

KEY LESSONS

John Hardin
Fund Director



PACIFIC – S.E. ASIA

- Uptake better in Pacific - projects less successful.
- Access to finance, “human capital”, BEE.
- 14 projects: 4 good, 3 limited, 7 well below expectations (Asia 1/7).
- Key ingredient successful projects – management commitment and experience (not just size).
- Less successful – planning, resources, execution.
- Pacific environment not suitable for standard challenge fund “light touch” model.

LESSONS

- Establish clear objectives and program balance from outset – economic, business growth, sector outcomes, broader impacts (focus).
- Careful analysis of bidder, business case and impacts.
- More information/input to assessment panel.
- Detailed feedback to bidders.

LESSONS cont'd

- Embed M&E in program from outset.
- Establish support linkages for program and projects: leverage other finance.
- Work in partnership with AusAID and other programs (PHAMA, ACIAR, PITI).
- Utilise projects as practical case studies to influence/guide.

PACIFIC APPROACH?

- Flexible financial instruments – equity, quasi equity, blended finance, \$200-\$500K.
- Manager to have flexibility within clear objectives.
- Business support services/TA – from program and through linkages.
- A partnership approach, with hands on involvement.