

Impact Stories Beyond Facts & Figures

Zazawamari Women Group

In Niger State, one of the first beneficiaries of the group lending approach was the Zazawamari Women Group in Nukuchi village, Paiko. The 20 women were involved in the melon and rice processing and sales business. They used the loans to invest in working capital for their businesses. With the surge in sales, the women were able to not only repay their loans but also to gain access to further loans. Now they can contribute to their household finances by setting money aside for the education of their children. Being empowered by increasing income, they decided to pool resources to financially support the secondary school in their community.

'Esusu+' - A Short-Term Loan for Long-Term Benefits

Ms. Akhigde is the owner of a hair dressing parlour. The Esusu+ loan of 250,000 NGN (700 EUR) enabled her to buy a hair dressing machine. She increased her income by 33% and hired an additional employee.

Mr. Akeem, a car salesman, accessed one Esusu+ loan of 400,000 NGN (1,100 EUR) from a partner MFB. He used the loan to acquire an automobile diagnostic machine. His average daily sales increased by 46%, and he now employs two more apprentices.



About Us

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is a federal enterprise with the sole stakeholder being the Federal Republic of Germany promoting international education work and human capacity development. All GIZ projects are based on a specific commission from the German Government and are mainly financed by German tax money. Based on the bilateral agreement between the Nigerian and German governments, GIZ has been operating in Nigeria since 1974.

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Access to Finance - A Vital Driver for Pro-Poor Growth

Pro-Poor Growth and Promotion of Employment in Nigeria Programme – SEDIN

Access to Finance – A Vital Driver for Pro-Poor Growth

As the largest economy in Africa, Nigeria continues to face high levels of poverty and unemployment. The GIZ-SEDIN Programme works closely with public, private, and civil society partners in order to enable them shape development processes towards increasing employment and income generation. Small and medium-sized businesses play a key role

In order to address these issues, the Access to Finance Unit of GIZ-SEDIN is committed to build the financial competencies of MSMEs and reduce the barriers for accessing financial services, especially for women, youth and people with a migration background.

The 14 modules cover a wide range of topics such as record keeping, savings and investments, financial risk, responsible borrowing, budgeting as well as consumer rights and responsibilities. Two edutainment movies were produced to promote consumer education and protection regarding microfinance and microinsurance products. To accelerate outreach and streamline the quality of financial education by our partners, a blended eLearning platform for FL practitioners is being set up in collaboration with CBN and other local stakeholders.



Microfinance Bank in Abeokuta

In 2012, the Central Bank of Nigeria (CBN) launched the National Financial Inclusion Strategy. The Strategy aims to reduce the number of financially excluded adults to 20% by 2020. Improved access to finance and a financially literate population are interdependent and mutually reinforcing towards increasing financial inclusion.

FL in Schools and the National Youth Service Corps
The FL materials have been integrated into the curriculum of primary and secondary schools. In cooperation with the Federal Ministry of Youth and Sports Development, the training became a core element of the National Youth Service Corps (NYSC) in 2017. More than 4,600 NYSC have qualified to raise FL awareness in rural communities across Nigeria.

Capacity Building for Microfinance Banks

The growth of microfinance banks (MFBs) as an alternative to commercial banks contributes to financial inclusion. The Access to Finance Unit is focused on providing technical assistance to MFBs and other financial service providers to offer competitive and suitable financial services. Many MFBs struggle to establish sound lending methodologies. The unit revitalised the group lending methodology to make it work efficiently for partner MFBs. Innovative loan products were developed and introduced to address the specific needs of start-ups, MSMEs and farmers.

Amongst them is 'Esusu+', a variation of the most popular microfinance savings and loan product 'Esusu' whereby a loan is disbursed at the beginning of the month and repaid daily. While Esusu is typically used to finance working capital, Esusu+ is taken for acquisition of fixed assets, such as equipment and upgrade of business premises. With an extended maturity of 6 months and above, borrowers have more time to grow their businesses and make profits.



20 strengthened MFBs, resulting in...

- 47% income growth
- 31% increase in borrowers
- 13% increase in loan portfolios



29 civil-society agencies empowered to provide FL training



80,000+ end-beneficiaries trained in FL, 42% women



in sustainable economic development. If businesses have access to the financial services they need, they are able to become more efficient, expand to new markets, and create employment opportunities. However, the majority of micro-, small-, and medium-sized enterprises (MSMEs) in the country are unable to obtain the necessary financing due to both supply- and demand-side challenges.

Supply-Side Challenges

- Reservations to give loans to MSMEs, especially agribusinesses and start-ups, due to unreliable repayment in the past and the resulting lack of trust.
- Strict loan requirements, unsuitable products and tedious processes.

Demand-Side Challenges

- Low levels of financial knowledge and understanding by businesses and consumers.
- Financial practices, incl. lack of recordkeeping and mingling business and household finances, do not correspond with conventional banking models.

Financial Literacy



FL Training Material

Institutionalisation of Financial Literacy

In cooperation with our partners, joint solutions are designed to institutionalise financial literacy (FL) training programmes in a sustainable way. A comprehensive set of FL materials and a learner-centred training methodology have been developed along international best practices and in cooperation with local stakeholders and representatives of urban and rural target groups.

The FL training package is targeted at trainers and consumers of financial services. The materials equip beneficiaries with the knowledge and skills to manage individual, household and business finances effectively, to build their confidence in using financial services and to strengthen their participation in the formal financial sector.

