



ANNUAL REPORT 2018

ABOUT MFC



The Microfinance Centre is a social finance network that promotes fairness, inclusion, equality and responsible service. We unite **114 organisations** (including 77 MFIs) across 36 countries of Europe, Central Asia and beyond, who together deliver responsible microfinance services to over 1,000,000 low-income clients.

Our Mission is to empower individuals and sustain communities through innovative social finance and microfinance.

Our Vision is a financial system that works for all people and all communities in a responsible and fair way.

Our members and partners are guided by the principles of fairness, inclusion, equality and ethical service delivery. They acknowledge and contribute to the MFC's values of empowerment, forward-thinking and mindfulness.



MICROFINANCE CENTRE

PREFACE



Dear colleagues,

We are pleased to share the 2018 MFC Annual Report with you!

From the outset, the MFC's goal has been to support its members to become viable social finance providers. The current challenge facing many of them is to tap into the potential that new technology offers for improving institutional efficiency, developing new products and services, or even evolving their business models. Last year, we developed important tools to help MFC members navigate the complex technological landscape and develop their digitalization strategies. These include a Digital Readiness Self-Assessment Tool (DRSAT) as well as case studies and papers that explore various options to digitalization approaches. We discussed digitalization challenges with member CEOs at our CEO Forum Summit in Bilbao, as well as during a series of peer-to-peer meetings, study tours, conferences and seminars throughout the year. And because leveraging new technologies requires new skills and competences, MFC will continue providing all the necessary expertise and peer learning opportunities in 2019.

The decision to develop these resources was based, in large part, on deep listening to our members and partners on their needs and interests. But we also tapped into our own insights to anticipate future needs and design our agenda accordingly. With this in mind, in 2018 we explored the world of FinTech in two European countries (Ukraine, Poland) and launched additional studies in the UK and Turkey. In future, we will focus our thought leadership on how new tech-driven business models can work for the benefit of lowincome clients and microenterprises.

We would like to thank all of our members and partners for allowing us to work with you. We look forward to our continued collaboration!











Katarzyna Pawlak Deputy

Director



cooperatives, ethical banks

alternative finance through

new

networking service.

and

forms

of

good practice, access to

programs that promote innovation and the use of

building

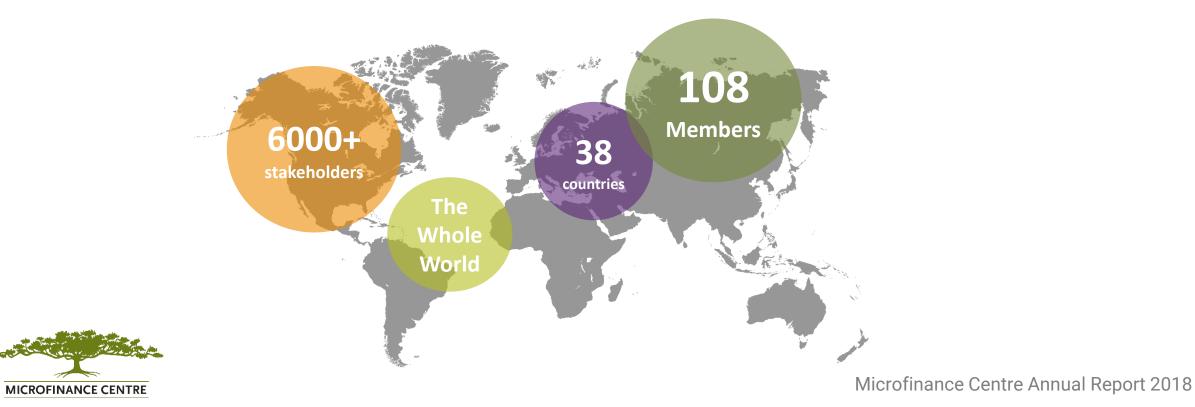
capacity

new technology.

development through strategic research and advocacy to identify and highlight good practice examples of social finance solutions and its impact on socioeconomic development.

Global community of 7000+people and organisations committed to Financial Inclusion

MFC, along with the 113 members and more than 7000 individual and organisational partners has been working on Financial Inclusion for the last 20 years. As we are committed to Europe and Central Asia region, we cooperated globally to set and mainstream industry standards and ensured to be on top of the sector developments, wherever they emerge.



MFC-EMN Annual Conference

Organising an international conference on financial inclusion

MFC co-organised MFC-EMN Annual conference, one of the most significant events in the financial inclusion sector. Focused on the implications of the digital revolution on financial and social inclusion, the event gathered 597 participants – including representatives from European institutions, investors, microfinance institutions, NGOs and fintech experts – from 45 countries (East and West Europe, Central Asia, the Caucasus and beyond).



MFC-EMN Annual Conference

Bilbao, Spain 2018





CEO FORUM

Capacity building and networking leaders in financial inclusion

MFC brought together financial inclusion leaders to engage in topics of interest, exchange views on growth and sustainability, share experiences, establish new partnerships and assist each other in finding solutions to common issues:

- Microfinance CEO FORUM Summit, Spain
- Workshop for Chief Credit Officer on Alternative Credit Scoring, Poland
- Workshop for Human Resources Managers on managing employee relations and processes in MFIs, Poland
- 12 CEO FORUM Library and 12 CEO FORUM Talks updates on emerging topics were sent to CEOs
- Webinars:
 - Crowdfunding and Microfinance
 - Transforming Microfinance Operations for a Digital World
 - Uniting Tech and Touch: How Centaur Products Are Better for Consumers and Providers evidence from Kenya
 - How to formulate and implement a digital strategy for your MFI's digital journey





Country meetings and national working groups meetings on financial inclusion

Contributing to microfinance sector visibility and development in EU

MFC facilitated the establishment of the national working groups with the objective to discuss the future of microfinance and its role in financial inclusion. Groups were established in:

- Albania
- Romania

MFC organised country meetings to discuss with partners the latest developments in microfinance and financial inclusion including: EaSI TA programme, research on the sector, important events, communication with the European Commission. Meetings were held in:

- Turkey
- Poland
- Macedonia
- Greece
- Hungary
- Serbia
- Romania
- Albania
- Bulgaria







Microfinance Centre Annual Report 2018

The goal of the Digitalization Working Group is to discuss with MFC members the ways new technology can be sensibly embraced by microfinance institutions. In 2018 four meetings on

meeting during MFC-EMN Annual Conference). Read more

emerging topics were conducted (3 on-line and 1 face to face

Digitalization Working Group Supporting microfinance institutions digitalization

LINK 2018 1000+

MFC conducted studies on the FinTech sector and its role in providing financial services to excluded and underserved groups in Poland and Ukraine. We have successfully identified FinTechs that contribute to financial inclusion and improve financial health, and explored their current and potential future cooperation with traditional finance providers.

FinTech mapping

Supporting microfinance institutions digitalization

PEOPLE

100% MEMBERS



Foundation

FVFNTS





100% MEMBERS 34

4th European Microfinance Day

Contributing to microfinance sector visibility and development in EU

LINK 2018 1000+ PEOPLE LINKED

The European Microfinance Day was launched in 2015 as a tool to highlight the impact of the microfinance sector in Europe from a social and an economic perspective.

For this fourth edition, MFC and EMN asked again their members to organise locallevel activities to spread the meaning and purpose of microfinance. More than **25 organisations** joined the 4th European Microfinance Day, organising about **37 different local activities** including events, seminars, debates, round tables as well as social media campaigns, sending press releases and newsletters, video animations and special offers such as loan discounts and invitations to local branches. <u>Read</u> <u>more</u>



EVENTS





Microfinance Centre Annual Report 2018

MAGNET - Migrant Acceleration for Growth Network for Entrepreneurship Training

Supporting migrant entrepreneurship

Together with 7 European partners, we build a pan-European network – MAGNET – consisting of organisations concerned about migrant business development by organising networking events and building the capacity of supporters. So far, we have organised 2 networking events in Austria and in the Netherlands, we have launched the community building in social media and started drafting the training curriculum on access to finance for migrant entrepreneurs. <u>Read more</u>





Co-funded by the COSME programme of the European Union

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MFC Partnership Programme for Country Associations

MICROFINANCE CENTRE

Expanding partnerships, supporting and sharing knowledge with other microfinance networks

In 2018 MFC teamed up with 17 country-level associations and hope to continue expanding our partnerships with new associations in 2019. <u>Read more</u>



MFC newsletter and media channels

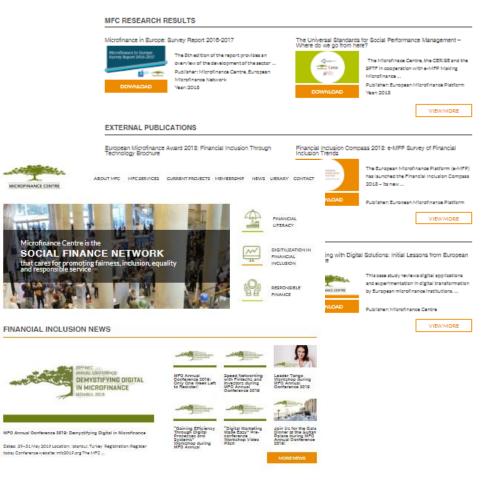
Supporting knowlege and information exchange

MFC works as an informational hub for financial inclusion community supporting circulation of important news, calls for expression of interest, events and projects announcements.

In 2018 this included:

- 10 language versions of MFC Newsletter distributed to over 7800 microfinance practitioners and broader financial inclusion community (in cooperation with national associations and MFC Members)
- More than 100 announcements and news stories on financial inclusion disseminated via the MFC website and social media channels with thousands of followers
- 12 major publications on emerging topics for financial inclusion professionals added to the MFC library
- 26 issues of Members Newsletter sent to MFC members.





Microfinance Centre Annual Report 2018

Central American Microfinance Network meeting in Warsaw Supporting and sharing knowledge with other microfinance networks

100% MEMBERS 34

Members of the Red Katalysis Microfinance Network from Honduras, El Salvador, Guatemala and Nicaragua met in Warsaw for a 2-day conference co-organised by MFC. The conference featured MFC presentations and discussions focusing on digitalization issues and strategies in microfinance, financial education and support for start-up enterprises. <u>Read more</u>

LINK 2018 1000+ PEOPLE LINKED



EVENTS

ORGANISED











112 MEMBERS INVOLVED



Employment and Social Innovation (EaSI) Technical Assistance programme

Contributing to microfinance sector visibility and development in EU

The EaSI Technical Assistance services support public and private financial intermediaries of the microfinance sector in Europe with a wide range of activities aimed at increasing the quality of their internal processes, enhancing access to finance for vulnerable groups in particular, and creating a sustainable European microfinance ecosystem. <u>Read more</u> In 2018 MFC (in cooperation with the Frankfurt School of Finance & Management and EMN):

- delivered technical assistance to 5 microfinance institutions
- delivered the Code of Good Conduct for Microcredit Provision technical assistance to MFI OMRO, Romania
- organised a pre-conference event and break-out session at the MFC-EMN Annual Conference in Bilbao
- organised a workshop on EU financial instruments for Albanian MFIs
- held the first-ever EaSI TA webinar on digitalization, entitled "Opportunities and enablers of digitalisation for MFIs", to share our experience mentoring member MFIs on increasing their digital presence.



Funded by the European Union Programme for Employment and Social Innovation "EaSI" (2014-2020).





112 MEMBERS INVOLVED

33 TECHNICAL ASSISTANCE ACTIVITIES PROVIDED

Social Performance Management

Promoting Social Performance Management

As a part of Microfinance Centre ongoing efforts to promote social performance and support to MFC members in SPM implementation, we developed a Social Performance Management Report based on data collected from 25 financial institutions, MFC Members from Europe who presents current state of social performance practices of European microfinance sector in implementing SPM. <u>Read more</u>

FOUNDATION CERISE







12 MEMBERS INVOLVED



MFC Coaching and Peer-mentoring Programme for Leaders of People's Development in MFIs

Supporting people's development

The initiative engaged managers responsible for HR, people's development, hiring and training in MFIs into experience sharing and peer mentoring. MFC offered also individual coaching sessions. The topics covered non-financial incentives, appraisal system, changing staff behavior, and strengthening of the organisational culture. <u>Read more about the project</u>

- 24 coaching sessions delivered
- 18 MFIs supported
- 2 open webinars delivered









112 MEMBERS INVOLVED



Housing Microfinance

Advancing Housing Microfinance

Through our strategic partnership with Habitat for Humanity Int., we delivered housing microfinance services (product development, staff training, and product assessment) to MFIs in:

- Kosovo
- Kyrgyzstan
- Mongolia
- Jordan

We contributed to case studies on housing microfinance exploring the experience of MFIs in Bosnia and Herzegovina and Lebanon. Furthermore, we conducted the housing finance market mapping study in:

- Bosnia and Herzegovina
- Kazakhstan
- Georgia
- Lebanon





Microfinance Centre Annual Report 2018



B PUBLICATIONS RELEASED



Financial Inclusion for Inclusive Growth in Europe II: A collaboration with the European Commission 2018–2021

Contributing to microfinance sector visibility and development in EU

Extending our strategic partnership with the Directorate-General for Employment, Social Affairs and Inclusion of the European Commission for 2018–2021 and continuing our advocacy efforts for the whole sector. <u>Read more</u>

The program focused on three general aspects:

- To increase MFI awareness of the current EU policies and existing programmes (e.g.: the EaSI Programme) that support improvements in providing finance to excluded groups, and engaging with policy-makers on improvements to legal and regulatory frameworks for inclusive finance.
- To develop the capacity of MFC members and non-members to overcome barriers in access to finance for microentrepreneurs and social enterprises.
- To deliver relevant data and analysis on important themes to practitioners and EC stakeholders.







8 PUBLICATIONS RELEASED



Building Financial Capabilities and Strengthening Institutions through Customer-Centered Innovations

Boosting Financial Health

The MFC and Center for Financial Inclusion at Accion are working together to build a financial health tool to assist customers with gauging and improving their financial health, and to assist financial institutions to help them do so as well. <u>Read more</u>

In 2018 MFC organised a workshop with behavioral scientists, partner MFIs and NGOs to design 3 financial health application prototypes. Based on MFC experience, CFI prepared the brief **Toward a Financial Health Tool for Consumers—Test Results from Eastern Europe and Central Asia (download the brief)**. 6 organisations (MFIs and national microfinance associations) used the financial health quiz, which is translated into 7 languages.



CENTER for FINANCIAL INCLUSION ACCION





LEAD 2018

8 PUBLICATIONS RELEASED



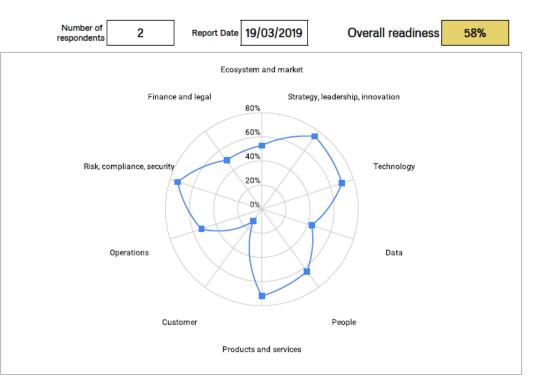
DRSAT: MFI Digital Readiness Self-Assessment Tool

Supporting microfinance institutions digitalization

MFC's new digital readiness self-assessment tool (DRSAT) for MFIs helps to identify digital strengths, weaknesses, and gaps. Assessment results can also be used to inform digital strategy development and build a detailed roadmap for digital transformation. <u>Read more</u>

in 2018 DRSAT was created and tested.







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8 PUBLICATIONS RELEASED



5th Annual Borrow Wisely Campaign

Supporting financial literacy

The Borrow Wisely Campaign promotes global client protection standards. The campaign is designed to help people think about borrowing in a more responsible way. This annual international campaign is led by the Microfinance Centre, but implemented in the field by our partner MFIs and associations. <u>Read more</u>

5th edition of Borrow Wisely Campaing summary:

- **24 financial institutions** educated people directly (individual meetings, workshops, fairs) and virtually on their websites and social media in **16 countries** in Europe and Central Asia
- over **300 000 people** were reached with campaign messages



"I learned a lot of interesting things about smart borrowing, loans and how can I endanger my finances by borrowing." A client of Sunrise Bosnia and Herzegovina

"We received useful information which will definitely apply. Thank you for your time!"

A client of MicroInvest Moldova



Microfinance Centre Annual Report 2018



8 PUBLICATIONS RELEASED



Digitalization case studies

Supporting microfinance institutions digitalization

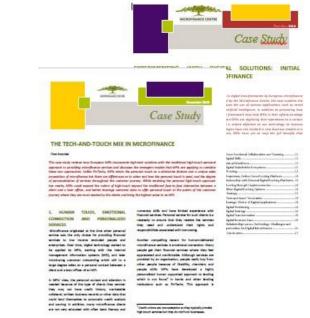
In 2018 MFC released two case studies:

• "The Tech-and-Touch Mix in Microfinance"

This case study reviews how European MFIs incorporate high-tech solutions with the traditional high-touch personal approach to providing microfinance services and discusses the emergent models that MFIs are applying to combine these two approaches. <u>Read more and download</u>

• "Experimenting with Digital Solutions: Initial Lessons from European Microfinance"

This case study reviews digital applications and experimentation in digital transformation by European microfinance institutions. Using a digital transformation framework developed by the Microfinance Centre, the case explores the application of technology to core business processes and analyzes the use of various applications such as social media, virtual collaboration, mobile tools, data analytics and artificial intelligence. Read more and download





LEAD 2018

8 PUBLICATIONS RELEASED



Publications focusing on enterprise

Contributing to microfinance sector development

In 2018 MFC released two publications supporting microfinance sector development:

 "Business Development Services and Microfinance: Case Studies in Operational Models"

The research reviews the involvement of microfinance institutions in the provision of non-financial services to clients and other constituents

Read more and download

• "Between Needs and Availability: The External Financing Gap Indicator"

This MFC's research paper considers the (mis)match between the financing needs of European MSMEs and the perception of availability of external financing. Read more and download



BETWEEN THE NEEDS AND AVAILABILITY: THE EXTERNAL

Case Study

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BUSINESS DEVELOPMENT SERVICES AND MICROFINANCE CASE STUDIES IN OPERATIONAL MODELS

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DEUCTION INTERNET

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8 PUBLICATIONS RELEASED



European Code of Good Conduct for Microcredit Provision working group

Contributing to microfinance sector visibility and development in European Union

In January 2018 Microfinance Centre created a working group with the objective to revise the Code clauses and provide recommendations to the European Commission based on practitioners knowledge and experience. The working group consists of representatives of MFR and MFC members: Adie (France), Agroinvest (Serbia), BCRS (United Kingdom), good.bee Credit (Romania).

As a result of these efforts the recommendations of the working group were submitted to the European Commission – DG EMPL in May 2018, which served as one of the key inputs for the Commission to revise the Code. <u>Read more</u>





Funded by the European Union Programme for Employment and Social Innovation "EaSI" (2014-2020).







8 PUBLICATIONS RELEASED



Microfinance in Europe: Survey Report 2016-2017

Contributing to microfinance sector visibility and development in EU

The 8th edition of the report, for the second time jointly carried out by European Microfinance Network (EMN) and Microfinance Centre (MFC), provides an overview of the development of the sector in terms of its main institutional characteristics, microloan portfolio, and social and financial performance for the period 2016-2017. The Report is based on data collected from 156 MFIs across 28 European countries.

Read more and download

Microfinance in Europe: Survey Report 2016-2017 🛃





Microfinance in Europe: Survey Report 2016-2017





FINANCIAL STATEMENT



Fundacja "Microfinance Centre" consolidated statement of comprehensive income for the year ended 31 December (all amounts are stated in PLN rounded to the nearest zloty)		2018 1 USD = 3,7597 PLN 1 EUR = 4,3000 PLN	2017 1 USD = 3,4813 PLN 1 EUR = 4,1709 PLN
Earned revenue	Membership fees Program revenue Other operating income TOTAL REVENUE	146 389 2 314 626 40 014 2 501 029	109 725 5 073 166 26 223 5 209 114
Program & administrative expenses	Program expenses Administrative expenses Other operating expenses TOTAL EXPENSES	1 302 735 678 904 10 581 1 992 220	3 315 951 830 418 62 404 4 208 773
TOTAL	Result from operating activities Net finance income Profit before income tax Income tax expense Net result after tax	508 809 528 450 1 037 259 97 511 939 748	1 000 341 (819 083) 181 258 64 899 116 359
	TOTAL COMPREHENSIVE INCOME	939 748	116 359

FINANCIAL STATEMENT



Fundacja "Microfinance Centre" consolidated statement of financial position as at 31 December (all amounts are stated in PLN rounded to the nearest zloty)		2018 1 USD = 3,7597 PLN 1 EUR = 4,3000 PLN	2017 1 USD = 3,4813 PLN 1 EUR = 4,1709 PLN
ASSETS	Non-current Assets	-	19 784
	Current Assets	14 196 590	13 004 765
	- Cash and cash equivalents	13 684 854	11 973 201
	- Accounts Receivable	511 736	1 031 564
	TOTAL ASSETS	14 196 590	13 024 549
EQUITY	Own Funds	13 009 447	12 069 699
and	Accounts Payable and Accruals	1 187 143	954 850
LIABILITIES	TOTAL LIABILITIES	14 196 590	13 024 549

MICROFINANCE CENTRE BOARD OF DIRECTORS



Practitioners working for the wellbeing and improvement of the whole sector



Popovska Chairwoman of the Board

of Directors

Lucija







General VITAS Manager, SC Vitas IFN SA, Romania



CoopEst Manager, CoopEst, Belgium





Alisher **Akbaraliev**

Board

Director



Executive Director. Association of Microfinance Institution, Kyrgyz Republic



BCRS

Chief

Paul

Board

Director

Kalinauckas



Business

Loans, UK



Director, Microcredit Foundation SUNRISE Sarajevo, Bosnia and Herzegovina

Samir

Board

Director

Bajrovic





Board

Director



International.

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MICROFINANCE CENTRE TEAM



We are working hard to make finance empower all



Grzegorz Galusek Executive Director



Katarzyna Pawlak

Deputy Director



Ewa Bańkowska

Responsible Finance Expert





Communication



Kinga Dabrowska

Responsible Finance, Projects Manager



Romanowska Accounting

& Finance Manager

Ewa



Justyna **Pytkowska** Research. Program Manager

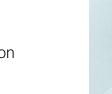


Rutkowska Capacity Building

Manager

Aldona





Microfinance Centre consultants:



Piotr Korynski MFC's Senior

Advisor and Consultant



Agata Szostek MFC's Consultant



Artur Munteanu MFC's Consultant

Microfinance Centre Annual report 2018

MFC MEMBERS (as of 31st December 2018)

Bosnia & Herzegovina

MIKROFIN

PARTNER

SUNRISE

MI-BOSPO

LIDER

EKI

LOK

AMFI

Albania

AMA BESA Fund First Albanian FDC FED invest Agro & Social Fund NOA Sh.a.

Armenia

AREGAK ECLOF Armenia FINCA Armenia KAMURJ Nor Horizon Farm Credit Armenia CARD AgroCredit "GLOBAL CREDIT" UCO CJSC UCORA GoodCredit

Austria

ERSTE Group Bank AG

Azerbaijan

AMFA Azeri Star Microfinance CredAgro Viator Microcredit Vision Fund AzerCredit

Belgium

CoopEst SA INAISE European Microfinance Network

an FDC al Fund

FinCredit Ltd. Banja Luka Bulgaria Mikrofond AD Maritza Invest SIS Credit Software Group USTOI 11235 Ltd.

Croatia Oradian

France

ADIE Georgia Crystal

> CREDO Alliance Group Business Investment Group JSC Credit Plus Georgia MicroFin

Germany

Finance in Motion

Greece KEPA

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Hungary HMVTA Ireland ILCU

Italy Banca Popolare Etica

Kazakhstan AMFOK

Arnur Credit KMF Asian Credit Fund

Kosovo

Agency for Finance in Kosovo KEP Trust KosInvest AMIK

Kyrgyzstan

AMFI FINCA Frontiers Kompanion Bank Bank Bai-Tushum

Luxembourg

GLS Alternative Investments SICAV European Microfinance Platform LuxFLAG Pomegranate Impact Finance

Moldova Microinvest MOLDCREDIT Smart Credit

Mongolia MDF XacBank Mongolian NBFI Association Ard Credit NBFI JSC

Montenegro MONTE CREDIT Alter Modus

Netherlands Triple Jump Oikocredit

Poland

Brutto Rural Development Foundation Polish Union of Loan Funds

Romania

OMRO Patria Credit VITAS Rocredit good.bee Credit FAER

Republic of North Macedonia Foundation HORIZONTI

Savings House MOZNOSTI PCES doo

Russian Federation Bryansk Microloan Fünd ZAO FINCA

Uzbekistan Microkreditbank Hamkorbank



Serbia Agroinvest Opportunity Bank Serbia

Slovakia Habitat for Humanity ECA Region

Spain ACAF

Switzerland responsAbility Investments Business & Finance Consulting

Tajikistan AMFOT IMON International OXUS Micro Finance OJSC Bank Eskhata

Ukraine Hope Ukraine VAFK

United Kingdom Responsible Finance Singlify BCRS Business Loans

USA

FINCA International SME Finance Forum





microfinance@mfc.org.pl WWW.MFC.ORG.PL



Microfinance Centre has received financial support from the European Union Programme for Employment and Social Innovation "EaSI" (2014-2020). For further information please consult: <u>http://ec.europa.eu/social/easi</u>