

# PMR Operational Report

<b>Operation Number</b>	HA-L1057	<b>Chief of Operations Validation Date</b>	04/04/17
<b>Year- PMR Cycle</b>	Second period Jan-Dec 2016	<b>Division Chief Validation Date</b>	04/11/17
<b>Last Update</b>	04/04/17	<b>Country Representative Validation Date</b>	04/27/17
<b>PMR Validation Stage</b>	Validated by Representative		

## Basic Data

### Operation Profile

<b>Operation Name</b>	Business Development and Training Services Program for Investment	<b>Loan Number</b>	2555/GR-HA
<b>Executing Agency</b>	Ministere du Commerce et de l'Industrie	<b>Sector/Subsector</b>	PS-EMP - PRIVATE FIRMS AND SME DEVELOPMENT-ENTERPRISE DEVELOPMENT, CLUSTERS AND INNOVATION
<b>Team Leader</b>	FONSECA,DANIEL FERNANDO	<b>Overall Stage</b>	Disbursing (From eligibility until all the Operations are closed)
<b>Operation Type</b>	Loan Operation	<b>Country</b>	HAITI
<b>Lending Instrument</b>	Investment Loan	<b>Convergence related Operation(s)</b>	
<b>Borrower</b>	REPUBLIQUE D' HAITI		

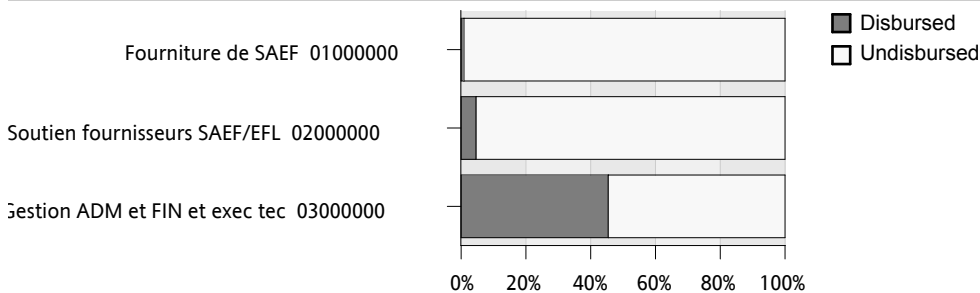
## Environmental and Social Safeguards

<b>Impacts Category</b>	C	<b>Was/Were the objective(s) of this operation reformulated?</b>	NO
<b>Safeguard Performance Rating</b>		<b>Date of approval</b>	
<b>Safeguard Performance Rating - Rationale</b>			

## Financial Data

Item	Total Cost and Source					Available Funds (US\$)			
	Original IDB	Current IDB	Local Counterpart	Co-Financing / Country	Total Original Cost	Current IDB	Disb. Amount to Date	% Disb	Undisbursed Amount
HA-L1057	11,000,000	11,000,000	0	0	11,000,000	11,000,000	2,234,595.32	20.31%	8,765,404.68
<b>Aggregated</b>	<b>11,000,000</b>	<b>11,000,000</b>	<b>0</b>	<b>0</b>	<b>11,000,000</b>	<b>11,000,000</b>	<b>2,234,595.32</b>	<b>20.31%</b>	<b>8,765,404.68</b>

## Expense Categories by Loan Contract (cumulative values)



Please note that the Overall Stage represents the stage of the operation at the time of this report's publication, which might not necessarily match the stage of the operation during the PMR Cycle to which the report pertains. Please also note that inactive indicators and outputs are not displayed; totals in the actual cost table may not match the sum of the cost of the outputs displayed, due to the cost of inactive outputs.

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### RESULTS MATRIX

#### IMPACTS

**Impact Nbr. 1:** Mejorar la Productividad de las PyMEs

**Observation:** En vue d'arriver à l'augmentation des marges de profit des entreprises, au 30 juin 2015, pas moins de 16 potentiels bénéficiaires ont été retenus pour recevoir une assistance technique. Au mois de septembre, le nombre de bénéficiaires identifiés/assistés est passé à 45. Des rencontres d'affaires sont aussi planifiées avec de potentiels bénéficiaires afin de susciter leur intérêt pour ce programme. Le MCI a déjà recruté, d'une part, pas moins de huit (8) consultants pour la standardisation des informations financières de potentiels bénéficiaires, et d'autre part dix-huit (18) firmes qui travaillent à l'élaboration de plans d'Affaires. Le registre de fournisseurs de BDS est en cours de préparation. Il compte 127 consultants (9 consultants individuelles et 118 par le biais des 18 firmes de consultation). Les modules de formation à l'attention de ces consultants sont en cours de finalisation et l'institution de formation déjà identifiée. En outre, trois (3) protocoles d'Accord avec trois (3) Institutions Financières Locales (IFL) sont en cours de négociation/finalisation. Aussitôt les protocoles finalisés, la préparation des modules de formation pour les officiers de crédit débiteront selon les filières identifiées.

Indicator		Unit of Measure	Baseline	Baseline Year		2012	2013	2014	2015	2016	2017	EOP 2017
1.1	Margen de ganancias de las empresas participantes (como señas de productividad mejorado)	Relación	1.0	2014	P	1.00	1.00	1.00	1.00	1.20		1.20
					P(a)	1.00	1.00	1.00	1.00	1.00	1.20	1.20
					A			0.00	0.00	1.00		

#### Details

**Means of verification:** Informes de Progreso del Programa / Informe de evaluación de Impacto (Sobre la base de las encuestas de base y seguimiento).

**Observations:** El indicador es igual al margen de ganancias promedio, como porcentaje de las ventas de las empresas participantes en relación con el de otras empresas comparables.

**Pro-Gender**

No

**Pro-Ethnicity**

No

## PMR Operational Report

### RESULTS MATRIX

#### OUTCOMES

**Outcome Nbr. 1:** Acceso al crédito de PyMEs beneficiarias aumentado

**Observation:** Indica la relación (coeficiente) entre: i) el número total de PyMEs beneficiarias que obtienen acceso al crédito en relación con todas las PyMEs beneficiarias del Programa y; ii) el número total de empresas comparables no beneficiarias del programa que ob

Indicator		Unit of Measure	Baseline	Baseline Year		2012	2013	2014	2015	2016	EOP 2017
1.1	Coeficiente PyMEs beneficiarias con acceso a crédito (sobre total PyMEs beneficiarias) / PyMEs no beneficiarias con acceso a crédito (sobre total PyMEs no beneficiarias)	Coeficiente	1.0	2013	P	1.00	1.00	1.00	1.00	1.50	1.50
					P(a)	1.00	1.00	1.00	1.00	1.50	1.50
					A			0.00	0.00	1.00	

#### Details

**Means of verification:** Resultado de las encuestas de base y seguimiento / XPMR

**Observations:** El cálculo del coeficiente se realizará en el marco del informe final de evaluación y del informe de evaluación de impacto.

**Pro-Gender** No **Pro-Ethnicity** No

**Outcome Nbr. 2:** Acceso al crédito de las microempresas beneficiarias del programa aumentado

**Observation:** Indica la relación (coeficiente) entre: i) el número total de microempresas beneficiarias que obtienen acceso al crédito en relación con todas las microempresas beneficiarias del Programa y; ii) el número total de microempresas comparables no beneficiaria

Indicator		Unit of Measure	Baseline	Baseline Year		2012	2013	2014	2015	2016	EOP 2017
2.1	Coeficiente microempresas beneficiarias con acceso a crédito (sobre total microempresas beneficiarias) / microempresas no beneficiarias con acceso a crédito (sobre total microempresas no beneficiarias)	Coeficiente	1.0	2013	P	1.00	1.00	1.00	1.00	1.50	1.50
					P(a)	1.00	1.00	1.00	1.00	1.50	1.50
					A			0.00	0.00	1.00	

#### Details

**Means of verification:** Resultado de las encuestas de base y seguimiento / XPMR

**Observations:** El cálculo del coeficiente se realizará en el marco del informe final de evaluación y del informe de evaluación de impacto.

**Pro-Gender** No **Pro-Ethnicity** No

**Outcome Nbr. 3:** Comportamiento cartera de crédito PyMEs beneficiarias igualado o mejorado con respecto al promedio del sistema

**Observation:** Calcula la relación entre la tasa de mora de las PyMEs beneficiarias que acceden al crédito del sistema financiero que acusan atrasos en los pagos previstos (calculada como préstamos a PyMEs beneficiarias con acceso a créditos (con atrasos) / PyMEs benefi

Indicator		Unit of Measure	Baseline	Baseline Year		2012	2013	2014	2015	2016	EOP 2017
3.1	Coeficiente tasa de mora PyMEs beneficiarias / tasa de mora PyMEs (promedio sistema financiero)	Coeficiente	1.0	2013	P	1.00	1.00	1.00	1.00	1.00	1.00
					P(a)	1.00	1.00	1.00	1.00	1.00	1.00
					A			0.00	0.00	1.00	

#### Details

## PMR Operational Report

### RESULTS MATRIX

#### OUTCOMES

**Means of verification:** Resultado de las encuestas de base y seguimiento / XPMR

**Observations:** El cálculo del coeficiente se realizará en el marco del informe final de evaluación y del informe de evaluación de impacto.

**Pro-Gender** No **Pro-Ethnicity** No

**Outcome Nbr. 4:** Comportamiento cartera de crédito microempresas beneficiarias igualado o mejorado con respecto al promedio del sistema

**Observation:** Calcula la relación entre la tasa de mora de las microempresas beneficiarias que acceden al crédito del sistema financiero que acusan atrasos en los pagos previstos (calculada como préstamos a microempresas beneficiarias con acceso a créditos (con atrasos

Indicator		Unit of Measure	Baseline	Baseline Year		2012	2013	2014	2015	2016	EOP 2017
4.1	Coeficiente tasa de mora microempresas beneficiarias / tasa de mora microempresas (promedio sistema financiero)	Coeficiente	1.0	2013	P	1.00	1.00	1.00	1.00	1.00	1.00
					P(a)	1.00	1.00	1.00	1.00	1.00	1.00
					A			0.00	0.00	1.00	

#### Details

**Means of verification:** Resultado de las encuestas de base y seguimiento / XPMR

**Observations:** El cálculo del coeficiente se realizará en el marco del informe final de evaluación y del informe de evaluación de impacto.

**Pro-Gender** No **Pro-Ethnicity** No

## RESULTS MATRIX

### OUTPUTS: ANNUAL PHYSICAL AND FINANCIAL PROGRESS

#### Component Nbr. 1 Suministro de servicios de desarrollo empresarial y capacitación (SDEC) a las MiPyMEs elegibles

	Output	Unit of Measure		PHYSICAL PROGRESS		FINANCIAL PROGRESS	
				2016	EOP 2017	2016	EOP 2017
1.1	SMEs assisted by BDS program	Micro / small / medium enterprises (#)	P	107	358	1,338,000	4,324,000
			P(a)	40	77	277,200	199,101.89
			A	77	77	13,464.14	13,464.14
1.2	Micro-enterprises assisted by BDS program	Micro / small / medium enterprises (#)	P	32	112	542,000	1,775,000
			P(a)	65	199	276,675	393,550.2
			A	134	199	53,856.56	70,492.3

#### Component Nbr. 2 Apoyo para el suministro de SDEC y servicios de apoyo a instituciones de intermediación financiera

	Output	Unit of Measure		PHYSICAL PROGRESS		FINANCIAL PROGRESS	
				2016	EOP 2017	2016	EOP 2017
2.1	Beneficiaries Identified	Beneficiarios	P	139	470	31,685	628,086
			P(a)	105	276	29,400	91,126.97
			A	211	276	49,137.54	61,126.97
2.2	Data base of BDS providers designed and functioning	Database	P	0	1	90,000	390,000
			P(a)	0	1	0	19,632
			A	0	1	4,632	4,632
2.3	Standardization and training provided to BDS providers carried out	Training Events	P	0	4	0	181,390
			P(a)	2	7	152,106.5	99,000
			A	4	5	0	0
2.4	Participating LFIs supported (development and delivery of products and processes for managing credit for MSMEs) (Desarrollo y ajuste productos y procesos para gestión crédito MiPyMEs)	Institutions	P	0	4	0	299,000
			P(a)	4	3	401,800	267,162
			A	3	3	0	0
2.5	Capacity building training for LFI credit officers	Training Sessions	P		9		189,859
			P(a)	4	4	61,600	4,841.05
			A	1	1	4,841.05	4,841.05

#### Other Cost

	Firma Especializada Internacional	P			384,000	1,333,625
		P(a)			345,027.71	1,350,575.25
		A			345,028	1,035,084
	Gestión del Programa. Auditoría y Evaluaciones	P			306,000	1,389,493
		P(a)			440,335	768,904.63
		A			246,236.73	422,904.63
	Imprevistos	P			24,000	489,327
		P(a)			16,301	7,806,106.01
		A			0	0

#### Total Cost

	Total Cost	P			2,715,685	10,999,780
		P(a)			2,000,445.21	11,000,000
		A			717,196.02	1,612,545.09

# PMR Operational Report

## CHANGES TO THE MATRIX

Section	Name	Type of Change	Reasons	Entered in the System	Agreed with Executing Agency
Output	Participating LFIs supported (development and delivery of products and processes for managing credit for MSMEs)  (Desarrollo y ajuste productos y procesos para gestión crédito MiPyMEs)	Modify Output	Change to reflect 2016 achievement: the PPM for the 3 selected LFIs to be implemented in 2017.	03/24/2017	03/24/2017
Output	Capacity building training for LFI credit officers	Modify Output	No change in numbers.	03/24/2017	03/24/2017
Output	Standardization and training provided to BDS providers carried out	Modify Output	Change to reflect 2016 achievement : 3 information session and one formal training were held during 2016. It is anticipated that more training session will be happening in 2017 with the identification of the BDS training provider.	03/16/2017	03/24/2017
Output	Data base of BDS providers designed and functioning	Modify Output	Change to reflect 2016 achievement: the draft database has been shared with the Bank and feedback provided. It is anticipated that the final product will be available by Q2/2017.	03/24/2017	03/24/2017
Output	Micro-enterprises assisted by BDS program	Modify Output	Change to reflect 2016 achievement: cost related to provision of services to these beneficiaries. No new beneficiaries for 2017, as the project is closing. fulfillment of services to the existing ones to be completed in 2017.	03/24/2017	03/24/2017
Output	Beneficiaries Identified	Modify Output	Change to reflect 2016 achievement: Special events focusing on attracting beneficiaries were held in 2016: Salon des PME, CEDEL Forum de l'Entrepreneurship, Artisanat en Fete, and other presentations to several organizations.	03/24/2017	03/24/2017
Output	SMEs assisted by BDS program	Modify Output	Change to reflect 2016 achievement: Special emphasis was put on the recruitment of SMEs in the program, a weakness in 2015.	03/24/2017	03/24/2017
Output	Beneficiaries Identified	Modify Output	Change to reflect 2016 achievement: cost related to promotion of the program for the recruitment of new beneficiaries in 2016. Some more events geared toward the financial sector to help beneficiaries secure funding for business plans.	03/24/2017	03/24/2017
Output	Capacity building training for LFI credit officers	Modify Output	Change to reflect 2016 achievement: participation of SOFIHDES officers in Asian conference.	03/20/2017	03/24/2017
Output	Participating LFIs supported (development and delivery of products and processes for managing credit for MSMEs)  (Desarrollo y ajuste productos y procesos para gestión crédito MiPyMEs)	Modify Output	Change to reflect 2016 achievement: Of the 5 applications received in 2015, 3 agreements were signed with SOFIHDES, BUH and FRICS.	03/24/2017	03/24/2017
Output	Micro-enterprises assisted by BDS program	Modify Output	Change to reflect 2016 achievement: Identification and recruitment of micro enterprises were done continuously throughout the year.	03/24/2017	03/24/2017
Output	SMEs assisted by BDS program	Modify Output	Change to reflect 2016 achievement: cost related to provision of services to these beneficiaries. No new beneficiaries for 2017, as the project is closing. fulfillment of services to the existing ones to be completed in 2017.	03/24/2017	03/24/2017
Output	Promoción de actividades e identificación de beneficiarios realizados **TO BE DIS-ACTIVATED**	Modify Milestone	Change to indicate that this milestone was deemed to be irrelevant since last year and that it was to be deactivated.	03/14/2017	03/24/2017
Output	Standardization and training provided to BDS providers carried out	Modify Output	Change to reflect 2016 achievement: Costs related to the provision of the formal training and other informational sessions.	03/24/2017	03/24/2017