

ANNEX 1F

SUCCESS STORY

LOAN TO SUPPORT PROJECT AFTER SME & FINANCIAL INSTITUTION SPEED DATING

Vetrotech Solutions is a local SME in Takoradi, Ghana. In the third quarter of 2014, the economic climate in Ghana was not favorable, making it difficult for SMEs to access loans from Financial Institutions in the country. Part of the Ghana Supply Chain Development (SCD) Program’s five-year mandate is to help Ghanaian SMEs become more competitive in the Oil & Gas supply chain through capacity building programs such as assisting with access to finance. This was the idea behind SCD’s “speed dating” initiative in Takoradi and Accra, which brought Financial Institutions and SMEs together to discuss matters of mutual interest.



The Vetrotech Solutions representative in a one on one with executives from Cal Bank at the first speed dating event

Out of that engagement, Vetrotech Solutions, a fire extinguisher installation and servicing company, has secured a loan of GHS 2,000 from Unicorn Happy Investments. Dominic Hudenu, the CEO of Vetrotech Solutions, explained that “the money was used to support a contract that we won from Unicorn Logistics,” a logistics company in Takoradi. Hudenu already had an account with Unicorn Happy Investments but made it clear that the relationship was strengthened by the SCD “speed-dating” event in Takoradi.