



**Report of an Awareness Session and Assistance on Access to Credit
for Investors and Entrepreneurs Organized by Katsina Investment
Promotion Agency**

On 12th September, 2024 at Katsina Motel.

INTRODUCTION:

This report summarizes the proceedings of awareness session and assistance to credit for investors and entrepreneurs organized by Katsina Investment Promotion Agency held on 12th September, 2024 at Katsina Motel. The session aimed to promote awareness and understanding of credit options, financial management and regulatory requirements among investors and entrepreneurs.

The program was designed to address the challenges faced by businesses in accessing credit, and provide platform for knowledge sharing, and collaborations.

The session brought together 100 participant, including investors, entrepreneurs, professional bodies, leadership of business organizations in the state, financial experts and regulatory officials.

This report captures key points, main themes, and recommendations emerging from the session and provide comprehensive overview of the discussion and outcomes

OBJECTIVE:

The objective of the session is to:

1. Fulfillment for one of the DLI 4 eligibility criteria for SABER program
2. To educate 100+ entrepreneurs on access to credit.
3. To facilitate partnership between financial institutions and businesses

4. To provide match making and linkage between investors, entrepreneurs and credit institutions
5. To develop followup mechanism for monitoring progress

PROGRAM OF EVENT

OPENING PRAYER:/ NATIONAL ANTHEM

The program started by 11:05 with an opening prayer by a volunteer among the participant.

Key Note Address: In a key note address the Director General and chief host at the occasion, Alhaji Ibrahim Tukur Jikamshi welcomes the participant at the awareness session and informed them that the gathering is to discuss on "Access to Credit" which is a critical component of business development. He expresses his delightedness to the participant for taking time to attend the occasion. He said the session is a match making event between investors, entrepreneurs and the financial institutions which is an integral part of the ongoing effort to enhance business environment, particularly in the present challenging times.

Alhaji Ibrahim Tukur highlighted on the activities of State Action committee ongoing Business Enabling Reform in the state. According to Jikamshi, Nigeria ranked 170 in 2014 on Ease of Doing Business global index, and in 2020, it ranked 131, indicating an improvement from 53.4 to 56.9 percent.

He said 'Katsina ranks fifth in the nation ease of doing business and will continue to implement the reforms in that regard"

Alhaji Tukur further stated that by the end of the session, the participant will gain a better understanding of the credit landscape and how to navigate it. The participant will learn about the opportunities and Challenges, and most importantly

the participant will be informed on decision about accessing credit for their businesses.

He said, the session will discuss on the importance of credit, financial management and risk assessment in assessing credit. He welcomed the resource persons and calls on the participant to use the occasion and participate actively and gain more insight on how to expand their businesses.

GOODWILL MESSAGE: In a good will message the Honorable Commissioner of Commerce, Industry and Tourism Nahabu, represented by the Permanent Secretary of the Ministry Alhaji Safana, described the session as one of the component of business growth and development. He said access to credit is a fundamental right for all businesses, and shall be a collective responsibility to ensure that this right is promoted. He therefore call on the participant to engage in gaining experience from the session and explore new credit opportunities, foster meaningful connections, and drive business growth.

KEYNOTE ADDRESS AND FLAGGING OFF THE PROGRAMME: The Deputy Governor Katsina State, His Excellency Alhaji Lawal Jobe represented by the deputy chief of staff Katsina State Barrister Aliyu Mukhtar Saulawa commended Katsina Investment Promotion Agency for organizing the event, he said the awareness session had been scheduled at the right time when the state government is implementing programs to ensure support for small and medium enterprise and investment opportunities in general.

Alhaji Jobe said, Katsina State Government had increased investment in the state owned Amana Micro-finance facilities. He said the bank set up 15 branches to enhance access to credit facilities for small businesses at the grassroots. He reiterated the government's commitment to enabling business thrive in Katsina state. He prayed for successful deliberations and declared the session opened.

PAPER PRESENTATIONS:

AGRICULTURAL AND NON AGRICULTURAL FINANCING OF BANK OF AGRICULTURE

The Paper was presented by Shehu Juli Manager Bank of Agriculture. The paper titled Presentation on Eligibility Criteria for Agricultural and Non-Agricultural Financing of Bank of Agriculture.

The presenter provided detailed information on the Bank of Agriculture financing or loans/ credit facilities that are available for the purpose initial investment, expanding existing business to provide enough working capital or to introduce new technology and machines.

The types of business or project financing being offered to investors by Bank of Agriculture are classified into Micro Loans, Micro Loans, on lending, collaboration; special projects, produce marketing and operation feed yourself.

He said Bank of Agriculture provides Agricultural credits finance to support all the activities along the Agricultural value chain for entrepreneurs and investors, rural savings and Micro, Small and Medium Enterprises. (MSME). He said the credit can be accessed by individuals, registered cooperatives, self-help groups, societies and corporate bodies engaged in Agricultural value chain.

KASEDA

How to access KASEDA financial and non financial facilities: The presenter Dr explained that Katsina State Enterprise Development Agency is an agency that is established by the present administration under the leadership of His Excellency DrDikko Umar Radda CON to serve as an agency dedicated to foster economic growth and entrepreneurship in Katsina state with 2billion naira as a takeup.

He said the agency offer various support services, including grants, loans and training programs, to empower small and medium sized enterprises. Applications can be for startups businesses and entrepreneurs, registered small and medium-sized enterprises (SMEs) women and youth-led businesses.

The requirement for application included valid business registration, clear business plan or proposal, and proof of residency in Katsina State. He said applicant must undergo training on business development. Other guidelines and clarification can be access through the agency website: <https://kaseda.ng>.

NISAL MICROFINANCE BANK

3rd Paper Presentation on Requirements of NIRSAL Financial Windows: The presenter Hajiya Saadatu Jawad Yusuf started by introducing the bank as incorporated in 2019 with headquarters in Abuja, the microfinance bank 115 branches across all the 36 states of the federation..

The services of the bank included; providing easier access to credits and other financial services for Small and Medium Enterprises, providing access to cheaper and affordable for smallholder farmers and farming communities, and enhancing financial inclusion.

The presenter said over N561 Billion intervention funds were disbursed to 1million Nigerians through the Targeted Credit Facility (TCG), Agribusiness Small and Medium-scale Enterprises (AGSMEIS), and the Nigeria Youth Investment Fund (NYIF).

NIRSAL Microfinance bank offers variety of financing products tailored to meet the needs of individuals SMEs, and farmers. The meeting requirement includes collateral, and demonstrating capacity to repay are key to accessing NMFB.

JAIZ BANK

The presenter of Jaiz bank took time to explain the operational model of the bank which is "Non Interest Banking" He said Non interest banking is a profitable global phenomenon being practice in nearly 70 countries across the world including United Kingdom, Canada, United State of America, United Arab Emirate, Malaysia, China, and some globally renown banks like HSBC, Citibank and Barclays bank etc.

He said the bank offers different services its features and benefit to customers such as Corporate costumers, Trade and finance (Import and Export), Project finance, Lease to own, Equity based finance, Bonds guarantee, Jaiz corporate current account, Jaiz domiciary account, Term deposit account, individual customers salary current account, Jaiz Auto finance, Jaiz personal account and Jaiz home finance.

The entire feature listed above is non interest banking, and requirements needed for the services are as simple as know your customer KYC.

INTERACTIVE SESSION

The awareness session succeeded in engaging participants, regulatory bodies and the credit institutions in discussions questions and answers on all matters related credits gained more insight on Access to credit for investors and entrepreneurs some of the key discussions are:

- i. Participant complained about risk management especially in business like poultry farming and were provided with the solutions like insurance cover
- ii. One of the participant proudly inform the session that he acquired One Billion Naira (1bn) loan facility from Jaiz Bank which helped him in establishing a Rice Mill, he encouraged the participants to follow the suit in expanding their investment
- iii. Financial institutions and participants were cautioned on the activities of fraudsters who deprive them in the name of getting a loan facility via social media
- iv. The session recommends the establishment of a follow-up mechanism to monitor progress, provide support, and emerging challenges.
- v. Business organizations like Nigeria Union of Roads Transport Workers, urged the financial institutions in offering soft loan to their members

CONCLUSION:

The awareness session on Access to Credit for investors and Entrepreneurs held on 12th September, 2024, at Katsina Motel achieved its objective of creating awareness and understanding of credit options among Investors, Entrepreneurs.

Key take away from the session include:

1. Access to Credit remains significant challenges for Business in Katsina
2. Financial institutions require standard collateral limiting access to Entrepreneurs
3. Capacity building and financial literacy are crucial for entrepreneurs

4. Based on the discussions were urged to educate other people on the available credit facilities
5. Financial institutions are required to review their collateral requirements to accommodate more entrepreneurs
6. Investors and entrepreneurs were urged to develop robust business plans for financial projection and explore alternative financing models and to improve credit worthiness through timely loan repayment
7. It's recommended that more awareness session shall be organize to the investors and entrepreneurs.

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