

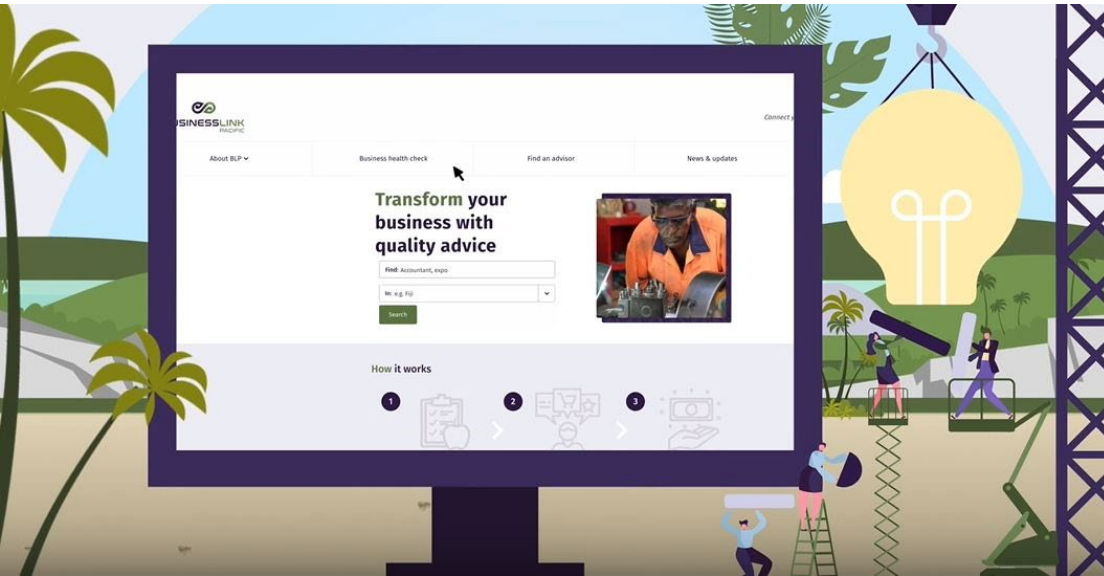


BUSINESSLINK
PACIFIC

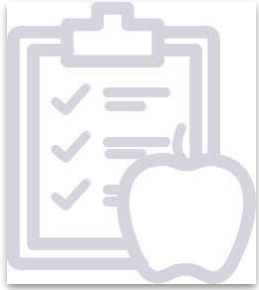
Pacific Update 2023



The Business Link Pacific Programme



- **New Zealand funded** private sector development initiative delivered by DT-Global.
- **Twelve countries-** Cook Islands, Fiji, Kiribati, Nauru, Niue, Papua New Guinea, Samoa, Solomon Islands, Tokelau, Tonga, Tuvalu, Vanuatu.
- **Works in partnership** with financial institutions, chambers of commerce and the private sector.
- **Develops a local business advisory service providers network** to improve accessibility and quality of business and financial services available in local markets.



Diagnostic
Business Health Check
Continuity Planner
Finance Finder



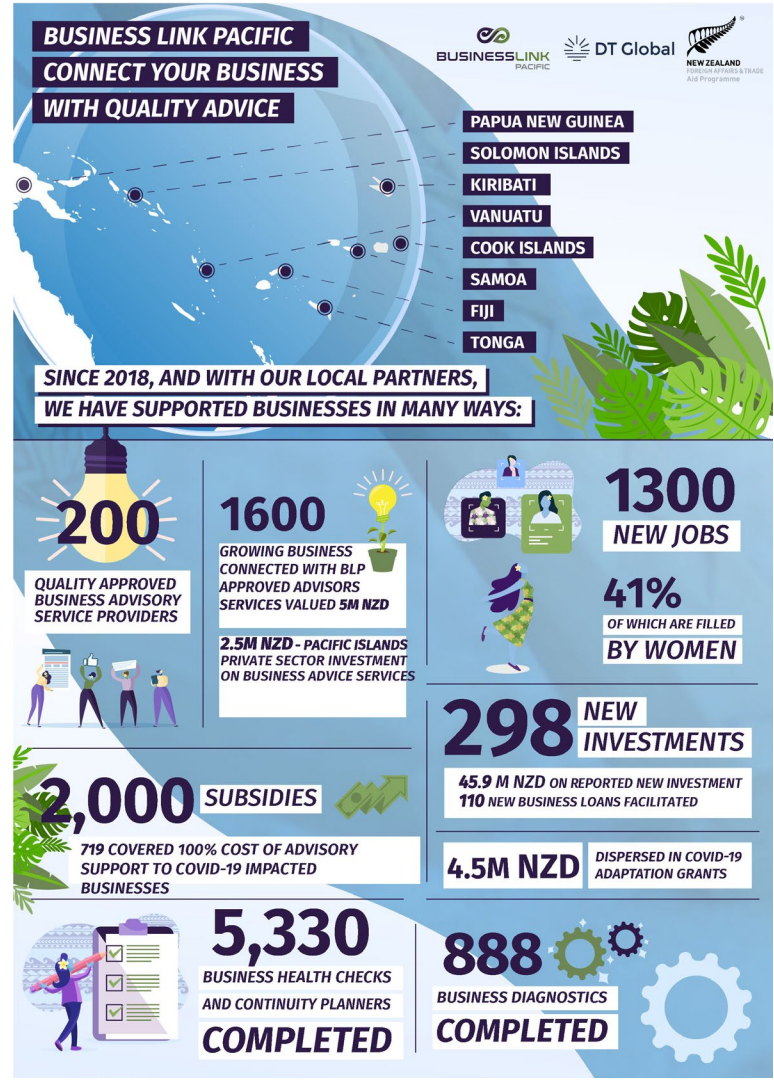
Business Advisor Network
Financial Support Services
(Subsidies, grants and loans)



Competency Assessment
Process
Professional Development
for Business Advisors

Services

Since 2018, BLP has supported Pacific Island businesses in many ways



COVID-19 support

Distributed NZD 4.5m in Adaptation Grants to 585 SMEs that were impacted by COVID-19.

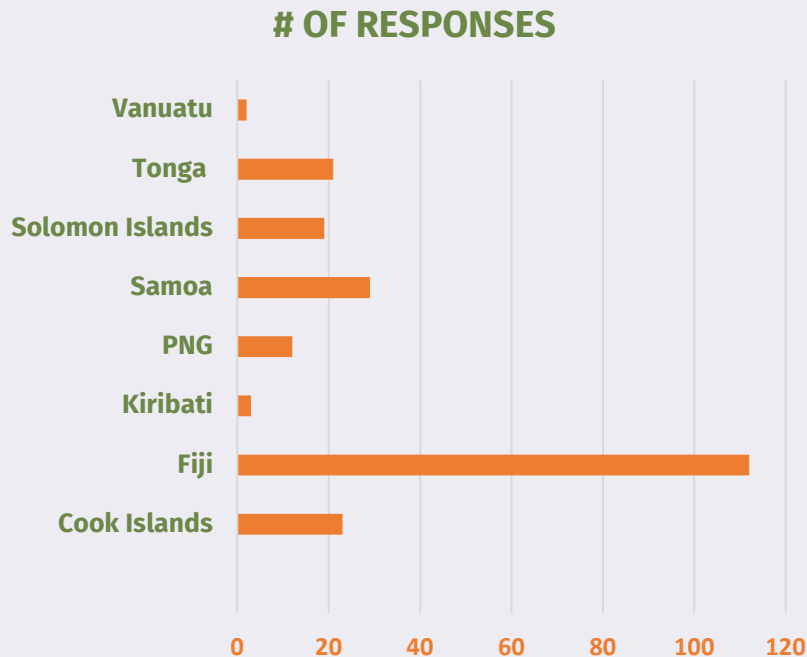
Negotiated partnership agreements with five Financial Institutions and allocated NZD 2.6m in wholesale capital for on-lending to SMEs at lower interest rates.

Delivered technical assistance to FI partners to develop tailored concessional loan products and improve SME loan assessment and approval processes.

Enabled access to grant equity and advisory services for loan facilitation and loan qualification.

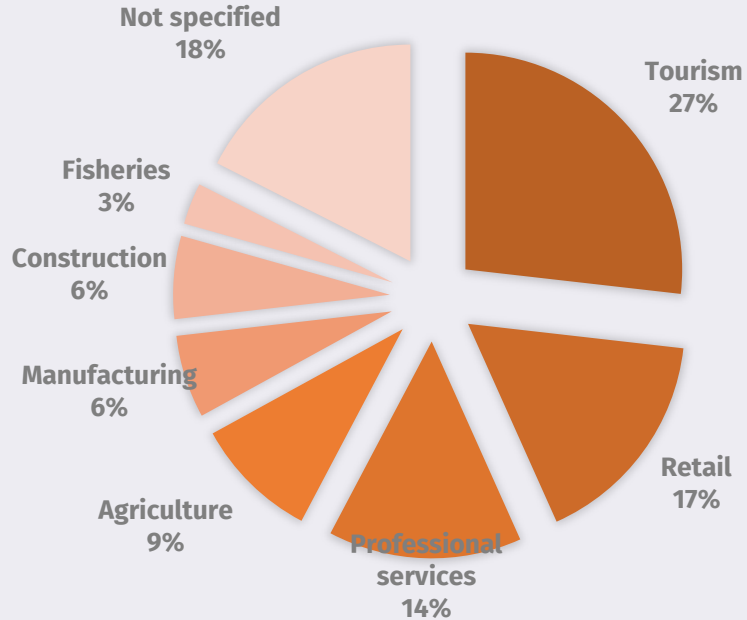


Results of Adaptation Grant Survey

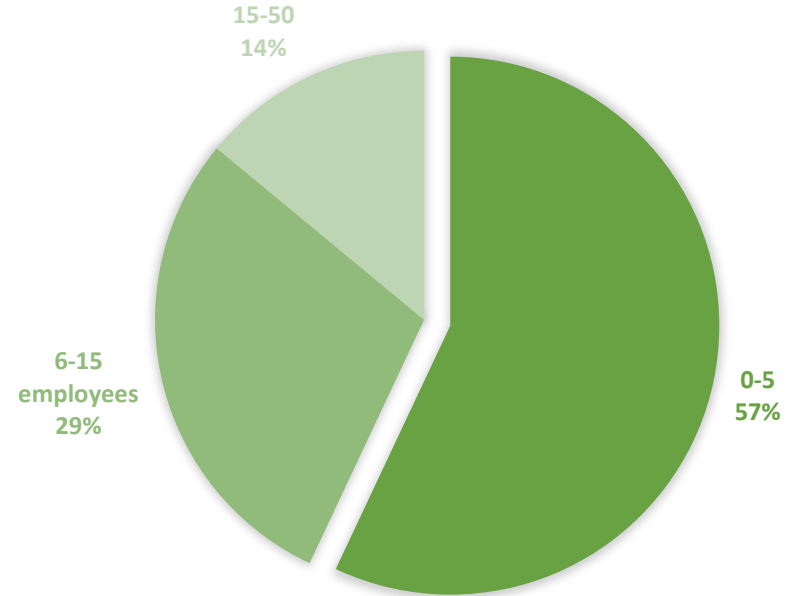


Results of Adaptation Grant Survey

INDUSTRY SECTOR REPRESENTATION

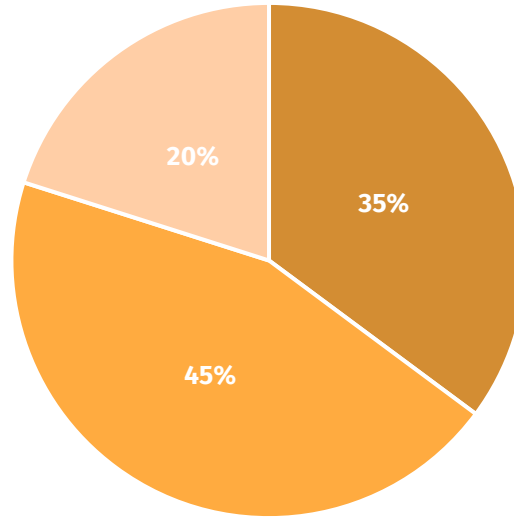


BUSINESS SIZE BY # OF EMPLOYEES



Results of Adaptation Grant Survey

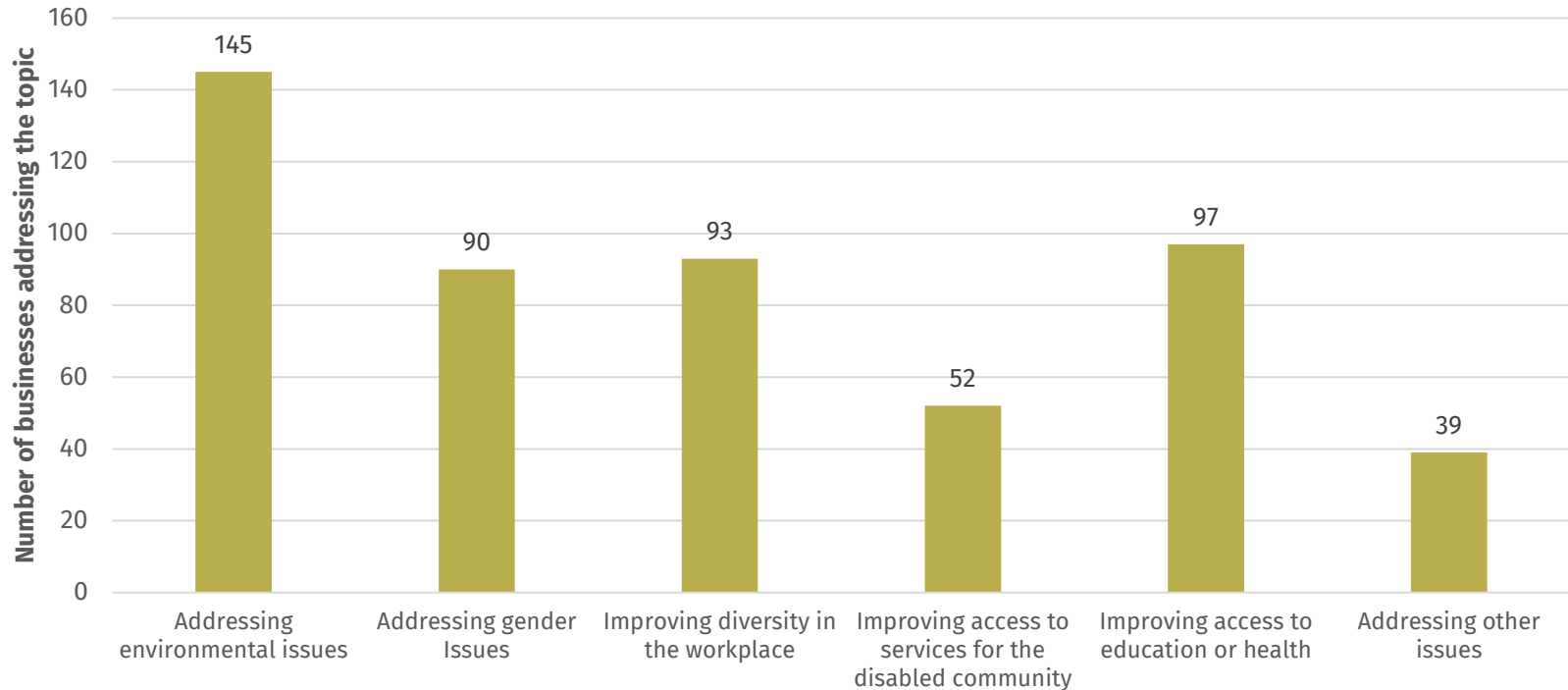
GENDER OF SME OWNERS



■ Male Owned ■ Mixed Gender Ownership ■ Female Owned

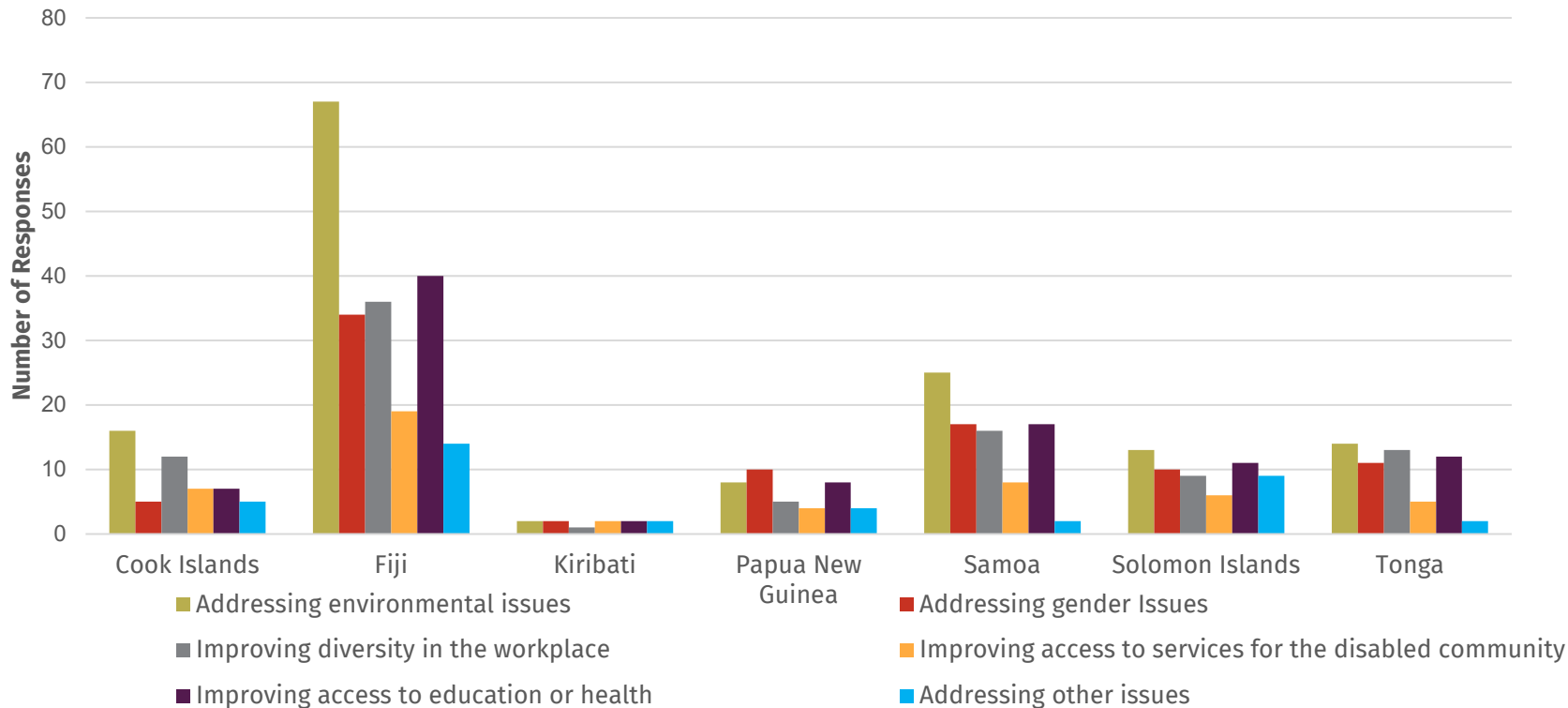
Results of Adaptation Grant Survey

AREAS OF INTEREST



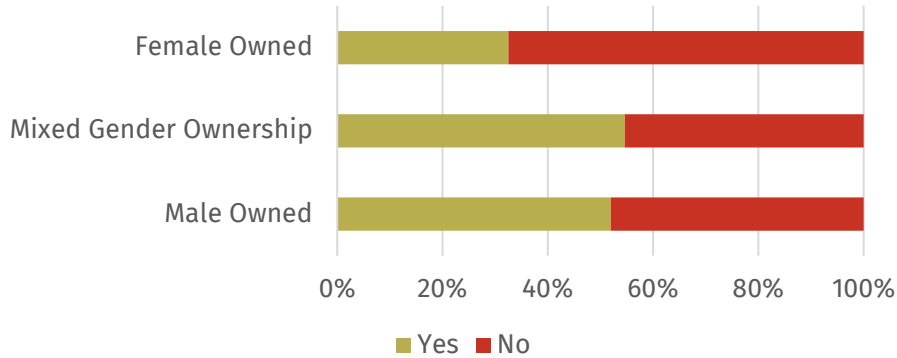
Results of Adaptation Grant Survey

AREAS OF INTEREST BY COUNTRY

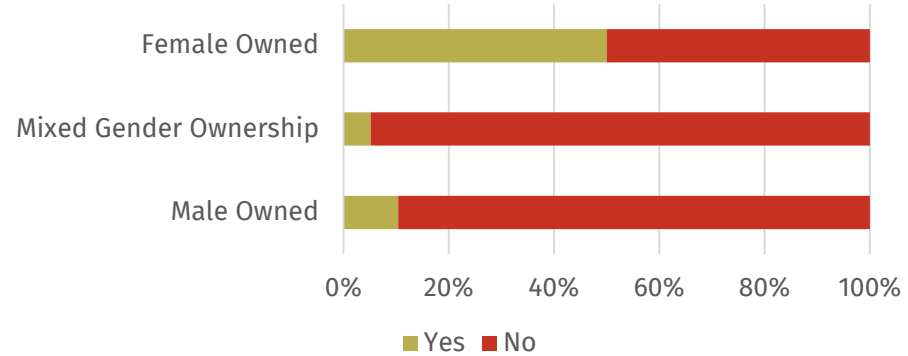


Employment

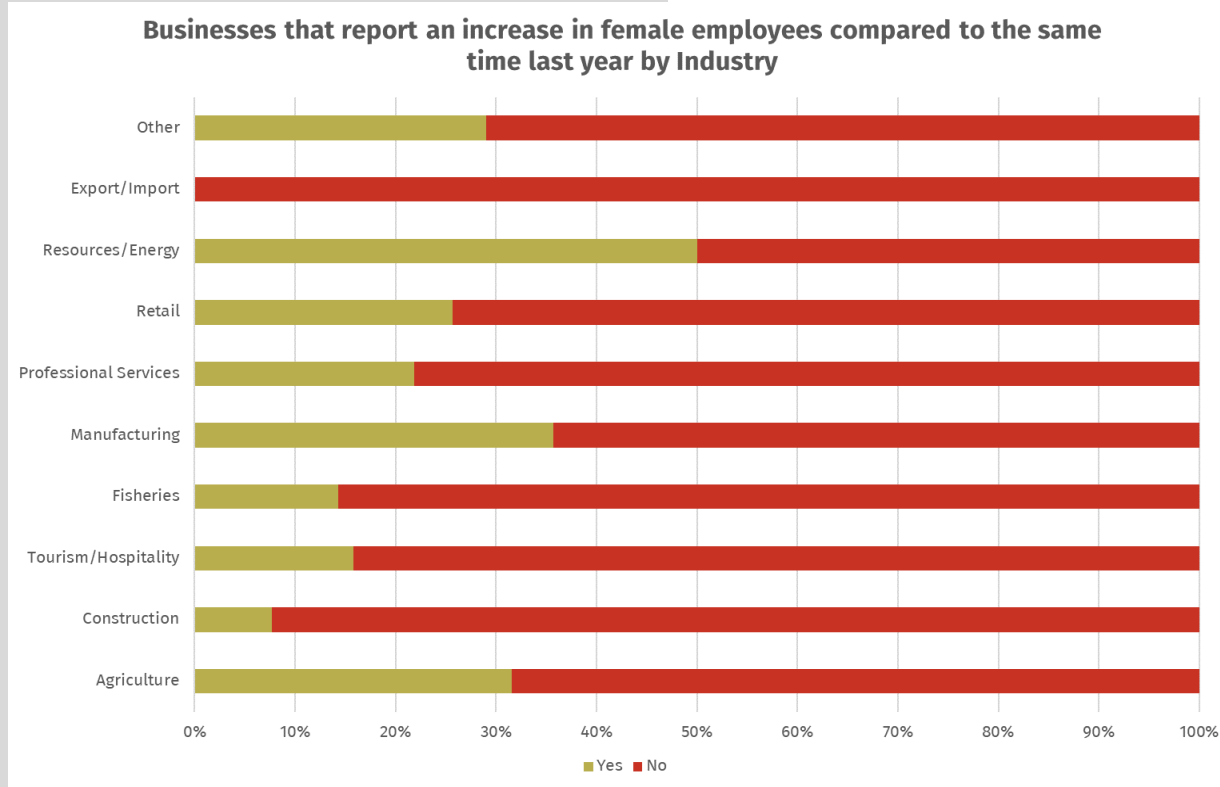
Have you employed someone younger than 25 years of age in the last 6 months by gender of owners



Have you employed someone living with a disability in the last 6 months by gender of owners



Employment



Lessons learned

A photograph showing a group of people in a field of large-leafed plants, possibly a vegetable garden or farm. In the foreground, a young girl with dark skin and curly hair is smiling. Next to her is a woman with dark skin and curly hair, wearing a blue long-sleeved shirt with the word 'TAWN' in yellow letters. To her right is another woman with dark skin, wearing a pink headscarf and a black t-shirt with a graphic design. In the background, a man with a beard and a headband is visible. The field is filled with rows of plants with large, light green leaves. The background shows a dense forest of trees.

Waste management:

SMEs reported interest in entering “green” and circular markets. Surveyed SMEs see opportunities in the recycling industry; collecting and sorting waste, and recycling and upcycling to offer innovative products for domestic and commercial use.

Youth employment and access to training:

Data shows a growing opportunity for the private sector to participate more meaningfully in local training programmes to meet the labour market needs.



**Lessons
learned**

People with disabilities as a market:

There is also a need to improve awareness of the worth and size of the international disability market amongst businesses in Pacific Island countries that cater for international visitors.

**Lessons
learned**



All services are geared up to support SME growth and innovation and investment in social and environmental sustainability. Specifically, projects that support women, youth, indigenous populations and people living with disabilities.

These are BLP areas of investment through business advice and working capital:

- **Innovation**
- **Growth**
- **Inclusion**
- **Climate**
 - Climate change mitigation
 - Climate change adaptation
 - Climate change resilience
 - Green growth
- **Access to Finance**

**How are we
taking advantage
of these
opportunities to
support the
private sector?**

Leveraging Private Sector Organisations' understanding of SME needs and capacities to improve the coordination of the market for business advice and financial services.

Support the market of business and financial services to provide more targeted services to SMEs that can deliver on inclusion, climate adaptation and resilience.

Provide more targeted technical assistance to financial institutions to enhance SME access to finance, and support their investments in resilience, climate adaptation and inclusive growth.

BLP Long-term Outcomes (2023-2027)

Connect your business with quality advice – join the BLP network today!

Contact in-country representative

Visit the BLP Portal

www.businesslinkpacific.com

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