

COVID-19 Fund Launch Webinar

COVID-19 Fund Launch Webinar – December 8th

Sections	Facilitator	Time
Introduction Opening comments	Ashley Immanuel CEO, EFINA	11:00AM
Opening Remarks Comments from the UK Government	Ben Llewellyn-Jones Deputy High Commissioner British Deputy High Commission, Lagos	11:05AM
Presentation on COVID-19 Fund <ul style="list-style-type: none">• Presentation of research that informed the Fund• Explanation of Fund details	Ashley Immanuel	11:15AM
Panel Discussion A discussion on Innovative ways to enable access to liquidity, healthcare, and food <u>Panellists:</u> <ul style="list-style-type: none">• Mr Iyinoluwa Aboyeji – Chairman, FSI & Founder, Future Africa• Mrs Temie Giwa-Tubosun – Founder, Lifebank• Ms Aisha Bako – Investment Lead, LINKS-Nigeria• Mr Yusuf Philip Yila – Director, Development Finance, CBN	Dayo Ademola Head of Innovation, EFInA	11:35AM
Closing remarks Wrap up and next steps	Bunmi Lawson, Director, EFINA	12:20PM

With us on the call today ...

EFinA and Donors



Ashley
Immanuel

Chief Executive
Officer



Dayo
Ademola

Head,
Innovation



Bunmi
Lawson

Director,
EFinA



Ben
Llewellyn-Jones

Deputy High Commissioner,
British Deputy High
Commission

Panellists



Aisha
Bako

Investment Lead,
LINKS-Nigeria



Yusuf Philip
Yila

Director, Development Finance,
CBN



Iyinoluwa
Aboyeji

Founder,
Future Africa



Temie
Giwa-Tubosun

Founder,
Lifebank

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Opening Remarks from the UK Government



Ben Llewellyn-Jones

Deputy High Commissioner
British Deputy High Commission, Lagos



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01 Opening Remarks

02 Presentation on COVID-19 Fund

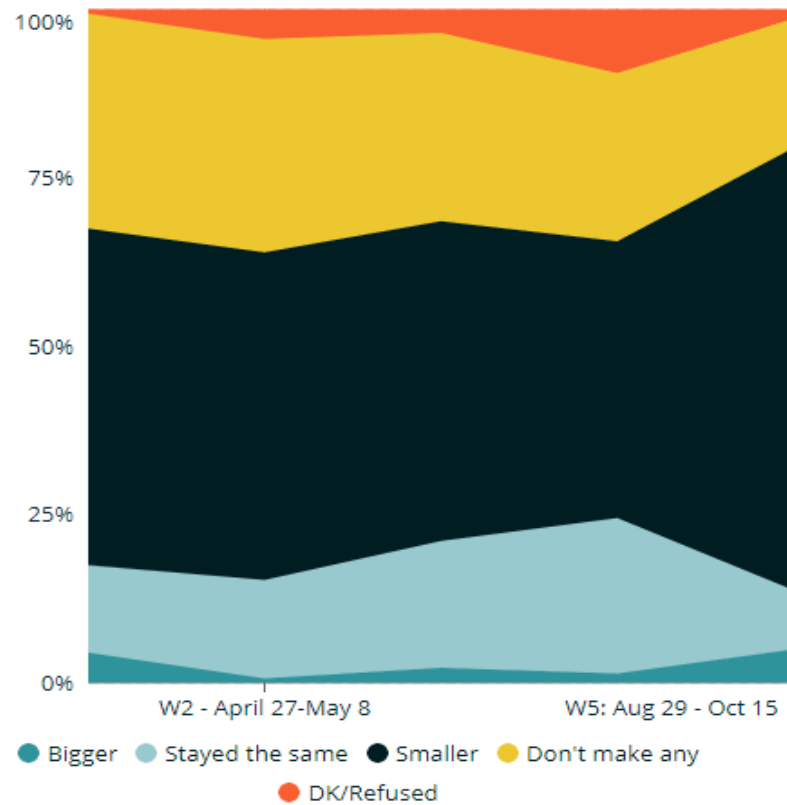
03 Panel Discussion on Thematic Areas

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Immediate effects of the pandemic, such as reduced income and increased food insecurity, have persisted

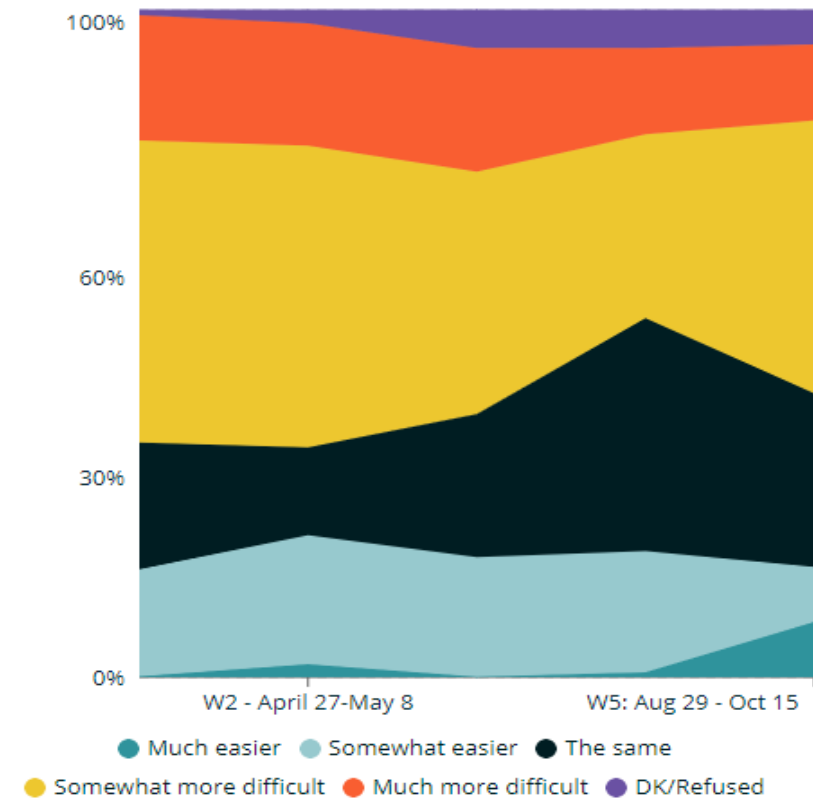
Income comparison

Compare to one year ago.

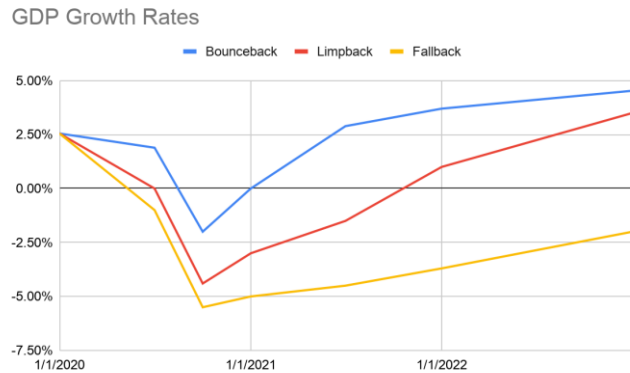


Ease of selling crops

Compared to last year.

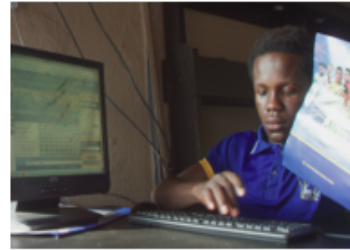


Scenario analysis shows that innovative digital financial services can strengthen recovery and resilience



From Our Scenario Analysis...

Urban Micro-entrepreneur : Yomi
Population: 28.11 million (urban youth)
Poverty headcount ratio: 11.96



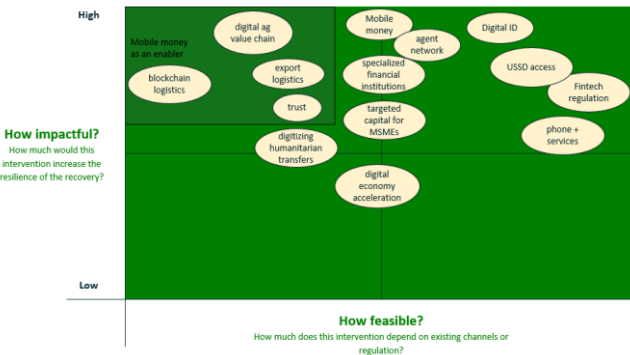
Subsistence Farmer (Northern Nigeria) : Zainab
Population: 30.03 million
Poverty headcount ratio: 48.42



Smallholder Market Farmer : Chigozie
Population: 30.01 million
Poverty Headcount ratio: 45.37



Urban Microenterprise Employee: Victoria
Population: 28.11 million (urban youth)
Poverty Headcount ratio: 14.94

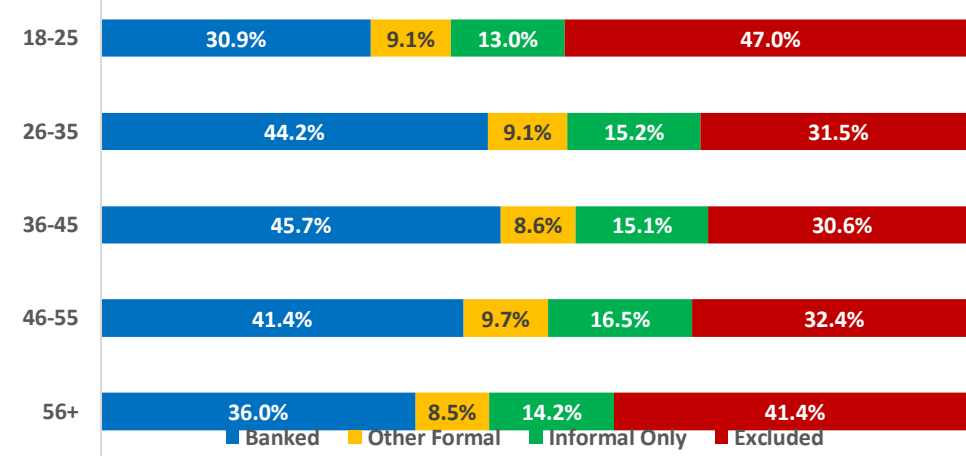


- Extremely resilient because he is formally financially included and a resilient saver
- Not completely invisible - he has an ID, bank account and local permit for his shop
- Male gender - able to send dependents away; transport (motorbike) business not available to women in general
- If he was a family man, he would have it a lot harder in the short run because of the ongoing need to feed a family
- Covid-19 restrictions disrupt her access to market, and reduce buyers, hitting her income
- Poor harvests from disrupted and late supply of Govt subsidised inputs, esp. fertilizer (always a problem, exacerbated by C-19 as falling oil revenues reduce funding for subsidies)
- Reduced income will have knock-on effect on subsequent harvests, reducing her ability to buy additional inputs
- Disruptions to Govt vaccination programme results in avoidable serious illness for her youngest child, leading to additional financial and emotional burden
- Income will be hit by market disruptions, and harvests will be poorer than normal due to delay/disruption of Govt subsidised inputs (lower oil revenues to fund)
- But existing savings plus other sources of income (e.g. wife's teacher salary) partially compensate, enabling purchase of non-subsidized inputs from private sector
- Public sector salaries likely to be delayed (4 months or more) because of poor oil revenues, but wife able to borrow to compensate, given salary history (through digital financial agent, using smartphone)
- Despite her relative state of preparedness, Victoria's income and subsequent quality of life is at the mercy of the job market with her fortunes dependent on how quickly she can regain employment.
- Victoria's financial starting point puts her at risk of future debt distress as she would be a prime candidate for credit, but with a significant default risk due to the income uncertainty.
- Rising food prices have direct consequences for Victoria as she tries to make her savings last longer.

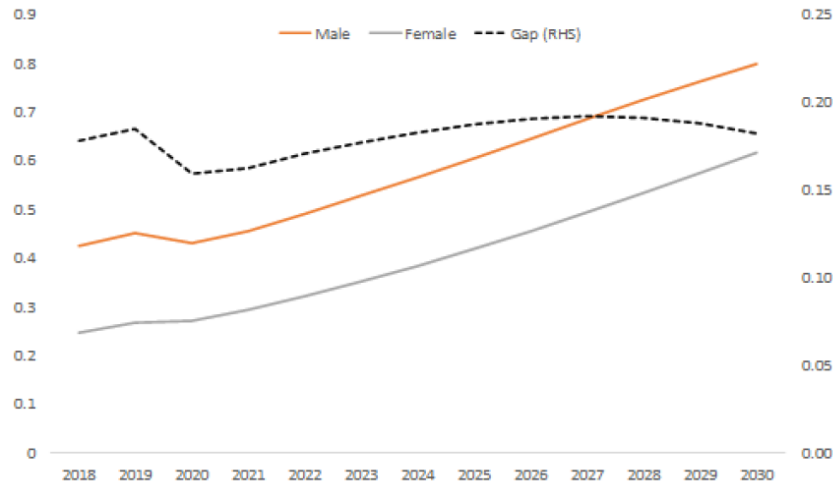
We must also be intentional in addressing existing inequality that may be exacerbated by the pandemic



Financial Access by Age Group - 2018



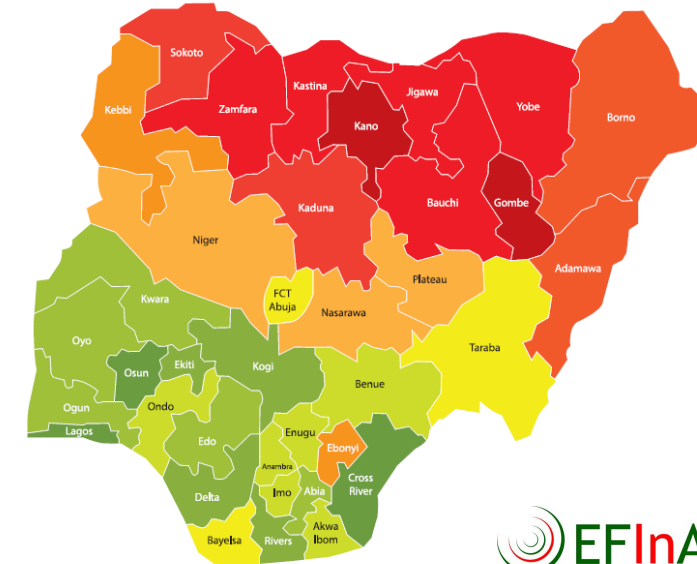
Access to finance by Gender (2018 to 2030)



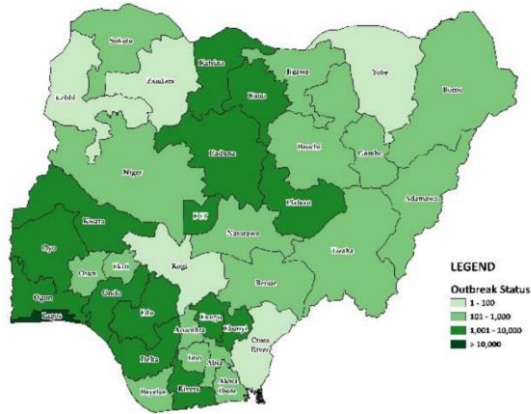
Source: WorldData Lab and ConsumerCentrix predictive analysis of financial access trends in Nigeria
 Analysis used multiple data sources including EFINA Access to Financial Services in Nigeria survey data

Percentage of financially excluded adults per state

GOMBE	78%
KANO	75%
JIGAWA	65%
KATSINA	64%
BAUCHI	61%
YOBE	60%
ZAMFARA	59%
KADUNA	56%
SOKOTO	56%
ADAMAWA	50%
BORNO	49%
KEBBI	44%
EBONYI	44%
NASARAWA	40%
NIGER	38%
PLATEAU	38%
BAYELSA	35%
FCT ABUJA	32%
TARABA	31%
AKWA-IBOM	29%
ONDO	29%
IMO	29%
BENUE	28%
ANAMBRA	27%
ENUGU	27%
EDO	25%
ABIA	25%
OYO	23%
KWARA	22%
OGUN	22%
DELTA	20%
KOGI	18%
RIVERS	18%
EKITI	18%
CROSS RIVER	18%
LAGOS	15%
OSUN	15%



COVID-19 Fund Context



The COVID-19 pandemic has had a detrimental effect on households and businesses across Nigeria, including disruption in supply chains, loss of jobs and bankruptcy

EFInA decided to allocate funding to support financial sector innovation that can mitigate impact of the pandemic for low-income households and MSMEs

The three most pressing needs that we aim to solve with the COVID-19 Fund are - access to Liquidity, Healthcare & Food

COVID-19 Fund Context – Access to Liquidity



In a study conducted by BudgIT and Fate Foundation, about 74% of the businesses reported their cashflow being significantly affected; and only 13% of the respondents stated they had enough cashflow to survive for 1 – 3 months.



42% of respondents in the Nigeria COVID -19 National Longitudinal Phone Survey, who were working before the outbreak, reported that they were not currently working due to COVID-19



In recent studies, Nigerian households have reported that their total income decreased compared to the same period a year ago, with this decrease evident across the three main sources of income (wages, agriculture, and non-farm enterprise).

COVID-19 Fund Context – Access to Healthcare



Prior to the COVID-19 pandemic, measures of healthcare access in Nigeria remained below international benchmarks, contributing to dire health outcomes such as 1 in 8 Nigerian children not surviving to age 5.



Since the start of the pandemic, about 50% of Nigerian adults have reported experiencing price increases in medicines, with some Nigerian adults reporting that they are unable to access required medicines at all.



The pandemic may exacerbate preventable diseases and child and maternal deaths, due to interruptions in routine public health measures such as vaccination campaigns, as well as shortages of supplies and personnel

COVID-19 Fund Context – Access to Food



According to the EFINA COVID-19 Scenario Analysis Report, the most widely reported shock experienced by households was an increase in prices of major food items faced by 85% of households since the outbreak



Since the pandemic began, farmers have reported higher prices of farming inputs and difficulty selling livestock or crops, presenting risk of future food shortages if farmers are not able to invest in planting.



Approximately two out of three Nigerian households experienced food insecurity as of August 2020

EFInA COVID-19 Fund – What EFInA is looking for



Access to Liquidity

We are looking for innovative solutions to:

- Enable income-earning opportunities
- Provide access to credit, and/or provide investment opportunities to low-income households and MSMEs.
- Facilitate electronic payments



Access to Healthcare

We are looking for innovative solutions to drive access to healthcare to low-income households and individuals (including women and children).

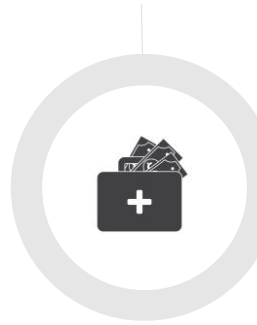


Access to Food

We are looking for innovative models to drive access to food for low-income families.

EFinA COVID-19 Fund Details (1/2)

The anticipated size of the COVID-19 Fund is £2 million



The duration of each Grant is a minimum of 6 months and a maximum of 2 years



Applicants must have, or partner with an organisation that has a track record of success for providing digital financial services



The individual grant range is £50,000 - 500,000



Emphasis is placed on supporting solutions enabling access for vulnerable/excluded groups, including women and children



Eligible expenses

- Technical assistance or consultancy
- Training of solution delivery personnel (agents)
- Scaling the deployment of products/services
- Market awareness campaigns

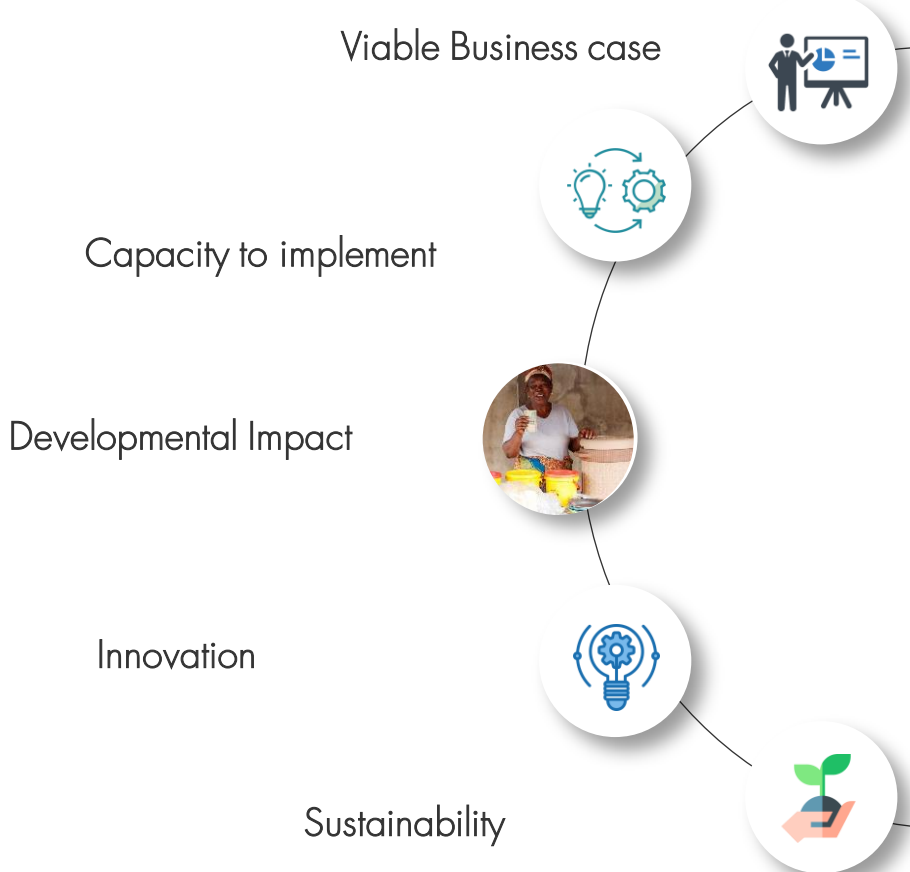


EFinA COVID-19 Fund Details (2/2)

Focus areas



Evaluation criteria include



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Our Esteemed Panellists



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Bako
Investment Lead,
LINKS-Nigeria



Iyinoluwa
Aboyeji
Founder,
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Temie
Giwa-Tubosun
Founder,
Lifebank



Yusuf Philip
Yila
Director,
Development Finance, CBN

Our Esteemed Panellists - Profiles



Aisha
Bako

- Investment Lead in the DFID programme LINKS
- Private Sector Development Expert (strong background in Investments, Gender Studies and the M4P approach of business environment reforms)
- Recipient of the Ambassador for Peace award



Iyinoluwa
Aboyeji

- Chairman of Financial Systems Innovators (FSI) Association, and the General Partner and Co-founder of Future Africa
- Former Deputy Director-General for the Madam Oby Ezekwesili 2019 Presidential Campaign
- Co-founder – Andela & Flutterwave



Temie
Giwa-Tubosun

- Founder and CEO of LifeBank
- Over 10 years of health management experience with the Department For International Development (DFID), World Health Organization, UNDP, and the Lagos State Government



Yusuf Philip
Yila

- Director, Development Finance, CBN
- Former MD of NIRSAL Microfinance Bank
- Alumnus of the prestigious Harvard Business School

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Closing Remarks from Bunmi Lawson



Bunmi Lawson

Director
EFInA





Enhancing Financial Innovation & Access

Thank You

Enhancing Financial Innovation and Access (EFInA) is a member of the
FSD Network funded by

