

MICROCAPITAL BRIEFS | TOP STORIES

AFD, IFC Launch SME Risk-sharing Facility with \$5m Deal for Lebanon's BLC

Please see page 2 for coverage of this "MicroCapital Deal of the Month."

Goodwell Disburses Convertible Loan to Innovative to Expand in Rural Ghana

Through its Goodwell Microfinance Development Company III, Netherlands-based Goodwell Investments recently issued a convertible loan of undisclosed size to Ghana's Innovative Microfinance Limited, which provides credit, savings, training and environmental advisory services to low-income individuals and microenterprises. Innovative plans to use the funding to open five outlets in rural northern Ghana, expanding its branch network to eight. The microbank serves 7,000 borrowers and 10,000 depositors, mostly "market women" and other small-business owners. Its founding shareholders are Sheila Azuntaba and Ghana-based African Tiger Holdings. Goodwell Investments is in the process of raising the equivalent of USD 22 million to complete an additional close of the Goodwell III fund. Half of this amount is targeted for financial inclusion in Sub-Saharan Africa, with the other half to be invested in small and medium-sized enterprises providing "basic goods and services." October 26, 2016

ADB to Share Risk with Citigroup on \$100m in Loans to MFIs

The Asian Development Bank (ADB), a 67-member development finance institution headquartered in the Philippines, and Citigroup, a US-based financial services corporation, recently announced plans to facilitate up to USD 100 million in local-currency loans for microfinance institutions (MFIs) in Asia under the Microfinance Risk Participation and Guarantee Program. The program, through which ADB shares risk with commercial banks to encourage local-currency lending, targets MFIs that serve "rural and remote" areas of Asia and the Pacific. Since its inception in 2012, the program has facilitated the equivalent of USD 370 million in loans to 20 MFIs in Bangladesh, India and Indonesia, benefitting 2.1 million end-borrowers. October 21, 2016

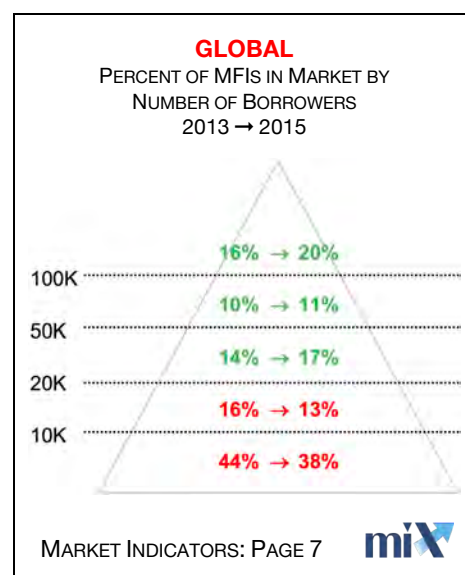
Bond Repayment Contingent on Client Outcomes in Colombia

The Multilateral Investment Fund (MIF), a member of the US-based Inter-American Development Bank Group, is partnering with the Swiss State Secretariat of Economic Affairs and the Colombian government's Department for Social Prosperity to launch a "social impact" bond fund aimed at increasing urban employment in Colombia. Through this "pay-for-success model," investors will provide capital for organizations that provide services to "vulnerable" populations with repayment dependent upon project outcomes, as measured by third-party impact evaluators. According to an MIF statement, "If outcomes fail to improve, investors do not recover their full investment, thereby transferring the performance risk of the program away from governments and taxpayers." The target size of the fund has not been disclosed. October 15, 2016

Indian Banks Cheat to Reduce Number of Zero-balance Accounts

Banks in India reportedly have been acting dishonestly under the country's Pradhan Mantri Jan Dhan Yojana (PMJDY) financial inclusion program. As the proportion of zero-balance bank accounts opened under the program fell from 76 percent to 24 percent in less than two years, employees of 18 public-sector banks were making tiny deposits into them. Out of 150 million accounts opened under PMJDY, over 100 million have balances equivalent to USD 0.015. The 12 banks that opened the most PMJDY accounts are holding balances of more than USD 0.15 in only 64 percent of them. Bank employees, who reportedly were making the deposits from their personal as well as the banks' funds, said they acted under pressure from supervisors. October 5, 2016

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MICROCAPITAL BRIEFS

Microcred Opens Doors in Burkina Faso

Microcred Group, a for-profit microfinance company operating under the umbrella of French NGO Positive Planet, recently launched its subsidiary in Burkina Faso. Microcred Burkina Faso, which now offers deposit and loan services, plans to expand into electronic banking, insurance and money transfers. As of 2015, Microcred Group reports total assets equivalent to USD 411 million, outstanding loans of USD 339 million and deposits of USD 116 million. As of 2016, it has 520,000 clients in eight African countries and China. October 28, 2016

India's Arman Cuts Interest Rates on Vehicle, Microfinance Loans

India's Arman Financial Services recently announced that it is reducing its loan rates by 1.1 to 1.5 percentage points due to positive financial performance as well as acquiring lower-cost and longer-term wholesale funding. The interest rates that it charges have not been made public. Arman manages assets equivalent to USD 11 million in its microfinance business and USD 7 million in its vehicle business. October 27, 2016

Intellegrow, Symbiotics Securitize \$5m in Bonds for Indian SMEs

Intellegrow, a subsidiary of India's Intelcap Group that specializes in venture debt, and Symbiotics, a Switzerland-based firm investing in smaller companies, recently launched a small and medium-sized enterprise debt pool program to benefit Indian entrepreneurs from "impact" sectors including, but not limited to, food and agriculture, healthcare, and waste management. The program's first structured finance transaction securitized bonds worth the equivalent of USD 5.3 million for seven SMEs drawn from Intellegrow's existing portfolio. October 25, 2016

RBL Acquires 10% Stake in India's Utkarsh

India's RBL Bank, formerly known as Ratnakar Bank Limited, recently announced it has obtained regulatory approval to pay an undisclosed price for a 9.99-percent stake in Utkarsh Micro Finance, a non-banking financial institution based in the Indian state of Uttar Pradesh. The deal, under which RBL will offer its deposit services to Utkarsh clients, has been described as a "strategic move [for RBL] to reach out to the unbanked and underbanked segments of society." Utkarsh reports total assets equivalent to USD 230 million, return on equity of 16 percent and return on assets of 3.3 percent. October 24, 2016

MFIs Invest in Nepal Finsoft to Develop MIS Software

A group of Nepalese microfinance organizations is investing in Nepal Finsoft to develop a banking management information system that the 34 institutions hope will provide them with "increased efficiency and capacity to serve clients [and] lower overall costs...." India's PureSoftware will help create the system, which is scheduled to launch in April 2017. The project is supported with technical and financial assistance from the Nepal Microfinance Banks Association and the Sakcham Access to Finance for the Poor Programme, which is funded by the UK's Department for International Development. October 23, 2016

CGAP, Citi Foundation Address Digital Finance Policy in East Asia

US-based nonprofit CGAP (the Consultative Group to Assist the Poor) and the Citi Foundation, an affiliate of US-based financial services firm Citigroup, recently launched the "East Asia Digital Financial Inclusion Program" to engage policymakers in China, Indonesia and the Philippines to bring best practices in digital financial services to and from other countries. Regina Seow, the Regional Head of Corporate Citizenship at Citi Asia Pacific, said, "The rapid development of digital financial services promises to be a game-changing opportunity.... However, a hasty adoption may also pose risks." October 22, 2016

AFD, IFC Launch Risk-sharing Facility for SMEs in MENA

The French government's Agence Française de Développement and the World Bank Group's International Finance Corporation recently launched the Middle East and North Africa SME Risk Sharing Facility, through which they will guarantee loans for small and medium-sized enterprises (SMEs), 20 percent of which shall be owned by women. The facility's first deal is to guarantee USD 5 million in loans to be extended by BLC Bank, formerly known as Banque Libanaise pour le Commerce. BLC, a unit of Lebanon's Fransabank Group, has unaudited total assets of USD 5.5 billion. The SME facility is also supported by the Women Entrepreneurs Opportunity Facility, which was launched in 2014 by IFC and the 10,000 Women initiative of US-based investment firm Goldman Sachs. October 22, 2016

Brazil Aims \$9b Credit Line at Micro-, Small Enterprises

The Brazilian government recently announced a credit line equivalent to USD 9.4 billion for banks to fund the working capital, equipment and advisory needs of micro- and small enterprises in the country. Two thirds of the total will be routed through public banks Banco do Brasil and Caixa Econômica Federal, with the remainder facilitated by private-sector banks Bradesco, Itaú Unibanco and Santander. October 20, 2016

Pakistanis Using JazzCash Gain Access to Visa Network

Users of JazzCash, a mobile money service of Pakistan-based cellular phone network Mobilink, are now able to use the service to make purchases from merchants that accept payment cards issued by the US-based payment technology company Visa, including 50,000 retail outlets in Pakistan. Visa has operations in 200 countries, and Mobilink reports 38 million subscribers. October 19, 2016

Canada Donating \$6m to Zardozi to Support Afghan Women

The government of Canada recently announced it will donate USD 5.9 million over five years to Zardozi, an NGO supporting Afghan women - including those displaced to Pakistan - in establishing microenterprises. The effort includes establishing "community business centers" to offer skills-development sessions. The aid is part of USD 40 million that the Canadian government is giving to seven projects to promote the health, economic empowerment and safety of Afghan children and women. October 19, 2016

GGF Loaning \$1.1m to Kosovo's AFK to Reduce Rural Energy Use

The Luxembourg-based Green for Growth Fund, which supports energy-efficiency initiatives in Eurasia and North Africa, recently announced it will issue a euro-denominated senior loan equivalent to USD 1.1 million to Kosovar microlender Agjencioni për Financim në Kosovë (AFK). AFK will on-lend the funds to micro- and small enterprises as well as individuals in rural communities for measures aimed at lowering energy consumption and emissions. AFK, which will also receive technical assistance under the deal, reports total assets of USD 15 million, a gross loan portfolio of USD 14 million and 10,000 active borrowers. October 18, 2016

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Please refer to <http://MicroCapital.org> for the sources of information appearing in all briefs. Among these, MicroCapital recognizes CGAP, the Microfinance Gateway and the Microfinance Information Exchange for their outstanding work disseminating information on microfinance. Thank you!

Incofin Funds Sell Equity in Bolivia's Banco FIE

Incofin Investment Management, a Belgium-based firm focusing on funding microfinance institutions in developing countries, recently announced sales of much of its equity in Banco para el Fomento a las Iniciativas Económicas (Banco FIE), a Bolivian microbank, to the bank's incumbent shareholders. Incofin Investment Management reports that the sales by Impulse Microfinance Investment Fund and Incofin CVSO, two of the funds advised by Incofin, earned a "double-digit return" on the shares, which were purchased in 2007. While Impulse sold its entire stake, Incofin CVSO sold half of its 10.5-percent equity stake. The size of the stake sold by Impulse and both sale prices remain undisclosed. Banco FIE reports USD 1.2 billion in total assets, a loan portfolio worth USD 1 billion, return on equity of 18 percent and return on assets of 1.4 percent. October 17, 2016

Bangladeshi Farmers to Receive Microloans via Credit Cards

Bangladeshi nonprofit Dhaka Ahsania Mission, with funding from the US Agency for International Development, is launching an initiative to provide smallholder farmers with loans via bank cards called "A-cards." Three Bangladesh-based institutions will test the program in the districts of Barguna, Bhola and Faridpur: Bank Asia Limited and microfinance institutions Society Development Committee and Grameen Jano Unnayan Sangstha. The goal is to disburse 2,500 loans equivalent to USD 127 to USD 254 by June 2017 for the purchase of seed, fertilizer, pesticides, herbicides and fuel. The loans will carry an annual interest rate of 9.5 percent, and loan repayment is scheduled to occur after harvest. Mokhesur Rahman, a farmer from Faridpur, said, "I'll be able to buy agro-input from designated retailers with the A-card. There'll be no weekly paybacks, no cash transactions. I'll pay back only after six months." October 17, 2016

Kiva Lands \$8m to Develop Loan Products for Rural Africa

The MasterCard Foundation, a Canadian organization founded by the US-based payments firm MasterCard Worldwide, recently agreed to donate USD 7.9 million over five years to Kiva, a US-based, nonprofit crowdfunder for microfinance institutions, to develop loan products and other financial services specifically for small-scale farmers and others living in rural Sub-Saharan Africa. Through its Kiva Labs platform, Kiva plans to: (1) launch and scale new products such as loans with flexible repayment schedules; (2) enhance the capacity of social enterprises to provide these services to its end-users; and (3) evaluate project outcomes and disseminate results. October 17, 2016

India's Kotak Mahindra Bank Buying BSS for \$21m

Kotak Mahindra Bank (KMB) is planning to pay the equivalent of USD 21 million to acquire BSS Microfinance, an Indian company run by the Bharatha Swamukthi Samsthe (BSS) Trust, from Dr Ramesh Bellamkonda, the Managing Director of BSS. The deal would allow KMB to offer deposit services to 200,000 BSS customers. Narayan SA, BSS's President of Commercial Banking, stated that "the acquisition will give KMB deeper reach in the low income segment and allow it to scale up in a direct lending business it was not present in so far." BSS reports total assets of USD 80 million. October 14, 2016

ResponsAbility Loaning \$3m to Bolivia's Diaconia FRIF

ResponsAbility, a Swiss asset manager seeking to support economic development in lower-income countries, recently informed MicroCapital that it is roughly doubling its debt exposure to Diaconia Fondo Rotativo de Inversion y Fomento, a non-banking financial institution in Bolivia, to USD 5.9 million. Diaconia reports a loan portfolio of USD 114 million outstanding to 67,000 borrowers. October 13, 2016



UK | Zambia 2016

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Structured Debt Capital Raise

Lux | Zambia 2014-2015

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European Investment Bank

USD 10 M
Joint Financial Advisor and Arranger

Structured Debt Capital raise - lead investor
European Investment Bank

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India's Equitas Begins Accepting Deposits, Offering 6% Interest

Equitas Small Finance Bank, a subsidiary of India's Equitas Holdings, recently began operations with three branches in Chennai, offering deposit accounts with interest rates of 6 to 7.5 percent per year. Equitas plans to establish 412 deposit-taking branches in 11 Indian states by March 2017, 25 percent of which are to be located in "rural, unbanked villages." The bank is paying 6-percent annual interest to clients with savings balances up to the equivalent of USD 1,500, 6.5 percent for portions above that threshold but under USD 75,000, and 7 percent to 7.5 percent above that tier. Equitas Holdings reports total assets of USD 976 million, 50 percent of which are microfinance loans and 25 percent of which are commercial auto loans, with the remainder divided among small and medium-sized enterprise and "affordable" housing loans. October 13, 2016

Sanad Fund for MSME Loaning \$10m to AlexBank of Egypt

The Sanad Fund for MSME (Micro, Small and Medium Enterprise), a provider of loans and equity to financial institutions in the Middle East and North Africa, recently announced that it will lend an additional USD 10 million to AlexBank to on-lend to MSMEs in Egypt. AlexBank CEO Dante Campioni said that "we are pleased to be able to increase our outreach and enhance the access to credit for this vibrant [MSME] segment, and to be able to strongly support job creation." AlexBank, which is controlled by Italy's Intesa Sanpaolo, reports total assets equivalent to USD 5.6 billion. October 11, 2016

EBRD, USAID to Cooperate on Private Sector Development

The European Bank for Reconstruction and Development (EBRD), a UK-based multilateral institution, and the US government's Agency for International Development (AID) recently agreed to collaborate in Central Asia and the Caucasus, the Western Balkans, and the southern and eastern Mediterranean region on the following: (1) financial sector and capital market strengthening; (2) trade and regional integration; (3) infrastructure improvement; (4) energy security and climate change; and (5) promoting civic engagement. Under the new plan, AID recently provided USD 350,000 to support EBRD's work in Georgia, where EBRD has invested the equivalent of USD 3.2 million in the form of loans, equity investments and guarantees for small and medium-sized enterprises working in the infrastructure, financial, telecommunications or energy sectors. October 10, 2016

GSMA Facilitates Mobile Money Interoperability in Madagascar

The Groupe Special Mobile Association, a membership organization of 800 telecoms operating under the Global System for Mobile Communications standard, recently announced that all of Madagascar's mobile operators - India-based Airtel Money, local mVola and France-based Orange Money - will make their domestic mobile money services interoperable. The country has 4 million mobile money users. October 8, 2016



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Dual Return Funds Loan \$17m on 4 Continents

Through its Dual Return Vision Microfinance Fund and Dual Return Vision Microfinance Fund Local Currency, Austria-based C-Quadrat Asset Management recently issued loans worth the equivalent of USD 17 million to unspecified microfinance institutions (MFIs) in Costa Rica, Ghana, India, Kenya, Mexico, Peru and the Philippines. Approximately USD 700,000 of this total was invested in an MFI based in Accra, Ghana, that provides micro-, small and medium-sized firms with online and traditional savings, international money transfers, and credit for purposes such as buying electric generators. The MFI has also implemented unspecified "measures to prevent...over-indebtedness." C-Quadrat Asset Management is a unit of Austrian fund group C-Quadrat, which manages assets equivalent to USD 5.9 billion. October 7, 2016

Symbiotics, UBS Close \$50m SME Finance-Loans for Growth Fund

Symbiotics, a Switzerland-based investment intermediary, and UBS, which is formerly known as the United Bank of Switzerland, recently closed their SME Finance-Loans for Growth Fund at USD 50 million. The fund will provide credit to financial institutions focused on lending to small and medium-sized enterprises (SMEs) in "frontier and emerging markets." Loans for Growth, which is fully subscribed and has a 4-year lifetime, will offer investors 10-percent "first-loss risk protection" co-financed equally by UBS and the Swiss State Secretariat of Economic Affairs. October 5, 2016

Adie, microStart, Taysir Launch Free Online Training

Microfinance institutions Adie, which offers financial services and related training in France; microStart, which works with small businesses in Belgium; and Taysir, which funds microenterprises and small-scale farms in Tunisia, recently launched a free online training platform to guide micro- and small-scale entrepreneurs through the process of starting a business. October 5, 2016

Organizations Commit to Serving Women at Final GCI Meeting

At the recent 12th annual meeting of the Clinton Global Initiative, a program of the US-based nonprofit Clinton Foundation, various organizations made 25 new commitments collectively worth USD 70 million as part of the "Girls, Women and the Global Goals" project, including: (1) WeConnect International, a US-based nonprofit helping women-owned businesses sell to multinational buyers, to facilitate sales totaling USD 15 billion over five years; (2) Airbnb, a US-based for-profit home-share service, to provide free travel and accommodation to support women with their small businesses and activism; and (3) Youth for Technology, a nonprofit operating in Africa and the Americas, has committed to train 6,000 out-of-school girls in Nigeria on reading, business skills and three-dimensional printing. The Clinton Foundation has announced that it will not hold further annual meetings of this type. October 4, 2016

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SPECIAL REPORT

This interview is part of a sponsored series on European Microfinance Week, which will be held from November 16 through November 18 by the European Microfinance Platform (e-MFP), a 124-member network located in Luxembourg. MicroCapital has been engaged to cover the event on-site.

Managing Social Performance Outcomes

MicroCapital: What is the value of social performance management (SPM)?

Lucia Spaggiari & Amelia Greenberg: Financial service providers (FSPs) do not achieve their social goals without deliberately managing their social performance. Providing access to financial products and services can have a neutral or even harmful effect when it is not done responsibly. Even the best-intentioned FSPs have been shocked upon seeing their first data about client outreach, satisfaction and exit. Simply put, they were not reaching their target clients; their products were not well adapted to clients' needs; and they were not achieving their missions.

MC: What social performance outcomes are you measuring?

LS & AG: We are looking to answer questions such as: What actually happens to clients? Do their situations get better? Do they deteriorate? For whom specifically? Why? What measures can be taken to improve outcomes?

MC: How do investors fit in?

LS & AG: Investors want to know if and how they can consolidate outcomes measurement across their portfolios. They wrestle with when - and whether - to give input into FSPs' decisions about outcomes indicators. Another issue is how asset managers can help asset owners redefine financial and social returns.

MC: What are some common misconceptions about SPM?

LS & AG: That it is too difficult or too expensive. Some changes are small and almost cost-free, like changing an internal policy that is

unintentionally excluding some clients. FSPs that have been working on SPM for a while tell us that it is not something new or complicated. It is common-sense business practice to make sure you are accountable to your own stated goals - that you care about client outcomes as well as the financial sustainability of your institution.

MC: Is there a financial return on this extra work?

LS & AG: Going from little or no SPM to strong SPM requires investment, but it pays off in the long-term in areas like reduced portfolio-at-risk ratios, higher client retention, improved reputation and lower staff turnover. Now we are seeing signs that quality SPM can attract more investor funding as well.

MC: What do investors gain from their involvement in e-MFP's Social Performance Outcomes Action Group?

LS & AG: Both peer and complementary organizations can offer successful approaches, mistakes to avoid and questions to keep in mind. Sharing these ideas can advance the industry debate around client outcomes and accelerate the evolution of strategies for managing them.

MC: What will you cover during your session at European Microfinance Week?

LS & AG: We will offer case studies of social investors engaging with FSPs to support client outcomes management. We will also have released the "Guidelines on Outcomes Management for Investors," which leads its readers on a journey toward tailored and cost-effective systems for the collection, analysis and use of outcomes data. The guidelines help investors digest a range of complex questions, many of which revolve around the issue of how the good looking, but mature, "financial inclusion" sector can use her experience to face the young and sexy "impact finance."

Lucia Spaggiari of Microfinanza Rating & Amelia Greenberg of the Social Performance Task Force serve on e-MFP's Social Performance Outcomes Action Group. On November 17, they will participate in a double European Microfinance Week session titled "New Frontiers on SPM: Measuring Client Outcomes."

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EAR TO THE GROUND

Democratizing Entrepreneurship in Jamaica

I had the opportunity this week to attend the Inter-American Development Bank's (IDB's) Foromic in Montego Bay, Jamaica. The first day of discussion, focusing on Jamaica, revolved around empowering micro-, small and medium-sized enterprises (MSMEs) to address sluggish growth and low employment. I agree that supporting MSMEs makes sense. But which entrepreneurs to help, and how to do it?

I got in a few arguments with people from the highest levels of Jamaican business, government and finance about whether Jamaicans are "entrepreneurial" or just good at "hustling," as the locals say. It brought me back to the academic argument about the differences between subsistence and opportunistic businesses. Academics and professionals will often claim that policy interventions should focus less on subsistence businesses and more on higher growth businesses, which they think will create more jobs. I disagree. While *making* winners is our common responsibility - and that of publicly funded organizations - *picking* winners should be the work of the private sector.

In Jamaica, government agencies, private incubators and universities are *making* some impressive winners. I spoke to Michael, an award-winning sheep farmer who initially wanted to be a bee farmer. He did not seem like a winner before he received technical assistance from the Ministry of Agriculture. "I knew nothing about sheep, but the Jamaican Ministry of Agriculture told me there would be better opportunities there than in bees," he said. They were right; business has been good for Michael, his partner and a handful of employees. However, scale is a challenge in part due to financing bottlenecks. Banks don't usually lend to sheep farmers, so it took Michael four years to finally get a loan.

Carol Lue, who gave a presentation at Foromic, is a clear "winner." She founded a social enterprise called CaribShare Biogas that produces biogas from organic waste. Banks may not fully understand her business model of collecting garbage from hotels and turning it into energy to sell back to them. However, CaribShare won one of eight energy-innovation grants awarded by IDB and Jamaica's Scientific Research Council.

The traditional way to interpret these two stories is that Carol's was the high-potential business, and Michael's was more like subsistence. Should her model have been the only one to receive outside support? I would argue not. Michael is no longer unemployed, and he has self-confidence, new skills and employees. He is contributing to Jamaica's progress. Yet he is an entrepreneur who was made not born.

The theme of this year's Foromic was "Generating Opportunities Through Financial Inclusion," yet the lessons I gathered are that opportunities should be created not just through loans but via multiple touch points, interventions and partnerships. When businesses of all kinds get support like Michael received, this will grow the pool of viable businesses so much that banks will find it irresistible!

About the Author: Ms Barbara Magnoni is President of EA Consultants, a development-consulting firm based in New York. She has over 20 years of international finance and development experience and has worked with organizations including Goldman Sachs, Chase and BBVA and has advised institutions such as the International Finance Corporation, the US Agency for International Development and the International Labour Organization. She may be reached at +1 212 734 6461 or [bmagnoni\[at\]eac-global.com](mailto:bmagnoni[at]eac-global.com), or you may follow her on Twitter at [BarbaraatEA](#). 

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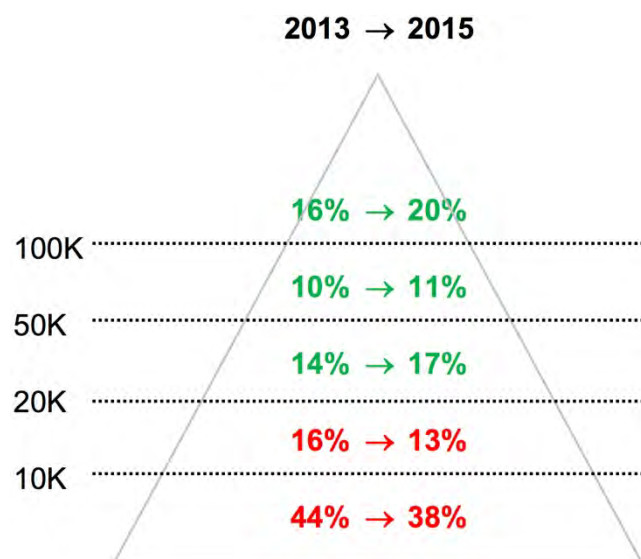
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521 MICROFINANCE INSTITUTIONS (MFIs) REPORTING¹

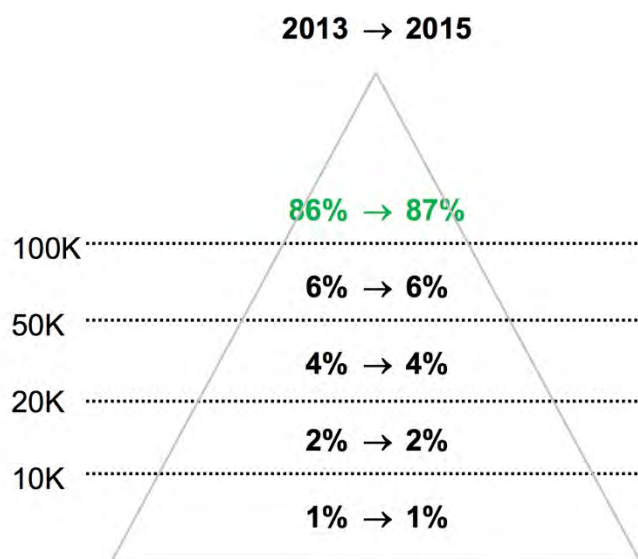
MFIs BY GROWTH IN GROSS LOAN PORTFOLIO: CHANGE IN USD

MFI NAME	COUNTRY	AVERAGE ANNUAL USD INCREASE	AVERAGE ANNUAL % INCREASE	2013	2015
Janalakshmi	India	658,849,506	120	341,814,290	1,659,513,301
Aceda	Cambodia	492,914,150	29	1,468,091,287	2,453,919,586
ASA	Bangladesh	385,207,472	42	763,555,799	1,533,970,742
MiBanco	Peru	349,081,527	20	1,597,837,551	2,296,000,605
Banco Fassil	Bolivia	339,811,079	65	392,105,142	1,071,727,300
Bharat Financial (formerly SKS)	India	321,694,045	50	518,288,167	1,161,676,257
Ujjivan	India	276,156,646	75	269,275,380	821,588,673
BRAC	Bangladesh	253,239,021	24	930,127,763	1,436,605,804
PRASAC	Cambodia	239,375,209	51	377,842,014	856,592,432
Equity Bank Kenya	Kenya	224,704,220	12	1,819,894,147	2,269,302,586

PERCENT OF MFIs IN MARKET BY SIZE (NUMBER OF ACTIVE BORROWERS)



MARKET SHARE BY MFI SIZE (NUMBER OF ACTIVE BORROWERS)



¹Denotes only MFIs that reported data for 2013 and 2015 to the Microfinance Information Exchange (MIX) Market



Vision Microfinance is an appeal to combat poverty in a meaningful and sustainable way. So far 721 m USD have been distributed in the form of 663 promissory notes to 263 microfinance institutions in 56 countries. Thanks to our investors, the lives of over 1 m people in developing countries have been transformed.

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Sanabel's 2016 Conference

November 1 - November 2, 2016; Casablanca, Morocco

The event will address microfinance regulation, partnerships and case studies. Registration costs USD 750, and you may find more details by visiting <http://sanabelconf.org>, calling +20 2 25 37 30 23 or emailing [conference2016\[at\]sanabelnetwork.org](mailto:conference2016[at]sanabelnetwork.org).

The 5th Aflatoun International Meeting

November 2 - November 4, 2016; The Hague, the Netherlands

This event will focus on empowering children and young people to achieve the United Nations Sustainable Development Goals through educational programs addressing topics such as employability and financial inclusion. The cost to attend the event is EUR 400 with lower rates available for those attending only one or two days. For additional information, you may contact Petra van Dijk at +31 0 20 7601340 or [petra\[at\]aflatoun.org](mailto:petra[at]aflatoun.org) or by visiting <http://im-aflatoun.org/>.

East Africa Microfinance Summit 2016

November 2 - November 4, 2016; Dar es Salaam, Tanzania

The agenda for this conference includes sessions on regulation, technology, national financial inclusion strategies and scaling up successful strategies as well as services specific to Muslims, women and people in rural areas. The cost to attend the event is USD 500 for individuals and USD 400 per person for groups of three or more. For additional information, you may visit <http://eamfs.co.tz/>, email [sia\[at\]eamfs.co.tz](mailto:sia[at]eamfs.co.tz) or call +255766 507413.

Sixth Global Islamic Microfinance Forum

November 8 - November 9, 2016; Nairobi, Kenya

The objectives of this event are to increase awareness of Islamic microfinance; work toward a set of global standards for Islamic microfinance; and discuss topics such as crowdfunding, insurance, rural finance and the qard-al-hassan (benevolent loans) model. The fee to attend is KES 80,000 for Kenyan participants, PKR 55,000 for those from Pakistan and USD 1,495 for participants from other countries. There is an additional fee for the post-event workshop on November 10 and 11. For more information, you may visit <http://alhudacibe.com/gimf2016/> or contact Imran Gul Khan at [imran.gul\[at\]alhudacibe.com](mailto:imran.gul[at]alhudacibe.com), +971 56 928 6664 or +92 42 3544 5654.

12th International Microinsurance Conference

November 15 - November 17, 2016; Colombo, Sri Lanka

Presenters at this event will discuss topics including distribution models, technology, regulation and performance tracking as well as product development and underwriting in the following areas: (1) health; (2) life; (3) property; (4) agriculture; (5) insurance paired with other financial products; and (6) insurance bought through mobile phones. The standard fee to attend is EUR 1,290, although various discounts are available. For additional information, you may call +49 89 38 91 88 88, visit <http://www.munichre-foundation.org/home/Microinsurance.html> or email [info\[at\]munichre-foundation.org](mailto:info[at]munichre-foundation.org).

Islamic Finance and Financial Inclusion

November 16 - November 17, 2016; Kuala Lumpur, Malaysia

This event will address supervision, financial inclusion, insurance, technology, consumer protection and other topics in Islamic finance. The standard fee to attend is USD 1,500, with various discounts available, including for those registering by November 2. For more details, you may visit <http://ifsb.org/microsites/2016/EF10/> or contact Ida Shafinaz Ab. Malek at [ida.shafinaz\[at\]ifsb.org](mailto:ida.shafinaz[at]ifsb.org) or +6 03 9195 1427.

European Microfinance Week

November 16 - November 18, 2016; Luxembourg

This forum for discussion and networking is organized around three plenary sessions: "Microfinance and Access to Education;" "Microfinance and Housing, One Brick at a Time;" and "Digital Finance: Full Inclusion or Empty Promise?". The Seventh European Microfinance Award, which is focused on education this year, will be presented on November 17, along with its cash prize equivalent USD 112,000. The cost to attend the event is EUR 625, with lower pricing available to students and members of the European Microfinance Platform (e-MFP). More details are available from [charles\[at\]e-mfp.eu](mailto:charles[at]e-mfp.eu), <http://www.e-mfp.eu/european-microfinance-week-2016/information> or +352 99 81 03 25. MicroCapital has been contracted to report from the event.

SME Finance Summit Africa 2016

November 22 - November 23, 2016; Nairobi, Kenya

Themed "Accelerating Performance Through Innovation," this summit will address opportunities to capitalize on the unmet demand for small and medium-sized enterprise (SME) finance and challenges that financial institutions face in serving African SMEs, such as navigating "regulatory obstacles" and managing risk. The cost to attend is USD 1,250 with group discounts available. For more details, you may visit <http://smefinanceafrica.com/>, email [contactus\[at\]smefinanceafrica.com](mailto:contactus[at]smefinanceafrica.com) or call +254 20 2400 400.

9th Biennial Microfinance Conference

November 23 - November 26, 2016; Jijiga, Ethiopia

Organized by the 30-member Association of Ethiopian Microfinance Institutions, this event revolves around "innovation to promote inclusive finance for sustainable development in Ethiopia." There is no fee to attend, and further details may be sought via +251 115 572198, [aemfi\[at\]gmail.com](mailto:aemfi[at]gmail.com) or <http://www.aemfi-ethiopia.org/5-content/announcements/84-save-the-date-9th-biennial-microfinance-conference>.

MORE DETAILS COMING SOON ON...

Global Inclusion Awards

November 28, 2016; Stockholm, Sweden

Inclusive Finance India Summit

December 5 - December 6, 2016; New Delhi, India

Investor Forum 2016: The Global Gathering for Impact Investors

December 7 - December 8, 2016; Amsterdam, the Netherlands

Twelfth Biennial Conference on Entrepreneurship

February 22 - February 24, 2017; Ahmedabad, India

Sankalp Africa Summit 2017: Spurring the Entrepreneurship Economy

February 23 - February 24, 2017; Nairobi, Kenya

Asia Pacific Financial Inclusion Summit

March 21 - March 22, 2017; Hanoi, Vietnam

Cracking the Nut 2017:

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March 27 - March 28, 2017; Bangkok, Thailand 🇹🇹

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PAPER WRAP-UPS

Where Good Intentions Meet Good Business Practice

By Meraj Husain and Micol Pistelli, published by the Microfinance Information Exchange, August 2016, 16 pages, available at: https://www.themix.org/sites/default/files/publications/where_good_intentions_meet_good_business_practice_mix_august_2016_final.pdf

Drawing upon the Microfinance Information Exchange (MIX) database of financial service provider (FSP) performance indicators, the authors examine the relationship between the social and financial performance of 780 FSPs in 98 countries. Their regression analysis results in statistically significant correlations indicating that: (1) FSPs whose boards of directors track social performance and who target female clients tend to perform better in terms of portfolio quality, efficiency and productivity; (2) more “progressive” human resources policies are associated with more productive staff and higher quality portfolios; (3) targeting solely poorer clients is associated with higher operating expense as a percentage of gross loan portfolio, but lower operating costs per borrower; and (4) FSPs with higher borrower retention rates tend to be more productive, retain staff longer and have lower costs per borrower. As a result, the authors argue that FSPs should consider social performance management not only as a means of realizing their social missions, but also as a good business practice.

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Banking for a Better World

By Nanno Kleiterp, published by the University of Amsterdam Press, September 2016, 152 pages, available for purchase at <http://en.aup.nl/books/9789462983519-banking-for-a-better-world.html>

This book is structured as a conversation between Nanno Kleiterp, the former CEO of Dutch development bank Nederlandse Financierings-Maatschappij voor Ontwikkelingslanden (FMO), and Marijn Wiersma, a senior financial inclusion officer at FMO, who argue that commercial banks “can and must” orient their policies toward tackling global challenges such as poverty, inequality, population migration and climate change if the UN member countries are to achieve their Sustainable Development Goals by 2030. To support this evolution, development banks can connect entrepreneurs, investors and government actors to set examples of banking models that balance financial profit with development impact.

Beyond Dialogue: Building Sustainable and Inclusive Business Models in Partnership with Social Entrepreneurs

Published by Acumen and the Skoll Centre for Social Entrepreneurship, September 2016, 44 pages, available at http://acumen.org/wp-content/uploads/2016/09/Acumen_BeyondDialogueReport.pdf

The authors of this paper argue that both social enterprises and large corporations can benefit from partnering through models such as: (1) channel partnerships, which create links between the target markets of social enterprises and the supply and distribution networks of large corporations; (2) venture partnerships, through which corporations make equity investments in social enterprises or the two jointly invest in a new venture; and (3) knowledge partnerships, wherein companies and social enterprises partner to collect and analyze market data in areas of mutual interest. 📖

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