



**PLANET FINANCE**

[www.planetfinance.org](http://www.planetfinance.org)

The Microfinance Platform

## **An update on PlaNet Finance**

Recent achievements & development of the network

June 2006



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## I. PlaNet Finance

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## Introduction

### Achievements 2005

In 2005, PlaNet Finance:

- Supported technically **186 microfinance institutions** reaching **1,711 200 microentrepreneurs**
- Rated **30 MFIs** reaching **467,474 microentrepreneurs** through **Planet Rating**
- Financed **107,450 microentrepreneurs** in **17 MFIs** through **MicroFund and responsAbility**



# I. PlaNet Finance

## I.1. Presentation of PlaNet Finance

PlaNet Finance is an **International Non Profit Organization** dedicated to the **development of microfinance worldwide** and focused on:

- **Strengthening the capacity of the microfinance sector** (Microfinance Institutions, Governments, Financial Institutions, etc.)
- **Increasing the transparency** of the sector
- **Increasing the funding available to Microfinance Institutions**



# I. PlaNet Finance

## I.2. Activities

PlaNet Finance's main services are:

### 1. Consulting, Technical Assistance & Training services to :

- **Microfinance Institutions** (NGOs, Cooperatives, Regulated financial institutions),
- **National Microfinance Network**
- **Governments** (defining strategies, setting up regulations)
- **Banks** interested in downscaling or supporting the sector.

### 2. Rating Services to MFIs through an independant affiliate : **Planet Rating**

### 3. Debt Financing for Microfinance Institutions :

**PlaNet MicroFund**, for young MFIs

**PlaNet / responsAbility**, for more developed MFIs

### 4. Equity : **MicroCred**, a Microfinance Investment Company



# I. PlaNet Finance

## I.3. International Network

**PlaNet Finance** is an international non-profit organization composed of a **network** present in **28 countries** with operations in **60 countries** in **2005**.



**PlaNet Finance offices under creation (May 1<sup>st</sup>, 2006):**

- Cambodia
- Madagascar
- Palestine
- Sri Lanka
- Canada
- Germany
- Israel
- Uganda
- South Africa...



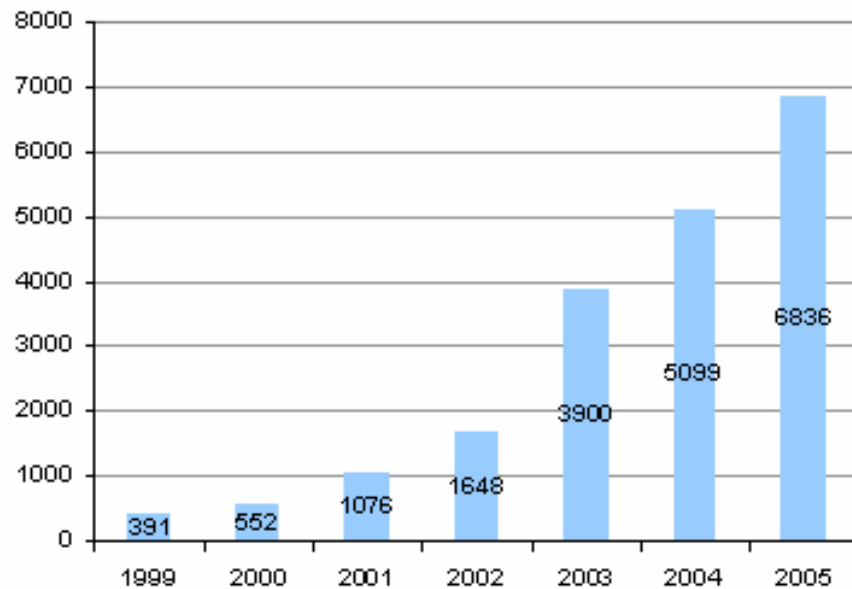


# I. PlaNet Finance

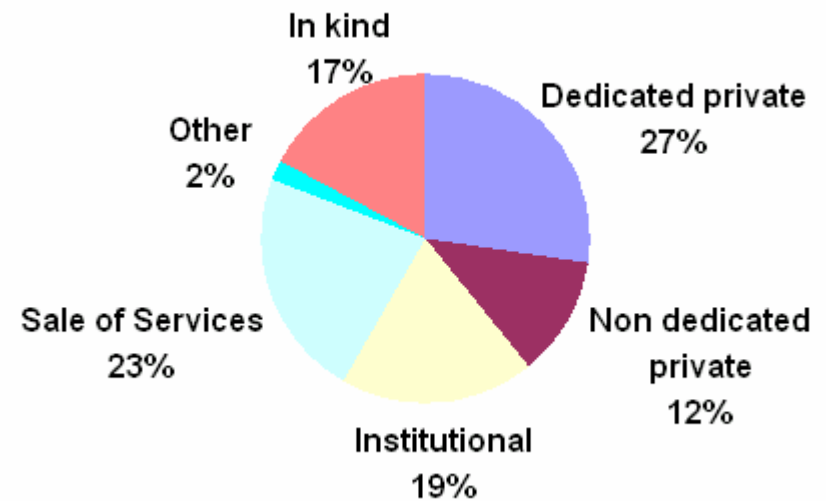
## I.4. Financial & Human Ressources (1/3)

### Growth and origin of ressources

TOTAL ANNUAL RESSOURCES (in K€)



TYPE OF RESSOURCES



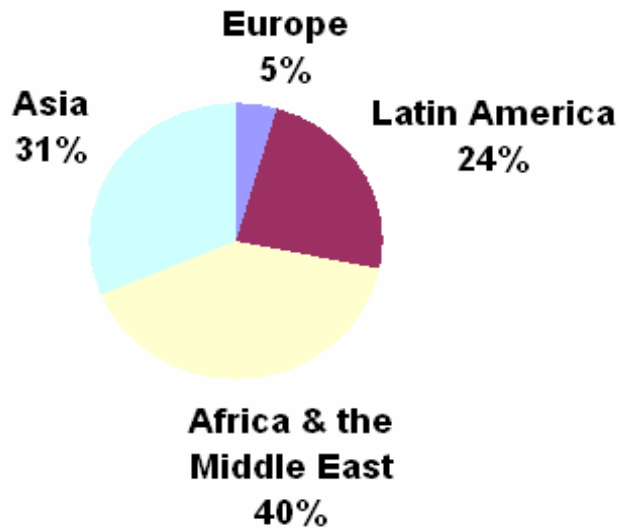


# I. PlaNet Finance

## I.4. Financial & Human Resources (2/3)

### Use of resources

BY REGION



BY TYPE OF EXPENSES

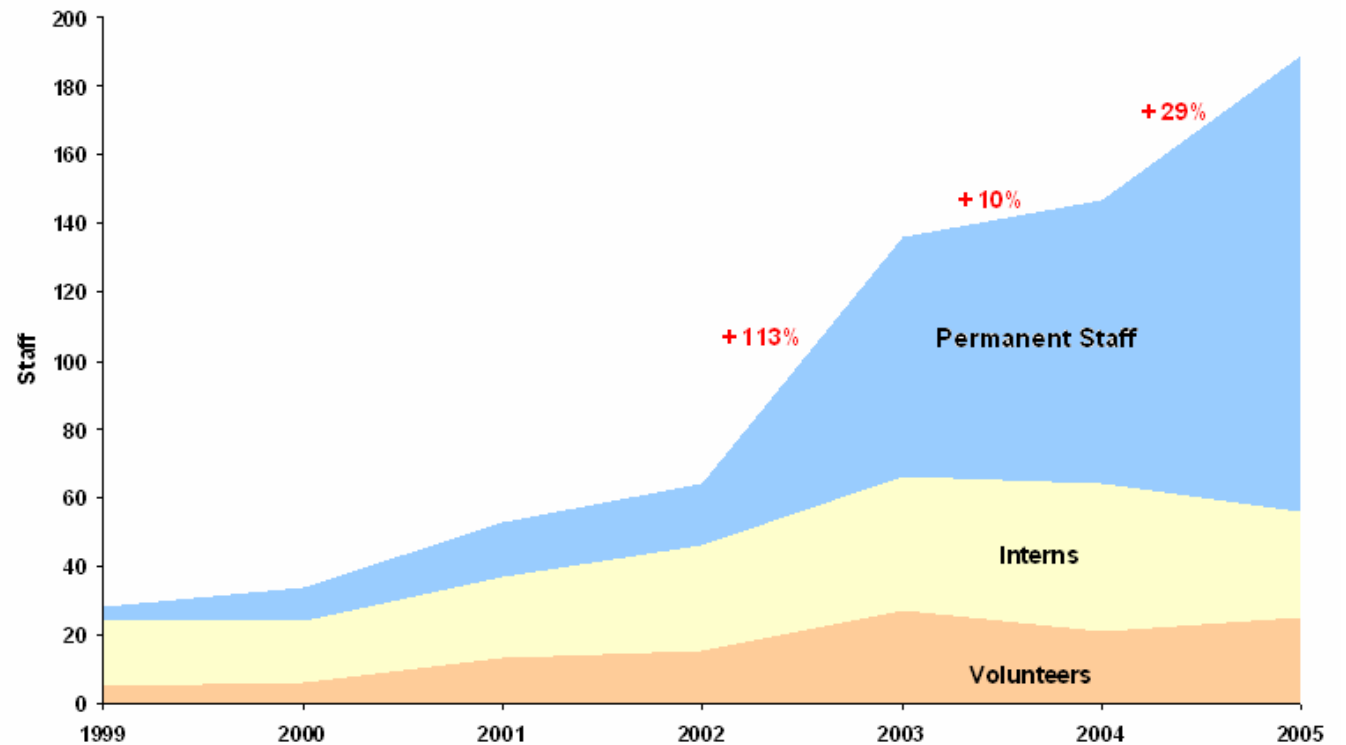
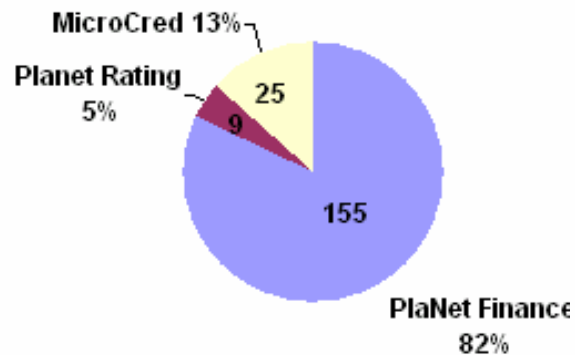




# I. PlaNet Finance

## I.4. Financial & Human Resources (3/3)

TOTAL PLANET FINANCE GRO





# I. PlaNet Finance

## I.5. Our Partners

### Premium Partners



### Associated Partners



### Project Partners





# I. PlaNet Finance

## I.5. Our Partners

### Public Partners





## II. Technical Assistance Programmes

II.1. Latin America

II.2. MENA & Africa

II.3. Asia



## II. Technical Assistance (TA) Programmes

### II.1. Projects in Latin America

#### 1. Greenfield MFIs

- a. Te Creemos, Mexico
- b. MicroCred México, Mexico

#### 2. TA to MFIs

- a. Finsol, Mexico\*
- b. Caja Morelia, Mexico\*
- c. Financial Planning for 14 MFIs, Brasil\*
- d. Financiera Rural, Mexico

#### 3. TA to Banks / Downscaling

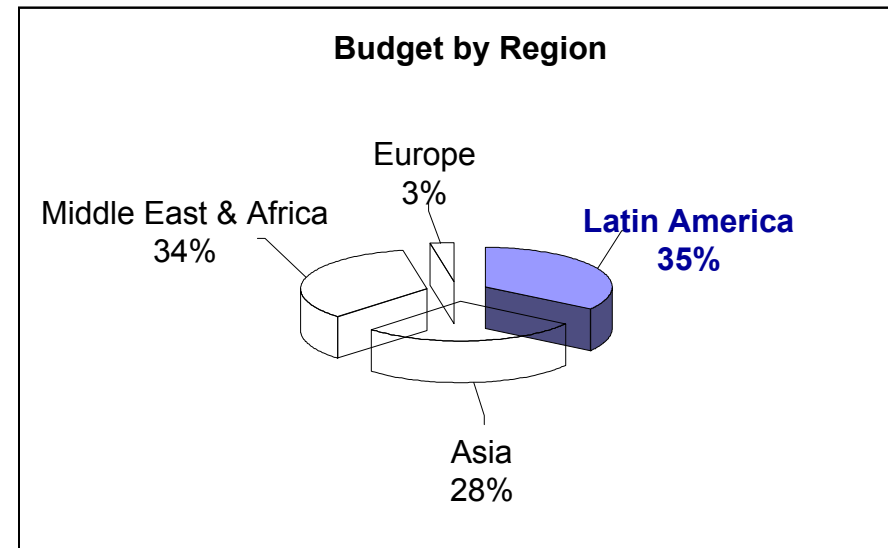
- a. Bancolombia, Colombia
- b. Supervielle, Argentina
- c. Interacciones, Mexico\*

#### 4. TA to development banks and APEX

- a. Nafin, Mexico
- b. Bansefi, Mexico
- c. SHF, Mexico\*

#### 5. Surveys & Research

- a. IKM, Brasil\*





## II.1. Latin America

### II.1.1. Greenfield MFIs



#### Te Creemos, Mexico

Farmacias del Ahorro is an extremely popular chain of drugstores in Mexico. Created in 1991, it now has more than 500 drugstores in important cities of Mexico, and is in direct contact with microfinance clients and potential clients. Farmacias del Ahorro has called on PlaNet Finance México to support the implementation of Te Creemos, as a leading microfinance provider.

PlaNet Finance México - Technical Assistance  
Total budget: € 416,667  
Dates (start/end): May 05 - Sept 06  
Origin of funding: Farmacias del Ahorro

#### PlaNet Finance's role

1. Provision of consulting services to develop the business model, operation manuals and business plan of Te Creemos;
2. Organization of technical and field training in credit services, accounting and risk management, product design and market research and applications to operate a microfinance institution according to legal requirements;
3. Design, creation and evaluation of the company, staff, information system and business model;
4. Integration of the application that has to be presented to the Mexican authorities to operate as a SOFIPO (Sociedad Financiera Popular - legal figure approved by the CNBV, according to the Law "Ley de Ahorro y Crédito Popular").



## II.1. Latin America

### II.1.2. TA to MFIs

**Financiera Rural**

#### Financiera Rural, Mexico

The Mexican rural development bank Financiera Rural is an initiative to improve the credit conditions for manufacturers and businesses in the small towns of Mexico, as well as to professionalize administration and diversify the financial services.

PlaNet Finance México supports Financiera Rural in the consolidation of its network of financial mediators.

PlaNet Finance México - Technical Assistance  
Total budget: USD 736,200  
Dates (start/end): Dec 04 – Jan 06  
Origin of funding: Financiera Rural

#### PlaNet Finance's role

- 1. Provide support, training and consultancy services to producers for effective use of credit resources:**
  - Training in business and market;
  - Consultancy for the design and the development of products and services;
  - Specialized training of specific character for the microenterprises located in rural areas;
  - Consultancy for the design of technologic solutions, management processes and systems for the microenterprises located in rural areas;
- 2. Support, training and consultancy** to any natural person or corporate body that is interested in working with the microentrepreneurs as Financial intermediaries.



## II.1. Latin America

### II.1.3. TA to Banks / Downscaling



#### Bancolombia, Colombia

BANCOLOMBIA, the biggest bank in Colombia, decided to implement a credit product for the sub-prime market, thus launching “Segmento Emprededor” with microloans for the unbanked population.

PlaNNet Finance México - Technical Assistance  
Total budget: € 41,250  
Dates (start/end): May 05 - Aug 05  
Origin of funding: Bancolombia, IS Fund

#### PlaNNet Finance's role

1. Diagnostic and strategic plan;
2. Design of the downscaling strategy;
3. Workshop on best practices;
4. MIS evaluation.



## II.1. Latin America

**SUPERVIELLE**

**BANCO**

### II.1.3. TA to Banks / Downscaling

#### **Banco Supervielle, Argentina**

Banco Supervielle is an Argentine private commercial bank that works with a large panel of enterprises among which SMEs.

Banco Supervielle called on PlaNet Finance for a collaboration work on a downscaling project that could lead to the creation of a new microfinance unit in the bank.

PlaNet Finance Argentina –  
Technical Assistance  
Dates (start/end): Jan 06 - on going  
Budget: 42 000 €  
Origin of funding: Banco Supervielle

#### **PlaNet Finance's role**

1. Diagnostic of the bank;
2. Market study;
3. Strategic plan;
4. Technical assistance on product design, definition of procedures, incentive schemes, risk management, internal audit and MIS.



## II.1. Latin America

### II.1.4. Technical Assistance to development banks and APEX



#### NAFIN, México

Nacional Financiera (NAFIN) has adapted its policy in order to finance new financial intermediaries. Most of them are MFIs and Savings Banks.

To do so, NAFIN needed training and advice in order to understand these financial intermediaries and manage risks.

PlaNNet Finance México – Technical Assistance  
Dates (start/end): Sept 04 – Sept 06  
Origin of funding: NAFIN

#### PlaNNet Finance's role

##### 1. Training courses were developed for credit officers and risk managers that encompass:

- Transfer of knowledge regarding the MFIs market;
- Typology of MFIs and other non-banking financial institutions;
- An integrated evaluation of MFIs.

##### 2. PlaNNet Finance Mexico advises NAFIN on a permanent basis using its knowledge about potential institutions to be funded.



## II.1. Latin America

### II.1.4. TA to development banks and APEX

#### The Bansefi programme, Mexico

This project was implemented in the frame of the programme “Consolidation of the Popular Finance Sector” aiming at strengthening the Mexican microfinance sector through support of the institutions regulated by the LACP (Popular Saving and Credit Law).

In partnership with the World Bank and the Mexican Government (Bansefi), PlaNet Finance provided technical assistance to 42 microfinance institutions through:

- Diagnostic and Strategic Planning;
- Development of the General Plan of Operations;
- Consulting in the fiscal, accounting and financial areas;
- Credit Scoring tools development;
- Human Resources Consultations.

PlaNet Finance México - Technical Assistance  
Total budget: USD 1 260,000  
Dates (start/end): Mar 04 – Mar 06  
Origin of funding: Banco Nacional de Ahorro y Servicios Financieros, SNC (BANSEFI) / World Bank Loan



#### Focus on capacity building and customized training

PlaNet Finance provided training to participating institutions following observation of weak areas, increasing local capacities in areas such as Corporate Governance and Strategic Planning;

A strategic plan was conceived to meet the needs and expansion potential of each Saving and Loan institution or Federation;

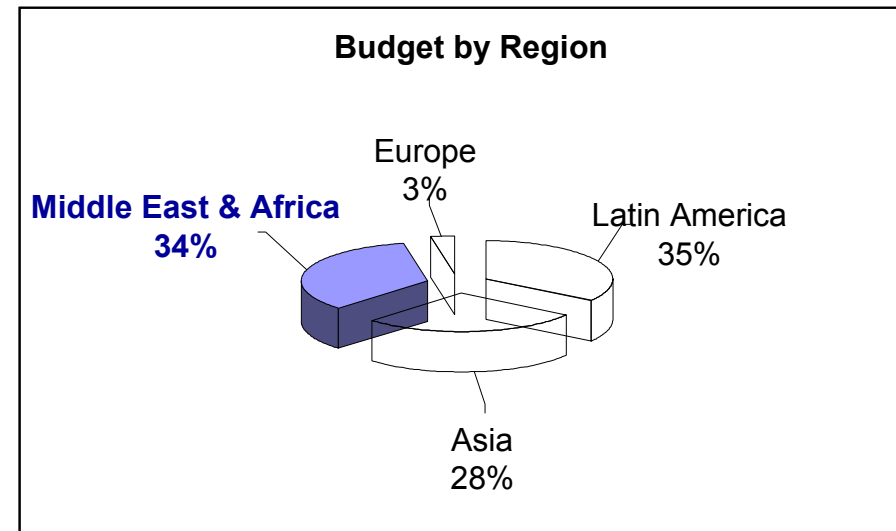
Every plan approved by the institution and Bansefi was implemented and followed-up until it was accomplished.



## II. Technical Assistance Programmes

### II.2. Selected projects in Middle East North Africa (MENA) & Africa

1. **Greenfield MFIs**
  - a. Social Fund for Development, Egypt
  - b. Al Rafah, Palestine
2. **TA to MFIs**
  - a. TA to PADME, Benin\*
  - b. CICA, Ivory Coast
3. **TA to banks / downscaling**
  - a. NMB, Jordan\*
4. **Sector Strengthening**
  - a. MF portal for West Africa\*
  - b. MF portal for Morocco, Egypt and Palestine
5. **Surveys & Research**
  - a. Impact Study, Morocco\*
  - b. Market Study, Jordan
6. **Microfinance Plus**
  - a. MF & Health, Benin





## II.2. MENA & Africa

### II.2.1. Greenfield MFIs

#### Social Fund for Development, Egypt

The Egyptian Social Fund for Development called on PlaNet Finance for technical assistance in the launch of AMAL, a new microfinance company. Designed to deliver the full range of microfinance products (credit, savings, and insurance). AMAL was conceived as a model institution for the microfinance sector of Egypt.

PlaNet Finance – Technical Assistance  
Total budget: € 48,613  
Dates (start/end): Oct 05 - Jan 06  
Origin of funding: Egyptian Social Fund for Development

#### PlaNet Finance's role



Conducting a complete feasibility study of the project and drafting AMAL's first business plan on behalf of the Social Fund for Development with special emphasis placed on:

1. The legal and operational framework;
2. The various types of products to develop;
3. The organizational structure and staffing needs;
4. The credit and lending procedures to be implemented;
5. The type of MIS to be installed;
6. The financial projections of the company.



## II.2. MENA & Africa

### II.2.1. Greenfield MFIs

#### Al Rafah, Palestine

The Palestinian microfinance sector currently lacks operational and financial capacity. As of March 2005, active MFIs only reach 23,000 active clients, a number well below the potential demand estimated between 90,000 and 130,000 microentrepreneurs. In addition to existing MFIs, the sector will benefit from new initiatives. The Al Rafah Bank is a new project created in the Palestinian Territories. Established by a reputable sponsor in West Bank/Gaza, the Bank has developed an initial business plan and plans to start its operations in-mid 2006.

PlaNNet Finance – Technical Assistance  
Total budget: € 58,500  
Dates (start/end): Jan 06 – Apr 06  
Origin of funding: IFC

#### PlaNNet Finance's role

1. Market analysis and segmentation and the finalization of the five-year business plan reflecting the management and shareholders' vision and strategic direction;
2. Operational planning including the review of the Bank's action plan, its adaptability to the final business plan and the strengthening of job descriptions for key senior management positions;
3. Design of a technical assistance programme to support the Bank during the first two years of operations;
4. Assessment of the financial market and needs in West Bank and Gaza (IKM Study).



## II.2. MENA & Africa

### II.2.2. TA to MFIs

#### The CICA network, Ivory Coast

The CICA (Caisse Ivoirienne d'Epargne et de Cr dit Agricole) network is an association that includes Savings and Credit institutions, serving agricultural and rural populations as well as entrepreneurs throughout Ivory Coast.

The CICA network will work in partnership with PlaNet Finance, to develop on a national scale and offer innovative and appropriate products to targeted clients.

PlaNet Finance – Technical Assistance  
Total budget: € 30,000  
Dates (start/end): Sept 04 / Sept 05  
Origin of funding: CICA

#### PlaNet Finance's role

During the pilot phase of the project, PlaNet Finance provided services such as:

1. A diagnosis of the CICA network (by Planet Rating in September 2004);
2. A technical assistance program based on the results of the diagnosis: review of credit procedures (design of a manual, implementation of tools to manage credit activity);
3. Training program delivery about "client targeting methodology and microfinance product marketing";
4. Design and drafting of the network's business plan.



## II.2. MENA & Africa

### II.2.4. Sector Strengthening

#### MF portal for Morocco

The development of the microfinance sector requires that practitioners, researchers, donors, students and policy makers can find and share useful information on the sector. PlaNet Finance Maroc collects, adapts and puts on-line a number of documents intended for parties involved in microfinance in Morocco.

PlaNet Finance Maroc – Sector Strengthening  
Dates (start/end): Apr 05 - May 05  
Budget: € 25,000  
Origin of funding: PlaNet Finance Morocco, Maroc Connect, Cad'tech  
Partners: Cad'Tech , Maroc Connect

#### PlaNet Finance's role

PlaNet Finance was in charge of implementing and coordinating the project:

1. Financing the project;
2. Identification of the information needs, means to meet them and the potential contribution of the project's partners were assessed during a preliminary phase (workshops with MFIs from each country);
3. The implementation phase included defining the contents of the portals and a technical solution: an IT operator based in Casablanca was in charge of developing the portal, another one based in Rabat was entrusted with creating and administering the mapping;
4. The writing of terms of reference of both the portal and the interactive map;
5. Contents of the portal.



## II.2. MENA & Africa

### II.2.5. Surveys & Research

#### Market study, Jordan

The National Microfinance Bank (NMB) is a new Jordanian not-for-profit company, dedicated solely to the delivery of sustainable financial services to Jordanian micro and small entrepreneurs, particularly women. The NMB was established at the initiative of the Government of Jordan and the AGFUND. In October 2005, the NMB and PlaNet Finance signed a Memorandum of Understanding (“MoU”), under which PlaNet Finance carries out a short-term technical assistance program to support the NMB in its development.

#### PlaNet Finance’s role

1. Design qualitative and structured questionnaires;
2. Train credit officers;
3. Survey implementation on 632 microenterprises in Amman, Zarqa and Karak;
4. Data analysis and recommendations.

PlaNet Finance – Surveys & Research  
Total budget: € 10,089  
Dates (start/end): Nov 05 / Dec 05  
Origin of funding: NMB, Evens Foundation,  
Pepsico



## II.2. MENA & Africa

### II.2.5. Microfinance Plus

#### Microfinance & Health: Fight Against Malaria, Benin

Diseases and their consequences are the principal cause of professional inefficiency for microentrepreneurs, and the first cause of misuse of microcredits. In Benin, malaria is the leading cause of mortality for children under five years-old, with a daily death-rate of 50 children, while 25 to 40% of the family incomes is spent on malaria treatment.

PlaNNet Finance Ouest Afrique– Technical Assistance

Total budget: € 600,000

Dates (start/end): May 04 - May 07

Origin of funding: Sanofi-Aventis

#### PlaNNet Finance's role

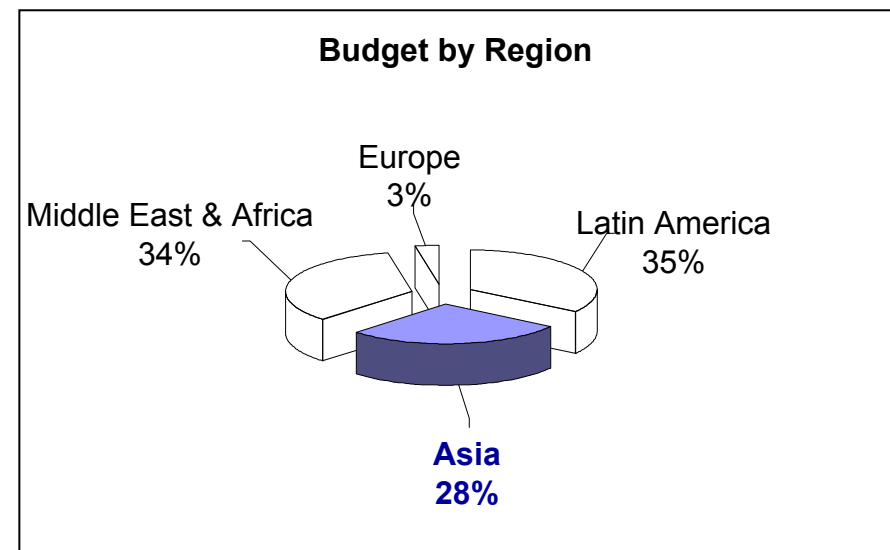
1. Drafting of questionnaires, carrying of a survey for 2015 people and data analysis;
2. Drafting and design of 1,000 flip charts and 7,500 posters with prevention messages adapted to local languages and context, and animation of decentralized trainings with 3 sessions of 20 people;
3. Training of Trainers for 51 MFI staff and 400 women group leaders (October 2005);
4. Monitoring and evaluation of the program.



## II. Technical Assistance Programmes

### II.3. A few projects in Asia

1. **TA to MFIs**
  - a. CFPA, China
  - b. Ningxia Hope, China
2. **TA to banks / Downscaling**
  - a. City Bank, Bangladesh
  - b. HCB, China
3. **Sector Strengthening**
  - a. *Small Change, India\**
  - b. MPEA, India
4. **Microfinance Plus**
  - a. Seruthur, India





## II.3. Asia

### II.3.1. TA to MFIs

#### China Foundation for Poverty Alleviation (CFPA), China

PlaNNet Finance implemented a first Asia ITC project in 2003-2004 to use ITC tools to reinforce the microfinance sector. It included the development of an online microfinance portal, the organization of a set of IT training sessions and the distribution of computers to MFIs.

This second project was designed to build on the results of the initial project and further build IT capacities amongst MFI staff and beneficiaries. This initiative helps to alleviate poverty, enhance opportunities for China's burgeoning ICT sector, and generate a positive impact on China's enormous rural population—goals clearly espoused by the Chinese government.

PlaNNet Finance – Sector strengthening  
Total budget: € 292,280  
Dates (start/end): Dec 04 – Apr 06  
Origin of funding: European Union, Microsoft  
Partners: CFPA, Fraunhofer Institute for Applied Information Technology (FIT)

#### PlaNNet Finance's role

The main activities of the action include:

1. Creating "Digital Hubs" in the four chosen regions of China: identify location, hire and train the staff, launch the Digital Hubs;
2. Automating microfinance and scaling up microfinance operations in rural China: test innovative ITC tools in the context of microfinance, analyse the results, enhance the existing MIS system for MFIs;
3. Organizing seminars to foster Public-Private Partnerships in Europe and China.



## II.3. Asia

### II.3.1. TA to MFIs

#### Ningxia Hope, China

The Ningxia Hope for the Poor and the Environment (Ningxia HOPE), which runs the Women's Development Association Microcredit Center, is based in Ningxia, a poor rural and arid region of north-western China. It delivers credit and financial education to women, a great majority of which are involved in livestock farming. In 2004, the Ningxia Hope for the Poor contacted PlaNet Finance and expressed the need to receive external support to reinforce their operations.

#### PlaNet Finance's role

1. Coaching and training sessions for the management team through individual and group coaching;
2. Support in the choice of an accounting software package;
3. Training on how to use this package in the daily operations of Ningxia HOPE's Microcredit Center.

PlaNet Finance – Technical Assistance  
Total budget: € 40,000  
Dates (start/end): Mar 05 – Nov 05  
Origin of funding: JP Morgan



## II.3. Asia

### II.3.2. TA to banks / downscaling



#### City Bank, Bangladesh

The City Bank Ltd (CBL) is a local Bangladeshi bank, created in 1983 as the first private commercial bank in Bangladesh. It manages assets worth BDT 26.4 billions, which represent 1.5 to 2% market share and offers products and services typical of “general banking”, with deposit and loan products for corporate and retail customers. CBL required the assistance of PlaNet Finance to help them launch a new SME initiative.

PlaNet Finance – Technical Assistance  
Total budget: € 50,000  
Dates (start/end): May 05 / Aug 05  
Origin of funding: IFC

#### PlaNet Finance's role

1. Market segmentation of the SME market in Bangladesh;
2. Diagnostics study of the bank;
3. Develop a viable SME-department business model;
4. Design an adequate and efficient operational structure to service the SME market;
5. Develop appropriate monitoring and risk management tools;
6. Roll-out SME operation and in particular train 200 staff.



## II.3. Asia

### II.3.2. TA to banks / Downscaling

#### Harbin Commercial Bank (HCB), China

The People's Bank of China established the Harbin Commercial Bank (HCB) in February 1997 as a ratified regional joint-stock commercial bank. HCB has 20 administrative branches with 118 affiliated operational branches within the city. In 2001, the HCB decided to cooperate with the local Women's Federation, the Ministry of Finance, and the Department of Labour to offer microfinance services to women workers who had been laid-off. To date, 2,435 microloans have been distributed, and the project has created nearly 100,000 new jobs. HCB decided to develop microfinance services in rural areas and invited PlaNet Finance China to deliver a training workshop on rural microcredit and loan management procedures.

PlaNet Finance – Technical Assistance  
Total budget: € 15,100  
Dates (start/end): Nov 05 / Dec 05  
Origin of funding: HCB



#### PlaNet Finance's role

PlaNet Finance carried out a diagnostic study of the headquarters and branches of Harbin commercial's Bank.

The contents of the diagnostic includes:

- Credit methodologies' review;
- Governance and organizational structure;
- Management information systems and technology;
- Human resources;
- Internal controls;
- Risk management;
- And other key operational indicators such as efficiency ratios, profitability, client outreach, etc.



## II.3. Asia

### II.3.3. Sector Strengthening

#### Microfinance Process Excellence Awards (MPEA), India

The “Microfinance Process Excellence Awards” (MPEA) is an annual event created by PlaNet Finance India as a way to foster a culture of process management to Indian MFIs and improve their management functions at an institutional level, through the launching of an event.

PlaNet Finance – Training  
Total budget: € 22,000  
Dates (start/end): Jan 05 – Apr 05  
Origin of funding: ABN Amro India,  
Foundation for Sustainable  
Development

#### PlaNet Finance’s role

PlaNet Finance was in charge of the implementation of the whole process:

1. Launch of the Awards;
2. Pre-selection of MFIs;
3. 5-days training session to the selected MFIs on Process Management, Mapping and Optimizing;
4. Evaluation of the revised manuals of procedures of the MFIs;
5. Final selection of the six winning MFIs;
6. Organization of the MPEA Award ceremony.



## II.3. Asia

### II.3.4. Microfinance Plus

#### Livelihood restoration of fishing community, India

On December 26, 2004, an unprecedented tsunami struck South Asia, killing tens of thousands of people in over 11 countries. International NGOs and Governments mobilised to bring emergency relief to the starving and homeless survivors of this dramatic natural disaster.

PlaNet Finance and its India affiliate launched a pilot project of livelihood restoration in a fishing village of Tamil Nadu, the most badly hit coastal area of India.

PlaNet Finance India– Microfinance Plus  
Total budget: € 150,000  
Dates (start/end): Mar 05 / 06  
Origin of funding: ING, OSEO, Orange France, private donors.

#### PlaNet Finance's role

1. Needs assessments missions in Seruthur;
2. Definition of an innovative program combining financial and non-financial services;
3. Lending of 20 fishing boats with motors and fishing nets, with adapted and progressive reimbursements;
4. Creation of 21 Self-Help Groups of 5 women that benefit from microcredits and training on the importance of savings and microenterprise management;
5. Capacity building support to CRED through the building of a PlaNet Finance / CRED branch in Seruthur for the project coordination, and training of the 2 credit agents in charge of the programme.



## III. Planet Rating's projects & achievements

III.1. Presentation

III.2. 2005 - Year of transformation



## III. Planet Rating's projects & achievements

### III.1. Presentation



- Created in **1999** as a department of PlaNet Finance, spun-off in 2005, becoming an **independent rating firm**
  - 4 shareholders: PlaNet Finance (70%), CDC Group (10%), Viel & Co. Finance (10%), COFACE Group (10%)
- Most **comprehensive and transparent rating methodology** accredited by CGAP and the Rating Fund
- Widely **recognized by investors, donors, regulators and microfinance consultants**
- Planet Rating's **GIRAFE Methodology** is a proven and stable methodology already employed in 160 ratings in over 45 countries worldwide.



## III. Planet Rating's projects & achievements

### III.2. 2005 - Year of transformation

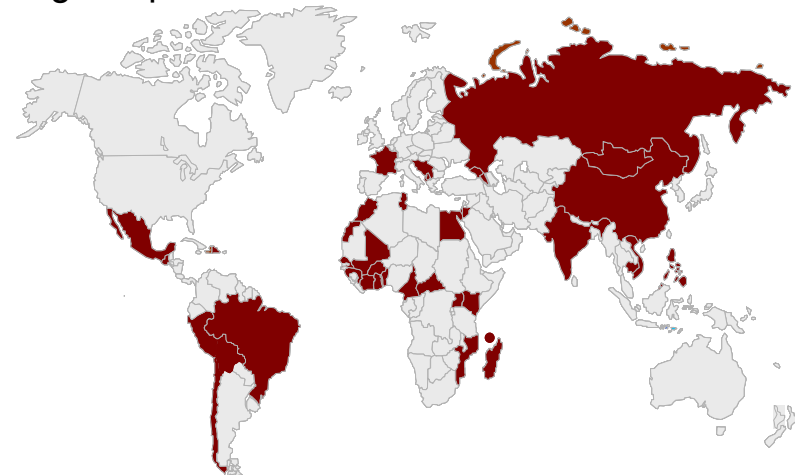


#### Successful transformation:

- Planet Rating was spun-off in June 2005 after 1.5 years of preparation
- A former banker was recruited as Planet Rating's new Managing Director
- 3 new private investors came into Planet Rating's capital

#### Rapid expansion amid major changes:

- 4 newly hired staff
- Opening of Lima and Dakar offices
- New social rating product tested
- Partnerships signed with COPEME, RMC



#### Gaining market share & cutting losses:

- 23% market share globally in number of ratings completed or about 35% in revenues
- Big inroads into key markets (Bolivia, Peru, Senegal, Mali)
- 2005 revenues of 400K EUR\*
- Substantially less actual losses vs. -161K EUR budgeted loss



## IV. Debt Financing

IV.1. Presentation

IV.2. MicroFund

IV.3. ResponsAbility



## IV. Debt Financing

### IV.1. Presentation

- In 2005, Planet Finance has strongly developed its **debt advisory services**:
  - Screening MFIs
  - Due diligence
  - Credit analysis & presentation to credit committees
  - Negotiation of loan terms & conditions
  - Monitoring & follow-up of risks
- PlaNet Finance both advises its internal **PlaNet MicroFund** serving the needs of small MFIs and the **responsAbility Global Microfinance Fund** for mature MFIs.

#### Our strengths:

- Strong **experience** in financing both small and large MFIs, with a well developed credit rating methodology and credit procedures;
- Extended **network** of PlaNet Finance offices and programmes worldwide;
- High-level **internal credit committee** (with microfinance experts, ex bank directors, private equity directors and rating senior);
- Support from many **microfinance experts**.

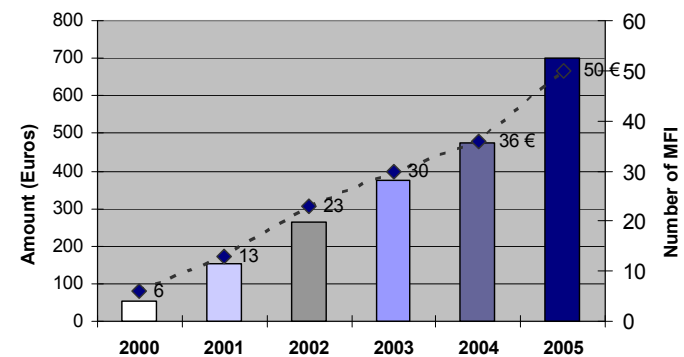


## IV. Debt Financing

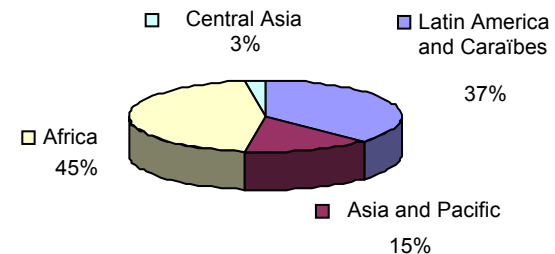
### IV.2. PlaNet MicroFund

- PlaNet Finance's first investment vehicle
- PlaNet MicroFund aims to finance young start-up MFIs showing high potential (selected according to commercial, ethical and financial criteria).
- **Achievements 2005**
  - 12 MFIs funded, representing an average of 15,000 microentrepreneurs financed directly
  - Funding in local currencies, assuming the exchange rate risks on behalf of the MFIs (such as CMMB in Benin and Taanadi in Niger).

ACHIEVEMENTS OF THE MICROFUND SINCE ITS CREATION



Distribution of MicroFund Investments since its creation



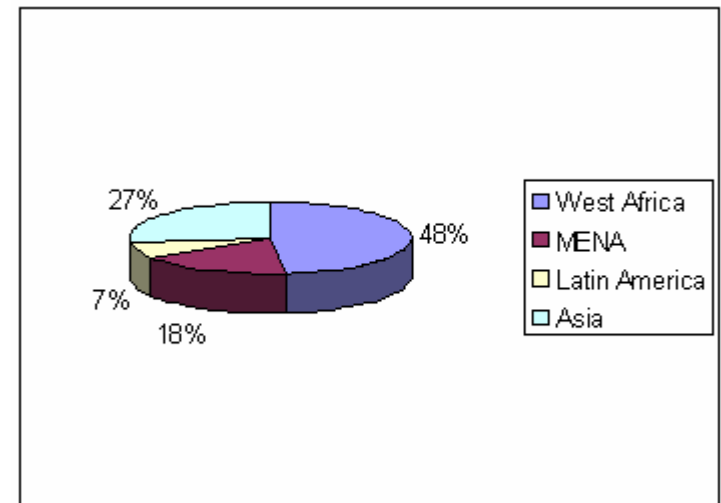


## IV. Debt Financing

### IV.3. ResponsAbility Global MicroFund

responsAbility

- PlaNet Finance is an **investment partner** for responsAbility Global Microfinance Fund, one of the largest international microfinance investment funds.
- ResponsAbility aims at financing established MFIs with higher amounts and larger maturities.
- Achievements (June 2006):
  - **6 MFIs financed for a total of € 3,5 million:**
    - PADME in Benin
    - Tamweelcom and Microfund for Women in Jordan
    - Admic Nacional in Mexico
    - SMEP in Kenya
    - PRASAC in Cambodia





## V. MicroCred

V.1. Presentation

V.2. MicroCred Mexico

V.3. Other target countries of investments



## V. MicroCred

### V.1. Presentation



- An investment company created in June 2005 that aims to create a group of commercial microfinance banks and specialized companies.
- Formed as a joint-stock company, MicroCred will take equity participations in at least 15 microfinance banks within the next five years.
- Funding Shareholders are : PlaNet Finance, IFC, AXA Belgium, Société Générale





## V. MicroCred

### V.2. MicroCred Mexico



Creation of the company : **January 2006**  
Start of operations : **February, 8 2006**

#### Achievements (June 1st 2006)

Number of branches: **1**  
Number of Credit officers: **24**  
Number of Active borrowers: **390**  
Active portfolio: **214,563 €**  
PAR >7 days: **3%**  
Outstanding number of loans by loan officers: **16,25**





## V. MicroCred

### V.3. Other MicroCred Planned Investments



- **Asia:**
  - China
- **North Africa:**
  - Algeria
- **Sub Saharian Africa:**
  - Madagascar
- **Latin America:**
  - Argentina
  - Brazil



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