

MicroCapital Monitor

The Candid Voice for Microfinance Investment

MICROCAPITAL BRIEFS

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BRAC Leads World's First Microfinance Securitization for \$180 Million

The Bangladesh Rural Advancement Committee (BRAC) will receive 12.6 billion Bangladesh Taka (USD \$180 million) in financing over six years, thanks to a microcredit securitization structured by RSA Capital, Citigroup, the Netherlands Development Finance Company (FMO), and KfW Entwicklungsbank (KfW). FMO will purchase one-third of the certificates while Citibank, backed by a FMO guarantee and a KfW counter-guarantee, will purchase another one-third. The remaining one-third will go to Citibank, N.A. Bangladesh and two other Bangladeshi banks. BRAC, a non profit established in 1972, reported a gross loan portfolio of \$268.9 million, total assets of \$321 million, total equity of \$95.5 million, return on assets of 5.49%, and return on equity of 18.08%. RSA Capital is a financial boutique based in Dhaka and Boston. FMO was established by the Government of the Netherlands in 1970 as a bank for developing nations; in 1991, the Dutch Government relinquished its 50% stake, and FMO became fully independent. At the end of 2005, FMO reported net loans of 1.01 billion euros (USD \$1.3 billion), total assets of 2.33 billion (USD \$2.97 billion), shareholder's equity of 950 million (USD \$1.21 billion), and return on shareholder's equity of 7.7%. KfW is a German development bank which committed 22.54 million euros (USD \$28.7 million) to Bangladesh in 2004. **July 11, 2006**

A Successful Exit for Microfinance Investment: AfriCap Sells Stake in First Allied Savings and Loan of Ghana

AfriCap recently sold its stake in First Allied Savings and Loans (FASL) of Ghana to a strategic investor. The sale resulted in a 25% Internal Rate of Return on the original investment of \$550,000 made in April 2004 for a 33% stake in FASL. **May 31, 2006**

BlueOrchard Finance and Morgan Stanley Partner in \$106 Million Landmark Deal

BlueOrchard Finance and Morgan Stanley concluded a \$106 million structured finance deal with microfinance institutions (MFIs) from 13 different nations: Mongolia, Bosnia, Colombia, Peru, Bolivia, Mexico, Nicaragua, Ecuador, Azerbaijan, Albania, Georgia, Russia and Cambodia. This deal represents the first public collateralized debt obligation (CDO) of loans for MFIs; before now, most MFIs subsisted on charitable donations from the West. The CDO includes a \$76 million class A tranche and a \$30 million class B equity investment by BlueOrchard Finance and the Netherlands Development Finance Company (FMO). To guard against foreign exchange risk, 30% of the loans will be provided to the MFIs in local currencies – Mexican pesos, Columbian pesos, Russian rubles – as well as dollars and euros. In dollar terms, 8.7% is the expected weighted average interest rate of the portfolio. **Forthcoming on line.**

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Bellwether Microfinance Investment Fund, India

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International Finance Corporation Lends \$5.4 Million to Fundación Mundo Mujer in Colombia

The International Finance Corporation loaned 13.8 billion Colombian pesos (USD \$5.4 million) repayable in five years to Fundación Mundo Mujer (FMM), a Colombian non-profit established in 1989. FMM reported a gross loan portfolio of \$45.4 million, total assets of \$50.1 million, total equity of \$25.6 million, return on assets of 12.97%, and return on equity of 24.79%. FMM, with its client base of 60% women, is an affiliate of Women's World Banking, a global network of 24 micro-lenders. This is the IFC's second microfinance investment in Colombia, after its recent \$50 million loan to micro-lender Fundación Social. The IFC's portfolio in Colombia totals \$394 million. **July 6, 2006**

Bob Patillo Announces Co-investment to Support Rating Microfinance Investment Funds

Microfinance funds, which invest in retail microfinance institutions (MFI's), are in dire need of an objective ratings system. The Silicon Valley Microfinance Network's event brought welcome news of a project to apply a set of standard performance indicators to microfinance investment vehicles. **May 17, 2006**

Nigeria Introduces New Regulations for Community Banks

Under Nigeria's new national microfinance framework, all "community banks" must convert to "microfinance banks" and comply with the new regulations by the end of 2007, 24 months from the approval date of the policy. Community banks which fail to increase their capital from the prior requirement of 5 million naira (US \$40,000) to 20 million naira (\$161,000) will cease operations. The decision was due to The Central Bank of Nigeria's survey showing that a minimum of 50 million naira (\$400,000) is needed to provide effective banking services. Since community banks based in rural areas may be unable to raise that much in shareholder's funds, a lower requirement was set. Provisional licenses were issued to 1,366 community banks from 1990 to 1997. In 2004, with 615 out of 753 community banks reporting, total assets were \$276 million, total loans were \$92 million, and total deposits were \$173 million. **July 3, 2006**

International Finance Corporation to Write its Largest Local Currency Loan Ever (Indonesia)

The International Finance Corporation (IFC) announced that it will provide a local currency loan of 1.3 trillion rupiah, equivalent to over 141 million US dollars, to PT Bank Danamon Indonesia Tbk (Bank Danamon). According to the IFC press release found on noticias.info, "this loan will be IFC's largest local currency facility offered to a client globally and the largest single transaction to date in Indonesia which will be mostly oriented by Bank Danamon towards SME {small and medium enterprise} and mass market businesses." The loan structure provides long-term credit in the local currency to Bank Danamon, facilitating its lending to entrepreneurs and SME's. In addition, the big loan will aid the development of infrastructure, manufacturing, and other capital-intensive sectors. **May 18, 2006**

IFC Makes Its Largest Ever Investment in the Middle East with \$100 Million Loan to BankMuscat of Oman

BankMuscat SAOG of Oman will receive an International Finance Corporation (IFC) long-term subordinated loan of \$100 million, the largest investment by the IFC in the Middle East and North Africa region. The loan will bolster BankMuscat's long-term mortgage financing as well as its small- and medium- enterprise (SME) portfolio. In this first transaction with BankMuscat, the IFC will also provide technical assistance for the growth of the bank's SME portfolio. BankMuscat

reported assets of 2 billion Omani Rial (USD \$5.2 billion) in assets, loan portfolio of 1.5 billion (\$3.8 billion), and equity of 290 million (\$740 million). For 2005, it had a return on equity of 20.2% and return on assets of 2.33% **June 29, 2006**

Dutch Oikocredit Lends \$1.04 million to Phillipines' ASKI

ASKI (Alalay Sa Kaunlaran Sa Gitnang Luzon, Inc.), a non-profit organization founded in 1987 in the Philippines recently received a loan valued at 55 million Phillipine pesos (PHP) from Oikocredit. The loan is repayable in 5 years and equivalent to about US\$1.04 million. As of June 30, 2005, ASKI reported a gross loan portfolio of \$1.4 million made up of 25,352 active borrowers. Total assets were \$2.6 million, with a return of 1.74%. Total equity was reported at \$709,719, with a debt to equity ratio of 263.76%. **June 29, 2006**

IFC Lends 2 Million Euro to MI-BOSPO of Bosnia and Herzegovina

MI-BOSPO, a non-bank financial institution established in 1996, focuses on serving low-income women entrepreneurs. Loans generally fall within the \$180 to \$18,200 range, with an average of 2,200 Bosnian convertible marks (USD \$1,300); they have an average tenor of 13.5 months and maximum term of 36 months. MI-BOSPO reported a gross loan portfolio of \$15.6 million, total assets of \$17.3 million, total equity of \$5.1 million, return on assets of 7.41%, and return on equity of 22.59% in 2005. It recently received a \$1.28 million loan from Dutch Oikocredit. **June 28, 2006**

FINCA Uganda Borrows \$1.1 million from Hivos-Triodos Fund and Triodos Fair Share Fund

FINCA Uganda is part of the FINCA International network, a US non-profit which has subsidiary branch programs in 21 countries and reported \$98.4 million in total assets in 2004. FINCA Uganda itself reported total assets of \$8.42 million, with a return of 1.10% as of August 31, 2005. Total equity was \$1.41 million, with a debt to equity ratio of 495.66%. At that time there were 42,474 borrowers composing a gross loan portfolio of \$5.79 million. **June 28, 2006**

ProCredit Bank Bulgaria Securitized \$61.2 Million of Current Loan Portfolio to Facilitate Microfinance Investment

The intention is to increase this volume to EUR 100 million over the next 12-15 months, The transaction was arranged by Deutsche Bank AG. ProCredit Bulgaria reported year-end 2005 total assets of \$351.9 million, with a gross loan portfolio of \$264.1 million made up of 38,108 active borrowers. Return on Assets was 1.62%. Total equity was \$30.4 million, with a debt to equity ratio of 1,058.17% and a return of 16.23%. ProCredit Bank Bulgaria is a subsidiary of ProCredit Holding, AG of Frankfurt, set up in 1998 as the parent company for the ProCredit Group. This Group consists of 19 banks with microcredit programs in Africa, Latin America and Eastern Europe. As of March 31, 2006, the holding company had EUR 2.5 billion (US\$3.02 billion) in total assets, with more than 600,000 outstanding loans totaling EUR 1.7 billion (US\$2.05 billion). **June 27, 2006**

National Bank of Rwanda Shuts Down 8 Local Microfinance Institutions (MFIs)

The closures represent the beginning of an anticipated MFI crackdown by central bank. There are over 200 MFIs in Rwanda, many of which emerged after the Rwandan Genocide in 1994. Since 2004 especially, the nation has seen the rapid growth of unregistered and unregulated MFIs. The decision to close the 8 MFIs was a result of their mismanagement of funds and losses from poor credit management practices. BNR's Governor Francios Kanimba said that many MFIs opened without proper authorization or

adequate capital: "We have a situation where for some institutions, 85% of the capital was contributed by people coming in [the customers]."

June 24, 2006.

Cambodian Entrepreneur Building Ltd Sells \$500,000 in Shares

Cambodian Entrepreneur Building Ltd was established in 1995 to empower entrepreneurial poor women in both urban and rural areas to develop income generating activities and microenterprise. At year end 2005, it reported 11,119 active borrowers with a \$US 6.3 million gross loan portfolio out of \$7 million in total assets. Total equity was \$US 1.5 million with a debt to equity ratio of 359.32% and a return on equity of 15.64%. Shares worth US\$500,000 were recently sold to The Triodos-Doen Foundation. The Triodos-Doen Foundation was founded in 1994, a joint initiative of the DOEN Foundation and Triodos Bank. It is funded by proceeds from the National Postal Code Lottery and the Sponsor Lottery. It reported \$38.5 million in assets at year-end 2005, with \$33.2 million allocated to Microfinance investments. June 13, 2006

Kazakhstan Loan Fund Receives \$4.38 Million from Oikocredit, Triodos-Doen & Hivos-Triodos, Dignity Fund and Microvest,

Founded in 1997, KLF had 16,436 active borrowers at the end of 2005, with a gross loan portfolio of \$11.2 million out of \$14.4 million in total assets. Return on assets was 8.98%. Total Equity was reported at \$5.02 million, with a debt to equity ratio of 186.73%. Oikocredit lent US\$300,000 loan. EUR 850,000 (US\$1.08 million) was lent by the Triodos-Doen Foundation and Hivos-Triodos Fund. The Dignity Fund extended a US\$500,000 loan. A U.S.-based investment fund founded in 2005, the Dignity Fund reported \$4 million in total assets, with \$3.5 million allocated to microfinance investments as of year end 2005. The most substantial of the recent loans received by KLF was a loan from Microvest for US\$2.5 million. Founded in 2003, Microvest, also a U.S.-based investment fund, reported \$14.4 million assets and \$13.5 million allocated to microfinance investments. June 19, 2006

European Bank for Reconstruction & Development Provides 2.4 million Euro Credit Line to Mobiasbanca of Moldova

Mobiasbanca, the fifth largest private bank in Moldova qualified under EBRD's Moldovan Microfinance Framework, a \$25 million facility providing funds for local banks to lend to micro and small enterprises. Mobiasbanca, established in 1990, is the first partner bank to receive funds under the MMF. For the first trimester of 2006, it reported total assets of 1.4 billion Moldovan lei (US \$105 million), total liabilities of US \$90 million, and total equity of US \$16.8 million). The EBRD was founded in 1991 to aid nations of Central and Eastern Europe in their move towards market economies. It reported total assets of US \$37 billion, total liabilities of US \$24 billion, and total equity of US \$13 billion. The EBRD had agreed to 27 investments totaling US \$264 million), making it the largest foreign investor in Moldova.

Commercial Microfinance of Uganda Borrows EUR 500,000 from Impulse Microfinance Investment Fund

Commercial Microfinance Limited (CMF) of Uganda was founded in 2000. As of year end 2004, it had over 42,000 active borrowers, with a gross loan portfolio of \$3.9 million. Assets totaled \$6.7 million, with a return of 7.06%. Total equity reported was \$1.2 million with a debt to equity ratio of 480.51%. CMF recently received a EUR 500,000 loan (equivalent to US\$640,250) from the Impulse Microfinance Investment Fund. Impulse, a private limited company founded in Belgium in 2004,

is one of 2 products managed by Incofin, a Belgian co-operative established in 1992. Incofin pursues the "double bottom line" of financial and social returns and reported fund assets of \$5.6 million and \$4.5 million allocated to microfinance investments as of May 31, 2005. The Impulse Fund is designed for mature MFIs with portfolios exceeding EUR 2 million. Fund assets totaled \$15 million in May 2005. July 10, 2006

Mr. Zidane after World Cup Goes to Bangladesh for Micro-Enterprise Investment

Drishtipat Group Blog, a Bangladeshi human rights group, states in the wake of the strange ending to a great World Cup tournament: *"The great Zidane is headed for Bangladesh in November. Does anyone know Mohammed Yunus sufficiently well to get me an autograph of Zizou?? I will be your best mate for ever. ZZ will be acting as an ambassador for french company Danone who are setting up a joint-venture project with Grameen [Bangladeshi micro-bank] to establish a plant in Bogra. The plant will produce energy-giving yoghurt to meet the nutritional needs of the children, and around 50 such plants will set up in different parts of the country if the yoghurt produced by the plant is successful in reducing the nutritional deficiencies of the children in poverty-stricken Bangladesh."* July 10, 2006



RECOMMENDED PAPERS

Financial Performance and Outreach: A Global Analysis of Leading Microbanks

Cull,R., Demirgüç-Kunt, A. & Morduch, J., February 2006: 51 Pages, Available at: <http://www.microfinancegateway.org/content/article/detail/31219>

Foreign Currency Risk for Second-Tier MFIs: Fact or Folly?

Lewis, J.: 3 Pages, April 2006

This paper attempts to answer the following question: "Is foreign currency risk a common, and therefore pressing, problem?" Lewis identifies the importance of the foreign currency risk question in presenting the results of a recent industry study in which 23 out of 25 countries with an active microfinance industry experienced currency devaluation in at least three of five years and in stating that, "Foreign currency risk seems to be Topic One at virtually every industry conference." Lewis agrees that significant progress is needed in the industry in order to attract mainstream capital, and presents that only 2% of MFIs have reached capital market status. The remaining 98% of MFIs, those in the "second-tier," must tackle a number of obstacles, one of which is the risk of dealing with foreign currency. The paper introduces several questions which the "second-tier" sector of the industry may use to separate the perceived versus actual costs of currency risk and presents that, "MFI executives may perceive that the true operational risk of borrowing in foreign currencies is, in reality, relatively low."

Available at www.microfinancegateway.org/content/article/detail/33179

Foreign Exchange Rate Risk in Microfinance: What Is It and How Can It be Managed?

Featherston,S., Littlefield, E., & Mwangi, P., January 2006, 16 Pages, Available at : http://www.cgap.org/docs/FocusNote_31.pdf

Foreign Exchange Risk and Microfinance Institutions: A Discussion of the Issues

Holden, P. & Holden, S., July 2004*: 41 Pages, Available at: http://www.microfinancegateway.org/files/23345_file_23345.pdf

Catching the Technology Wave: Mobile Phone Banking and Text-a-Payment in the Philippines

John Owens and Anna Bantug-Herrera, 2006: 5 Pages, Available at: <http://www.chemonics.com/projects/content/GCash.pdf>

Who Will Buy Our Paper: Microfinance Cracking the Capital Markets?

ACCION International Insight: April 2006, 19 Pages

Describes the primary themes of a February 2006 conference which brought together fund managers, investment intermediaries and microfinance practitioners. The conference was sponsored by ACCION International, Corporacion Andina de Formento (CAF) and Deutsche Bank, and attempted to answer the following question: "Does it make sense to think that microfinance could become a new asset class on Wall Street?" The paper describes the categories of investments in microfinance, some cases of successful bond issuances in domestic capital markets, several cases of debt issuance in international capital markets, and many examples of private equity and microfinance before tackling the paper's question of focus. Complexities and particulars of a number of major microfinance supply-side organizations are also addressed. The paper concludes that although localized investments have, on the whole, been more successful than international investments, the industry is constantly evolving. If microfinance emerges as an asset class, it will be spearheaded by socially responsible investors. Available at: <http://www.accion.org/insight/>



UPCOMING EVENTS

Third Central American Conference on Microfinance

August 16-18, 2006 in Tegucigalpa, Honduras.

The conference is organized by REDCAMIF (Red Centroamericana de Microfinanzas) and REDMICROH (Red de Instituciones de Microfinanzas de Honduras), regional and national microfinance trade associations, respectively. For more information: <http://www.conferencia.redcamif.org/index.php>

Fundamentals and Methodologies in Microfinance

August 24-26, Quezon City, Philippines

This course offers more than the basics of microfinance. It offers a deeper understanding of the fundamentals and principles of microfinance coupled with an appreciation of various microfinance methodologies- Grameen, ASA, Village Banking and Individual Lending. The course provides the characteristics of microfinance clients and determines the impact of microfinance to the poor. Aside from an appreciation of various microfinance methodologies, the course also tackles traditional and innovative microfinance products and services- loans, savings, microinsurance and remittances. It provides a framework in microfinance that includes the participation of microenterprises. The course ends with case studies which showcase successful best practices of microfinance institutions. Further information: <http://www.sedpi.com>, Cost: \$70 US, Contact: Mariel Vincent A. Rapisura, info@sedpi.com

Practical Skills and Tools for Microfinance Managers and Consultants

September 11-22, Mombassa, Kenya

The School of Applied Microfinance (SAM) is a two week program which provides MFI's with practical, applicable and actionable skills using Consultative Group to Assist the Poor (CGAP) and microSave Toolkits as the core curriculum. The mission of SAM is to develop the microfinance managers' perspective, resources and skills, both practical and analytical, necessary to improve and expand the microfinance services in their institutions. SAM offers a first-class training program which allows microfinance managers and consultants to develop the perspective, and above all practical skills, necessary to improve and expand the microfinance services that their institutions offer. Further Information: samtraining.org, Cost: \$3,500 US for course, accommodation and materials, Contact: Michael Mithika, +252 (20) 3754 714, mmithika@samtraining.org

The First Investment Seminar for Microfinance in the Arab Region

September 13-14, Beirut, Lebanon

This seminar, put on by Sanabel, provides an opportunity for high-level management, particularly CEO's and CFO's, to receive investment training by international experts. This two primary objectives of the seminar are, "to train MFI's on becoming "investment ready" and to assist MFI's with strategies to diversify their funding sources.", Further Information: sanabelnetwork.org, Cost: Tuition, meals, accommodation and materials supplied by sponsors, Registration Deadline: July 1, 2006, Contact: info@sanabelnetwork.org

Microfinance Network Annual Conference 2006

September 18-20, London, UK

The annual conference will include a joint meeting with the Council of Microfinance Equity Funds. This event is closed to members of the Microfinance Network only. Further information: <http://www.mfnetwork.org>, Contact: Masami Hayashi, +52 55 5276 7348, mhayashi@mfnetwork.org

Savings Banks: The Retail Gateway to a Global Market: Driving Sustainable Development (XXI WSBI World Congress)

September 20-22, Kuala Lumpur, Malaysia

The conference will discuss the challenge of savings and retail banks' contributions in an ever globalizing market, how retail and savings banks may act as gate-openers to globalization for the benefit of customers, and how for profit banks may enhance their roles as socially committed actors and drivers of sustainable development. Geared toward banking professionals from WSBI banks and like-minded retail banks, central and development banks, policymakers, regulators, academics, and representatives of civil society, this congress will provide a platform for the exchange of viewpoints, opinions and experiences on retail banking, globalization and social commitment. Further information: <http://www.wsbi2006kl.com>, Cost: 1,250 Euro, Registration deadline: August 30, 2006, Contact: consec@wsbi2006kl.com

Inter-American Development Forum on Micro-enterprise

Quito, Ecuador, September 17-19, 2006

Every year, more than 1000 practitioners from Latin America and the Caribbean, as well as other regions, meet at the Forum to discuss the latest developments in the microenterprise sector. The event provides participants with information through technical sessions that are grouped in 4 different categories: microfinance, micro-enterprise development, business environment, social entrepreneurship. For more information see <http://www.iadb.org/sds/foromic/?language=English>

1st All Nigeria Microfinance Conference

September 29-30, Abuja, Nigeria

This conference hopes to bring together practitioners, legislators, donors, financiers, and poor beneficiaries of microcredit in celebration of the international year of microcredit. This forum will discuss the progress made so far and will also discuss future design and implementation of microcredit practices in an attempt to coalesce newer and more experienced microcredit practitioners in Nigeria. The forum also hopes to make a case for a transparent routing of NAPEP funds through formal and registered microcredit outfits based on defined indices. Further information: nigeriaconference.org, Cost: NGN 25,000 or \$200 US, Registration deadline: June 30, 2006, info@nigeriaconference.org

WHO'S WHO IN MICROCAPITAL FINANCE

Investing in the Majority: SEEP Network Annual Conference

October 23-27, Washington, D.C.

The SEEP Network is an organization of more than 50 international private and voluntary organizations that support micro and small business and microfinance institutions in the developing world. Its mission is to advance the practice of micro and small enterprise development among its members, their international partners, and other practitioners. Watch for more information at: seepnetwork.org. Contact: (202) 884-8392, seep@seepnetwork.org

CARE India's Microfinance Conference 2006

October 30-31, New Delhi, India

CARE India's Credit and Savings for Household Enterprise (CASHE) project is one of the largest microfinance projects within India. This conference, organized primarily by CASHE, provides a platform for information and knowledge sharing in the area of microfinance by people of various backgrounds. The 2006 conference aims to share information and promote discussion on two important aspects: Expanding microfinance in urban areas and ensuring impact. The event is geared toward policy makers and influencing agencies, government representatives, investors and wholesalers, banking sector representatives, donor agencies, practitioners, researchers, consultants and academics, amongst others. More information: careindia-microfinance.org, Contact: Anjum Khalidi, akhalidi@careindia.org, or Lalitha Sridharan, lsridharan@careindia.org

Global Microcredit Summit 2006

November 12-15, Halifax, Nova Scotia

This summit will offer the opportunity for microcredit practitioners, advocates, donors, and others committed to the summit's goals to assess progress, discuss challenges in achieving new goals for 2015 and identify strategies for overcoming those challenges. The Global Microcredit Summit will include the release of the state of the Microcredit Summit Campaign Report 2006, and the five new commissioned papers, thirty four official workshop sessions at the beginner, intermediate and advanced levels for both developing and industrialized countries, thirty four additional sessions organized by delegates, ten day-long courses, and the release of the most extensive directory of microcredit institutions ever assembled. The summit is open to anyone interested in the field of microfinance: practitioners, government officials, representatives from NGO's, corporations, foundations, and every other sector of society. Delegates must represent an institution that has joined the appropriate Microcredit Summit Campaign Council and has submitted a 2005 or 2006 Institutional Action Plan or join the Microcredit Summit Council of Individual Supporters and submit a 2005 or 2006 Council of Individual Supporters Action Plan. More information: globalmicrocreditsummit2006.org



Bellwether Microfinance Fund

For-profit Private Equity Venture Fund Investing in Micro-Banks, India

Bellwether Microfinance Fund is "Managed by Caspian Advisors, a local fund management entity, based in the city of Hyderabad, India. The fund management team has significant experience in microfinance, investment banking and management. The members complement one another in ability and experience. Expert knowledge of local conditions adds to their strength as a team." The fund does have a Governing Board and an Investment Committee. **Paul DiLeo, Bob Assenberg, Arun Duggal, Matthew Titus, and S Viswanatha Prasad.** **Paul DiLeo** is the current CEO of the Gray Ghost Microfinance Fund. He previously worked in international finance and development with the US Treasury and Federal Reserve and an investment fund in Russia, and held the position of Director of ShoreBank Corporation's international activities. Mr. DiLeo holds a B.A. from the University of Massachusetts, and a M.A. from Boston University. **Bob Assenberg** is currently the Deputy Director of Triodos International Fund Management. He has held positions with IPC, and served as General Manager of ProCredit Bank in Bosnia and Herzegovina. **Arun Duggal** has served as CEO of Bank of America, India. He is currently the International Advisor to General Atlantic Partners and is also advising Macquarie Bank for business strategy in India and serves as Vice Chairman of International Asset Reconstruction. Mr. Duggal holds an M.B.A. from the Indian Institute of Management, Ahmedabad. **Matthew Titus** is presently the Executive Director of Sa-dhan, and has vast experience in the social sector. **S Viswanatha Prasad** is a co-founder of The Bellwether Microfinance Fund, Member of Ujjivan's Board of Directors, and also promotes Caspian Advisors, Bellwether's Fund Manager. Mr. Prasad was previously associated with India's first regulated MFI, Bhartiya Samruddhi Finance Limited, where he served as COO and CEO

The Bill and Melinda Gates Foundation

Private Charitable Giving Foundation, USA

The Bill and Melinda Gates Foundation is led by **Bill Gates, Melinda French Gates, William H. Gates Sr., Patty Stonesifer, Allan C. Golston, and Sylvia M. Matthews.** **Bill Gates** is Co-chairman of the Bill and Melinda Gates Foundation and is listed as the foundation's sole trustee. Mr. Gates attended Harvard University. **Melinda Gates** is a Co-chair of the Bill and was previously an employee of Microsoft, working as Microsoft's General Manager of Information Products. Mrs. Gates is a former member of the Board of Trustees of Duke University and is a former co-chair of the Washington State Governor's Commission on Early Learning, and now serves on the boards of drugstore.com and The Washington Post Company. Mrs. Gates holds a B.A. in computer science and economics from Duke University and a M.B.A. from Duke's Fuqua School of Business. **William H. Gates Sr.** is a Co-chair of the Bill and Melinda Gates Foundation and is the father of Bill Gates. He is a founding partner at Preston Gates & Elis, and has served as president of both the Seattle/King County Bar Association and the Washington State Bar Association, as trustee, officer and volunteer for more than two dozen Northwest organizations including the Greater Seattle Chamber of

Commerce and King County United Way. Mr. Gates Sr. founded the Technology Alliance and has both chaired the Seattle Public School Levy Campaign and served as a member of the University of Washington's Board of Regents. He holds bachelor's and law degrees from the University of Washington. **Patty Stonesifer** is the Bill and Melinda Gates Foundation's CEO. She previously led Microsoft's book division and interactive media division and headed new ventures at Dreamworks Entertainment. Ms. Stonesifer has served as a member of the U.S. Delegation to the United Nations General Assembly Special Session on AIDS, and now serves on the boards of the Smithsonian, the Seattle Foundation and Amazon.com. She is a graduate of Indiana University. **Alan C. Golston** is the current President of U.S. Programs for the Bill and Melinda Gates Foundation. He previously served as CFO and administrative officer, and serves on the boards of a number of organizations. Mr. Golston holds an M.B.A. from Seattle University and a B.S. in Accounting from the University of Colorado. **Sylvia M. Mathews** is the foundation's present President of the Global Development Program. Ms. Mathews has previously served the foundation as Executive Vice President and COO, the Clinton administration as Deputy Director of the Office of Management and Budget, Deputy Chief of Staff to the President, and the Secretary of the Treasury, Robert E. Rubin, as Chief of Staff. She has served McKinsey and Company, and is now on the Board of Directors for MetLife Inc. and for the Governing Council of the Miller Center of Public Affairs at the University of Virginia. Ms. Mathews is a Rhodes Scholar and graduate of Harvard University.

OikoCredit

Cooperative Investment Society, Netherlands

OikoCredit, based in the Netherlands with regional offices in Africa, Asia, Central Europe, Eastern Europe and Latin America, is able to provide a modest financial return with a high social return to its investors. The International Office in Amersfoort, the Netherlands is staffed by **Tor G. Gull**, **Erik Heinen**, **Robert Bragar**, **Albert Hofsink**, **Herma Hulst**, and **Ben Simmes**. **Tor G. Gull** is Oikocredit's present Managing Director. He previously held the position of Senior Vice President of Leonia Bank in Helsinki, and has also worked in Kenya and Tanzania developing small-scale businesses in rural areas with the Nordic Project for Cooperative Development (DANIDA). Mr. Gull holds an M.A. in Accounting from the Swedish School of Economics in Helsinki and an M.B.A. from the Helsinki School of Economics/University of South Carolina. **Erik Heinen** is the Director of Credit Operations and Deputy Managing director. **Robert Bragar** serves as Oikocredit's present General Counsel. **Albert Hofsink** currently holds the position of Director of Finance an Administration at Oikocredit. **Herma Hulst** is the current Manager of Public Relations. **Ben Simmes** serves as Oikocredit's Director of Membership and Investments.

The Board of Directors is extremely international in scope, and includes **Ms. Phyllis Wanjiku Kibui** of Kenya, **Ana Maria Majano Guerrero** of Costa Rica, **Eduardo Pietra** of Uruguay, **Ethel Matenge-Sebesho** of South Africa, **Ehoue Bleoue Nicaise** of Cote d'Ivoire, **Yolanda T. Dela Cruz** of the Philippines, **Harry Derkx** of the Netherlands, **Gerhard Novy** of Austria, **Peter Larsson** of Sweden, **Ken Vander Weele** of the United States, **Jill Martin** of Canada and **William R. Temu** of Tanzania. **Ms. Phyllis Wanjiku Kibui** currently serves as the Board

President. She has experience in microfinance with the Kenya Rural Enterprise Program (K-REP) and with the Kenya Women Finance Trust. She is the current Africa Regional Manager at Women's World Banking and is trained as a Chartered Accountant. **Ana Maria Majano Guerrero** is an Economist by training and currently serves as the Executive Director of the Latin American Center for Competitiveness and Sustainable Development (CLACDS) at INCAE in Costa Rica. **Eduardo Pietra** is trained as an Agronomic Engineer, and is currently training and currently serves as the Executive Director of the Latin American Center for Competitiveness and Sustainable Development (CLACDS) at INCAE in Costa Rica. **Eduardo Pietra** is trained as an Agronomic Engineer, and is currently involved in managing two agricultural organizations and a consulting institute for cooperatives and small enterprises. **Ethel Matenge-Sebesho** is trained as a Banker and is the present General Manager of National Sales and Marketing at the Home Loan Guarantee Company in Johannesburg, South Africa. **Ehoue Bleoue Nicaise** currently serves as Senior Agricultural Economist and Task Team at the Regional Office of World Bank in West Africa. **Yolanda T. Dela Cruz** currently works as a Credit and Management Consultant. **Harry Derkx** is a retired Strategy and Business Consultant. Gerhard Novy is trained as a Banker and is a former board member of two renowned Austrian Banks. **Peter Larsson** currently serves as Project Leader for a Construction Company and is a theologian by training. **Ken Vander Weele** is the current President of Investment Services at Opportunity International. He holds an undergraduate degree in Accounting and an M.B.A. in Finance. **Jill Martin** is presently the Financial and Systems Manager at the Primate's World Relief and Development Fund in Toronto. **William R. Temu** is an Africa Secretary in Regional Relations and member of the Ecumenical sharing Team.

