

**Directory of
Microfinance Funders
in
Central and Eastern Europe
and
the New Independent States**



April, 2003

This publication serves as an annex to the book „The State of the Microfinance in Central and Eastern Europe and the New Independent States“ published by the Microfinance Centre for Central and Eastern Europe and the New Independent States (MFC) under the Regional Mapping and Access to Financing Study for CEE and the NIS carried out by the MFC in 2001/2002 and sponsored by CGAP, OSI and USAID.

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NAME
Type of organization
Contact details

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asset management company
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tel (41 22) 781 6667, fax (41 22) 781 6669
Cédric Lombard, Managing Director
cedric@blueorchard.ch
www.blueorchard.ch

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| BlueOrchard Finance s.a. is a Swiss company specialized in the management of investment funds dedicated to the microfinance industry. The mission is to promote private investments in microfinance institutions thereby contributing to the sustainable growth of microfinance in emerging and transitional economies. | |
| No. 1 goal | Providing flexible access to sustainable sources of fund to performing MFIs while generating an attractive return for investors |
| Source of financing | investors - commercial banks and private banking clients |
| Funding instruments | <ul style="list-style-type: none"> • loans (Promissory Notes) • guarantees |
| Terms and conditions | |
| <p style="text-align: center;">Loans</p> <ul style="list-style-type: none"> • loan term up to 3 years • initial loan for 6-18 months in USD, no rollover facility, unsecured • possibility to sequence the loans • possibility of "bullet" payment at maturity • interest rate of Libor 6M +4.5% to +9% on USD | <p style="text-align: center;">Guarantees</p> <ul style="list-style-type: none"> • loan as guarantee for a local currency loan from local commercial bank |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • NGOs, non-bank financial institutions, cooperatives, banks |
| Financing criteria | <ul style="list-style-type: none"> • minimum 3 years of existence • operational self-sufficiency and strong management • audited financial statements for 3 years • rating by an approved rating/evaluation company • advantage – central bank supervision, financial self-sufficiency |

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| NAME | CGAP – Consultative Group to Assist the Poorest |
| Type of organization | donor consortium |
| Contact details | 1818H Street NW, Washington DC 20433, USA tel (1 202) 473 9594, fax (1 202) 522 3744 Douglas Pearce dpearce1@worldbank.org www.cgap.org |

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| CGAP is a consortium of 29 bilateral and multilateral donor agencies who support microfinance. The mission is to improve the capacity of microfinance institutions to deliver flexible, high-quality financial services to the very poor on a sustainable basis. | |
| No. 1 goal | increase the quality and quantity of sustainable microfinance institutions serving the poor—especially the very poor. |
| Source of financing | 29 Member Donor Agencies |
| Activities | <ul style="list-style-type: none"> • <u>services for MFIs</u>: technical assistance, training, developing and disseminating tools, limited and selective funding supporting innovation and pro-poor focus • <u>services to microfinance industry</u>: advising policy makers, supporting the development of infrastructure services, MicroBanking Bulletin, training and certifying auditors, Microfinance Gateway on the web |
| Funding instruments | <ol style="list-style-type: none"> 1. Grants to MFIs and Networks 2. CGAP-IFAD Pro-Poor Innovation Challenge |
| Terms and conditions | <ol style="list-style-type: none"> 1. Grants linked to performance criteria. In some cases for TA. CGAP now seeks to facilitate funding from its member donors, instead of acting as a sole funder. 2. Grants up to \$50,000 for pro-poor innovations. Minimal reporting but emphasis on lesson-learning for wider microfinance industry. |
| Types of microfinance institutions funded | any (NGOs, non-bank financial institutions, cooperatives, microfinance banks) |
| Financing criteria | <ul style="list-style-type: none"> • Strong and effective management, operational sustainability. • Pro-poor focus, innovative |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • Constanta Foundation, Georgia • Horizonti, Macedonia • Rural Finance Corporation, Moldova |



NAME **Citigroup/Citigroup Foundation**
Type of organization corporate foundation
Contact details Citigroup Inc. Center
 850 Third Avenue, 13th Floor
 New York, NY 10022, USA
 tel (1 212) 559 1532, fax: (1 212) 793 5944
 Janet Thompson
 Janet.Thompson@citicorp.com
 www.citigroup.com

Citigroup, the most global financial services company, provides a diverse range of banking services to institutions, companies, governments and individuals in more than 100 countries. The Citigroup Foundation is the philanthropic arm of Citigroup, investing financial resources to improve the quality of life in communities in which Citigroup operates.

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| Goals | <ul style="list-style-type: none"> • poverty alleviation • private enterprise development • job creation • self empowerment/social inclusion |
| Funding instruments | <ul style="list-style-type: none"> • grants |
| Terms and conditions | <ul style="list-style-type: none"> • for operating expenses • for technical assistance |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • NGOs |
| Financing criteria | <ul style="list-style-type: none"> • effective governance • strong and effective management • poverty and gender focus • potential for high levels of outreach |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • The Integra Foundation, Slovakia • The Integra Foundation, Romania |



NAME **Commerzbank AG**
Type of organization private commercial bank
Contact details Kaiserplatz
D-60261 Frankfurt, Germany
tel (49 69) 136 20, fax (49 69) 285 389
info@commerzbank.com
www.commerzbank.de

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| Commerzbank is one of Europe's leading private-sector banks. Apart from the parent bank, Commerzbank AG, the Group consists of numerous subsidiaries in Germany and abroad. | | |
| No. 1 goal | financial returns for the institution – interest rate of 15% on Euros after tax | |
| Source of financing | shareholders | |
| Funding instruments | <ul style="list-style-type: none"> • equity • loans • grants • guarantees • confirmation of letters of credits | |
| Terms and conditions | | |
| Equity | Loans | Grants |
| <ul style="list-style-type: none"> • minimum investment: 1 million Euros (in addition to managing the international payments of these banks and their clients) • max shareholding: 20% • investment period: indefinite • expected return: 15% on Euros after tax • strategic partnership (involvement in governance and institution building) | <ul style="list-style-type: none"> • only short-term loans • interest rate of 15% on Euros after tax | <ul style="list-style-type: none"> • restricted grants for training |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • microfinance banks, preferably already having recognized investors | |
| Targeted countries | Balkan countries and Georgia | |
| Financing criteria | <ul style="list-style-type: none"> • shared vision • proven experience in microfinance • profitability/financial sustainability | |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • ProCredit Bank, Bulgaria • Microfinance Bank of Georgia • Micro Enterprise Bank, Kosovo • Microfinance Bank, Yugoslavia | |



NAME **Cordaid**
Type of organization development agency
Contact details Cordaid Finance Business Unit
P.O. Box 16440 2500 BK The Hague
The Netherlands
tel (31 70) 3136362, fax (31 70)3136301
cordaid@cordaid.nl
www.cordaid.nl

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| Cordaid forms together with Memisa, Mensen in Nood and Vastenactie one of the biggest international development organisations. | |
| Source of financing | Dutch Roman Catholic Church |
| Funding instruments | <ul style="list-style-type: none">• loans• guarantees• contributions |
| Terms and conditions - loans | <ul style="list-style-type: none">• loans in Euros• 5 years term with 18-month grace period on principal payment• interest rate 7-8%• payments biannually• collateral: lien on the loan portfolio at 150%of the loan |
| Targeted countries | Albania, Armenia, Bosnia and Herzegovina, Georgia, Moldova |
| Financing criteria | <ul style="list-style-type: none">• locally owned organization• socially responsible• profitability• Roman-Catholic connection |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none">• Kosovo Enterprise Program• Prizma, Bosnia and Herzegovina |



NAME **Deutsche Bank Microcredit Development Fund**
Type of organization non profit company
Contact details 31 W 52nd Street (NYC01-1407)
 New York, NY 10019, USA
 Asad Mahmood
 asad.mahmood@db.com
 www.db.com/community

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| <p>The Deutsche Bank Microcredit Development Fund is a vehicle to combine the interest, abilities, reach and resources of Deutsche Bank and its Private Bank clients to support the long-term sustainability of microcredit institutions. The Fund's main objectives are to encourage financial and operational self-sufficiency and to provide high risk catalytic financing to foster enduring relationships between microcredit institutions and local commercial financial institutions.</p> | |
| <i>No. 1 goal</i> | development of local resources for MFIs through local financial sector deepening |
| <i>Source of financing</i> | donations and investments from foundations and individuals, contributions from Deutsche Bank Americas Foundation |
| <i>Funding instruments</i> | <ul style="list-style-type: none"> • subordinated quasi equity loans/guarantees through L/Cs |
| <i>Terms and conditions</i> | <ul style="list-style-type: none"> • loan serves as collateral to leverage loan capital from local commercial financial institutions • cannot be used as working capital or on-lent • subsidized rates (1-3% interest) paid quarterly in arrears • loan term: 3-8 years • loan amount: USD 25,000 - 150,000 • principal payments deferred until maturity |
| <i>Types of microfinance institutions funded</i> | <ul style="list-style-type: none"> • NGOs, finance companies, credit cooperatives, microfinance banks, commercial banks, investment funds |
| <i>Financing criteria</i> | <ul style="list-style-type: none"> • high quality portfolio • quality of management • potential for high level of outreach |
| <i>Examples of projects funded in CEE and the NIS</i> | <ul style="list-style-type: none"> • Russian Women Microfinance Network, Russia • MI-BOSPO, Bosnia and Herzegovina |



NAME **DEG – German Investment and Development Company**
Type of organization development bank
Contact details Business Relations
 Belvederestrasse 40
 D-50933 Köln (Cologne), Postfach 45 03 40
 D-50878 Köln (Cologne), Germany
 tel (49 221) 49 860, fax (49 221) 49 86 290
 BusinessRelations@deginvest.de
 www.deginvest.de

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| DEG, the German Investment and Development Company, is a specialist in long-term project and corporate financing. It advises private companies, structures and finances their investments in Africa, Asia, and Latin America as well as in Central, Eastern and Southeast Europe. DEG invests in profitable, ecologically and socially sustainable projects in all sectors of the economy open to private entrepreneurial initiative: in agriculture and in manufacturing, in services and in the infrastructural sector. | |
| No. 1 goal | financial sector deepening |
| Source of financing | 100% ownership by KfW |
| Funding instruments | <ul style="list-style-type: none"> • loans • equity |
| Terms and conditions | |
| <p style="text-align: center;">Equity</p> <ul style="list-style-type: none"> • max shareholding: 25% • investment period: 6-8 years • expected return: 10-15% IRR • exit strategy • active involvement in governance | <p style="text-align: center;">Loans</p> <ul style="list-style-type: none"> • full cost hard currency loans • no subsidy even for country risk |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • for-profit finance companies/non-bank financial institutions • microfinance banks • investment funds • NGOs on track to transforming into formal financial institutions |
| Financing criteria | <ul style="list-style-type: none"> • profitability/financial sustainability • central bank supervision |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • ProCredit Bank, Bulgaria |



NAME **DFID – Department for International Development**
Type of organization bilateral donor
Contact details 1Palace Street
London SW1E 5HE, United Kingdom
tel (44 20) 7023 0000, fax (44 20) 7023 0019
Adrian Stone
a-stone@dfid.gov.uk
www.dfid.gov.uk

DFID is a UK Government department, working to promote sustainable development and eliminate world poverty.

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| Source of financing | UK government |
| No. 1 goal | <ul style="list-style-type: none">• financial sector deepening• poverty alleviation• private enterprise development |
| Funding instruments | <ul style="list-style-type: none">• grants |
| Terms and conditions | <ul style="list-style-type: none">• for operating expenses until operational sustainability is reached• for technical assistance and training• for investment/fixed assets• for loan capital in start-up phases |
| Types of microfinance institutions funded | <ul style="list-style-type: none">• NGOs• Commercial banks |
| Financing criteria | <ul style="list-style-type: none">• effective governance• poverty focus |
| Targeted countries in CEE and the NIS | <ul style="list-style-type: none">• Balkans, Russia, Ukraine |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none">• FORA, Russia |



NAME **EBRD Group for Small Business**
Type of organization international financial institution
Contact details EBRD
 One Exchange Square
 London EC2A 2JN
 United Kingdom
 tel (44 20) 7338 6000, fax (44 20) 7338 6100
 addresses of EBRD country offices can be found at www.ebrd.com

The EBRD is the largest single investor in the region of Central Europe and Central Asia that mobilises significant foreign direct investment beyond its own financing. It is owned by 60 countries and two intergovernmental institutions.

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| Activities | EBRD provides project financing for banks, industries and businesses, both new ventures and investments in existing companies. It also works with publicly owned companies, to support privatisation, restructuring state-owned firms and improvement of municipal services. The Bank uses its close relationship with governments in the region to promote policies that will bolster the business environment. | |
| No. 1 goal | Foster the transition towards open market oriented economies and to promote private and entrepreneurial initiative | |
| Source of financing | Shareholder contributions and capital market borrowings | |
| Funding instruments | <ul style="list-style-type: none"> • Loans • Equity | |
| Terms and conditions | | |
| Loans | Equity | Grants |
| <ul style="list-style-type: none"> • loan term typically 5-10years • interest : margin over market benchmark (e.g. LIBOR) | <ul style="list-style-type: none"> • max shareholding: 35% • investment period: 5-8 years • expected return: risk adequate IRR | <ul style="list-style-type: none"> • Technical assistance funding is made available to EBRD by its shareholders to support the implementation of its projects |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • MSE lending projects with local partner banks • regulated microfinance institutions in the formal banking sector | |
| Targeted countries | South East Europe and countries of former Soviet Union | |
| Financing criteria | <ul style="list-style-type: none"> • profitability/financial sustainability • strong and effective management • potential for high levels of outreach | |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • FEFAD Bank, Albania • Micro Enterprise Bank, Bosnia and Herzegovina • Microfinance Bank Yugoslavia • Microfinance Bank of Georgia • Russia Small Business Fund • Kazakhstan Small Business Fund • Small Business Program, Uzbekistan | |



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| NAME | FMO - Netherlands Development Finance Company |
| Type of organization | development bank |
| Contact details | P.O.Box 93060 2509 AB The Hague The Netherlands tel (31 70) 314 96 96, fax (31 70)324 61 87 info@fmo.nl www.fmo.nl |

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| The FMO is the Dutch development bank targeting the expansion of private enterprise in emerging markets. It finances companies which want to grow but are unable to do so without outside assistance. | | | |
| No. 1 goal | private enterprise development | | |
| Source of financing | Dutch Government 51%, ABN AMO, RABO Bank and ING 42% together | | |
| Funding instruments | <ul style="list-style-type: none"> • equity • loans • grants • guarantees | | |
| Terms and conditions | | | |
| Equity | Loans | Grants | Guarantees |
| <ul style="list-style-type: none"> • max shareholding 25% • investment period 5-7 years • investment period: limited by required exit after 5 to 7 years • expected return: 10% on hard currency • strategic partnership (involvement in governance and institution building) | <ul style="list-style-type: none"> • loans in local currency or Euros or USD • unsecured • 5-7 years term • grace period 12 months • market rates | <ul style="list-style-type: none"> • restricted grants for technical assistance and training | <ul style="list-style-type: none"> • for local commercial banks |
| Types of microfinance institutions funded | supervised by central bank: non-bank financial institutions, microfinance banks, private commercial banks, investment funds | | |
| Targeted countries | developing countries in CEE & NIS except the Baltic states, Poland and Hungary | | |
| Financing criteria | <ul style="list-style-type: none"> • central bank supervision • profitability/financial sustainability • strong and effective management • transparency, good governance • shared vision | | |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • Micro Enterprise Bank, Bosnia and Herzegovina • Microfinance Bank of Georgia • Micro Enterprise Bank, Kosovo • Microfinance Bank, Yugoslavia | | |



NAME **Hivos-Triodos Fund**
Type of organization Investment Fund
Contact details Hivos-Triodos Fund
 Utrechtseweg 60
 Postbus 55
 3700 AB Zeist, The Netherlands
 tel (31 30) 693 65 00, 693 65 90
 fax (31 30) 693 65 66
 Bas Rekveld
 Bas.Rekveld@triodos.nl, microfinance@triodos.nl
 www.triodos.com

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| <p>Hivos-Triodos Fund was founded in 1994 and is a joint initiative of the Humanist Institute for Development Cooperation (HIVOS) and Triodos Bank. The fund is being managed by Triodos Bank, which is one of Europe's leading ethical banks.</p> | |
| Activities | finance to microfinance institutions and trade finance to small producers of crops |
| No. 1 goal | financial sector development |
| Source of financing | depository holders in the North-South Savings Plan at Triodos Bank, guaranteed by HIVOS and for 10% by private guarantors |
| Funding instruments | <ul style="list-style-type: none"> • loans • equity |
| Terms and conditions | |
| <p style="text-align: center;">Equity</p> <ul style="list-style-type: none"> • max shareholding: 5-10% • investment period: 5-7 years • expected return: 15% IRR (in EUR) • active involvement in governance | <p style="text-align: center;">Loans</p> <ul style="list-style-type: none"> • loans in any currency • interest rates include currency risk (10% in higher risk countries) |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • microfinance banks, private commercial banks |
| Financing criteria | <ul style="list-style-type: none"> • profitability/financial sustainability • high quality portfolio • strong, effective governance |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • None at the moment |

NAME **IFC – International Finance Corporation**
Type of organization international financial institution
Contact details addresses of IFC regional offices can be found at : www.ifc.org

IFC is the largest multilateral source of loan and equity financing for private sector projects in the developing world. It promotes sustainable private sector development primarily by:

- Financing private sector projects located in the developing world.
- Helping private companies in the developing world mobilize financing in international financial markets.
- Providing advice and technical assistance to businesses and government regulators.

IFC promotes sustainable private sector investment in developing countries as a way to reduce poverty and improve people's lives. IFC is a member of the World Bank Group.

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| No. 1 goal | financial sector deepening |
| Source of financing | Member countries and own treasury functions |
| Funding instruments | <ul style="list-style-type: none"> • equity • quasi-equity • loans • guarantees • risk management products |

Terms and conditions

| Equity | Loans | Grants | Guarantees |
|--|--|--|---|
| <ul style="list-style-type: none"> • each investment tailored to the needs of the client and the particular country context | <ul style="list-style-type: none"> • commercial rates | <ul style="list-style-type: none"> • for technical assistance | <ul style="list-style-type: none"> • for borrowing from commercial banks |

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| Types of microfinance institutions funded | specialized microfinance banks, commercial bank down-scaling and transformation of NGOs |
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| Financing criteria | <ul style="list-style-type: none"> • commercial orientation • registered institution • sustainability • proven experience in microfinance • high quality portfolio • potential for high level of outreach <p>IFC undertakes its own due diligence</p> |
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| Examples of projects funded in CEE and the NIS | <p>Microfinance Banks in:</p> <ul style="list-style-type: none"> • Bosnia and Herzegovina • Georgia • Moldova • Albania • Yugoslavia • Ukraine • Kosovo • Romania |
|---|---|



NAME **IMI – International Micro Investitionen AG**
Type of organization investment fund
Contact details Am Eisernen Schlag 31
 60431 Frankfurt am Main, Germany
 Tel: + 49 69 95 14 37 0
 Fax: + 49 69 95 14 37 68
imi_ag@compuserve.com
www.imi-ag.com

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| <p>Internationale Micro Investitionen Aktiengesellschaft (IMI) is a development-oriented investment company which aims to set new standards in microfinance. The objective of the company is to promote financial services targeted at low-income people. IMI's business objective is to acquire equity stakes in financial institutions in developing countries and transition economies.</p> | |
| No. 1 goal | financial sector deepening |
| Source of financing | shareholders |
| Funding instruments | <ul style="list-style-type: none"> • equity |
| Terms and conditions | <ul style="list-style-type: none"> • investment period: unrestricted • expected return: 10-15% RoE after tax • strategic partnership, involvement in governance |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • for profit finance companies • microfinance banks |
| Financing criteria | <ul style="list-style-type: none"> • for profit structure • effective governance • strong and effective government |
| Targeted countries in the region | <ul style="list-style-type: none"> • potentially all |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • FEFAD Albania • Micro Enterprise Bank, Bosnia and Herzegovina • ProCredit Bank, Bulgaria • Microfinance Bank, Georgia • Micro Enterprise Bank, Kosovo • Micro Enterprise Credit, Moldova • Micro Enterprise Credit, Romania • Microfinance Bank, Ukraine • Microfinance Bank, Yugoslavia |



NAME **KfW-group**
Type of organization Promotional Bank and implementing agency acting on behalf of German government.
Contact details Palmengartenstrasse 5-9
 60325 Frankfurt am Main, Germany
 Tel: (49 69) 74 310, fax: (49 69) 74 31 29 44
 Arlina Tarigan-Sibero
 Arlina.Tarigan@kfw.de

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| <p>Under the Financial Cooperation (FC) of the Federal Republic of Germany with developing countries KfW finances investments to expand the economic and social infrastructure, agriculture and the manufacturing industry, and to protect the environment and natural resources. KfW also supports project-related consulting services and promotes overall economic reforms and structural reforms in specific sectors.</p> | | |
| Goals | <ul style="list-style-type: none"> • financial sector deepening • strengthening of local banks + fostering competition • private enterprise development • job creation • improvement of housing conditions | |
| Source of financing | <p>German federal government increasingly also mandates from other bi.- and multilateral donors such as EU, Austrian and Swiss government, Dutch FMO</p> | |
| Funding instruments | <ul style="list-style-type: none"> • loans • grants • guarantees | |
| Terms and conditions | | |
| Loans | Grants | Guarantees |
| <ul style="list-style-type: none"> • loans at concessionary terms to the government which on-lends on near market terms to partner banks • direct loans to partner banks that are initially subsidized or at near market rates • gradual increase of loan conditions to market rates | <ul style="list-style-type: none"> • for consulting services | <ul style="list-style-type: none"> • when local banks borrow from foreign commercial banks |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • NGOs • microfinance banks (at which KfW mostly holds equity stakes on behalf of various donors) • private commercial banks | |
| Financing criteria | <ul style="list-style-type: none"> • reform-oriented framework conditions • profitability • high quality portfolio • potential for high levels of outreach | |
| Targeted countries in CEE and the NIS | <p>Albania, Bosnia, , Yugoslavia (Serbia, Kosovo, Montenegro), Georgia, Bulgaria, Macedonia, Romania, Armenia, Azerbaijan, Kazakhstan, Kyrgyzstan, Uzbekistan</p> | |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • European Funds for Bosnia and Herzegovina, Kosovo, Montenegro and Serbia (provision of refinancing lines for promising existing local banks and microbanks). Refinancing of credits for SMEs, rural SMEs and housing purposes • FEFAD Bank, Albania • Micro Enterprise Bank, Bosnia and Herzegovina • Microfinance Bank of Georgia • Micro Enterprise Bank, Kosovo • Microfinance Bank, Ukraine • Microfinance Bank, Yugoslavia | |



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| NAME | NOVIB |
| Type of organization | foundation |
| Contact details | Mauritskade 9, P.O.Box 30919 The Haag, The Netherlands Vincent Pinkster vincent.pinkster@novib.nl |

NOVIB, the Netherlands Organization for International Cooperation, works in close collaboration with Oxfam International (OI), a group of eleven development organisations. Novib's objective is "to promote a global society in which the socio-economic inequalities between rich and poor are eradicated, the world's prosperity is more justly distributed and people and groups can learn about and respect each other's culture and work together on their development based on shared accountability and solidarity'.

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| Goals | <ul style="list-style-type: none"> • poverty alleviation • financial sector deepening • job creation • financial returns | |
| Funding instruments | <ul style="list-style-type: none"> • loans • grants • guarantees | |
| Terms and conditions | | |
| Loans | Grants | Guarantees |
| <ul style="list-style-type: none"> • subsidized and near market rates | <ul style="list-style-type: none"> • for operating expenses • for technical assistance and training • for investment • for loan capital | <ul style="list-style-type: none"> • for borrowing from foreign commercial banks |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • NGOs • credit cooperatives | |
| Financing criteria | <ul style="list-style-type: none"> • poverty focus • realistic plan to reach financial sustainability within several years • strong and effective management | |
| Targeted countries in the region | Albania, Azerbaijan, Georgia, Armenia, Bulgaria, Montenegro, Bosnia and Herzegovina, Uzbekistan | |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • OXFAM Georgia, Armenia, Azerbaijan • Alter Modus, Montenegro • Mikro ALDI, Bosnia and Herzegovina • For the Future Foundation, Albania • cooperatives in Bulgaria | |



NAME Opportunity Microcredit Fund – Eastern Europe
Type of organization apex fund
Contact details Opportunity International Eastern Europe
 Dapontegasse 2
 Vienna, Austria
 tel (43 1) 715 2589, fax (43 1) 715 2588
 Ken Vander Weele, CEO
 100746.3540@compuserve.com

Opportunity International is a non-governmental, not for profit international network of microfinance institutions whose goal is to promote enterprise development and employment generation as a poverty alleviation strategy.

Opportunity Microcredit Fund has been created to provide financial support to OI partner agencies.

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| Goals | <ul style="list-style-type: none"> • finance OI affiliates • poverty alleviation • financial sector deepening | |
| Funding instruments | <ul style="list-style-type: none"> • equity • loans • guarantees | |
| Terms and conditions | | |
| Equity | Loans | Guarantees |
| <ul style="list-style-type: none"> • max shareholding: 100% • investment period: 10+ years • expected return: 10-20% annually | <ul style="list-style-type: none"> • near market rates | <ul style="list-style-type: none"> • for borrowing from foreign commercial banks |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • for profit finance companies/non-bank financial institutions • credit cooperatives | |
| Financing criteria | <ul style="list-style-type: none"> • partnership with Opportunity International • shared vision • operational sustainability | |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • FORA Fund, Russia • Nachala Cooperative, Bulgaria • Inicjatywa Mikro, Poland • MCM Montenegro • Moznosti, Macedonia • NOA, Croatia • OMRO, Romania • PSHM, Albania | |



NAME **Oikocredit (Ecumenical Development Cooperative Society UA)**
Type of organization international credit cooperative financed with equity
Contact details Oikocredit International Support Office
 Tesselschadelaan 4
 3818 WD Amersfoort
 The Netherlands
 tel (31 33) 422 40 40, fax (31 33) 465 03 36
 office.eu@oikocredit.org
 www.oikocredit.org

Oikocredit, as a worldwide cooperative society, promotes global justice by challenging people, churches and others to share their resources through socially responsible investments and by empowering disadvantaged people with credit.

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| <i>No. 1 goal</i> | poverty alleviation |
| <i>Source of financing</i> | shareholders (500 churches and church-related organizations from all continents; 20.000 local parishes and individuals from 20 countries) s |
| <i>Funding instruments</i> | <ul style="list-style-type: none"> • Loans, guarantees |
| <i>Terms and conditions</i> | <ul style="list-style-type: none"> • loan size: 50,000 – 2 million Euros • 9% on Euro • loan term 5-7 years • 2-3 years grace period on principal payments • tailor-made collateral requirements |
| <i>Types of microfinance institutions funded</i> | <ul style="list-style-type: none"> • credit cooperatives • NGO's • MFI I bank |
| <i>Financing criteria</i> | <ul style="list-style-type: none"> • high repayment rate • advantage - women beneficiaries, women involved in decision-making, structures and procedures |
| <i>Targeted countries</i> | Mostly in Latin America, Africa, Asia. In CEE own offices in Bulgaria, Romania, Slovakia |



NAME **OSI – Open Society Institute**
Type of organization foundation
Contact details Open Society Institute - New York
 400 West 59th Street New York,
 NY 10019, USA
 tel (1 212) 548 0600, fax (1 212) 548 4651
 Neal Delaurentis, Deputy Program Director
 ndelaurentis@sorosny.org
 www.soros.org/osi

The Open Society Institute was established in 1993 to promote the development and maintenance of open societies around the world. OSI does this by supporting an array of activities dealing with educational, social, legal, and health care reform, and by encouraging alter-native approaches to complex and controversial issues.

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| Goals | <ul style="list-style-type: none"> • financial sector deepening • private enterprise development • jobs creation • self empowerment/social inclusion | |
| Source of financing | The Soros Foundation | |
| Funding instruments | <ul style="list-style-type: none"> • guarantees • equity • loans | |
| Terms and conditions | | |
| Guarantees | Equity | Loans |
| <ul style="list-style-type: none"> • for borrowing from local and foreign commercial banks | <ul style="list-style-type: none"> • max shareholding: below 50% • investment period: 5 years • strategic partner active in governance | <ul style="list-style-type: none"> • near market and market rates |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • NGOs • for profit finance companies • credit cooperatives • microfinance banks • private commercial banks • investment funds • specialized SME banks | |
| Financing criteria | <ul style="list-style-type: none"> • strong and effective management • proven experience in microfinance • profitability/sustainability | |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • BESA Foundation, Albania • NOA, Croatia • village savings and credit associations, Moldova • strengthening credit unions, Lithuania • linking credit unions with a local bank, Ukraine, Russia • linking village credit groups with local bank, Romania | |

**NAME****Type of organization****Contact details****PlaNet Finance**

International Non Profit Organisation

76 rue du Faubourg Sait Denis

75 010 Paris, France

tel (33 1) 53 24 31 31, fax (33 1) 53 24 11 57

Arnaud Ventura

aventura@planetfinance.org

www.planetfinance.org

PlaNet Finance is an international not-for-profit organisation contributing to the development of microfinance by using the new information technology and particularly the Internet.

PlaNet Finance provides its support to organisations that deliver financial services to the poor. PlaNet Finance's direct clients are microfinance institutions and all other organisations that provide the poor and the destitute with banking services.

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| <i>Activities</i> | <ul style="list-style-type: none"> • rating and evaluation of MFIs (PlaNet Rating) • financial resources for MFIs (Revolving Credit Fund, PlaNet Fund) • an Internet based information and documentation center on microfinance (PlaNet Library) • an online training center and field seminars (PlaNet University) • equipment and web-site creation for microfinance practitioners (PlaNet Systems/Ring) • reflection working groups (PlaNet Research) |
| <i>Goals</i> | <ul style="list-style-type: none"> • poverty alleviation • financial sector deepening |
| <i>Funding instruments</i> | <ul style="list-style-type: none"> • loans through the Revolving Credit Fund |
| <i>Terms and conditions</i> | <ul style="list-style-type: none"> • near market rates |
| <i>Types of microfinance institutions funded</i> | <ul style="list-style-type: none"> • small MFIs with need of credit funds through the Revolving Credit Fund |
| <i>Financing criteria</i> | <ul style="list-style-type: none"> • poverty focus • profitability/sustainability • potential for high levels of outreach |
| <i>Targeted countries in the region</i> | <ul style="list-style-type: none"> • developing countries |
| <i>Examples of projects funded in CEE and the NIS</i> | None for the moment but 20 MFIs financed in about 15 countries at the time (08/2002) |



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| NAME | Triodos-Doen Foundation |
| Type of organization | Investment fund |
| Contact details | Triodos-Doen Foundation Utrechtseweg 60, Postbus 55 3700 AB Zeist, The Netherlands tel (31 30) 693 65 00, 693 65 90 fax (31 30) 693 65 66 Bas Rekveld Bas.Rekveld@triodos.nl , microfinance@triodos.nl www.triodos.com |

Triodos-Doen Foundation was founded in 1994 by the DOEN Foundation and Triodos Bank. The fund is being managed by Triodos Bank, which is one of Europe's leading ethical banks.

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| Activities | finance to microfinance institutions and trade finance to small producers of crops | |
| No. 1 goal | financial sector development | |
| Source of financing | Dutch Postal Code Lottery | |
| Funding instruments | <ul style="list-style-type: none"> • loans • equity | |
| Terms and conditions | | |
| Equity | <ul style="list-style-type: none"> • max shareholding: 5-10% • investment period: 5-7 years • expected return: 15% IRR (in EUR) • active involvement in governance | Loans |
| | | <ul style="list-style-type: none"> • loans in any currency • interest rates include currency risk (10% in higher risk countries) |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • microfinance banks, private commercial banks | |
| Financing criteria | <ul style="list-style-type: none"> • profitability/financial sustainability • high quality portfolio • strong, effective governance | |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • KMB Bank, Russia • Mikrofin, Bosnia and Herzegovina | |



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|-----------------------------|---|
| NAME | UNHCR – United Nations High Commissioner for Refugees |
| Type of organization | multilateral donor |
| Contact details | Krunska 58 Belgrade, Yugoslavia tel (381 11) 444 1196, fax (381 11) 459 165 Milos Terzan, Programme Officer terzan@unhcr.ch |

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| <p>UNHCR was established on December 14, 1950 by the UN General assembly and began its work on January 1 the following year. The agency helps the world's uprooted peoples by providing them with basic necessities such as shelter, food, water and medicine in emergencies and seeking long-term solutions, including voluntary return to their homes or beginning afresh in new countries.</p> | |
| Goals | <ul style="list-style-type: none">• job creation• self empowerment/social inclusion |
| Source of financing | contributions from governments, non-governmental organizations and individuals |
| Funding instruments | <ul style="list-style-type: none">• grants |
| Terms and conditions | <ul style="list-style-type: none">• for operating expenses• for technical assistance and training• for investment• for loan capital• for targeted geographic location• for target population |
| Types of microfinance institutions funded | <ul style="list-style-type: none">• NGOs |
| Financing criteria | <ul style="list-style-type: none">• shared vision• effective governance• high quality portfolio |
| Targeted countries | Yugoslavia (Serbia and Montenegro) |
| Examples of projects funded in CEE and the NIS | Alter Modus, Montenegro IRC Serbia DRC Serbia MikrofinS, Serbia |



NAME
Type of organization
Contact details

USAID
 bilateral donor
 Office of Microenterprise Development
 1300 Pennsylvania Ave. NW
 Washington DC 20523-2110, USA
 tel (1 202) 712 0030, fax (1 202) 216 3228
 Elizabeth Hunt
 ehunt@usaid.gov
 www.mip.org

USAID is an independent federal government agency that receives overall foreign policy guidance from the Secretary of State. The agency works to support long-term and equitable economic growth and advancing U.S. foreign policy objectives by supporting economic growth, agricultural and trade; global health; and, democracy, conflict prevention and humanitarian assistance.

The Office of Microenterprise Development seeks to assist the poor become economically self-reliant through their own hard work and entrepreneurship.

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| No. 1 goal | private enterprise development |
| Source of financing | government of the United States of America |
| Funding instruments | <ul style="list-style-type: none"> • grants • guarantees |
| Terms and conditions | |
| <p style="text-align: center;">Grants</p> unrestricted at overall level of planning individual grants may emphasize specific purposes | <p style="text-align: center;">Guarantees</p> <ul style="list-style-type: none"> • for borrowing from local and foreign commercial banks |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • NGOs • non-bank financial institutions • credit cooperatives • specialized microfinance banks • private commercial banks • investment funds |
| Financing criteria | <ul style="list-style-type: none"> • strong and effective governance • profitability/financial sustainability • proven experience in microfinance |



NAME **World Bank**
Type of organization international finance institution/development bank
Contact details addresses of WB country and regional offices can be found at www.worldbank.org

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| <p>The World Bank Group is one of the world's largest sources of development assistance. It works in more than 100 developing economies with the primary focus of helping the poorest people and the poorest countries.</p> | |
| Activities | <ul style="list-style-type: none"> • financial services • analytical and advisory services • learning and capacity building in developing countries |
| Goals | <ul style="list-style-type: none"> • private enterprise development • poverty alleviation • financial sector deepening |
| Funding instruments | <ul style="list-style-type: none"> • grants • loans |
| Terms and conditions | |
| Grants | Loans |
| <ul style="list-style-type: none"> • for operating expenses • for technical assistance and training • for investment/fixed assets • for target population group | <ul style="list-style-type: none"> • subsidized (<LIBOR) • near market rates |
| Types of microfinance institutions funded | <ul style="list-style-type: none"> • NGOs • for profit finance companies/non-bank financial institutions • credit cooperatives • private commercial banks • investment funds |
| Financing criteria | <ul style="list-style-type: none"> • strong and effective management • potential for high levels of outreach • profitability/sustainability (clear plan for reaching sustainability) • financial soundness |
| Targeted countries in CEE and the NIS | <ul style="list-style-type: none"> • all countries that are eligible for World Bank (IDA and IBRD borrowing) |
| Examples of projects funded in CEE and the NIS | <ul style="list-style-type: none"> • Local Initiatives Project, Bosnia and Herzegovina • BESA Foundation, Albania • Rural Finance Fund, Albania • The Integra Foundation, Slovakia |



**Microfinance Centre for Central and Eastern Europe
and the New Independent States**

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**e-mail: microfinance@mfc.org.pl
web page: www.mfc.org.pl**