

Cooperation among signatories



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- Examples of collaboration already taking place among Signatories:
 - Training
 - Joint Assessments
 - Sharing of Tools
 - Share as results/ collaborate in action plan
- Example of a collaborative project among the Signatories: “Making the Business Case”
- Update on the status of the CGDF Website: the main tool to facilitate collaboration





PROVIDING TRAINING OR SHARING TRAINING RESOURCES

“Cooperation is the heart of the Framework”

– Some examples:

- CAF offered knowledge sharing sessions of its newly developed CG guidelines to signatories with presence in Latin America
- Signatories often share references about CG consultants and training providers
- Joint training for IO s of EDFIs offered between DEG & FMO
- Nominee Director Training offered yearly by IFC and made available to other Signatories





CG TRAINING

Name of the Institution	Type of CG Training that will be offered	Country/date where the training will take place	Number of spaces available	Information of person to contact
IIC	Corporate Governance Training for Family-owned Companies	Panama/ September 2014	Up to 4 spaces for clients of Signatories	Rebeca Sanchez de Tagle rebecast@iadb.org
IFC	Nominee Director Training	Washington, DC/ December 2014	Up to to 6 spaces	Sanaa Abouzaid sabouzaid@ifc.org
FMO	Corporate Governance in Emerging Markets Module 1	Spring and Fall yearly	Up to 5 individual spaces	Martin Steindl Msteindl@fmo.nl
DEG	Directorships in Emerging Markets Module 2	Spring and Fall yearly	Up to 10 spaces	Anne Keppler Annekeppler@deginvest.nl





B. JOINT ASSESSMENTS

- Some examples:
 - DEG led assessment for Turkish insurance company and FMO assisted on CG issues
 - FMO and Proparco to do joint assessment for a client in Bangladesh
- Accepting the assessment of another signatory
 - Example: FMO undertook assessment for Ethiopian client which was used to fulfill IFC's requirement for CG improvement as a condition for subscription





C. Sharing of specialized Tools for CG assessments

- Examples:
 - CAF's web-based methodology & tools
 - IFC's specific tools for SOE's, FI's & Family-owned companies.
 - EDFI toolkit





D. EXCHANGE RESULTS AND ADOPT COMMON STRATEGY

- Two DFIs exchanged results on separate assessments and agreed on a joint strategy with a client and the fund holding the majority in that client
- One DFI capitalized on another's advisory services, the recommendations from which the client had not fulfilled and made some core elements of the advisory a condition for its own investment with the client





Sharing existing institutional policies & guidelines

- Examples:
 - Nominee Director policies and guidelines in place at different institutions





Themes for Buzz Groups

- A. Strategies to further collaboration in co-investment operations.
- B. We see cooperation examples in EDFIs & larger DFIs. How about the rest?
- C. What are the current training needs of the signatories? (Investment staff? nominee directors, client companies?)
- D. Existing web based training opportunities that can be offered in the new website?





THANK YOU