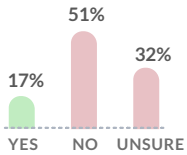
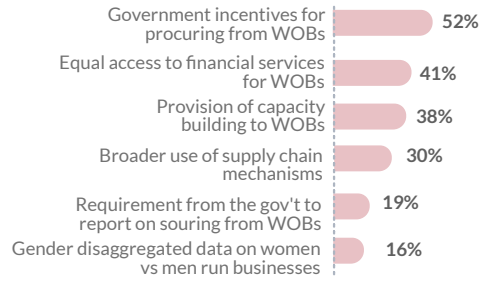


INDIA

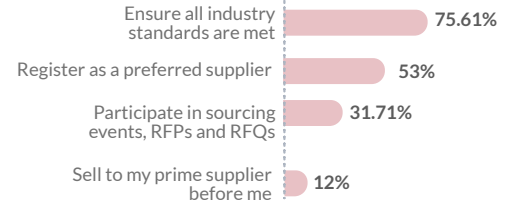
CORPORATE BUYERS WHEN ASKED IF THEY PROCURE FROM WOBS



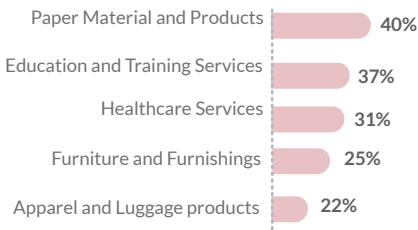
CONDITIONS THAT WOULD ALLOW CORPORATE BUYERS TO BUY MORE FROM WOBS



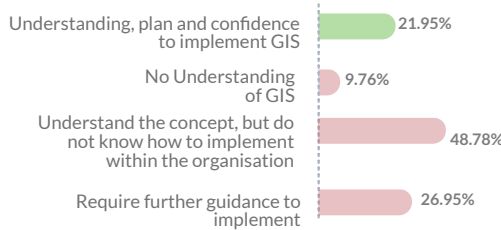
RECOMMENDATIONS TO WOBS FROM CORPORATE BUYERS TO BOOST LINKAGES



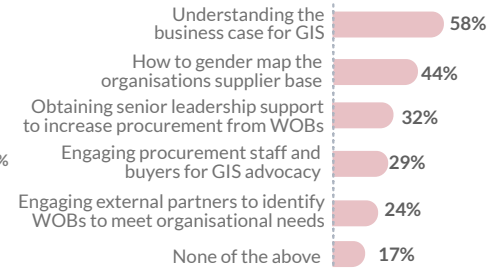
TOP PRODUCT AND SERVICE SEGMENT CONTRIBUTIONS BY WOBS



CORPORATE BUYER POSITIONS ON GENDER INCLUSIVE SOURCING

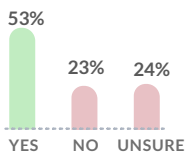


REASONS PROVIDED BY CORPORATE BUYERS FOR THE MOTIVATION TO EXPLORE GENDER INCLUSIVE SOURCING

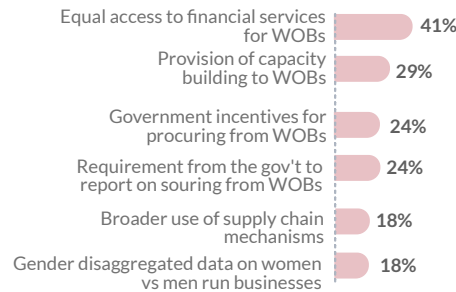


MALDIVES

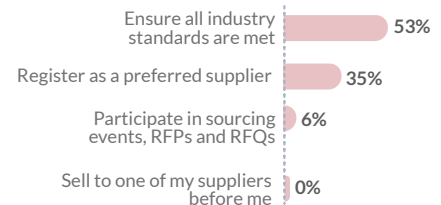
CORPORATE BUYERS WHEN ASKED IF THEY PROCURE FROM WOBS



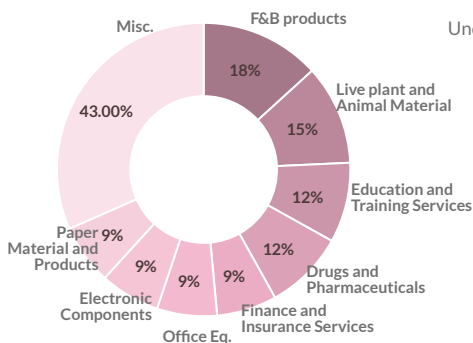
CONDITIONS THAT WOULD ALLOW CORPORATE BUYERS TO BUY MORE FROM WOBS



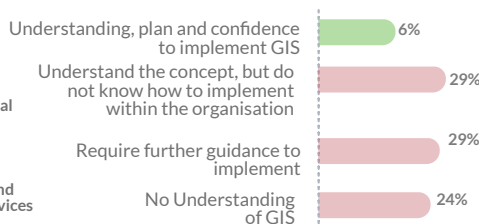
RECOMMENDATIONS TO WOBS FROM CORPORATE BUYERS TO BOOST LINKAGES



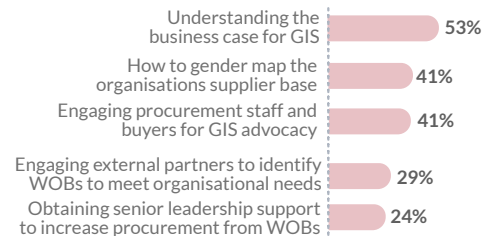
TOP PRODUCT AND SERVICE SEGMENT CONTRIBUTIONS BY WOBS



CORPORATE BUYER POSITIONS ON GENDER INCLUSIVE SOURCING

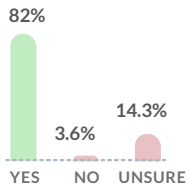


REASONS PROVIDED BY CORPORATE BUYERS FOR THE MOTIVATION TO EXPLORE GENDER INCLUSIVE SOURCING

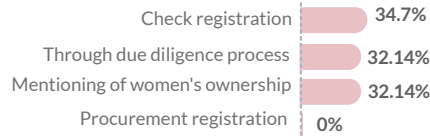


SRI LANKA

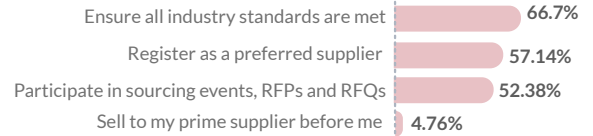
CORPORATE BUYERS WHEN ASKED IF THEY PROCURE FROM WOBS



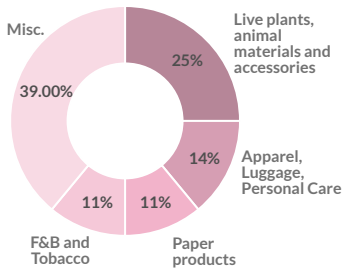
METHOD(S) BY WHICH CORPORATE BUYERS VERIFY IF SUPPLIERS ARE WOBS



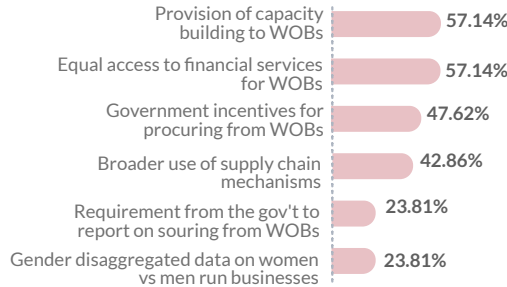
RECOMMENDATIONS TO WOBS FROM CORPORATE BUYERS TO BOOST LINKAGES



TOP PRODUCT AND SERVICE SEGMENT CONTRIBUTIONS BY WOBS



CONDITIONS THAT WOULD ALLOW CORPORATE BUYERS TO BUY MORE FROM WOBS

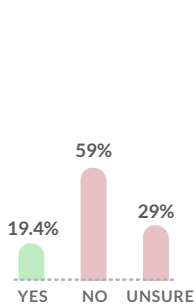


REASONS PROVIDED BY CORPORATE BUYERS FOR THE MOTIVATION TO EXPLORE GENDER INCLUSIVE SOURCING

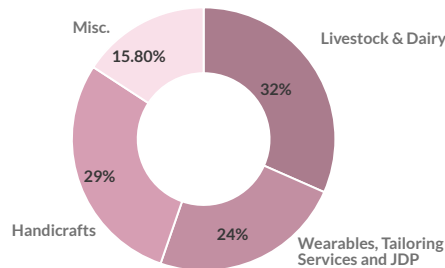


BANGLADESH

CORPORATE BUYERS WHEN ASKED IF THEY PROCURE FROM WOBS



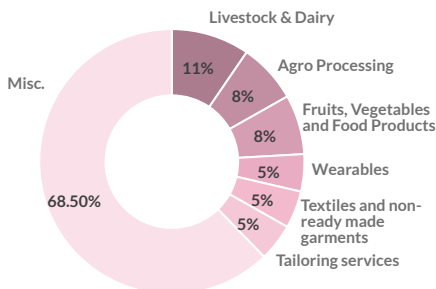
WOBS PRODUCTS AND SERVICES WITH MOST CORPORATE BUYER DEMAND AND HIGHEST LINKAGE POTENTIAL



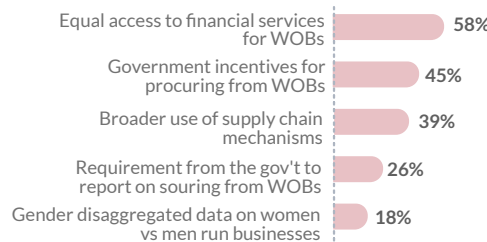
RECOMMENDATIONS TO WOBS FROM CORPORATE BUYERS TO BOOST LINKAGES



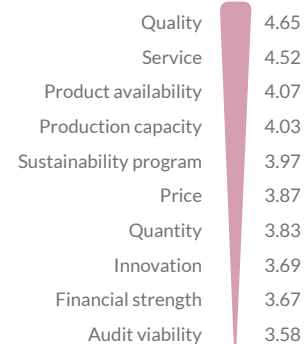
TOP PRODUCT AND SERVICE SEGMENT CONTRIBUTIONS BY WOBS



CONDITIONS THAT WOULD ALLOW CORPORATE BUYERS TO BUY MORE FROM WOBS



TOP 10 CORPORATE BUYER CRITERIA FOR SUPPLIER ASSESSMENT



Maldives : Women Owned Businesses to Corporate Buyers Bridges and Gaps

- Attributes enhancing/improving buyer-seller linkages
- Indications or relationships which enhance or improve buyer-seller linkages
- Attributes hindering/posing a challenge to or discouraging buyer seller linkages
- Indications or relationships hindering/ posing a challenge to or discouraging buyer seller linkages

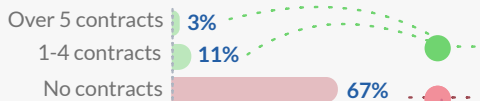
WOB

Women are prioritised in SME finance schemes and availability of targeted lending

Willingness to participate in capacity building training programs

Factors and opportunities enabling WOBs to improve supplier linkages

WOBs by amount of contracts secured with large businesses



Difficulty accessing capital other than micro-finance

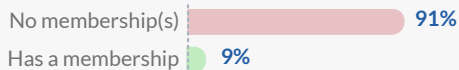
Lack of knowledge, skills and capacities on understanding contracting, procurement and bidding with larger corporations

Difficulties in understanding market forces and the competitive environment

Logistics hindered by an unreliable ferry system

Insufficient liaising with business associations to bolster bargaining power, exposure and skills

Challenges for WOBs to expand their offering and increase linkages with buyers



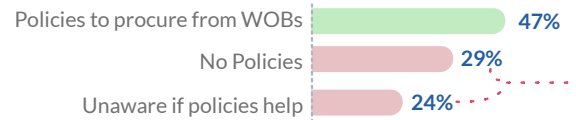
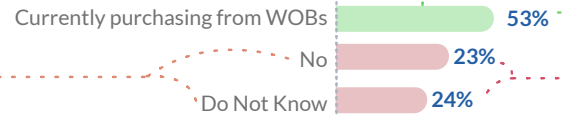
CORPORATE BUYER

Factors that indicate Buyer interest in improving linkages

47% of suppliers have policies to procure from WOBs

71% of the organisations were willing to attend training for GIS

53% of the buyers were interested in understanding the business case for gender inclusive sourcing



Factors contributing towards buyers having insufficient linkages with WOBs

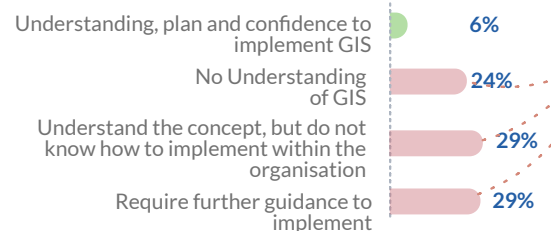
No tracking of procurement from WOBs

Lack of Gender Inclusive Sourcing policies

No formal or specific policies to source or procure from WOBs

Weak IP laws leading to buyers replicating WOBs products and services

Weak IP laws leading to buyers replicating WOBs products and services



India : Women Owned Businesses to Corporate Buyers Bridges and Gaps

- Attributes enhancing/improving buyer-seller linkages
- ⋯ Indications or relationships which enhance or improve buyer-seller linkages
- Attributes hindering/posing a challenge to or discouraging buyer seller linkages
- ⋯ Indications or relationships hindering/ posing a challenge to or discouraging buyer seller linkages

WOB

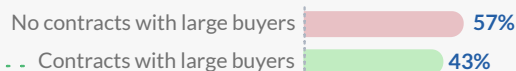
A significant export base of about 25% of WOBs exporting their products

Liaising with business associations to bolster bargaining power, exposure and skills

WOBs of significant size tend to partner and collaborate more than men

Increased realisations for the need for visibility and capacity building among WOBs

Factors and opportunities enabling WOBs to improve supplier linkages



Lacking Financial Strength

Inability to meet required specifications

Quality of the product not up-to expectations

Inability to supply the quality required

Inability to communicate the value addition clearly

Lack of access to institutional finance

Lack of self-confidence and pressure from unpaid care work and family

Challenges for WOBs to expand their offering and increase linkages with buyers

Only 7/100 enterprisers in India are Women, nearly 49.9% get into business out of necessity and not real aspiration

Over 70% of the financial needs of women entrepreneurs is unmet

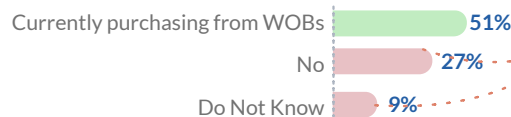
Results in a little incentive or drive to become growth oriented

CORPORATE BUYER

Factors that indicate Buyer interest in improving linkages

Special provision for public sector procurement to procure from Micro and Small WOBs

77% of the organisations were willing to attend training for GIS



Factors contributing towards buyers having insufficient linkages with WOBs

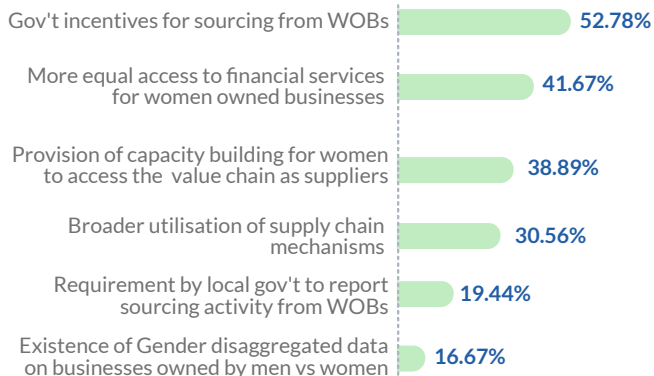
No tracking of procurement from WOBs

No existing Gender Inclusive Sourcing policies

No formal or specific policies to source or procure from WOBs

Observed cases of gender bias and stereotyping of WOBs by buyers

Factors that might compel buyers to purchase more from WOBs



Bangladesh : Women Owned Businesses to Corporate Buyers Bridges and Gaps

- Attributes enhancing/improving buyer-seller linkages
- Indications or relationships which enhance or improve buyer-seller linkages
- Attributes hindering/posing a challenge to or discouraging buyer seller linkages
- Indications or relationships hindering/ posing a challenge to or discouraging buyer seller linkages

WOB

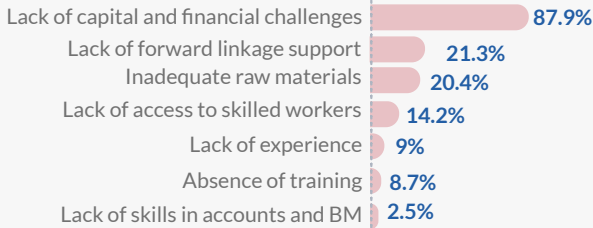
Prevalence of Inherited businesses with working capital and growth potential

Gov't led Financial products targeted directly towards Women and WOBs

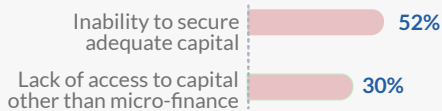
Access to Land and Finance in Export Processing Zones

Factors and opportunities enabling WOBs to improve supplier linkages

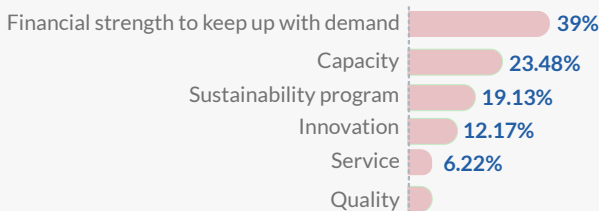
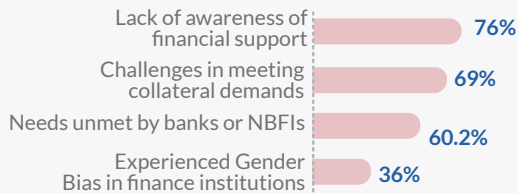
Challenges for WOBs to expand their offering and increase linkages with buyers



Key Financial Challenges Cited



Reasons for challenges in securing capital



CORPORATE BUYER

Factors that indicate Buyer interest in improving linkages

Potential willingness, when questioned to directly source from WOBs on conditions of quality and price competitiveness

Requiring WOBs to Register as potential suppliers

Encouraging WOBs to bid aggressively

Expressing the need for better communication of seller's value proposition

Factors contributing towards buyers having insufficient linkages with WOBs

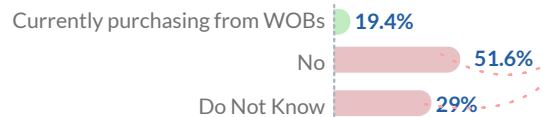
Observed cases of gender bias and discrimination from buyers

Expectation of formalised documentation and accounting techniques adhering to corporate grade standards.

Emphasises the need for WOBs to 'make themselves known'

Lack of advanced payments and potential inability to pay on time, compounding the seller's working capital issues.

Archaic Societal and institutional attitudes towards women and women in business



Sri Lanka : Women Owned Businesses to Corporate Buyers Bridges and Gaps

● Attributes enhancing/improving buyer-seller linkages

⋯ Indications or relationships which enhance or improve buyer-seller linkages

● Attributes hindering/posing a challenge to or discouraging buyer-seller linkages

⋯ Indications or relationships hindering/posing a challenge to or discouraging buyer-seller linkages

WOB

CORPORATE BUYER

Willingness to participate in training and skills development programs

Liaising with business associations to bolster bargaining power, exposure and skills

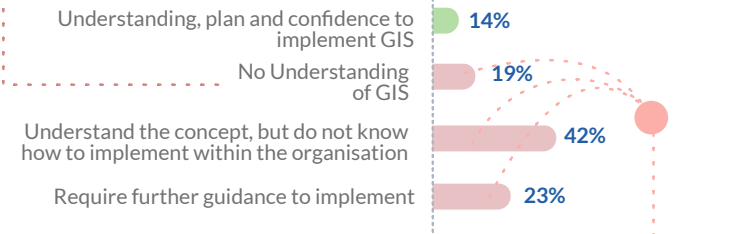
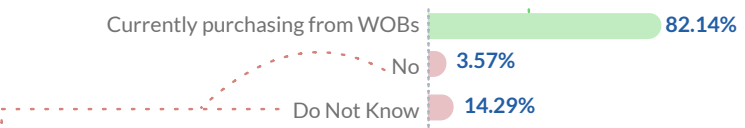
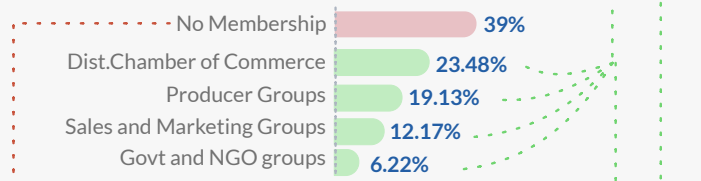
Factors enabling WOBs to improve supplier linkages

Policies and practices already in place to encourage WOBs

Willingness on the part of buyers to recognise and train for gender inclusive sourcing

Buyers express clear desire to empower women, albeit having no common definition of WOBs

Factors that indicate Buyer interest in improving linkages



Lack of support from large organizations or buyers

WOBs are often pigeonholed into gender-typical/ gender appropriate offerings and industries

Inability to service the range demanded by buyers

Have not been set up specifically in alignment with 'supplier diversity' standards or principles

Inability to provide accurate information to seller due to language barriers (poor grasp of English) and lack of

Insufficient expansion capital and difficulties in obtaining credit

Challenges for WOBs to expand their offering and increase linkages with buyers

Supplier diversity not a key area of interest

Learning about gender inclusive sourcing is not a top organisational priority

National staff unaware of socially responsible policies set at MNC level

Gender neutral business practices

Preference for working in English

Credit policy of larger buyers do not match the needs of WOBs

Archaic Societal and institutional attitudes towards women and women in business

Factors contributing towards buyers having insufficient linkages with WOBs