



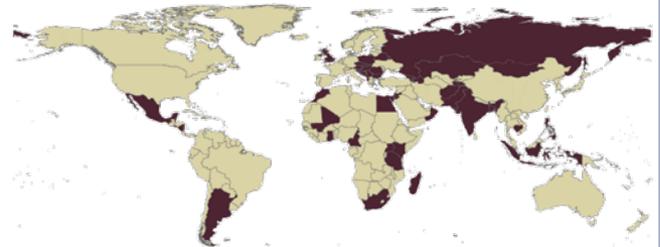
SHOREBANK INTERNATIONAL

Expanding Access to Capital

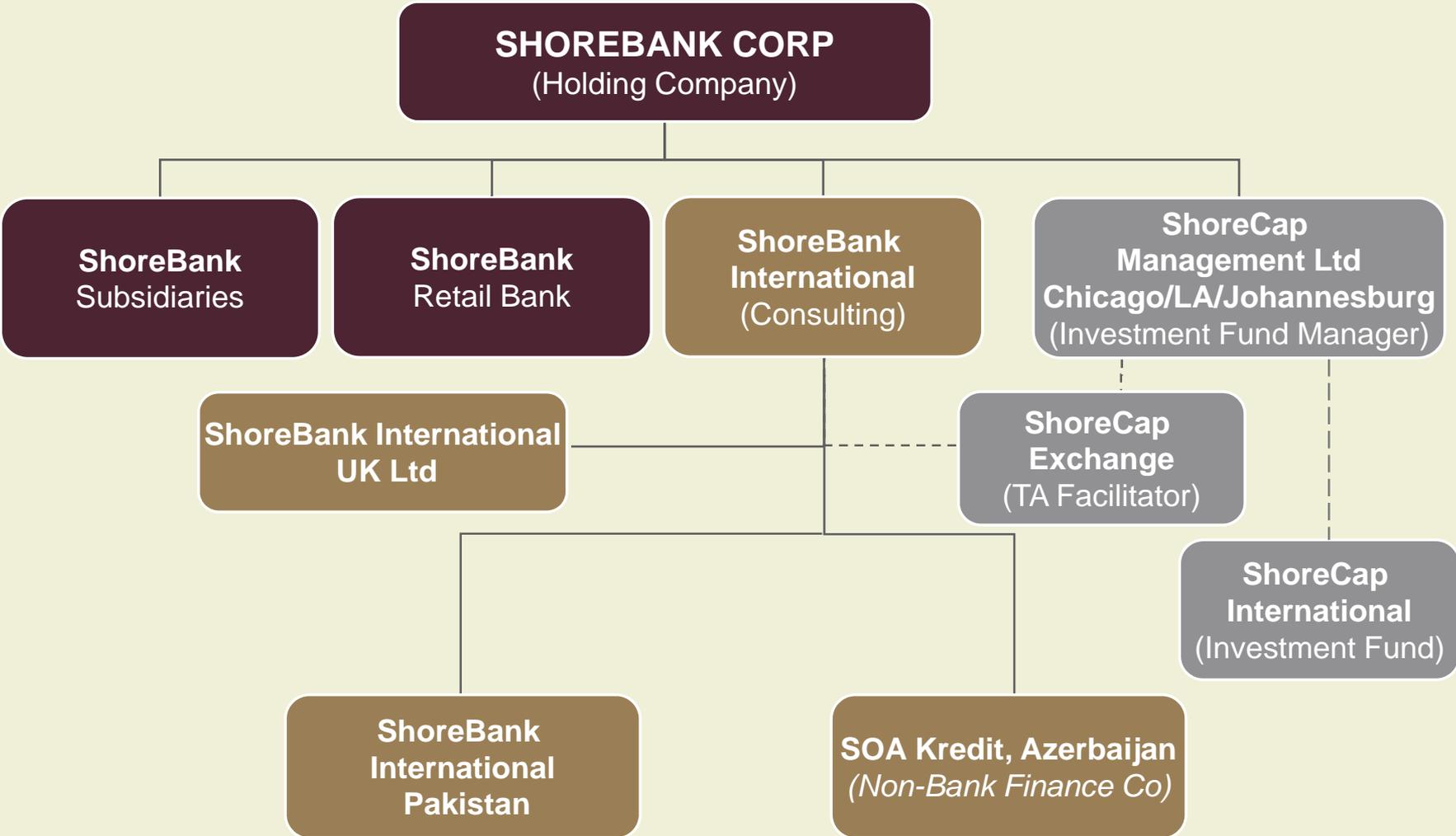
America's Center Consumer Banking Conference

Florida International University, Miami

March 2009



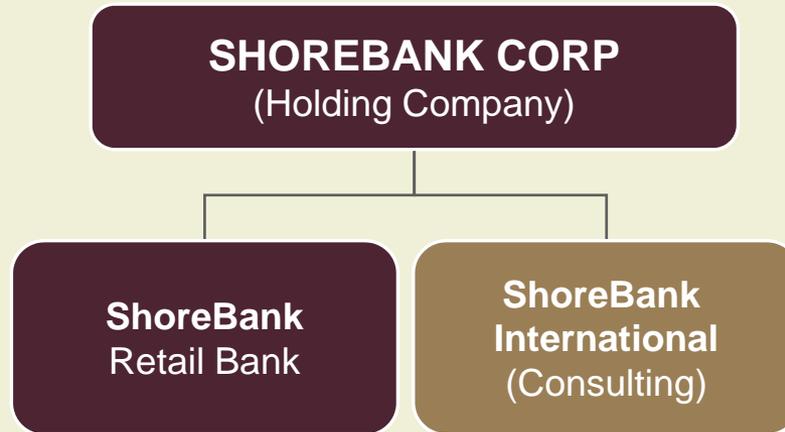
The ShoreBank Organization



ShoreBank: Snapshot

- **Largest community development bank**
- **Founded in 1973 to maintain banking services and arrest decline in South Chicago's neighborhoods**
- **Has grown to \$2.4 billion in assets**
 - ✓ "Triple bottom line" goals: profitability, community development and conservation
 - ✓ Achieves returns equal or superior to banks of comparable size
- **Core competencies in:**
 - ✓ Financing residential real estate
 - ✓ Small business lending
 - ✓ Promoting wealth accumulation for lower-income families
- **Expansion to Latino community in 2008**
 - ✓ Created a permanent Latino Strategy Team
 - ✓ Opened a lending office in Latino neighborhood

The ShoreBank Organization

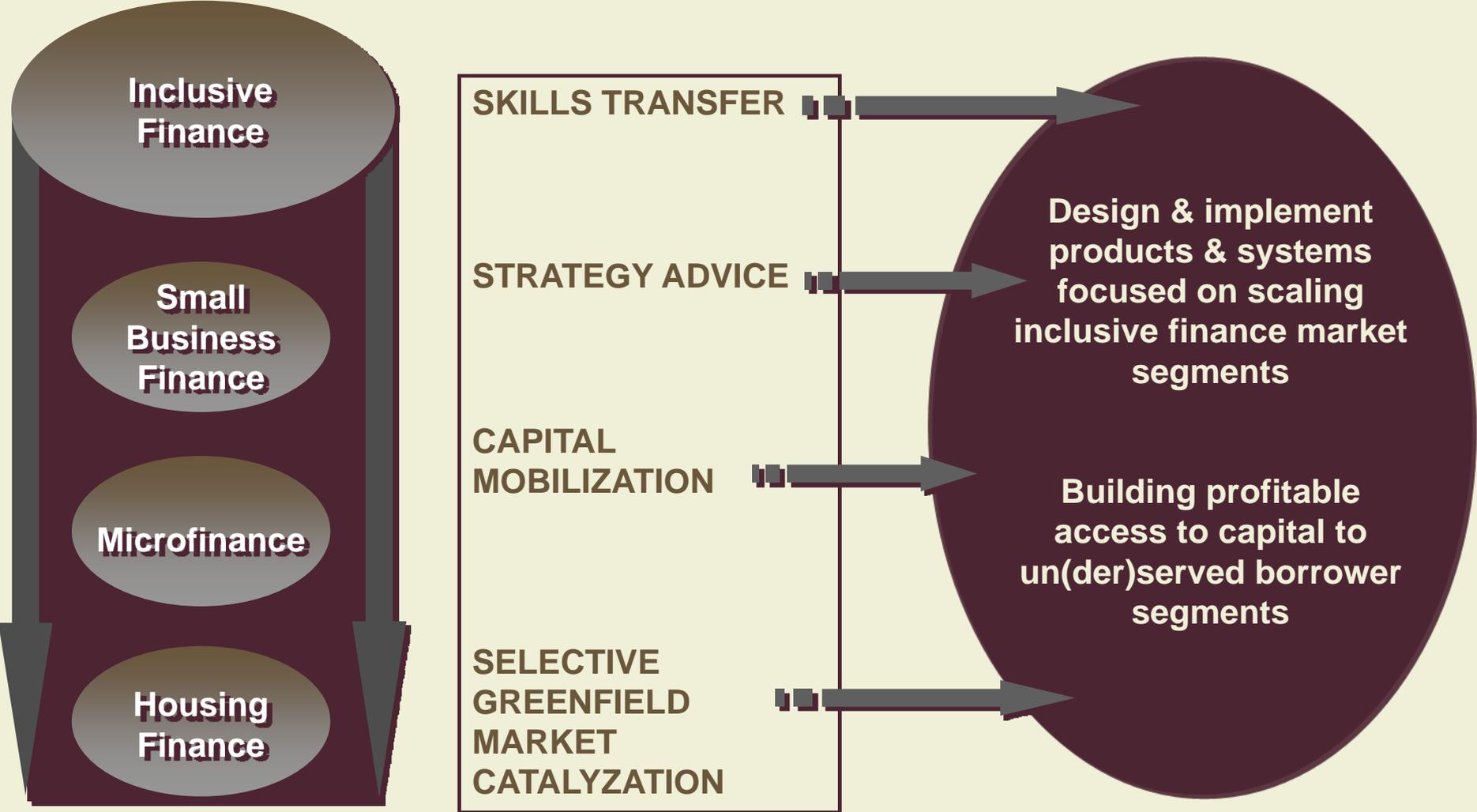


ShoreBank International: Our Footprint

SHOREBANK'S
ACTIVITIES
INTERNATIONALLY
disseminate and adapt
ShoreBank's unique
experience and models
in Europe, Asia, Africa,
and Latin America

- **1983:** Assisted Grameen in Bangladesh transform itself into a regulated bank
- **1990:** Invited to manage SME lending units at Polish American Enterprise Fund
- **1995:** Expanded to 9 countries in Central and Eastern Europe and FSU in multiple products
- **2002:** Hired to design and manage Fondo Capital Guanajuato, an investment fund created to provide loans to SMEs in the State of Guanajuato that did not have access to loans through commercial banks

ShoreBank International: Strategic Orientation



ShoreBank International: Service Reach



Afghanistan
Argentina
Albania
Armenia
Azerbaijan
Austria
Bangladesh
Belarus
Belize
Bosnia/Herzegovina
Bulgaria
Cambodia
Cameroon
Cape Verde
Croatia
Czech Republic
Ecuador
Egypt

El Salvador
Gaza Strip
Georgia
Ghana
Guatemala
Hungary
India
Indonesia
Israel
Jordan
Kazakhstan
Kenya
Kosovo
Madagascar
Mali
Mexico
Mongolia
Morocco

Nicaragua
Oman
Pakistan
Philippines
Poland
Romania
Russia
Serbia & Montenegro
Slovakia
Slovenia
South Africa
Tajikistan
Tanzania
The Gambia
Uganda
United Kingdom
West Bank

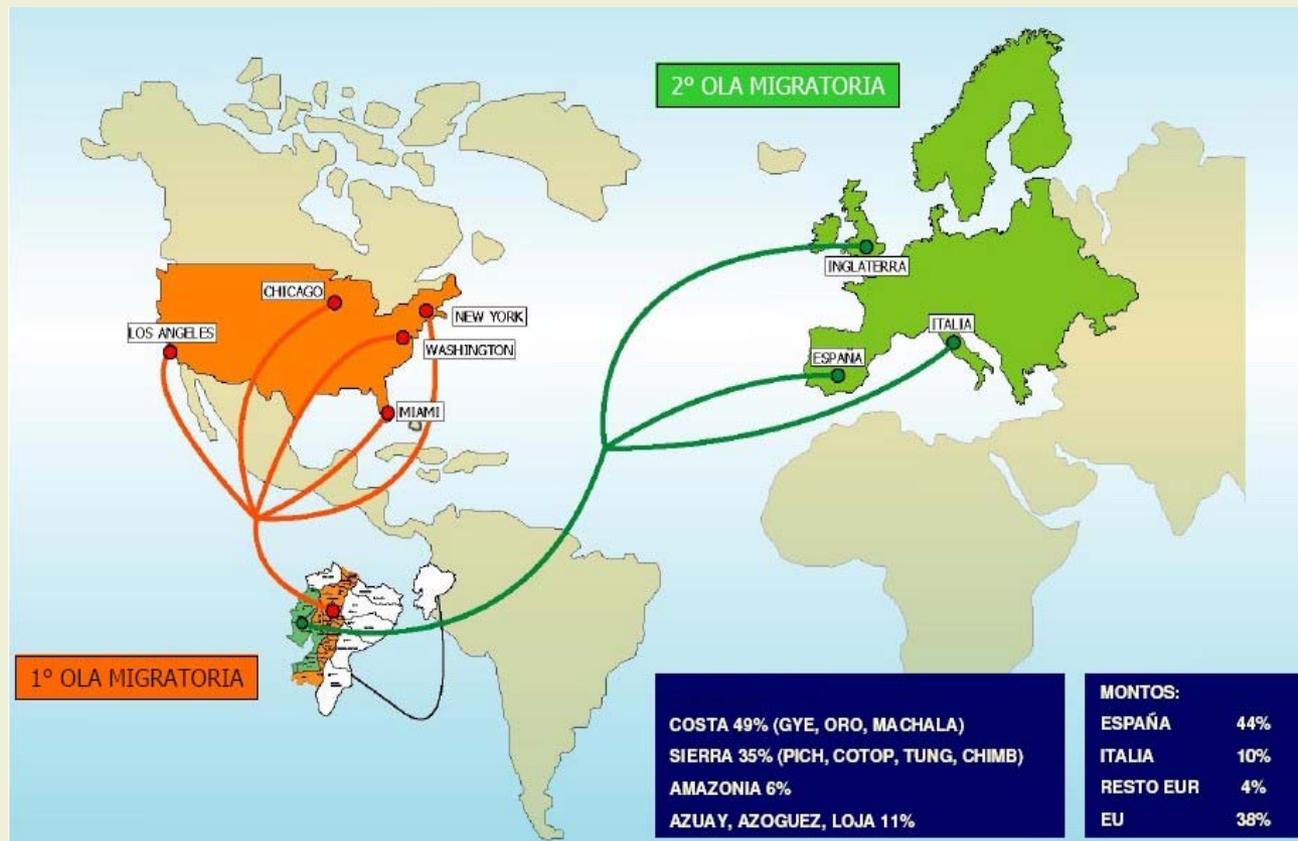
TA to Mutualista Pichincha: Institution Snapshot

- **Largest “Mutualista de Ahorro y Credito” in Ecuador**
- **Mission is to use deposit base both to offer mortgage loans and construct and sell real estate developments**
- **Ranked 11th among Ecuadorian financial institutions but 2nd in terms of mortgage loan originations**
 - ✓ 4,500 mortgage loans per year
 - ✓ \$100 Million disbursed annually
- **RE development business line:**
 - ✓ Inventory of over 1,300 units for sale
 - ✓ Use of environmentally friendly construction techniques
 - ✓ Help overcome housing deficit
 - ✓ Synergy with housing finance business line
 - ✓ Annual sales of approximately \$70 Million
- **Offers housing loans to Ecuadorian migrants since 1997**

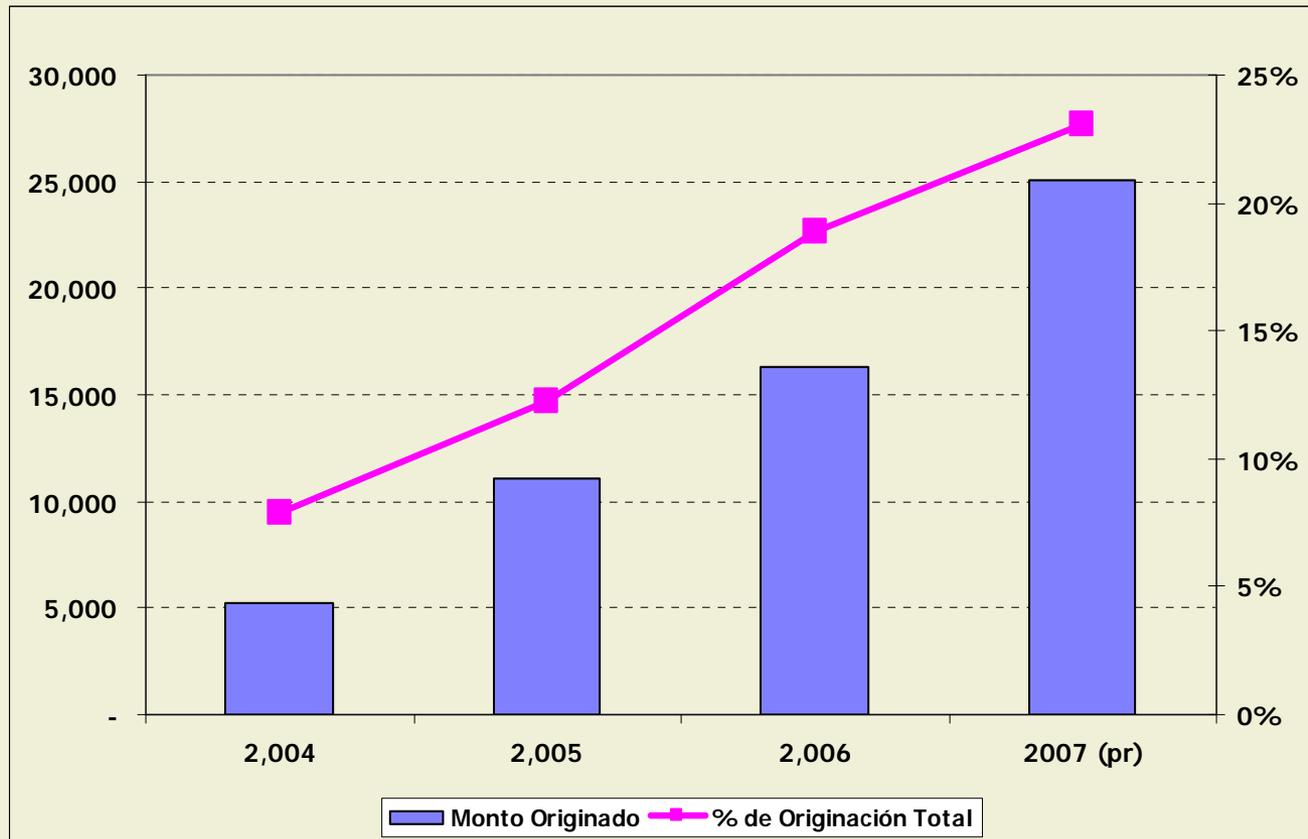
TA to Mutualista Pichincha: Finance to Migrants Program

- **Started in 1997 for migrants in the US and expanded to Spain in 2004**
- **Business model: sell Houses financed through a Mortgage Loan to be repaid with Remittances**
- **Partnership with Union Andina that represents them outside of Ecuador**
 - ✓ Offices and sales force in the US and Spain
 - ✓ Pre qualification of potential borrowers
- **Key elements of success:**
 - ✓ Brand and trust
 - ✓ Branch network in Ecuador
 - ✓ RE inventory in Ecuador
 - ✓ “Double” sales force (US/Spain and Ecuador)

TA to Mutualista Pichincha: Target Markets

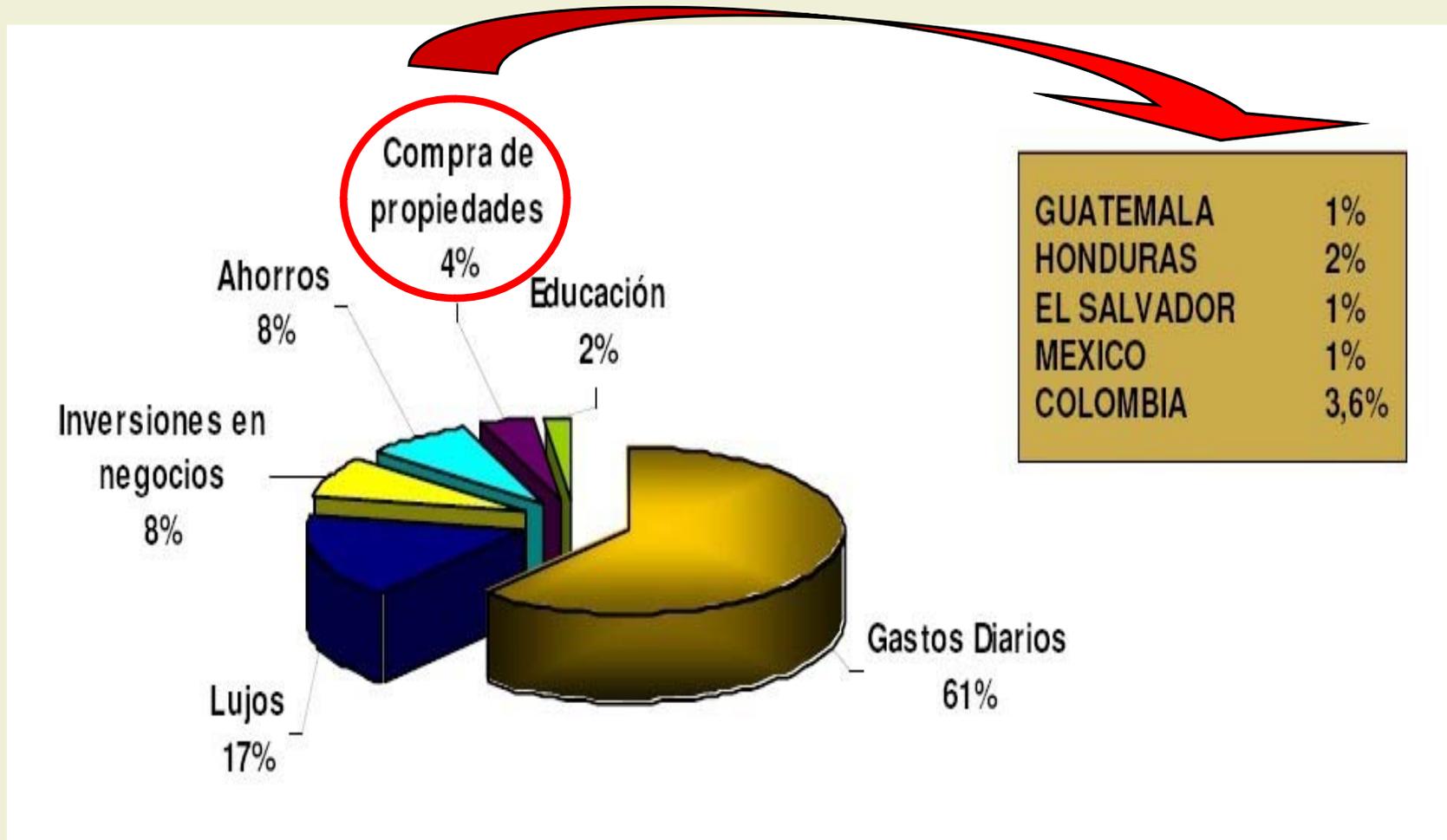


TA to Mutualista Pichincha: Loans Disbursed to Migrants



Source: Mutualista Pichincha

TA to Mutualista Pichincha: IDB Involvement



TA to Mutualista Pichincha: Components and Impact

➤ **Components:**

- ✓ Optimization of lending and operational procedures
- ✓ Review of existing and development of new underwriting standards

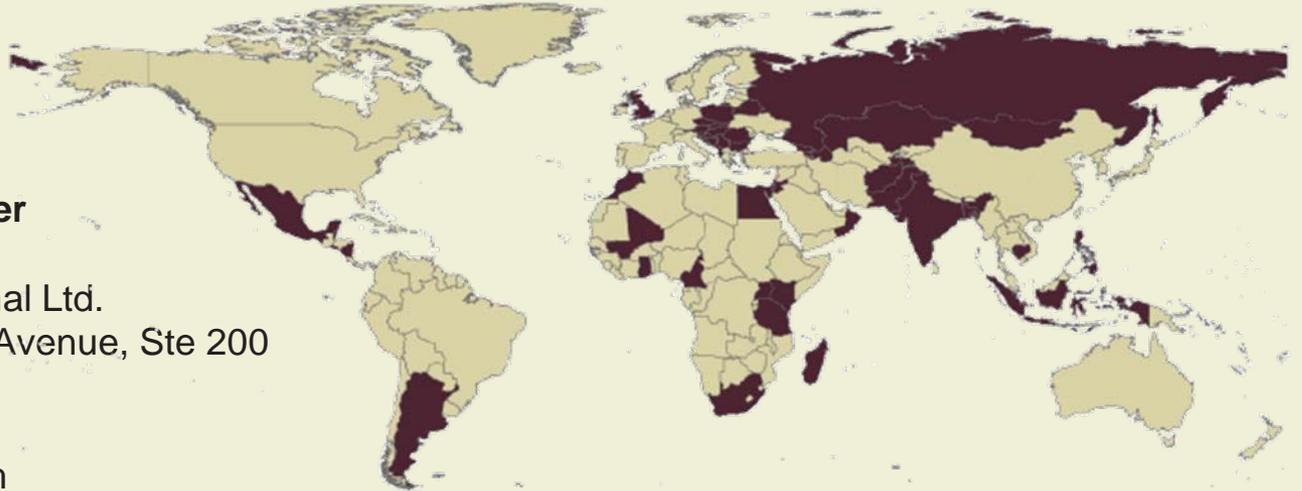
➤ **Impact:**

- ✓ Grow to 1,500 mortgage loans per year to migrants
- ✓ Expansion to 3 new cities in US, Spain and Italy
- ✓ Replication of the model in the LAC Region



SHOREBANK INTERNATIONAL

For More Information



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