



Banca Emergente Microfinance Unit



Microfinance 1.0

Microcredit

Description

More than 30 years of experience: Its founders were mainly NGOs

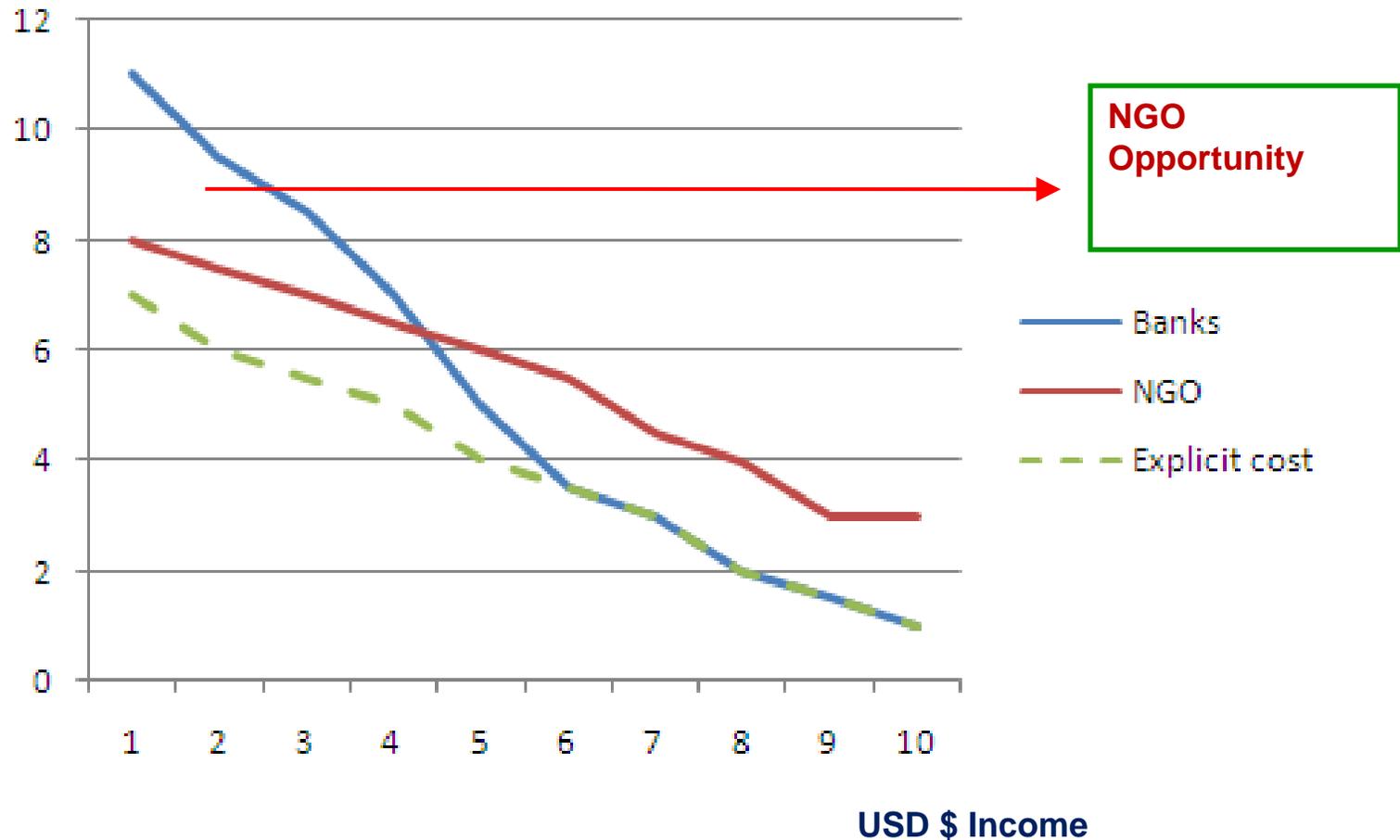
Cases

1. Grameen Bank (Bangladesh)
2. Banco Sol (Bolivia)



What microfinance changed

Total Financial Cost: Explicit (i) + Implicit (distance, cultural factors, etc)



Microfinance 1.0

Microfinance

Description

More than 30 years of experience: Profit and non profit players

Cases

1. Private Banks
2. Department Stores
3. Microfinance Institutions



Microfinance 2.0

Description

Microfinance

Microfinance
experience +
technology driver

Cases

1. Mpesa
2. Correspondent banks
3. Peer to peer lending



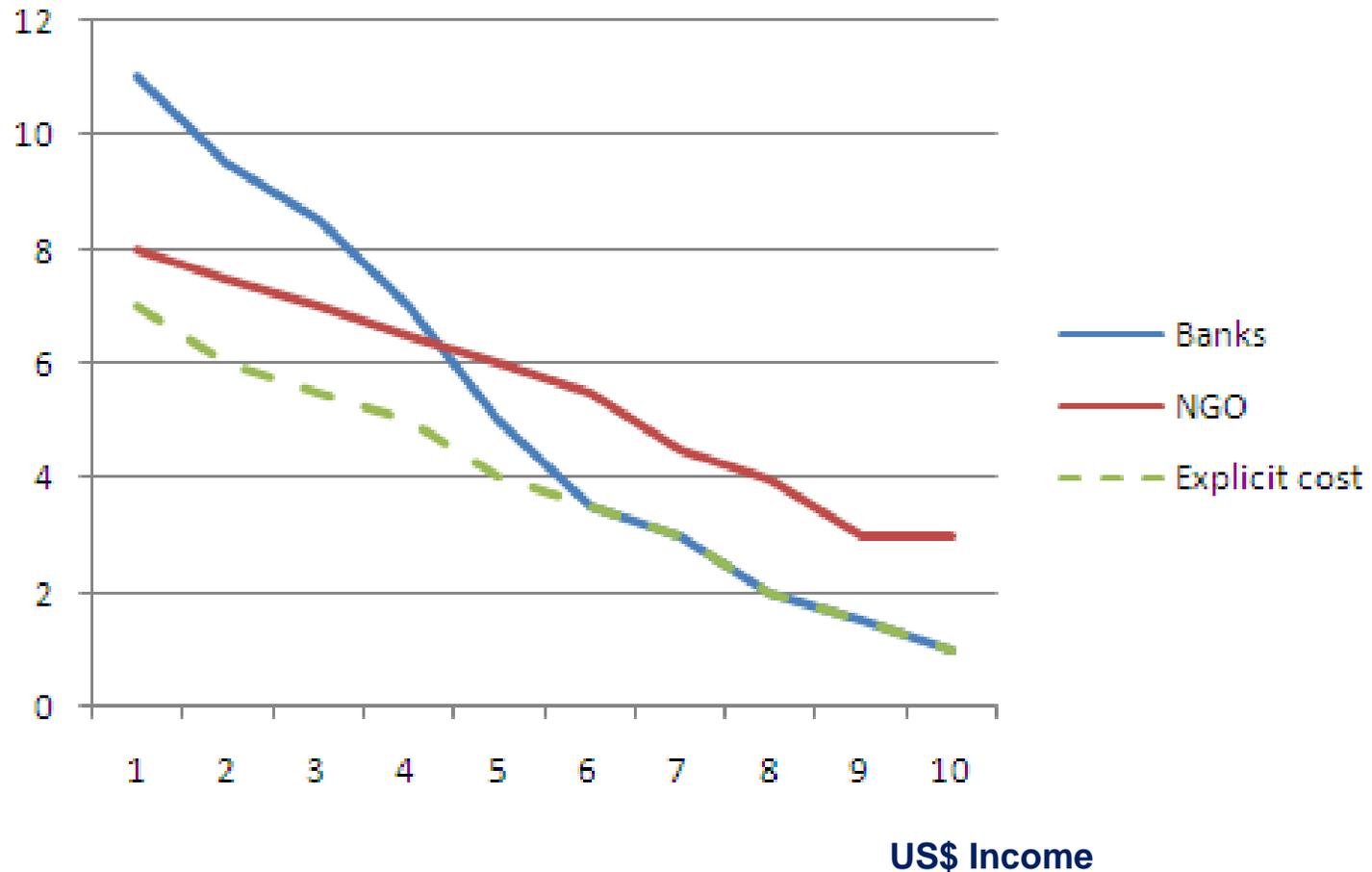
LendingClub

LendingClub



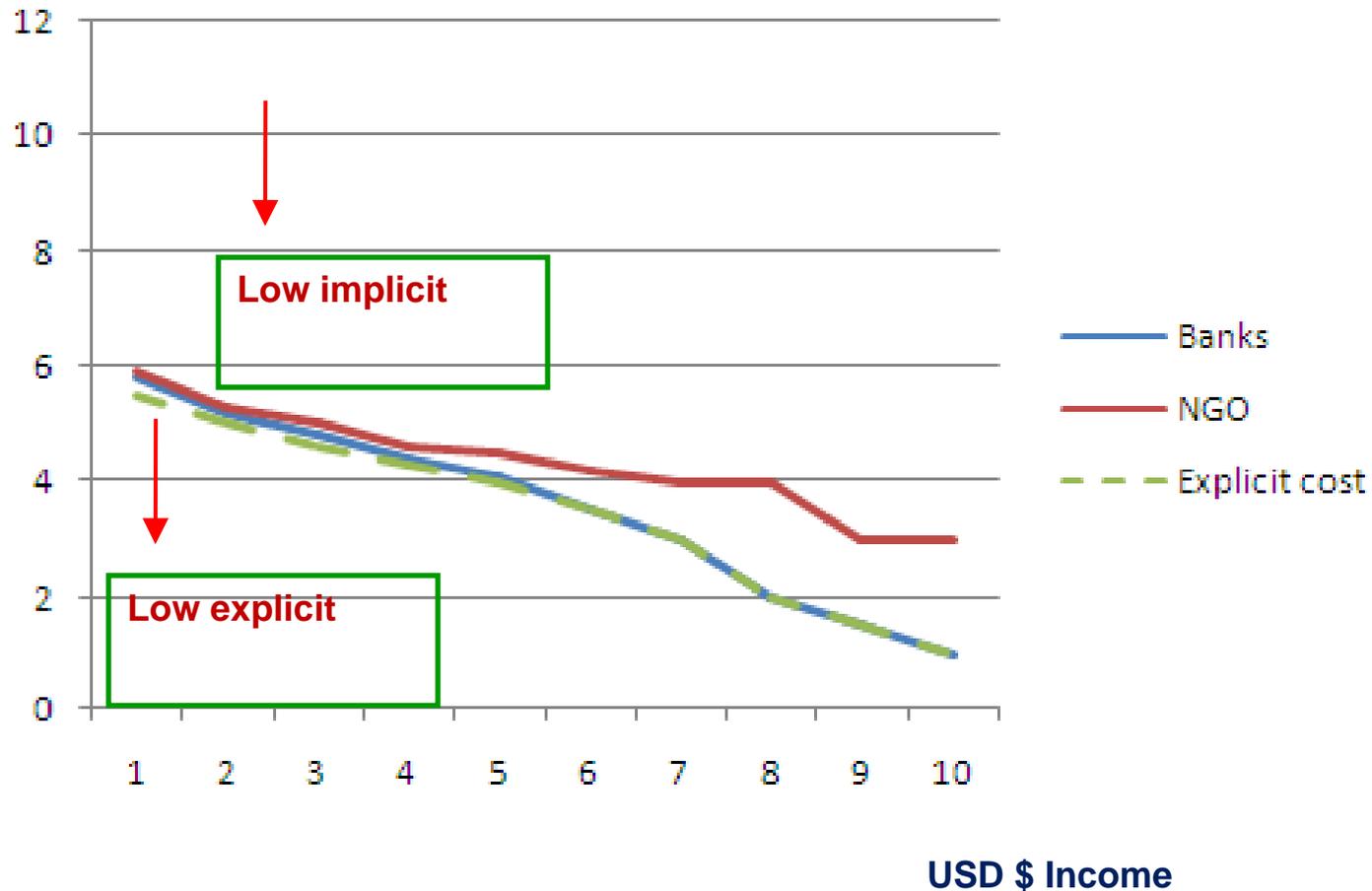
What microfinance changed

Total Financial Cost: Explicit (i) + Implicit (distance, cultural factors, etc)



What technology changed

Total Financial Cost Explicit (i) + Implicit (distance, cultural factors, etc)

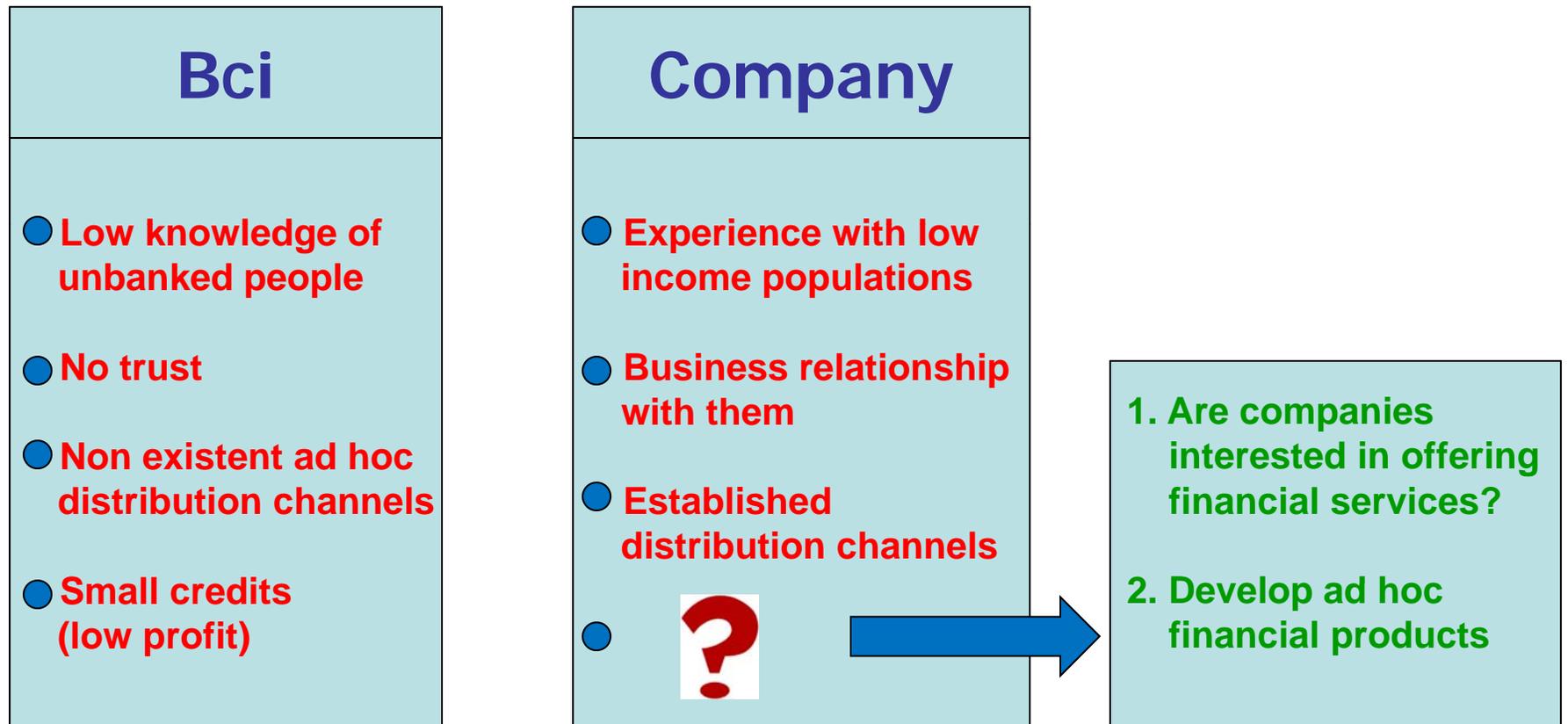




**Banca
Emergente**



Alianza Project



Alianza Project

1 Consumer product companies

- More than 50% of its sales are oriented to micro stores
- More than 80% of microentrepreneurs have working capital problems



Nestlé



2 Developing an *ad hoc* financial product

- Micro stores owners have difficulties leaving their business
- High turnover: max. 45 days (mainly weekly)
- Distribution of product must be very fast

BciNova

Alianza Project

Origination and use of credit in trucks

①



②



Bank deposits daily to the company

③



④

Payment of credits at payment points



Credits from USD \$ 100

Banca Emergente



- Big potential in other industries different from consumer product companies to reach microentrepreneurs
- Huge potential thinking about alliances with civic organizations to reach all unbanked people

Microfinance is going through a rebirth. It will completely change the microfinance industry.

Could it be that financial services will become the first globally reliable service enjoyed by the world's poor?

("Portfolio of the Poor "2011)



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