

Lending to Refugees?

MICROFINANCE PRODUCTS

Microloans

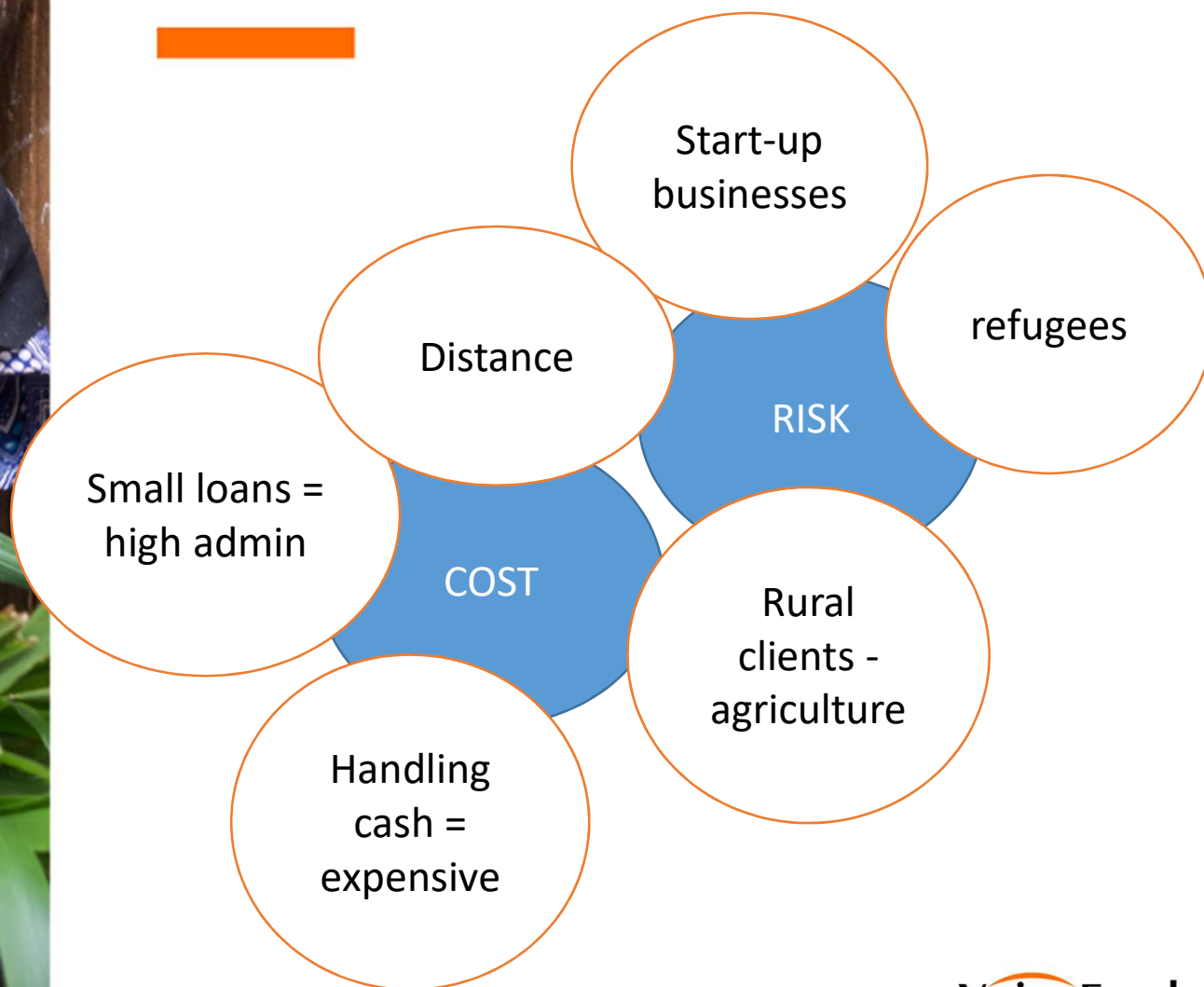
Insurance

Savings

West Nile – Moyo – Palorinya Settlement



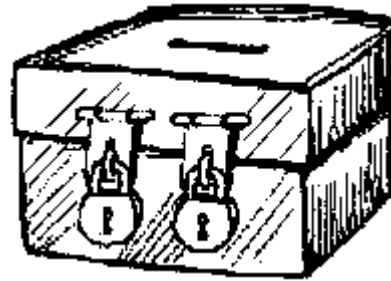
MFI perspective



Give up? Or Innovate

How to reach the Client

- Through Savings Groups
 - Stable and trusted unit
 - Trusted methodology – use of records
 - Unit, easy to analyze as a group (vs. individual)
 - Group less risky for MFI (vs. individual)



The Product: Digital

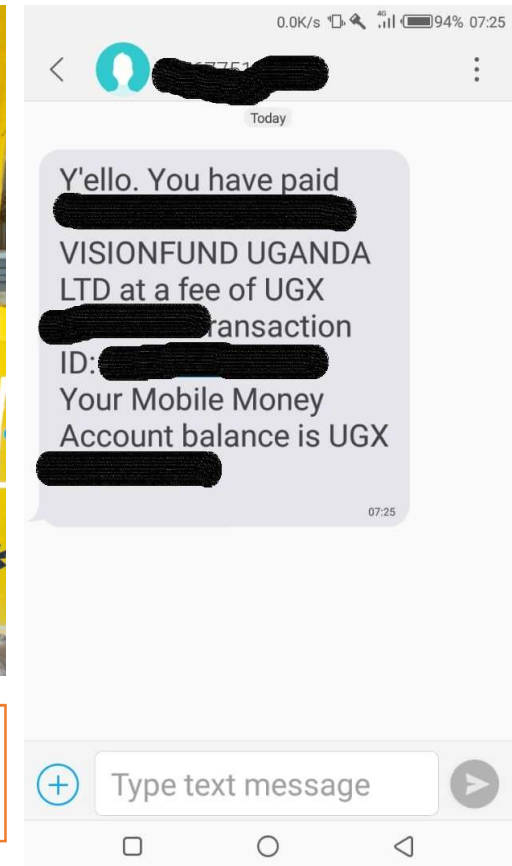


- Customer registration is done in the field
- Data sent to the Branch
- No need for clients to come to branch

Disbursements and repayments
via mobile money – agent
explaining fees



No cash in branch
No cash with staff



The Product: how to manage risk



Loan to the whole group

- Into their cashbox
- Not the individual
- Group continues to follow their internal procedures

- Offer financial literacy training
- Provide detailed loan management training



- Max loan size = 50% of last share out
- Interest rate 3% per month
- Group has to be in 3rd cycle
- Stable membership (85% of previous year)

And the numbers...

Volume Disbursed	35,200,000 UGX
Average loan size	3,520,000 UGX
Number of Loans	10
PAR 1*	0%
PAR 30*	0%
Number of Members	296
Number of Women	218
% of Women	73%
Number of Children impacted	1,003
Nr of individuals trained	808 71% female

Serving Refugees in West Nile, Uganda



Presenter:

Martina Crailsheim

Refugee Microfinance Manager

VisionFund International

Martina_Crailsheim@wvi.org

VisionFund
INTERNATIONAL

World Vision