



INTERNATIONAL FINANCE CORPORATION
WORLD BANK GROUP

Japan Microfinance Symposium Microfinance at IFC

International Finance Corporation

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Elements of Success & Milestones in Microfinance

→ IFC at the forefront of the industry's development through advancing:

- Transformations
- Specialized MF banks and networks
- Collective investment vehicles



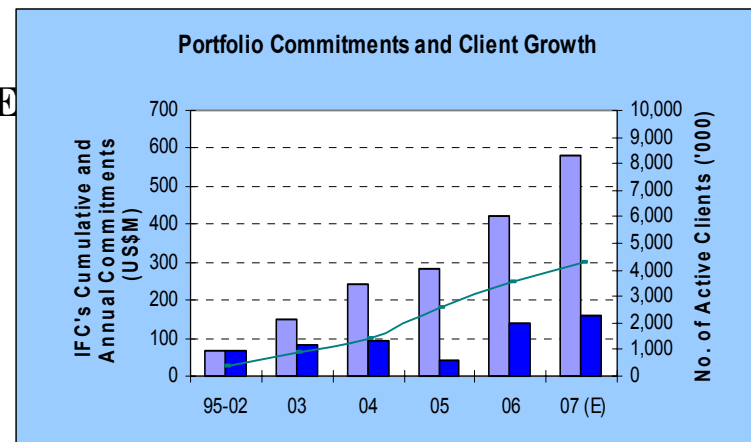
Mid 1990s: Creation of the MF Bank of BiH

• **2000-2002:** Roll-out of ProCredit model / transformation of Aceda and Compartamos

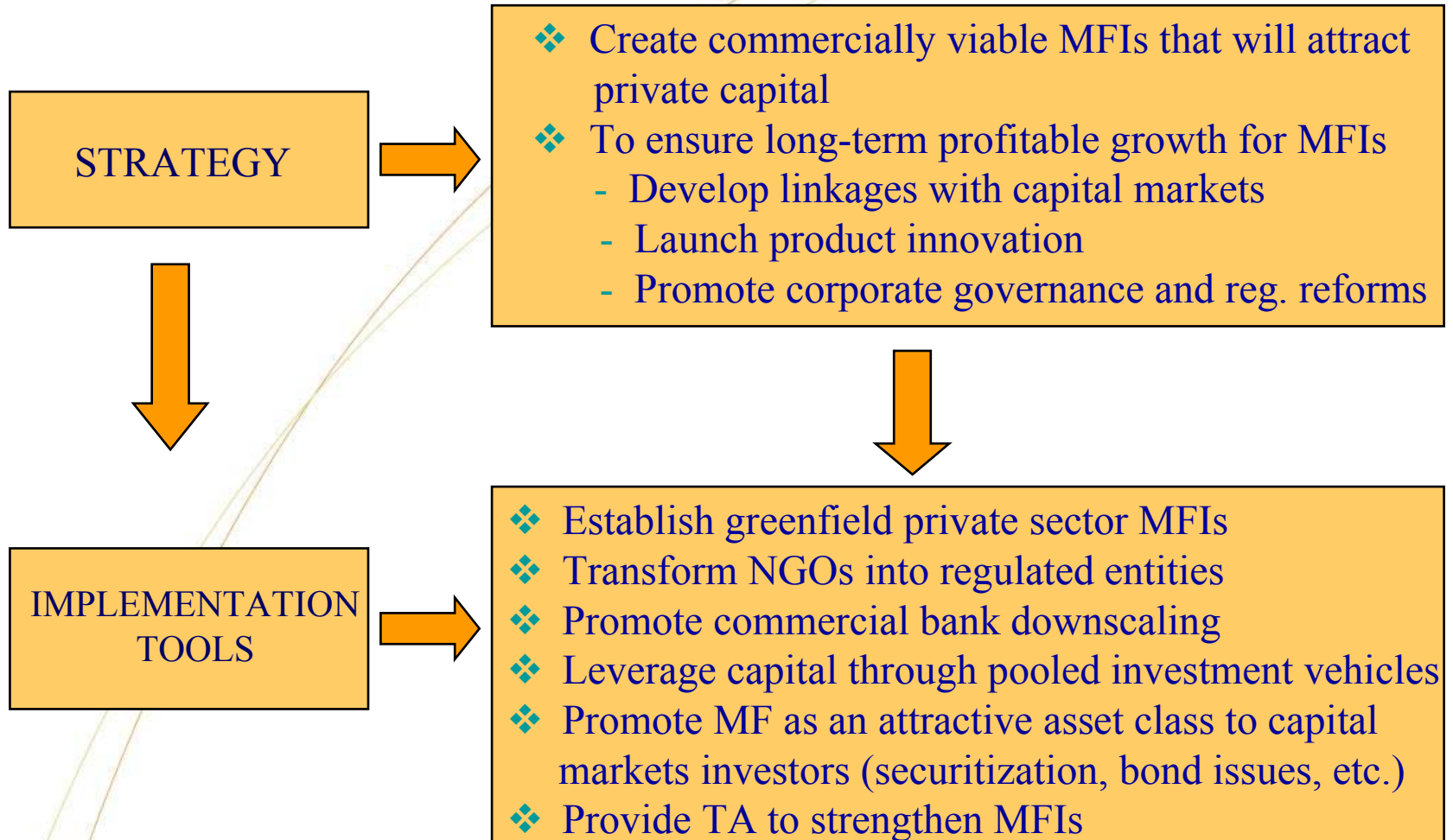
• **2003-2006:** Diversification into debt & equity funds: AIM, Shorecap, GMF, EFSE

• **2007-Beyond:** New Strategy to anticipate market trends

- Collective (& Structured) Investment Vehicles
- MF Networks
- FIs through strategic partnerships
- Selective Intervention at the infrastructure & policy level



IFC's Microfinance Strategy



Impact, Scale & Sustainability

	IFC Investment			Financial Return	Development Impact		
Region	Number of Projects	Number of Countries	Investment Amount (US\$M)	Average ROAE	Number of Clients ('000)	Outstanding Loans (US\$M)	Average Loan size (US\$)
Africa	14	12	9	4.5%	190	73	382
Middle East	7	4	20	1.0%	20	14	1,716
Asia	9	6	15	12.3%	620	542	875
Europe	46	14	201	7.3%	456	1,813	3,972
Latin America	19	9	93	20.1%	1,164	1,369	1,176
Global	9	n/a	14	n/a	n/a	n/a	n/a
Total	104	45	352	9.0%	2,439	3,811	1,624

An illustration of institutional growth

MF – Acleda Bank

- Established in 1993, transition from NGO to full service bank in 2000 with IFC assistance
- Grown from small NGO to country's second largest commercial bank with nationwide coverage
- Other financial services: 140,000 savers/ average amount USD871, USD140M in local money remittances in 2005

At the transformation

Portfolio: USD15,4 M

Borrowers: 56,706

PAR>30: 6.59%

Offices: 28

Staff: 445

Total Assets: USD22 M



Today

Portfolio: USD160 M

Borrowers: 160,000

PAR>30: 0.25%

Offices: 163

Staff: 3,018

Total Assets: USD 223 M



ACLEDA: An effective partnership

