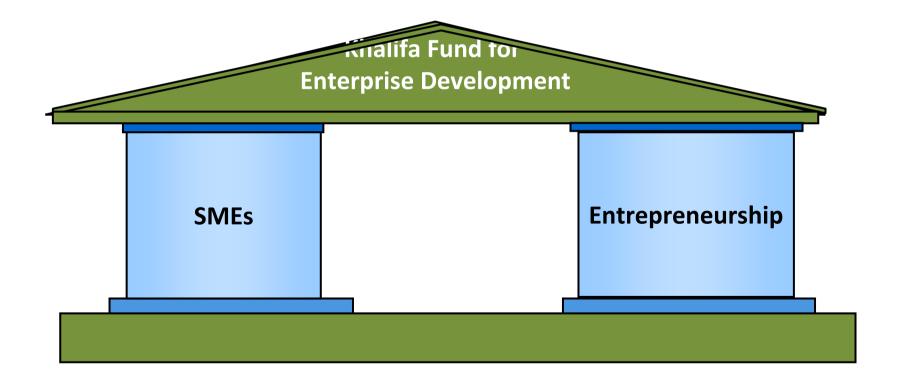


## Khalifa Fund for Enterprise Development

Overview, Achievements and Future Outlook



Khalifa Fund was established in June 2007, as an independent agency of the Government of Abu Dhabi, to cultivate entrepreneurship and catalyze the development of the UAE Small & Medium Enterprises Sector



#### Cultivate Emirati Entrepreneurial Culture



....

Khalifa Fund launched a number of initiatives to cultivate entrepreneurship and drive innovation and creativity through injecting Entrepreneurship in the Educational system (in schools and universities)

#### **Awareness Campaigns**

Khalifa Fund conducted a number of tailored awareness campaigns to cultivate entrepreneurship and introduce SMEs sector as a potential career option.



#### (Innovation masterclass)

Khalifa Fund launched the Innovation master class to inject entrepreneurship and innovation in different groups of the society



#### (School programs & competition)

Khalifa Fund partnered with "Educating Global" to launch a school program to inject entrepreneurship in schools

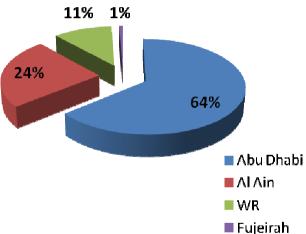
#### **Entrepreneurs Training**



مندوق خليفة اتطوير المشاريع Khalifa Fund for Enterprise Development

119 training courses conducted, and 1802 trained Since Inception

#### **Trained Applicants by City**



45%
Of Trained entrepreneurs are women



#### Khalifa Fund Training Programs

- Intilaga Program How to start your business (partnering with Shell)
- Khutwa Training program
- Micro financing training program

# Train and Nurture High Impact Entrepreneurs

Khalifa Fund launched an initiative to attract and develop high impact entrepreneurs and to provide them with all of the skills necessary to start their own businesses

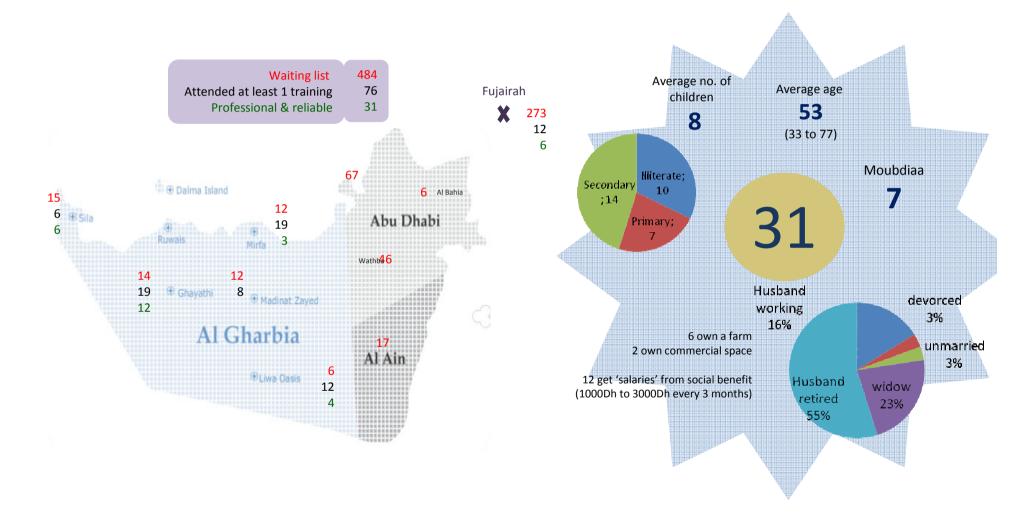


#### Social Training Programs

- Entrepreneurship development for inmates
- Improving entrepreneurial skills of handcrafters that are home-based
- Entrepreneurship development for rehab centers
- Amal: Assist in the special needs workshops development in cooperation with ZHO

### Sougha Program





#### Fostering Entrepreneurs



مندوق خليفة اتطوير المشاريع Khalifa Fund for Enterprise Development

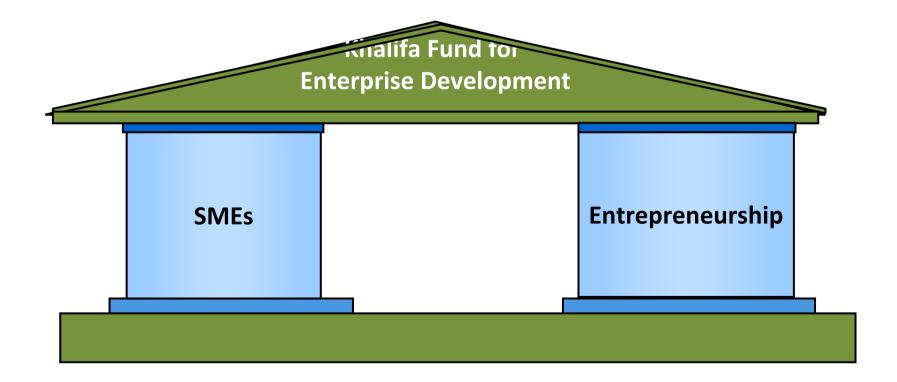
• Provide consultation to lead entrepreneurs to projects appropriate to the economic environment

• Provide ideas to entrepreneurs on various appropriate projects, aligned to Abu Dhabi Vision 2030  Provide advisory services during finalization and evaluation of projects

•Introduce industrial investment opportunities to UAE entrepreneurs to stimulate Industrial Development



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### Khalifa Fund provides continuous support to Emirati entrepreneurs at various stages



Counseling & Training

Prefunding Support

**Credit Assessment** & Recommendations

Loan **Disbursement** 

Pre **Establishme** nt Support

Post **Establish Support** 

- Receiving applicant & Idea Generation
- Business counselling
- Training

- Business plan development
- Entrepreneur & commercial assessment
- Funding (Khutwa, Bedaya, **Zeyada, Tasnee)**
- Credit evaluation
- Applicant presentation
- Committee approval
- Money Transfer

- Support Services Unit
- Monitoring & Evaluation Unit

 Business Linkages Unit

## **Achievements**

- •4818 applications reviewed
- •180 training courses conducted
- •2576 applicants trained

- Net 317 projects approved
- •AED 500 Million loan value
- •27 contracts awarded to KF members
- •Deal value ~ AED 94 Million

### Financing: Programs offered













Khutwa (First Step)

Bedaya (Beginning)

Zeyada (Growth)

**Tasnee** (Manufacturing)

- Smaller enterprise
- Target female oriented businesses
- Cottage industries, handicrafts, garments
- Low capital
- Up to AED 250,000

- Business start-ups
- Target new entrants / potential entrepreneurs to
- Low to medium capital
- Up to AED 3 million

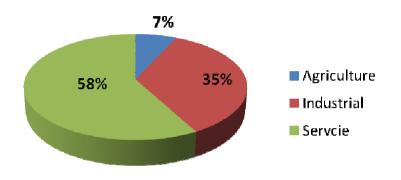
- Existing business & early stage SME's
- Growth and expansion goals
- Medium to high capital
- Up to AED 5 million

- ☐ Financing up to 10 million AED.
- ☐ Manufacturing projects, aligned with Abu Dhabi **Industrial strategy**

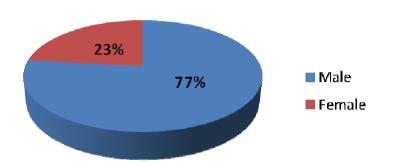
# The 233 Approved Projects are Distributed Among different Sectors, funding programs, locations and gender



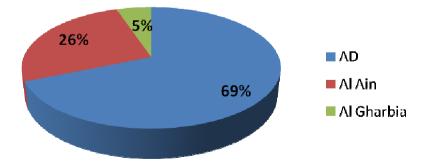




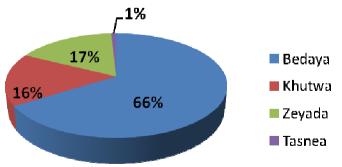
Approved Projects by Gender



**Approved Projects by Location** 



Approved Projects by Funding Program



#### **Future Outlook**



- Equity Funding
- High growth & expanding SMEs
- High profitability
- Support for well performing entrepreneurs

Direct Investment Fund

- Business and technology Incubators
  - Partnerships with universities & entities
  - KF incubator

**Incubators** 





# THANK YOU