SUSTAINABLE BUSINESS & ENTERPRISE DEVELOPMENT

imani DEVELOPMENT

global vision, local knowledge

Since 1982, Imani Development has been working with enterprises, governments, donors, and investors to implement sustainable trade and business practices that create positive environmental and social impact

For over 43 years, Imani Development has worked as a trusted delivery agent to deliver technical and capacity to design and implement sustainable trade and private sector development initiatives that help goods, services, and people move across borders and between markets quicker, safer, and more competitively. The firm provides direct technical assistance to public and private sector actors to enhance awareness of and compliance with sustainable business practices, ESG, and voluntary sustainability standards that produce positive social, environmental, and economic returns at regional, national, sectoral, value chain, and enterprise level.

SELECTED PROJECT REFERENCES

Strengthening ESG Performance for the Zambian Association of Manufacturers (ZAM)

Zambian Association of Manufacturers | 2024 - Ongoing

The Zambian Association of Manufacturers (ZAM) represents over 350 member firms across various sectors, including fabrication, food & beverage, textiles, and rubber products. Many are also members of the Proudly Zambia Campaign (PZC), which promotes the production and consumption of high-quality Zambian-manufactured products to spur local job creation and foster domestic economic development. The purpose of this technical assistance project was to increase awareness and understanding of current ESG and sustainable business practices among ZAM/PZC Members and other public and private sector stakeholders, and strengthen their capacity to incorporate sustainability into their products and business operations.

Delivered through its role as a technical partner of the ENTERPRISE Zambia Challenge Fund, Imani Development's services included surveying ZAM/PZC members and the wider Zambian private sector on sustainability awareness, the availability of relevant technical and managerial skills, and implications of ESG on access to finance, the development of best-practice case studies to inform sensitisation and training materials, facilitating training and capacity building workshops to strengthen member enterprises, as well as ZAM and PZC's institutional skills, and the delivery of ad-hoc technical assistance on technical, strategic, and policy-related issues.

Scoping Study to Support Export-Led Economic Transformation under the SACUM/UK EPA

UK FCDO | 2024 - 2025

The SACUM/UK Economic Partnership Agreement (SACUM/UK EPA) is the primary trade, investment, and development cooperation instrument between the United Kingdom, and Member States of the Southern African Customs Union (SACU) and Mozambique. In addition to deepening trade and investment relations between states, the SACUM/UK EPA includes commitments to support signatories in their regional economic integration efforts, as well as facilitating investment into and support for sustainable economic development initiatives.

Under this assignment Imani Development delivered a comprehensive scoping study for the UK FCDO to identify priority goods, services, and value chains with the highest potential for inclusive growth and poverty reduction, to highlight technical, financial, or other support actions that will stimulate SACU/M exports to the UK and other markets, and to align priority sectors and actions with other domestic, regional, and multilateral initiatives and agreements (incl. AfCFTA, SADC, SACU, WTO, etc) emphasising investment into complementary sustainability sectors and efforts (e.g. renewable energy) and the adoption of sustainable practices and standards among exporters. Implementation was significantly informed by technical consultations with the government, producers and exporters, input suppliers, logistics services proviers, and civil society in Botswana, eSwatini, Lesotho, Mozambique, and Namibia.

Green Economic Transition Facility (GETF) and the Growth Accelerator (GA) Malawi

UNDP | 2023 - Ongoing

In Malawi, UNDP drives various initiatives to support the growth of startup companies, crowd in impact investment for sustainable enterprises, and scale innovations and productive investments in agriculture, manufacturing and renewable energy sectors. Among these are the Growth Accelerator (GA), Malawi's first business accelerator programme, which provides risk-sharing capital up to the value of USD40,000, technical assistance, and business development services to youth-led startups. Another is the Green Economic Transition Facility (GETF) which provides catalytical matched-grant finance up to the value of USD250,000 to de-risk investment into innovative green products, businesses, and industries.

Imani Development and Landell-Mills International implement both the GA and GETF in Malawi, providing services that include establishing the GETF and taking over implementation of the GA, day-to-day operational management of both facilities, launching calls for and conducting due-diligence in the selection of beneficiary projects and firms, and delivering technical assistance, business development services, mentoring support, financial oversight, and performance monitoring to participating enterprises. By September 2024 the GETF had committed over USD1.3mn in grants and disbursed nearly USD300,000 which supported firms in leveraging an additional USD300,000 in additional finance, and the GA had committing nearly USD600,000 and disbursing USD290,000 to its sixth cohort of firms.

Implementation of the ENTERPRISE Zambia Challenge Fund (EZCF)

UK FCDO | 2024 - 2025

The ENTERPRISE Zambia Challenge Fund (EZCF) is a EUR26mn competitive financing facility, implemented by Imani Development and Gorta Self-Help Africa. The facility's primary objective is to provide up to EUR1mn in matched-grant finance to MSMEs for projects and initiatives that would expand the participation of smallholder farmers in domestic and export-oriented supply and value chains. In particular, these grants de-risked investment into these innovative projects and enterprises, allowing them to mobilise additional finance internally or from financial institutions to expand their operations.

As the technical partner for EZCF, Imani Development supported design of the overall fund's structure, operating procedures, and governance structures, assisted with the formulation of thematic calls for proposals and financing windows, reviewed concept notes and shortlisted high-potential applicants, conducted operational, management, financial due-diligence on successful applicants, and provided technical and business development services to participating firms to implement and monitor performance of their projects. Additionally, Imani Development also delivered a range of ad-hoc technical assistance assignments, including but not limited to conducting value chain and market systems assessment studies, cost-benefit analyses of grant contributions to impact, regulatory impact assessments of provincial levies, developing a user-friendly export handbook for fish exporters, and providing ESG support to the Zambian Association of Manufacturers.

Supporting Introduction of the Environmental Tax on Packaging in Mozambique

European Commission | 2022 - 2023

The assignment provided coordination and technical assistance support to the Mozambique National Directorate of Environment in building concensus and establishing PPD mechanisms among Mozambican private and public sector actors towards introduction and implementation of the Environmental Tax on Packaging (ETP).

Feasibility Study to Improve Export Potential for Ugandan Exports into African Markets

UNDP & Private Sector Foundation of Uganda| 2023 - 2024

This assignment, commissioned by UNDP and delivered in collaboration with the Private Sector Foundation of Uganda (PSFU), delivered practical and actionable market entry strategies for Ugandan exporters to enter Algeria, Central African Republic, DR Congo, Ghana, Nigeria, and South Africa.

Working closely with the PSFU and its exporting members to prioritise "ready-to-export" goods and services with high potential for market penetration, Imani Development produced bespoke strategies that provided guidance on market conditions and barriers to entry, on how to navigate customs requirements and market-side regulatory, standards, and sustainability requirements, effectively establishing a route-to-market, and accessing necessary support finance and services including trade finance, B2B skills training, transport services, certificates of origin, and standards compliance certificates.

Supporting Best Aquaculture Practices (BAP) Certification for Lesotho's Trout Sector

UK FCDO | 2022 - 2023

Delivered under the Trade Forward Southern Africa (TFSA) Programme (designed and co-implemented by Imani Development), this assignment provided support to Lesotho's aquaculture industry in receiving Best Aquaculture Practice (BAP) Certification to expand access to new markets requiring higher quality and sustainability standards.

The firm provided direct support to two large-scale trout farms to mobilising BAP auditors facilitating a preliminary compliance auditing process, developed a compliance baseline framework, provided advisory and technical to achieve BAP certification, and delivered industry-wide standards and certification training national and regional workshops to value chain actors and industry stakeholders.

Benchmarking Cocoa Sector Sustainability

Private Client | 2022

The assignment supported a private multinational firm in benchmarking the cocoa industry's sustainability commitments to inform design and implementation of their own sustainability efforts within their supply chains and between other industry stakeholders. It primarily mapped and compared differences in various public and private sustainability programmes covering various indicators ranging from forest restoration and sustainable resource management to farmer livelihoods to consumer education and market-side interventions. Findings and recommendations were complemented by a future partnership strategy to guide collaboration in enhancing sustainable sourcing practices.

Survey on ESG and Sustainable Business among African Private Sector in the AfCFTA

AU Commission | 2022 - 2023

This assignment entailed conducting a continental survey of ESG practices among Africa's private sector, to establish how the AfCFTA can be used as a means to enhance the update of sustainable business practices, and how firms with embedded sustainability and ESG practices can benefit from sustainability provisions of the AfCFTA. Reviews of firms' impact and ESG reporting was complemented by interviews were conducted with over 70 firms and 16 national and sectoral business support organisations in agriculture, energy, construction, mining, transportation, tourism, finance, manufacturing.

As a sub-assignment, Imani Development was also asked to conduct a mini-study on Decarbonisation of African Industry in preparation of the AUC's participation at COP27.

Development of a Sustainable Financing Framework for MSMEs in Africa

UNDP | 2022 - 2023

Access to finance and investment remains a significant inhibitor to the growth of MSMEs in Africa. To support the UN Africa Finance Sector Hub (AFSH) in its work to address both supply- and demand-side challenges to expanding access to affordable finance, this assignment undertook a comprehensive mapping of innovative finance mechanisms across the continent and utilised the findings to design practical support programmes for UNDP Country Offices.

The mapping component drew on literature, consultations, and benchmarking of existing access to finance initiatives implemented by DFIs, donors, banks and non-banking financial institutions, and corporates to segment and contextualise the MSME financing landscape, identify successful innovative financing instruments, assess regulatory inhibitors or enablers, and highlight key lessons to inform the design of an Agri-Fintech Accelerator, a Sustainable Digital Finance Mobilisation Platform, and an E-Commerce Scaling and Invetvention Programme. Direct support was also provided to the UNDP's Botswana and eSwatini Country Offices to develop Project Initiation Plans and support piloting of these initiatives.

Due-Diligence of Lusaka Fresh Produce Market

InfraCo Africa | 2021

Part of the Private Infrastructure Development Group (PIDG), InfraCo Africa Limited (InfraCo) mobilises investment into sub-Saharan Africa infrastructure projects with high development impact potential. One such example is its investment into a newly established formal fresh produce market in Lusaka, Zambia.

Imani Development was commissioned to undertake a commercial and development-impact due-diligence of this 6,500m2 facility, assessing the feasibility of its operational model, analysing the facility's financial projections and overall viability, and validating the impact potential its complementary support services (incl. standards compliance, supply-chain linkages, etc) could have on smallholder producers' livelihoods, their households, and their communities.

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