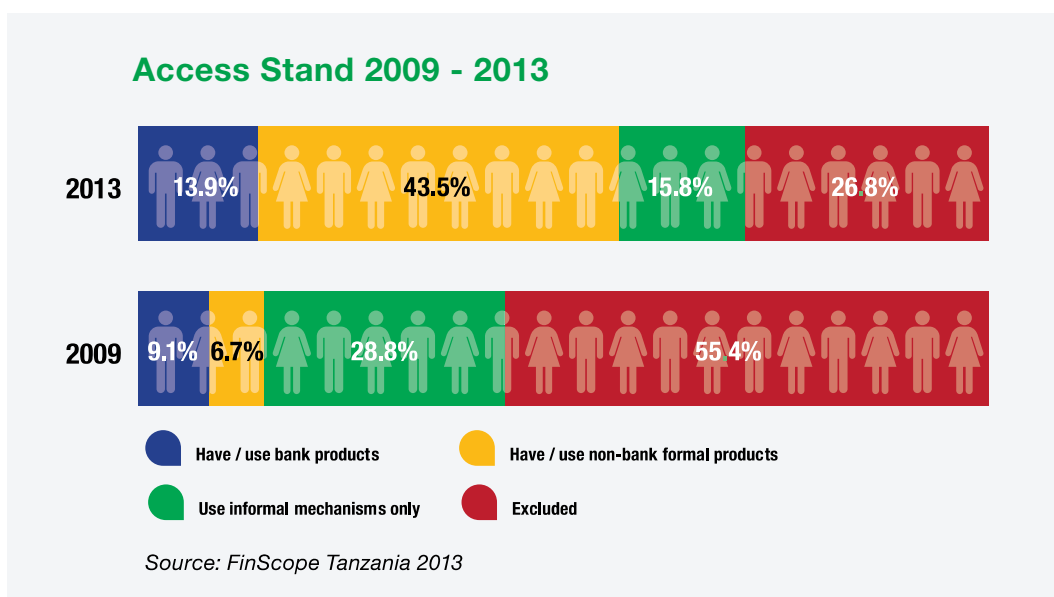
The Bank of Tanzania is committed to:

- Continue to be part of the formulation of the AFI strategy and taking action. And, to continue sharing experiences and knowledge from our diverse membership; and
- To achieve Bank of Tanzania’s goal to increase financial access by up to 50% of the population by 2015. In order to achieve this important goal, we also commit to:
 - Implement interoperability solutions for efficiency and affordability for increased access by 2013
 - Spearhead the development of a comprehensive consumer protection and education framework in collaboration with other stakeholders
 - “Promote the development of agent banking”
- **National Financial Inclusion Framework:** The Framework was prepared with the assistance of FSDT and was officially launched in December 2013. It is a commitment voice from financial inclusion stakeholders in Tanzania from the private and public sector. They have documented the barriers and key core enablers to be implemented with the objective of spurring financial inclusion in Tanzania. An Action Plan that articulates key priority areas will be implemented by each stakeholder. The priorities areas for implementation include:
 - Proximity: Enhancing and implementing access channels, such as Agent banking, mobile telephony financial services, point of sales, stand alone ATMs, POS and a regulatory framework that creates conducive environment for growth of financial inclusion;
 - Robust Electronic Platforms: Improving, developing ICT payment platforms that facilitate cost effective and secure access to financial services;
 - Robust information and easy client on-boarding: Implementing, monitoring and enhancing use of credit bureaus, proportionate Know Your Customer requirements and improved ID system that is linked to financial systems; and
 - Informed customers and consumer protection: Implement financial consumer protection mechanism and national financial education framework.

THE CHALLENGE OF FINANCIAL INCLUSION

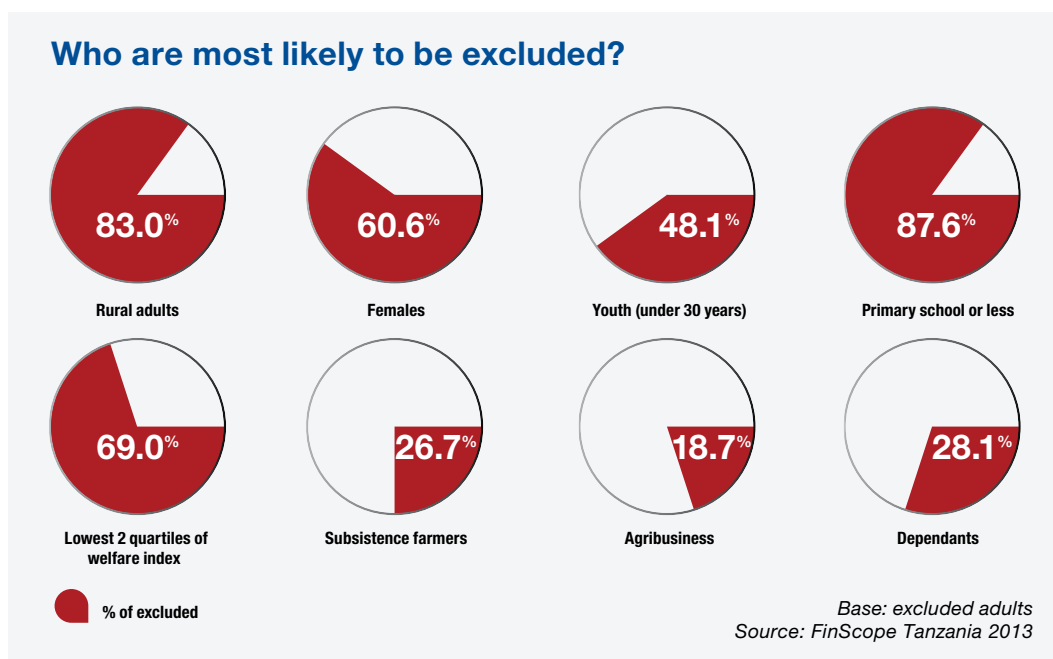
Tanzania has made significant strides in improving financial inclusion. The Fin scope survey 2013 showed that financial exclusion has halved from 2009 to 2013 from 55.4% to 26.8%. Formal access using bank products has increased from 9.1% to 13.9% while formal access using not bank products has also increased from 6.7% to 43.5%.

However significant challenges remain. One is increasing the level of formal access. The Bank of Tanzania, in embracing the financial inclusion agenda, has set a formal access target of 50% by 2016 with mobile financial services and agency banking as core enablers.



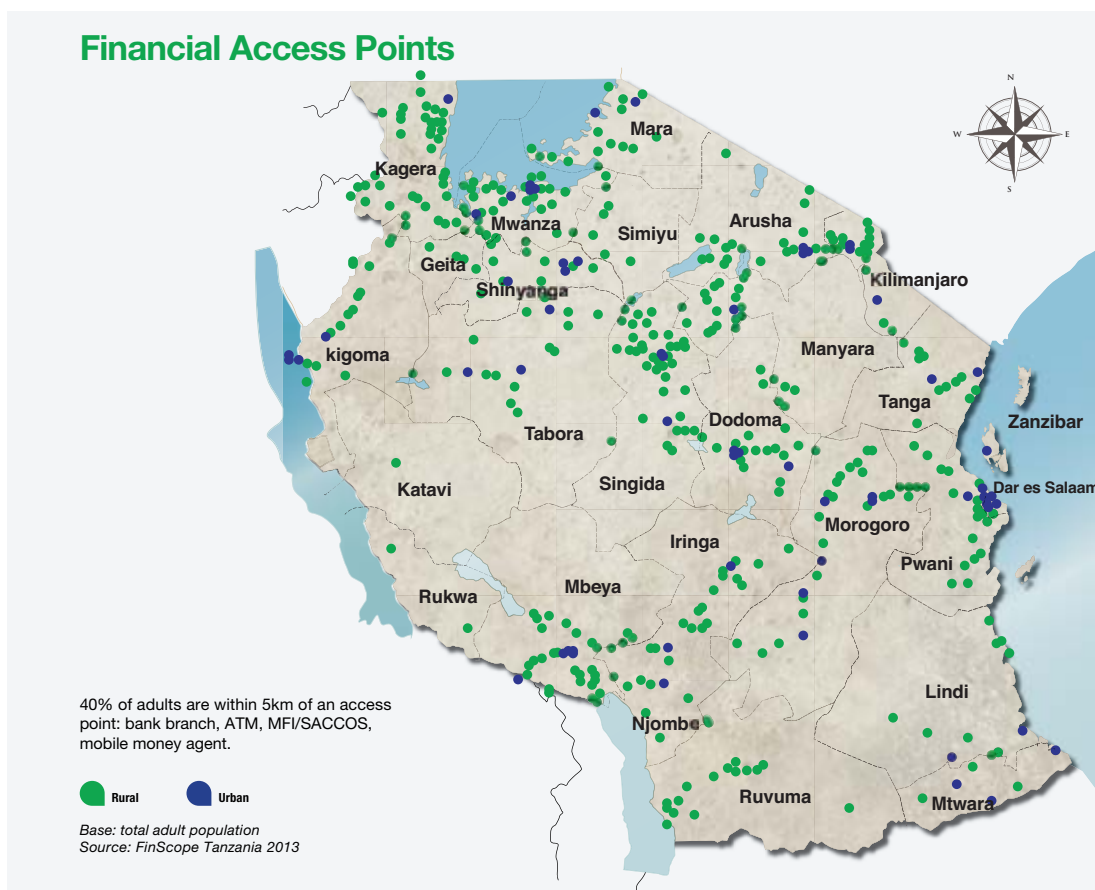
Other challenges include geography (83% of those excluded are in the rural areas), gender (60.6% of those excluded are female) and education (87.6% of those excluded have primary education or less).

A major part of the FSDT strategy for 2013-2018 is focused on supporting efforts to address these challenges.

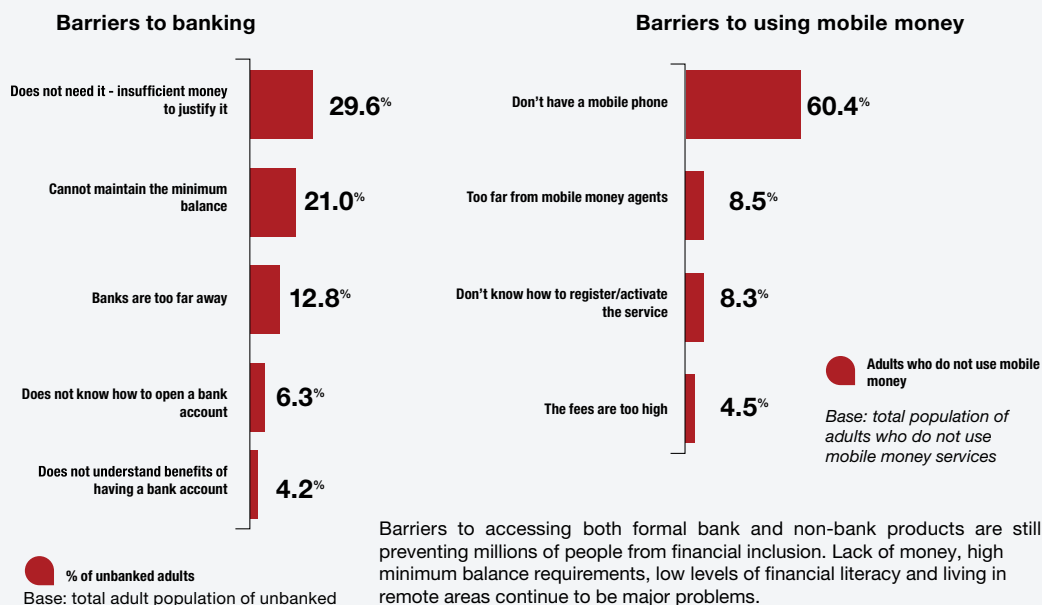


Other barriers to access and inclusion (both actual and perceived) include high minimum balance requirements and low levels of financial literacy.

One of the key challenges to increased financial inclusion is physical access. Only 40% of adults are within a 5km radius of a bank branch, ATM, MFI, SACCOS or a mobile money agent.



Barriers to Access and Inclusion



OUR APPROACH

Our **mission** is to generate sustainable improvements in the **livelihoods of poor households** through reduced vulnerability to shocks, increased incomes and employment.

Our **vision** is to achieve **improved capacity and sustainability of the financial sector** to meet the needs of MSMEs and poor men and women and to contribute to economic growth.

Strategic objectives:

1. Improved policy, institutional, legal and regulatory framework, and data gathering and dissemination;
2. Enhanced market infrastructure and support services for financial services providers;
3. More and better financial services available to meet the needs of urban and rural enterprises
4. More and better financial services available to meet the needs of poor urban and rural households and individuals.

FSDT Approach and Theme Areas

FSDT uses the Making Markets work for the Poor (M4P) approach. This is an approach to developing market systems that benefit poor people, offering them capacities and opportunities to enhance their lives. The approach requires working at three levels:

1. Macro – supporting the policy and regulatory framework
2. Micro – supporting the retail providers who actually deliver the financial services
3. Meso – supporting the development of other services on which retail providers depend.

FSDT supports projects that fall into three thematic areas (a) agricultural and rural finance (b) remote access banking and (c) micro small and medium enterprise (MSME) finance. FSDT also gives priority to those projects that deal most effectively with the cross cutting themes of gender and youth.

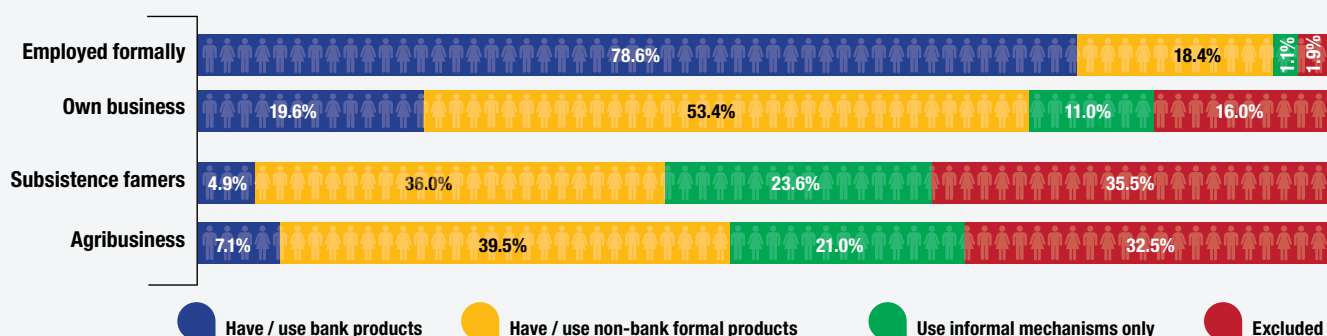
Agricultural and Rural Finance

Tanzania's economy is largely agricultural, with over 78% of the working population relying on this sector. Agriculture contributes a sizeable proportion of the GDP, a major source of foreign exchange earnings and food security. Agricultural finance in Tanzania has traditionally been limited to providing credit to large agricultural producers and processors. FSDT supports the development of financial products for small-scale farmers particularly in the provision of credit, insurance and payments facilities.

In the rural finance area, FSDT supports the building of sustainable systems at the grass root level. The key driver in this area is support of informal financial institutions (IFIs), popularly known as "savings groups". The IFIs are channels such as Village Savings and loans (VSLAs), Village Community Banks (VICOBAs), Savings and Credit Associations (SACAs), and Rotating Savings and Credit Associations (ROSCAs).



Access strand comparison by main source of income



Source: FinScope Tanzania 2013

MSME Finance

The importance of Micro, Small and Medium Enterprises (MSMEs) for economic competitiveness and growth, employment and poverty reduction is widely recognized. However, the inability of SMEs to access financing remains one of the most frequently cited constraints to growth. There are demand-side barriers such as lack of viable business plans, lack of collateral, absent or patchy record-keeping and a poor repayment culture among business owners. Supply-side barriers include a small number of banks with the interest or capability of serving SMEs and a low level of innovation leading to very limited offer in the range of appropriate products for financing SMEs. FSDT projects in this theme area are focused on promoting cash-flow based lending, value chain financing, lease financing and development of SME tailored credit scoring methods.

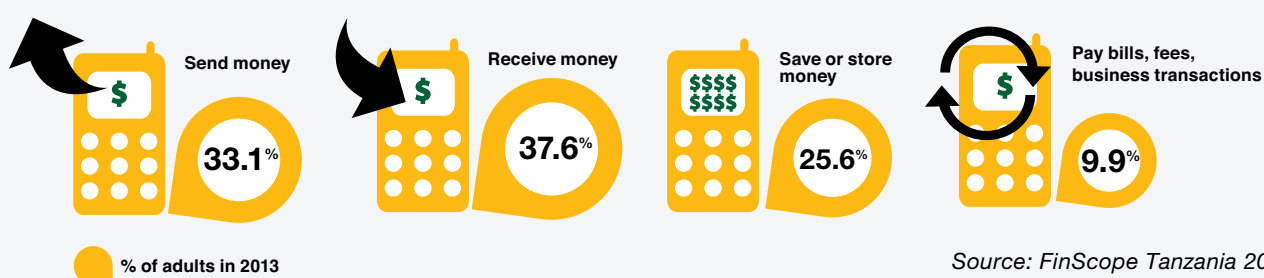
Digital Finance

FSDT defines remote access finance as access to electronic/digital financial services through non-traditional banking infrastructure. This entails the use of alternative delivery channels that are largely driven by mobile technology agency banking models.

FSDT works with regulators to create a suitable enabling environment for mobile financial services and agency banking. Furthermore, in partnerships with financial institutions and mobile network operators to improve the proximity of financial services to where people live and transact.

The use of mobile financial services has great potential. The major factor in the increase in overall inclusion from 44.6% to 73.2% was the increase in use of semi formal providers.

How mobile money is used



Source: FinScope Tanzania 2013

PORTFOLIO OVERVIEW

FSDT's portfolio consisted of thirty nine on-going projects as at 30 June 2014. The portfolio can be looked at in two ways: by level of activity or by theme areas.

Activity level

There are three activity levels that correspond to FSDTs approach. These are Policy (Macro) level, Industry (Meso) level, and Institution (Micro) level.

Macro: These are legislation, supervision and data collection that set the basic framework within which financial service providers operate. Examples of macro projects are the National Financial Inclusion Framework and the Natino Microfinance Policy

Meso: These are industry level projects that help build the sector and promote services that can enhance market development. Examples of meso projects and mobile network operators interoperability and the Dar es Salaam Stock Exchange Enterprise Growth Market.

Micro: These projects provide support to retail providers who actually deliver financial services. Examples of micro projects include Mbinga Community Bank, BRAC, FINCA, Pride and Yosefo.

Theme areas

Initially, FSDT had three theme areas: Access for Household and Individuals (AHI), Agricultural and Rural Development (AGR) and SME development (SME). The theme areas for the 2013-2018 strategy period are AGR, SME, and Digital Financial Services (DFS).

Access for Households and Individuals (AHI): These projects formed the bulk of FSDTs initial portfolio. FSDT's early projects fell under this theme. The Finscope survey and the majority of the micro level projects are in this theme area.

Agriculture and Rural Development (AGR): This theme area began in 2007. Two staff positions were created in 2010. Projects in this theme area include AgFiMS, NMB Agra, and CARE-VSLAs.

Small and Medium Enterprises Development (SME): This theme area was also introduced in 2007 and was staffed in 2010. The key projects in this theme area include Access Bank and the SME Innovation Challenge Fund.

Digital Financial Services (DFS): This theme area was introduced in xx and was staffed in xx. The key projects in this theme area include National Financial Inclusion Framework and implementation, and Mobile Financial Service Interoperability.



Portfolio Quality

FSDT uses a three colour system to rate the quality of the portfolio. All the projects are rated on a quarterly basis. Projects with a green status are “projects on track” and are performing as expected. Projects with an amber status are those “requiring medium attention”. Projects with a red status are those “requiring highest attention”.

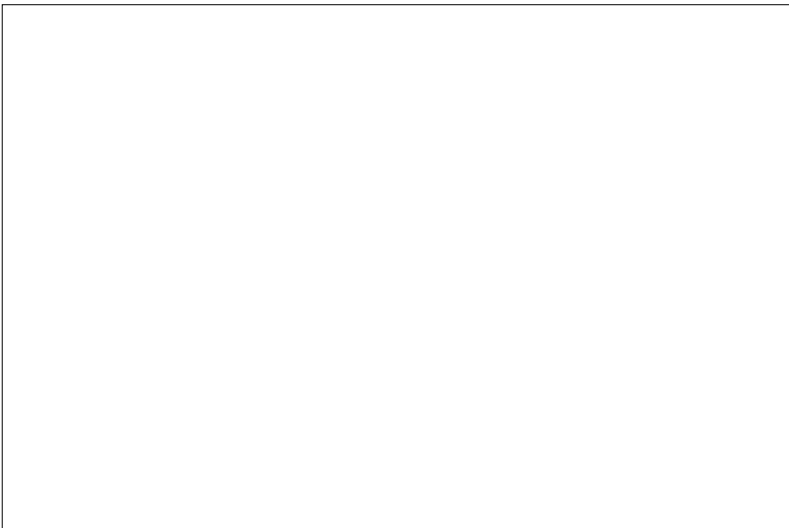
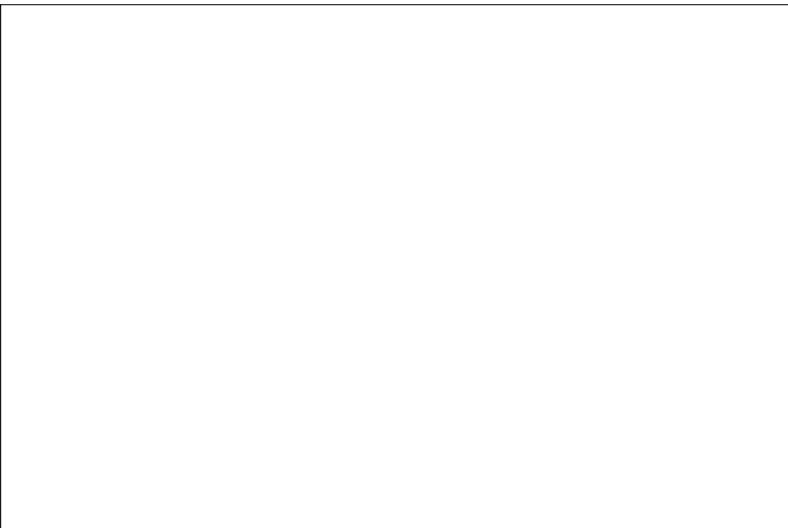
The portfolio status as at 30th June 2014 is as shown in chart XX.

RAVI TO ADD

Sample of Projects

The following pages provide details of a sample of projects that FSDT actively supported during 2013-2014. This sample has been chosen to give an overview of FSDT’s activities and portfolio. The sample includes a variety of projects in terms of theme area, size, success and type of activity.

Macro
National Financial Inclusion
National Microfinance Policy
Financial Capability Baseline Study
CMSA – Capacity Building
Meso
Mobile Financial Service Interoperability
Dar es Salaam Stock Exchange - EGM
CRDB – Integrated Model
Micro
AKF – Boresha Maisha
Pride – Rural Finance Windows
VisionFund
Yosefo
First Access
KFCB
FINCA



MACRO LEVEL PROJECTS

National financial inclusion framework

Since 2012, FSDT has worked with the Bank of Tanzania to establish a common understanding on the vision, core enablers/drivers, priority areas of policy intervention and for financial inclusion. In 2013, the National Council for Financial Inclusion was established and the national financial inclusion framework 2013-2016 was launched. This document clearly maps the road to financial inclusion and the roles that each financial stakeholder has to play.

National Microfinance Policy

FSDT supported the Ministry of Finance to undertake a review of the National Microfinance Policy 2000 and to develop a new National Microfinance Policy. The overall objective of the NMP 2015 is to guide the evolution of an efficient and effective microfinance system in the country that serves as a basis to expand and deepen financial inclusion through the provision of diversified financial services. The NMP 2015 is intended to integrate microfinance institutions into the mainstream financial system with the flexibility that ensures that their special features are not compromised.

Financial Capability Baseline Study

FinCap was a follow on to the National Financial Education Framework project, which was also supported by FSDT. The project included a nationwide survey aimed at establishing baseline data that was required to inform financial education initiatives and as well as to anchor the monitoring and evaluation of any initiatives carried out under the Financial Education Framework.

The study team was required to define financial capability in the Tanzanian context; determine indicators of financial capability.

CMSA – Capacity Building

FSDT supported the Capital Markets and Securities Authority (CMSA) to build its capacity to regulate the new Enterprise Growth Market segment (EGM) at the Dar es Salaam Stock Exchange. The EGM is meant to cater for small and medium size enterprises wishing to raise long-term capital from the stock exchange. CMSA as a regulator of capital markets needed to be conversant with the regulatory framework of the EGM and for certification of Nominated Advisors (NOMADs). FSDT supported CMSA to undertake study visits to three chosen markets with alternative stock markets. FSDT also supported the training of 40 potential NOMADs.



MESO LEVEL PROJECTS

Mobile Financial Services Inter-Operability

The challenges facing the growing mobile financial services industry include costly and inefficient bilateral arrangements and agent network duplication. In addition, there is mounting pressure for the services to become “interoperable”. In this context FSDT has been providing support for the creation of a set of interoperable standards for mobile financial services. Project activities include producing a market demand study of consumer and agent needs and helping an industry-led working group to lead and shape the discussion.

DSE – Emerging Growth Market Segment

The project was intended to reposition the DSE in the market and inform the public on the opportunities available to raise long-term capital on the EGM segment. FSDT support allowed the DSE to review existing SME Training Manuals and translation into Swahili. Initially, over 7,500 copies of reviewed and translated SME Training manuals were produced. DSE also launched a country-wide SME training programme that covered 25 regions.

CRDB Integrated Model

FSDT is supporting CRDB to develop an integrated retail and wholesale microfinance services model via different outlets linked by technology. CRDB is introducing new alternative marketing and service delivery channels, notably by setting up smaller outlets, increasing the number of mobile bank units, and linking all these alternative channels electronically to its growing network of permanent bank branches. In the new model, the permanent bank branches act as the hubs for each designed geographical cluster of service points.



MICRO LEVEL PROJECTS

AKF – Boresha Maisha

The Aga Khan Foundation (AKF) facilitates the Boresha Maisha project as a component of its Coastal Rural Support Programme that it is implementing in Mtwara and Lindi regions. They are among the regions with the least access and usage of financial services. The project involves the formation of Community Based Savings Groups (CBSGs). By December 2014, the project was working with 8,259 groups. The total, first implemented in Iringa, CBSG membership was 159,277 of which 105,112 (66%) were women.

PRIDE Rural Financial Window Project

PRIDE RFW which is a subsidiary company of PRIDE Tanzania, is the project implementer of the rural financial window project. The main objective of the project is to establish additional branches in the country in order to provide financial services to small holder farmers. FSDT support has facilitated the development of new products, increased outreach, and full institutionalization of Pride RFW. By 2014 the project had been replicated to a total of 13 branches, with more than 16,000 active borrowers.

VisionFund

FSDT supported SEDA, a microcredit NGO based in Arusha, to transform to a microfinance company (MFC) limited by shares. FSDT's support was used to upgrade SEDA's MIS system, training of staff, and improving the branch infrastructure. FSDT also funded technical assistance on legal, taxation, marketing, products design and re-branding and the transformation coordinator. After a successful transformation process SEDA is now known as VisionFund Tanzania Microfinance Company Limited (VFT-MFC), which has been licensed by the BOT to accept deposits. VFT-MFC is now fast growing with a customer base of 35,000 clients of which 5,000 are small holder farmers.

YOSEFO

YOSEFO is a microfinance institution with client focus on youth and women. FSDT supported YOSEFO to expand the outreach of its microfinance program. The target was to increase Yosefo's client base from 15,000 to 61,000 clients and 40,000 mobile banking users by year four of the project. The project also aimed to increase the capacity of YOSEFO for outreach and sustainable delivery of financial service. YOSEFO is also in the process of transforming into a deposit-taking microfinance institutions and will be known as Yetu Bank.



First Access Finance

First Access is a data analytics company that predicts risk for individuals who have never held a bank account, using their prepaid mobile data. Innovative cloud-based software connects First Access to mobile carriers and financial institutions, enabling credit scoring in the market. First Access's key objective is to reduce the cost of lending and borrowing capital in informal markets. FSDT provided support to First Access to implement a pilot. Since the pilot, two Microfinance banks and one MFI are already purchasing and using scores from the model.

Kagera Farmers Cooperative Bank

FSDT provided support to Kagera Farmers Cooperative Bank to expand its service provision to a greater number of people in the Kagera region. The project supported the improvement of the MIS system and the piloting of rural finance. The objective was to bring and additional 30,000 people into the financial system. The project supported KFCB to improve linkages with semi-formal institutions (SACCOS), informal groups and other service providers.



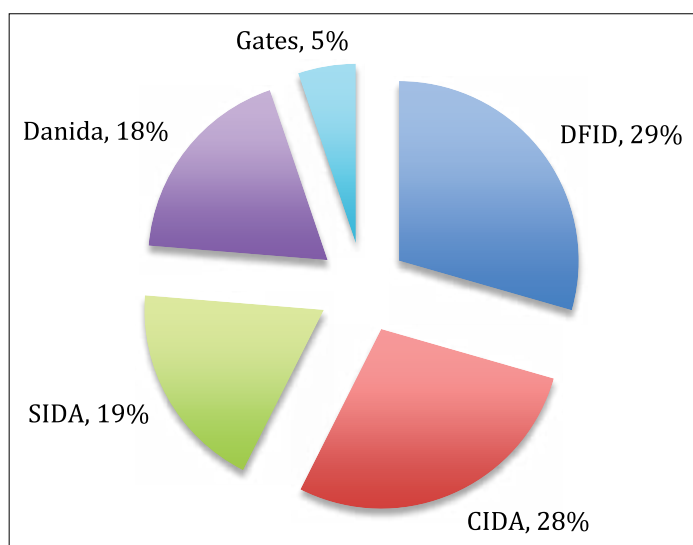
FINANCIAL OVERVIEW

FSDT has continued to support innovative new projects due to strong support from funders. Over the period from 2013-2014, FSDT received USD 19.2 million in funding. As of 30 June 2014 FSDT's total assets were USD 11.5 million.

Funding

The major funders of FSDT have been Canadian DFATD, DFID, Swedish SIDA, DANIDA and the Government of Tanzania via the World Bank funded Private Sector Competitiveness Project. A new funder for the 2013-2018 strategy period is the Bill & Melinda Gates Foundation. The breakdown of funding received in 2012 -2014 is illustrated in Figure 1 and in Table 2 on page 15.

Figure 1 : Funding by donor (2013-2014)

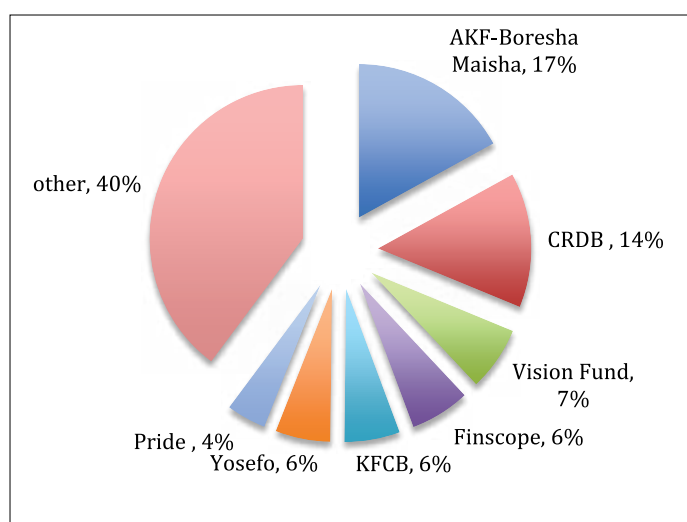


Project Expenditure

The total project expenditure over the period was USD 18.6m, an average of USD 9.3m per year. This is a significant increase over the expenditure for period from 2007-2012 which averaged USD 7.66 million per annum.

At project level the 7 largest projects were Aga Khan, CRDB, VisionFund, FinScope Tanzania 2013, KFCB, YOSEFO and PRIDE. Together they accounted for 60% of total project expenditure. (see Figure 2)

Figure 2: Largest Projects



Management Expenditure

FSDT's management expenditure consists primarily of staff costs and governance costs. Staff costs include all salaries and benefits. The governance costs are comprised of the trustee and finance manager fees, office rent and all overhead expenses. These have averaged about USD 2 million p.a. over the last three years. Management expenditure as a percentage of total expenditure has declined from 24% in 2012 to 18% in 2014.

Income Statement

Year end 30th June (in USD million)

	INCOME	2012	2013	2014
	Grants	4.74	8.04	11.15
	Investment income	0.23	0.24	0.19
	Other income	0.23	0.11	0.28
	Total income	5.19	8.39	11.63
	EXPENSES			
	Project Activities	5.76	9.15	9.51
	Governance Costs	1.03	1.05	1.07
	Staff Costs	0.98	1.02	1.18
	Depreciation	0.03	0.03	0.08
	Exchange loss (gain)	0.56	(0.26)	0.19
	Total Expenses	8.36	10.99	12.05
	SURPLUS (DEFICIT)	(3.17)	(2.60)	(0.42)

Table 1

Grants / Funding summary (USD million)

		2012	2013	2014
	DFID		3.99	1.66
	CIDA	3.00	4.05	1.32
	SIDA	1.73		3.62
	Danida			3.55
	Gates Foundation			1.00
	Total	4.73	8.04	11.15

Table 2

Balance Sheet

Year end 30th June

		2012	2013	2014
	Property and equipment	0.08	0.07	0.24
	Intangible assets		0.02	0.01
	Long term receivables	1.75	5.09	4.23
	Redeemable Preference Shares	0.32	0.32	0.32
	Total non current assets	2.15	5.49	4.80
	Other receivables	0.08	0.40	0.28
	Fixed deposits	1.51	0.52	0.38
	Cash and Cash Equivalents	10.64	5.44	5.99
	Total current assets	12.23	6.47	6.65
	TOTAL ASSETS	14.38	11.96	11.45
	FUNDS AND LIABILITIES			
	Accumulated funds	13.96	11.49	11.07
	Other payables	0.42	0.48	0.38
	TOTAL	14.38	11.97	11.45

Table 3

ONGOING PROJECTS [as at June 30, 2014]

	Project	Objective
1	National Financial Inclusion Framework	Support the Bank of Tanzania and financial inclusion stakeholders to develop a framework aimed at addressing broad barriers that limit financial inclusion by establishing infrastructure and to support growth of appropriate financial services.
2	National Microfinance Policy	Review the implementation of the NMP since its establishment in 2000. Support formulation of new policy.
3	Financial Capability National Baseline	Define and establish baseline criteria and data in order to guide future targeted capability interventions.
4	Financial Education Secretariat (FES)	Support the Financial Education Secretariat at the Bank of Tanzania to implement the Financial Education Framework.
5	National Payments	Facilitate the development of National Payments System Act of Tanzania.
6	Agricultural Finance Markets Scoping Study	Obtain good quality information on the nature of demand for and supply of agricultural finance.
7	MSME Baseline Survey	Quantify and profile the demand for financial services by SMEs, and to identify barriers to access in order to provide a sound basis for making policy recommendations.
8	Capacity Building for Ministry of Finance	Support the improvement of knowledge and skills for effective and efficient implementation the Financial Sector Policy Plan.
9	SACCOS Regulations	Facilitate the review of the draft General Cooperative Societies and SACCOS Regulations in order to align them with the new Cooperative Act of 2013.
10	Census of Cash Outlets	To obtain geospatial supply side data of financial services, documenting all the cash outlets and to build capacity of the regulator and the private sector in using geospatial analysis in making strategic decisions.
11	Leasing Environment	Review and assess the current leasing operations environment in Tanzania in order to provide recommendations for further developments of the leasing business.
12	SME Innovation Challenge Fund	Stimulate innovations by financial sector players focusing on products, processes or models in order to deepen financial services for SMEs
13	SME Finance Industry Forum	Gather and exchange new information to spur development of the SME sector and to improve communications with stakeholders and potential partners
14	Capital Markets and Securities Authority	Support the Capital Markets and Securities Authority in capacity building for developing and supervising the Enterprise Growth Market (EGM) Segment
15	Dar es Salaam Stock Exchange	Support the Dar es Salaam Stock Exchange to operationalise the new EGM segment by carrying out a country wide public awareness campaign.
16	CRDB - Integrated Model	Support CRDB in developing and implementing an integrated retail and wholesale microfinance services model via different technology linked outlets.
17	TIMAP	Facilitate the establishment of the Tanzania Informal Microfinance Association of Practitioners, a network informal financial groups.
18	CRDB - SACCOS Capacity Enhancement	Support CRDB Microfinance Services Company Ltd in building the capacity of SACCOs.
19	Skills Inventory Study	Facilitated a comprehensive audit of existing skills in Tanzania's financial sector in order to provide a better understanding of the current key skills gap
20	Review of credit guarantee schemes	Review the performance of credit guarantee schemes across the globe and particularly in developing countries to gain best practices as well as learn key areas of improvement.

	Project	Objective
21	Review of Community Banking Model	Diagnostic to identify the barriers and opportunities for financial sector development through analyses of the demand for and supply of financial products and the impact that policy, regulation and supervision has on demand and supply.
22	MFS Interoperability	Work with International Finance Corporation (IFC) and Bank of Tanzania to formulate an agreed path to interoperability by creating a set of standards for digital financial services scheme that will include banks, mobile network operators and the regulator.
23	Capacity Building for SME Focused FSPs	Conduct a diagnostic study of financial service providers to assess their readiness to offer appropriate services and products to MSMEs.
24	Assessment of Informal Groups	Carry out a comprehensive assessment of Informal Financial Groups with the aim of understanding their evolution, characteristics, management and operational features.
25	FINCA	Support FINCA's transformation to enable it to offer a wide range of financial services – loans, savings and money transfer services to previously unbanked clients.
26	Aga Khan Foundation (AKF)	Support AKF to improve the living standards for the poor in Mtwara and Lindi Regions through creating access to sustainable, appropriate and relevant financial services
27	BRAC	Support BRAC to scale up the group lending methodology to increase access to financial services for un-served Tanzanians, with a particular emphasis on women.
28	Mbinga Community Bank	Support MCB to implement its rural outreach expansion programme through the Benki Jamii model
29	Kagera Farmers' Cooperative Bank	Support KFCB to improve its infrastructure to serve the rural market through in the Kagera Region.
30	Mufindi Community Bank	Support the bank to strengthen its capacity and delivery channels in Mufindi (Mbarali district).
31	VisionFund Tanzania (Formerly SEDA)	Support the transformation of Small Enterprises Development Agency (SEDA) into a regulated deposit taking Microfinance Company (MFC).
32	WAMA	Support Wama to bring financial services to the rural poor using the Village Savings and Loan Association (VSLA) methodology.
33	Pride – Rural Financial Window (RFW)	Support replication of Small Scale Rural Agriculture Finance Products in the agricultural value chains, through Rural Financial Windows
34	Advans Tanzania	Support the creation of a Greenfield Micro and Small Enterprise (MSE) bank in Tanzania.
35	Care (Pesa Kwa Wote)	Support Care to To bring sustainable and replicable financial services to the rural poor using the Village Savings and Loan Association (VSLA) methodology.
36	First Access Finance	Social enterprise that aims to assist microfinance institutions reach further into the informal sector by using new consumer records like prepaid mobile transactions and mobile money data to evaluate credit worthiness of applicants via text message (SMS) at the point of sale
37	EFTA / Peak II	To support Equity for Africa Tanzania to expand access to finance to underserved small businesses through high impact financial leasing services and enterprise support.
38	Advans SME Bank	To support the creation of a Greenfield Micro and Small Enterprise (MSE) bank in Tanzania.

FSDT PARTNERS 2012 - 2014

Government / Regulators	Bank of Tanzania Ministry of Finance Capital Markets and Securities Authority (CMSA)	Ministry of Agriculture and Food Security National Bureau of Statistics Tanzania Insurance Regulatory Authority (TIRA)
Financial Service Providers	CRDB Bank Dar es Salaam Stock Exchange Kagera Farmers' Cooperative Bank Mbinga Community Bank MIC Tanzania (Tigo) Mkombozi Commercial Bank Mufindi Community Bank	First Access Advans Tanzania Equity for Africa (EFTA) Vodacom Tanzania Pride Rural Financial Window
Non-profits / Industry Associations	Aga Khan Foundation BRAC FINCA VisionFund Tanzania Care VSLA WAMA WAT Housing Microfinance	Tanzania Association of Microfinance Institutions (TAMFI) Tanzania Informal Microfinance Association of Practitioners (TIMAP)
Development Partners	DFID Embassy of Denmark Department of Foreign Affairs, Trade and Development Canada Swedish International Development Cooperation	Access to Finance Rwanda EFiNA (Nigeria) Finmark Trust FSD Africa FSD Kenya FSD Mozambique FSD Zambia





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