



**CORPORATE PROFILE**

**Building an inclusive and broad-based economic transformation through local content solutions, supplier development programs, skills development, empowerment programs, private sector advocacy work, SME financial intermediation, investment promotions, and curated enterprise development programs in Africa.**



## **OUR HISTORY**

### **Transforming Visions: Building Futures.**

Small Enterprise Supplier Development Corporation, SESDCorp is a boutique and niche consulting firm working at the nexus of local content solutions, enterprise development programs, supplier development, empowerment programs, skills development, SME financial Inclusion Programs, Investment promotions, and private sector advocacy work.

Alongside our partners, we co-create and implement innovative and transformational economic intervention programs that create decent jobs, build resilient economies, and contribute to broad-based economic growth. We are creating opportunities for communities to thrive and fostering inclusive growth. That is our mantra.

Through SESDCorp and affiliate companies, our goal is to become a catalyst for an inclusive and broad-based economic transformation across Africa. We aim to do this by implementing innovative and impactful economic intervention programs that support the sustainable symbiotic growth of small businesses, local communities, governments, and multinational companies leveraging our expertise.

## **OUR VISION**

To be the leading and impactfully consulting boutique in Africa in areas of local content, enterprise development, and social impact investment practices.

## **OUR MISSION**

Through our consulting practices, we aim to drive inclusive and broad-based economic transformation through sustainable enterprise development programs, local content solutions, and social impact investment programs.

## **OUR VALUES**

EMPOWERMENT, EMPATHY, INTEGRITY, CUSTOMER CENTRICITY, INNOVATION, SHARED VALUE.

## **OUR DIVISIONS**

### **Championing inclusive growth through six distinct divisions**

Small Enterprise Supplier Development Corporation, SESDCorp has six distinct specialist divisions focusing on small enterprise development programs, local content advisory work supplier development programs, social impact investment, international development and private sector advocacy work, and SME financial inclusion and intermediation.

**1. Enterprise Development – Enterprise development as a solution to building prosperity & poverty alleviation.**

We implement enterprise solutions through Khulisani Small Business Development Centres. Khulisani Small Business Development Centres, Khulisani SBDC's is a specialized business development service provider (BDSP) and consulting boutique. Khulisani originates from the Zulu language loosely translated as "Let's Grow Together" - exactly how we think of our commitment to our clients' growth. In everything we do – we are providing entrepreneurs and small business owners with transformational tools and resources that enable them to grow and contribute towards building thriving communities, creating decent jobs, creating wealth, building sustainable businesses that last, and alleviating poverty for good.

**2. Local Content Solutions – Helping multinationals build responsible businesses.**

Khulisani Local Content Advisors is our specialized local content implementing agency. Our local content solutions play a vital role in helping multinational companies operating in emerging markets navigate the legal and regulatory complexities of operating in foreign markets. Through our local content solutions, we help MNCs manage risks, build resilient supply chains, build sustainable enterprises, and achieve long-term success in their operations. Our solutions include – local content strategy and auditing, local content compliance programs, social impact investment programs, and government relations. Further, through our local content solution, we help small enterprises access procurement opportunities and work with multinational companies through curated technical and non-technical support programs for MNCs and local enterprises. We aim to see symbiotic growth *for* small businesses, local communities, governments, and multinational companies.

**3. Social Impact Investment – Helping multinationals to do well by doing good.**

Khulisani Social Impact Investments is a pioneer social impact investment fund manager and social corporate responsibility implementing agency in Tanzania. We advise, implement, monitor, and report social impact investment programs for and on behalf of our partners across Tanzania. We are working alongside investors, development partners, multinational companies, international development agencies, government, private enterprises, and other development partners to drive sustainable social impact investment practices and corporate social responsibility mandates. We define social investment as any financial commitment – from grant-making to impact investing – that seeks to drive and measure social impact investments.

**4. Skills Development & Empowerment Programs – Building nations through harnessing the power of youth, women, and marginalized groups including refugees.**

We implement skills development, vocational, entrepreneurial, and empowerment programs through Taifa Skills Development Group, TSDGroup. Taifa is a swahili word for "nation". Through Taifa our mission is to build nations by harnessing the power of youth and marginalized groups. We provide youth and marginalized populations with tools and resources to maximize their potential and contribute to national building.

We are transforming the lives of young people and marginalized groups and creating social value by delivering local employment opportunities to local communities through our solutions.

**5. SME Financial Intermediation - Promoting inclusive and broad-based economic growth through enterprise financing solutions.**

Our mission is to democratize access to impactful development financial solutions to SMEs to enable them to build and grow their businesses sustainably. We aim to unlock growth constraints by offering innovative development financial instruments to small enterprises and organizations that support the growth of small enterprises. Through our innovative financial solutions, SMEs create jobs, build wealth, grow the economy, and sustain their communities. Our solutions include SME Financing Readiness support, SME Expansion Solutions, SME financial literacy programs, SME financial empowerment programs, Working Capital Solutions Financial Modelling, Credit Guarantee Scheme, Trade Finance, Import Finance, Asset Financing, Access to Markets, Purchase Order Financing, Research and Development, Supplier Financing, Invoice Discounting, Equity, SME digital financial products, Business Protection Services, Debt, Blended financial products, Research and Financial Innovation, Empowerment Funds, Investment Funds and Innovative financial products.

**6. Private Sector advocacy work – Driving growth through the promotion of responsible investments.**

KHADMA Investment Promotion Bureau is a pre-licensed private investment promotion agency (IPA) operating under the Tanzania Investment Service Providers Act and Guidelines. The purpose of KHADMA Investment Promotion Bureau is to help foreign investors conceptualize, start, and grow their investments in Tanzania and in the region by providing information and administrative support throughout the investment lifecycle. We help investors pursuing investment opportunities in Tanzania navigate through the government bureaucracy and commission investment within reasonable timelines and budgets. We provided professional and bespoke investment advisory support, all under the Tanzania investment guidelines and framework. Our experienced team is ready to help each investor or company pursue local, regional, or global business opportunities from Tanzania and in Tanzania.

## WHAT WE DO

### Innovative Solutions for Sustainable & Inclusive Growth

Our expertise spans various domains, enabling us to deliver impactful results and foster lasting partnerships with clients and partners worldwide. We have assembled a strong team of experts in fund management, strategy and advisory, program implementations, and sustainability reporting. Our passion and expertise in implementing innovative programs and business sustainability approaches set us apart in the industry. We want to create economic and social impact that is measurable, relevant, meaningful and long-lasting.



## SECTORS WE SERVE

### Driving inclusive growth and economic transformation through strategic and high-potential sectors

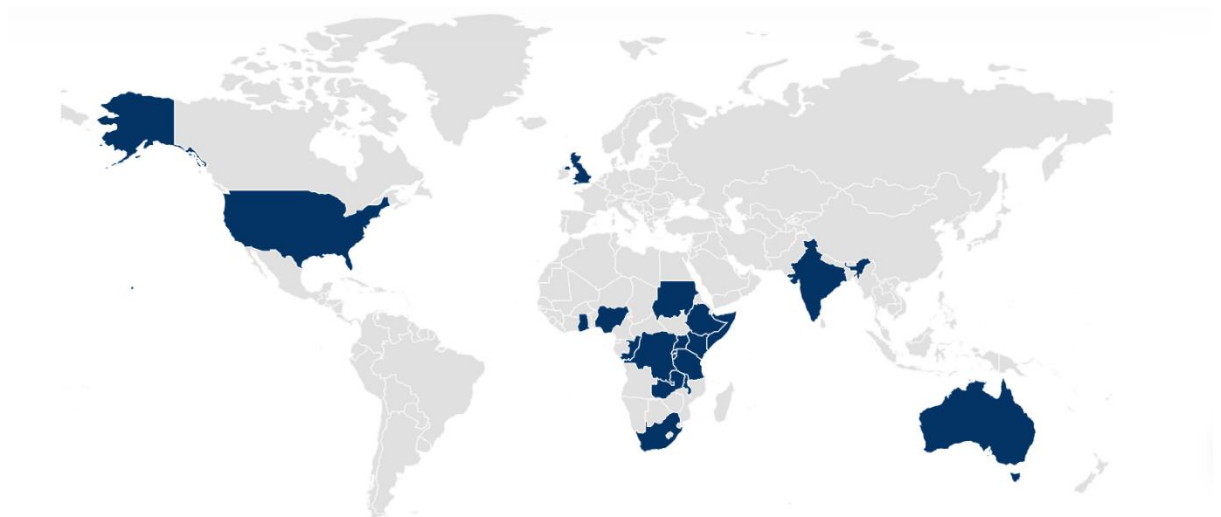
Through our innovative economic intervention programs, we support our partners and clients to operate sustainably and navigate the legal and regulatory complexities. We focus on helping our partners who are operating in diverse high-growth sectors to turn challenges into economic transformational opportunities.

From Mining to Ocean Economy, Agriculture to Manufacturing, Oil, Gas, Built Environment, Financial Services, Creative Economy, Arts and Culture, Trading and Retailing, Digital Economy, Wildlife and Forestry, and Social Economy. Transformation of these sectors can help create meaningful economic opportunities for communities and businesses to thrive. We are creating opportunities and fostering inclusive growth.

## OUR FOOTPRINT

### Empowering Progress: SESDCorp Tanzania Ltd's Impact Across Borders

Our footprint spans across a diverse range of countries, including Tanzania, Kenya, Uganda, Rwanda, Burundi, Somalia, Sudan, Ethiopia, and South Africa, where we have made significant impacts through our initiatives aimed at fostering economic growth, empowering local communities, and promoting sustainable development.



## OUR IMPACT

### Aligning our interventions with SDGs and Tanzania's Vision 2025

Join us on a transformative journey where innovation meets impact. With our strategic interventions, we're not just aiming for change – we're driving progress towards a better world. Together, we're making strides towards achieving the 17 Sustainable Development Goals and fulfilling Tanzania's National Development Vision 2025."



## OUR CLIENTS

Small Enterprise Supplier Development Corporation, SESDCorp Tanzania Ltd, is dedicated to fostering the symbiotic growth of small enterprises, large corporates, governments, and communities throughout our operations. We specialize in providing comprehensive support to our clients to achieve their sustainability goals. Our passion for inclusive growth at every stage of our interventions, from advisory to program implementation, from research to capacity-building programs, from empowerment programs to sustainability reporting, and beyond inclusive growth is paramount to our success.

Our mission extends beyond direct engagement with enterprises, government, and large corporates; we also collaborate closely with a diverse array of organizations and institutions committed to building sustainable communities and thriving private sector. Our esteemed clientele includes governments, private sector entities, international development agencies, parastatals, private offices, municipalities, and non-governmental organizations.

## OUR BUSINESSES





## OUR MANAGEMENT TEAM

### Experienced and diverse leadership team passionate about inclusive growth

SESDCorp has assembled an experienced team that is passionate about economic transformation and social impact investments. The team has excess to 50 years of combined experience in advisory, program management, Operations, management, private sector leadership, international development, and private sector works. The team is led by Killian Nango, Founder & Chief Executive Officer (CEO).

#### **KILLIAN NANGO - Founder & Chief Executive Officer (CEO)**



Killian Nango has over 20 years of leadership experience spanning telecoms, advisory services, banking, development finance, impact investment, investment promotion, financial services & renewables. Over the past 20 years, he has held senior leadership positions with P&L across East Africa. Killian is passionate about building a broad-based economic transformation through enterprise programs, youth empowerment programs, women empowerment programs & private sector investment initiatives. Killian holds a Master of Philosophy in Development Finance, MPhil Development Finance (Stellenbosch University), Master of Business Administration International Business, MBA-IB, India Institute of Foreign Trade, Postgraduate of Business Administration, PGDBA, Institute of Finance Management and Bachelor in Accounting

#### **DANIEL KITWA - Chief Operating Officer (COO)**



Daniel Kitwa is an emerging market leader and business executive passionate about enabling organizations, people and products to maximize their full potential and outlive generations. His key competences include project finance, multi asset class fund investments (debt/equity/RBF grants), macro-research, deal-risk assessment & structuring, financial modelling, strategy/business model advisory, technical assistance as well as project design & implementation. He has had the privilege of working in multiple ecosystems including fund management, policy/programmatic advisory, strategy consulting, and startup cultures. Some of the sectors he has supported include agriculture, manufacturing, blue economy industry, clean energy, climate mitigation & adaptation, financial services, WASH, circularity, renewables, manufacturing, education, as well as Fintech & inclusive finance.

## Board of Advisors (BoA)

SESDCorp is governed by an independent Board of Advisors (BoA) and its primary function is to give advice and make recommendations to the Founder and CEO. SESDCorp's board of advisors uses their expertise and networks to support SESDCorp in furthering and developing projects and building partnerships. The duties and responsibilities vary greatly, depending on the advisor's specialty.

### TOM GEORGE



Tom George is a business and financial consultant with extensive experience in fundraising, blended finance, and impact investing. Tom is the Managing Director of Africa Grant Advisors, Africa's premier fundraising and financial consultancy. As a consultant, he has helped clients plan and finance projects funded by many of the largest development investors and donors, including bilaterals and multilaterals, development banks, private equity funds, impact investors, and multinationals. Prior to launching AGA, Tom was an investment officer at an African renewable energy venture capital firm. Tom holds a degree in mathematics from the University of Chicago.

### JACQUELINE WOISO



Jacqueline is a habituated leader and management expert with over 20 years of driving change in both Multinational and Local Organizations in the Information and Broadcasting as well as the Banking and Finance Industry. She has been serving as a Managing Director and Chief Executive Officer respectively for over 5 years with the key role of driving the respective Organization's Strategic Agendas. Before joining Multichoice Tanzania in November 2018 as the Managing Director, Jacqueline had served for over 19 years in the Banking industry working at Standard Chartered Bank, Barclays Bank and Bank M in Tanzania. Her tracked achievements in the roles, extensive leadership experience, exposure and dynamism have seen her attain Board Memberships in Public and Private Sector Institutions for over 8 years and various committee memberships playing a huge role in driving growth, offering sound leadership, management guidance and advisory. The Institutions include the University of Dar es Salaam, the Private Sector Foundation (TPSF), the SAGCOT Catalytic Trust Fund, and Jakaya Kikwete Cardiac Institute. She is currently serving as a Board member for the Culture & Arts Trust Fund, Muhimbili National Hospital, Tanzania Tourist Board, AMREF Health Africa (Tanzania), and the CEO Roundtable of Tanzania. Jacqueline's areas of expertise include Strategic Leadership, Business Development, Corporate Governance, Public Relations and Brand Management, Regulatory reviews & Formulation of Policies.

## JORAM MWINAMO



Fondly known as The Chief Entrepreneur in East Africa, with over 15 years experience, Mr. Mwinamo has constantly been involved in policy development and championing for a better SME growth environment. He has been involved in various organisation & strategy development projects with large and small organisations in 9 countries across Africa and Asia in both the private, social and public sectors. He also sits on the board of Amnesty International and is chair of the Steering Committee at Aspen Network of Development Entrepreneurs.

## DANIEL WELWEL



Daniel Welwel is a Managing Partner of Asyla Attorneys one of the most highly regarded and reputable law firms in Tanzania. Mr. Welwel studied law at the University of Dar es Salaam and is proficient in the preparation of legal opinions and the drafting of legal documents. While specializing in commercial law, investment and finance law, he has experience in due diligence, business establishment; securitization and banking practice. He has vast experience on labour laws, energy, oil and gas practice. With experience in corporate law, Mr. Welwel is also a skilled litigation attorney having handled several high profile clients and public interest litigation. Welwel is an active member of Tanganyika Law Society, Zanzibar Law Society and East Africa Law Society.

## DAVID JAMES



David James is experienced Chief Executive Officer, Risk Management Professional and Business Consultant, having first developed his expertise as a Commercial Banker with Barclays Bank in the UK and later in Latin America, and Sub-Saharan Africa (SSA). He has vast experience in heading up Credit and Risk Departments in both a Commercial Bank (Barclays) as well as a Development Bank, covering both Corporate and Retail Clients. He has held Board positions, both executive and non-executive in publicly quoted corporations (Barclays Bank Kenya Ltd) as well as private companies (Pepsi Cola Uganda, Musoni Kenya, UGAFODE Uganda, Oxus Afghanistan, AccessBank Tanzania) and he has been heavily involved in setting up governance and reporting structures to meet Central Bank and international Shareholders' requirements (including IFC, KfW, EIB and others) in a number of different regulatory environments. David has developed an expertise in managing Microfinance Institutions, having set up a green-field regulated microfinance bank in 2007 as CEO of AccessBank Tanzania Ltd, in 2010 as CEO of the First MicroFinance Institution-Syria, and in 2012 Musoni Ltd a technology driven MFI in Kenya. Currently David work as an independent and freelance consultant in Governance and Risk Management for Financial Institutions in Africa and the Middle East. David has been fully retired since 2019 he is still keen to provide a helping hand and guidance to the new generation of entrepreneurs and startups primarily in East Africa.

**CONTACT US**

**We'd love to hear from you**

If you want to contribute to building an inclusive and broad-based economic transformation and wish to partner with an experienced and passionate team that shares your values, we would love to hear from you.

**Point of Contact (PoC)**

**Killian Nango**

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