

2009 Pacific Northwest Microfinance Conference

Investing in Microfinance:
Anyone Can Do It

May 9, 2009

Jason Henning, Global Partnerships

Why we invest



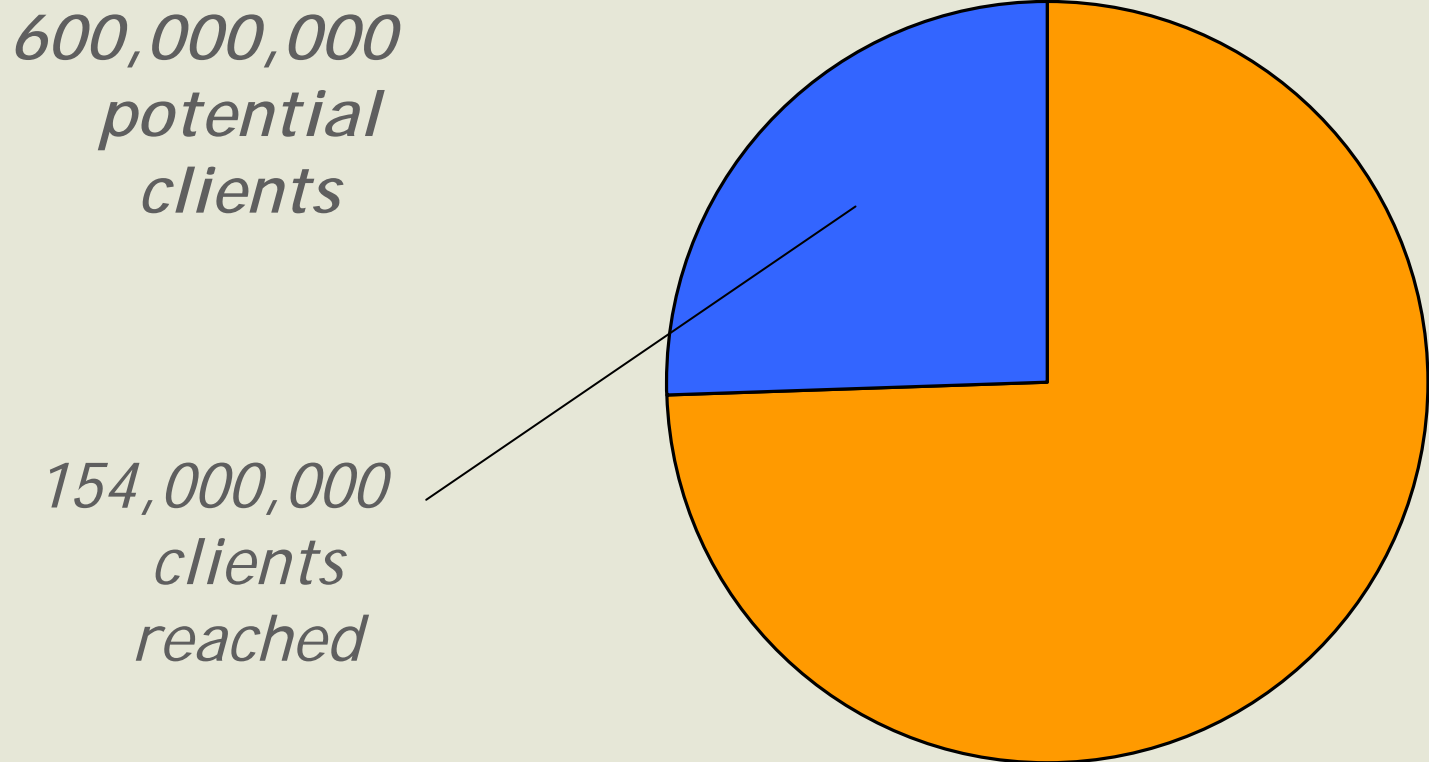
Why we invest



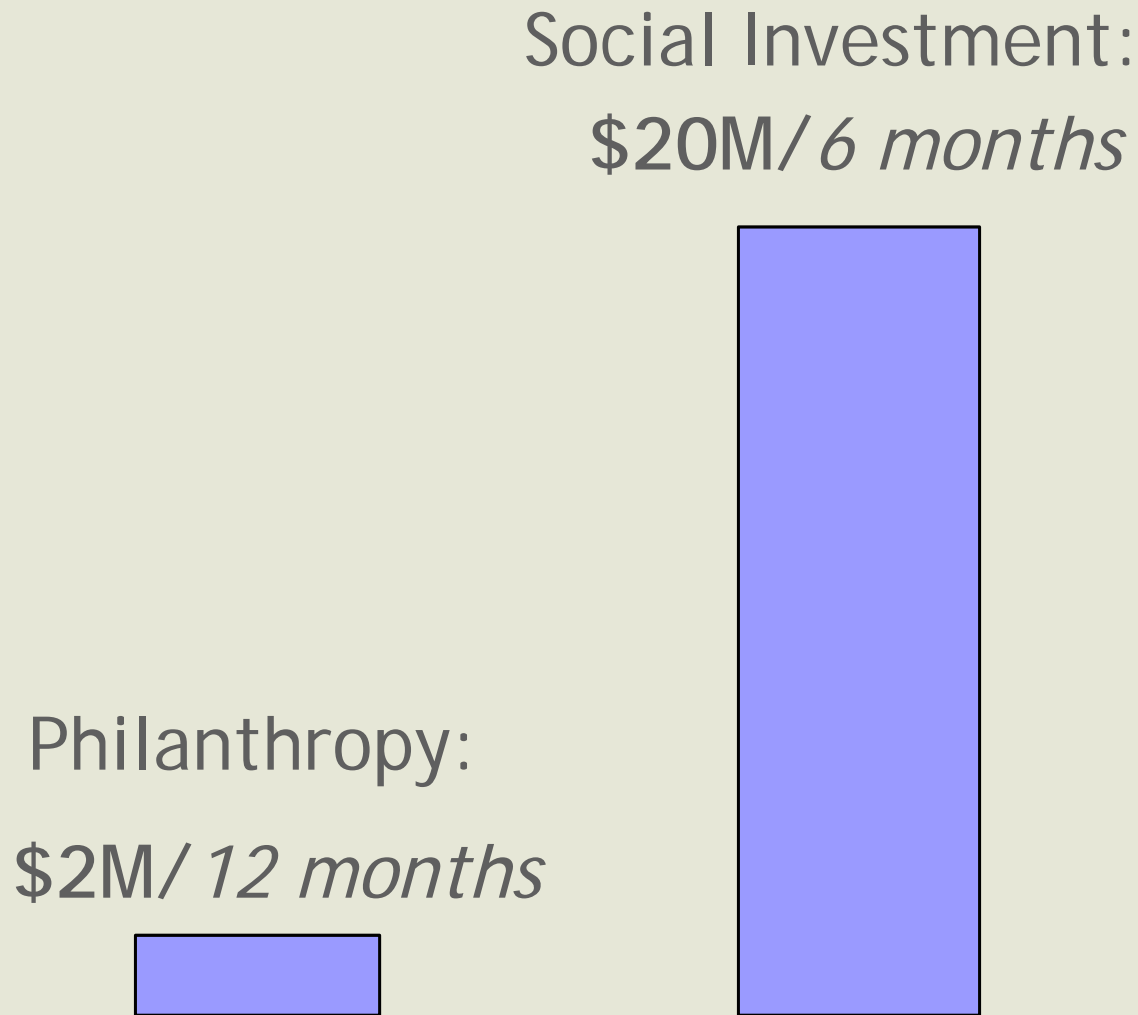
Why we invest



Global Microfinance Demand

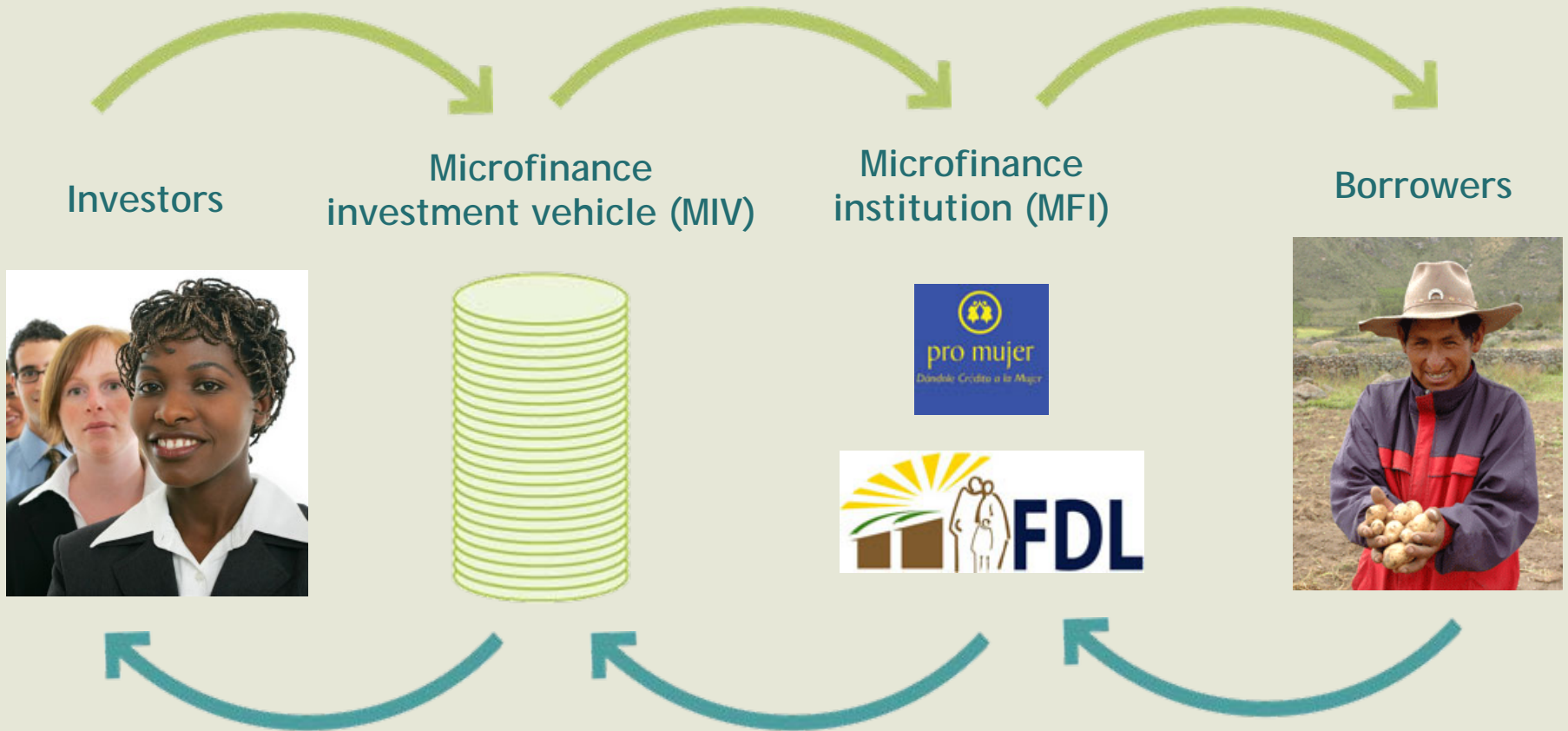


Philanthropy vs. Social Investment



Source: Global Partnerships, 2008

MIV Capital Flow



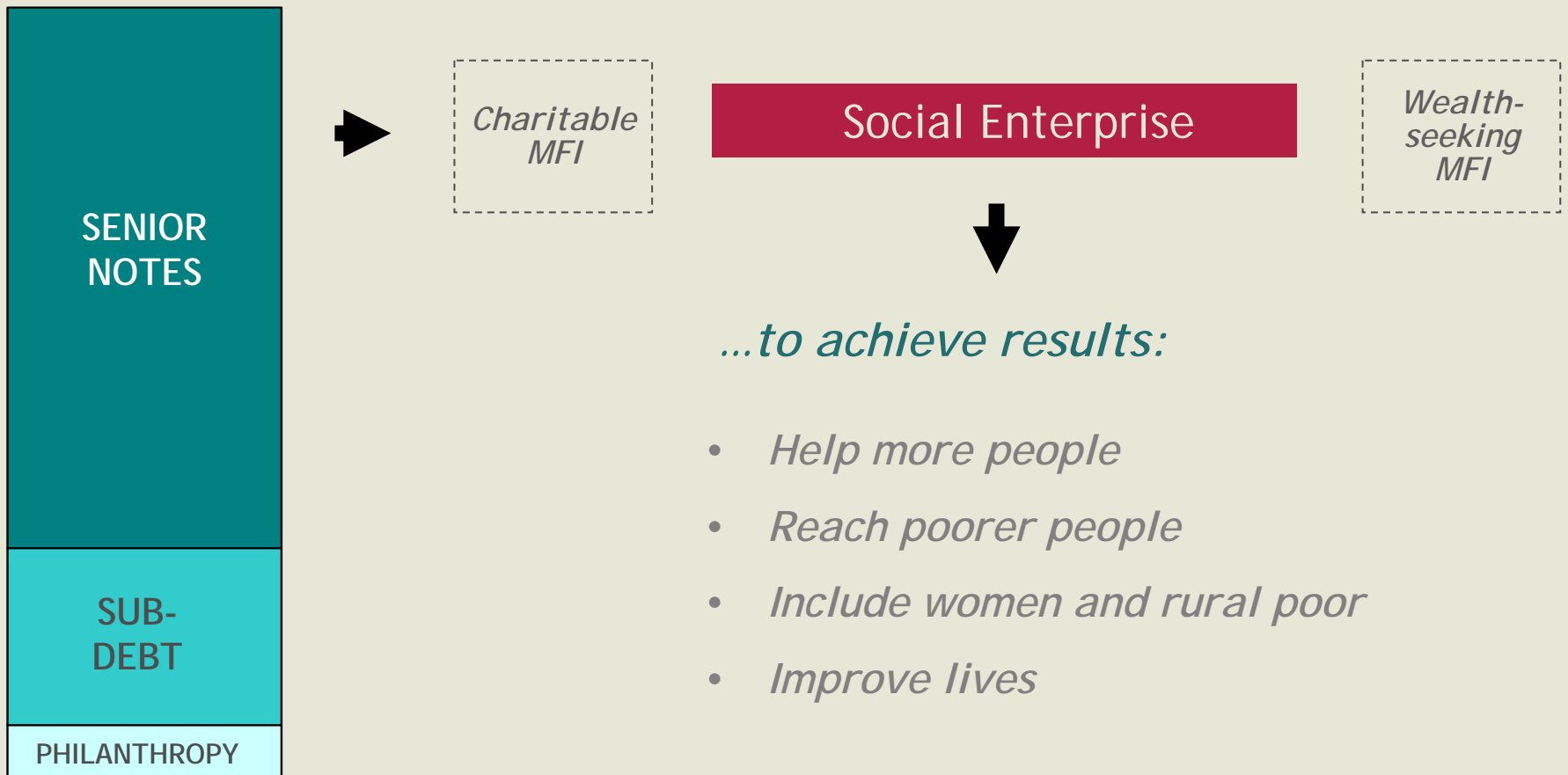
MIV Snapshot

- 91 MIVs with \$5.5B in assets under mgmt
- 78% in debt instruments; equity funds growing quickly
- Over half of assets under mgmt held by 5 fund managers (all European)
- Most investments concentrated in the most profitable MFIs

Global Partnerships' approach

Invest socially motivated capital...

...in a portfolio of MFIs as social enterprise...



Microfinance retail opportunities

P2P Online Platforms

- Babyloan (www.babyloan.org)
- dhanaX (www.dhanax.com)
- Kiva (www.kiva.org)
- MicroPlace (www.microplace.com)
- MyC4 (www.myc4.com)
- myELEN (www.myelen.com)
- United Prosperity (www.unitedprosperity.org)
- Wokai (www.wokai.org)
- 51Give (www.51give.com)

Managed Funds

- Calvert Foundation (www.calvertfoundation.org)
- Oikocredit (www.oikocredit.org)
- NICA (www.nicafund.org)

Investment considerations

- Rate of return
 - ~0-6.0%
- Term/length of commitment
 - ~0-5 years
- Trusted channel?
 - How much MFI due diligence is being performed?
 - Default rate?
- Social performance
 - Are those most in need being reached?
- Costs involved
 - What fees does the intermediary charge?
 - What are the costs involved with collecting client data?

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Questions?

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