



Promoting microcredit in Belgium

- Who are we?
- What do we do?
- Why do we do this?
- How do we do this?
- Which results?

Microfinance

- **The Grameen Bank**

- Muhamed Yunes: Bangladesh 1976
- Individual loans to support economic development
- Reaction against World Bank & IMF
- Bank for the Poor: 1983 & Grameen II
- Commercial Banks vs NGO's: the good the bad and the ugly

- **ADIE**

- Maria Nowak: France 1990
- Most important MFI & Pioneer in Europe
- microStart: 2011



microStart in a nutshell

microStart in a nutshell



Leader in professional microcredit (creation 2010)



5 branches, 30 employees, 130 volunteers



2.000 active clients



25 MEUR disbursed loans & 3.500 training sessions



2.000 jobs created & 1:4 Social Return on Investment

Vision



Each human being regardless its educational background, its income, its economic position or its geographical origin has a right to economic initiative and a right to choose its destiny in our society

microStart Group



microStart SCRL-FS

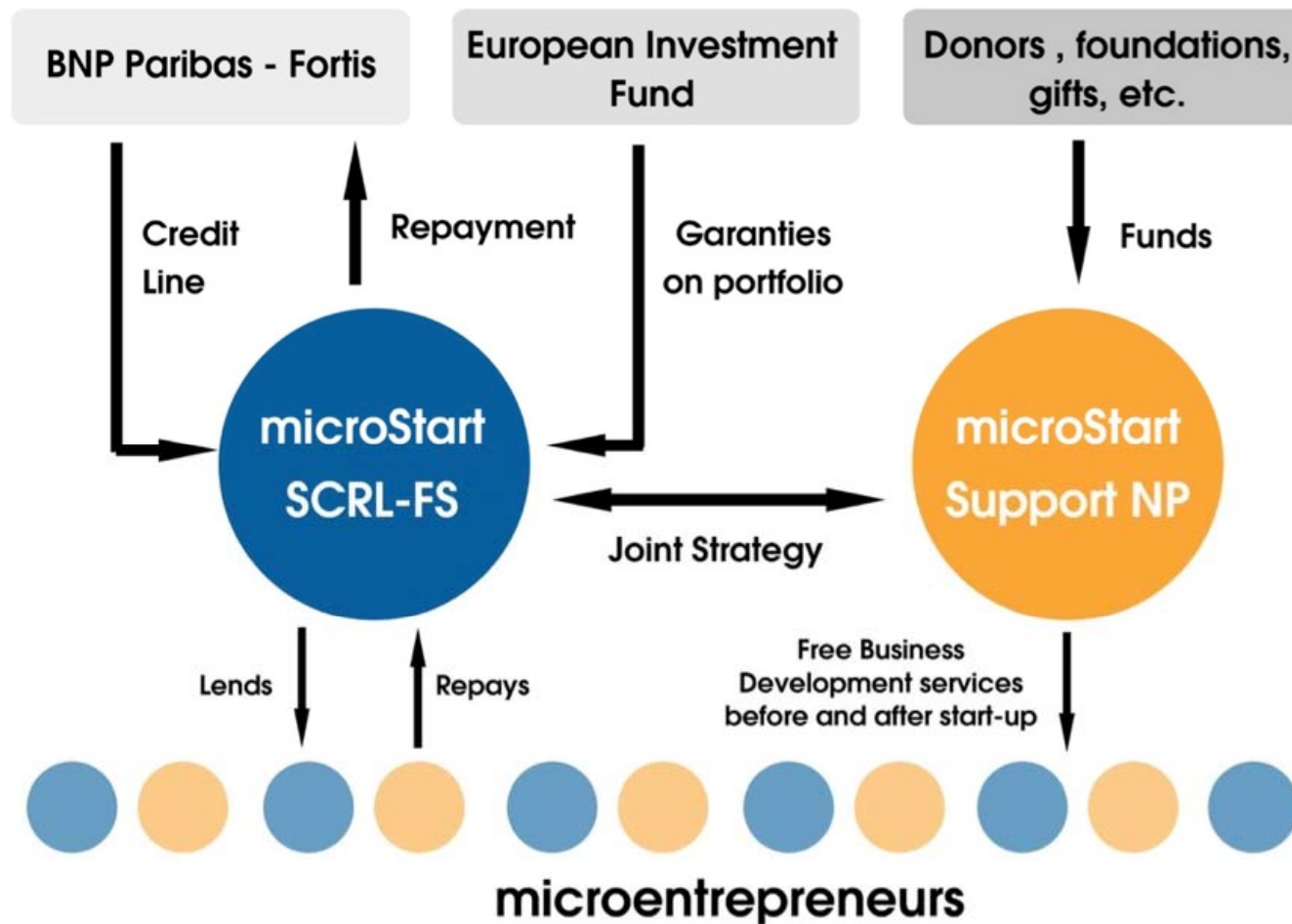
- Cooperative company
- Social goal
- Capital: 5,8 M EUR
- 21 employees

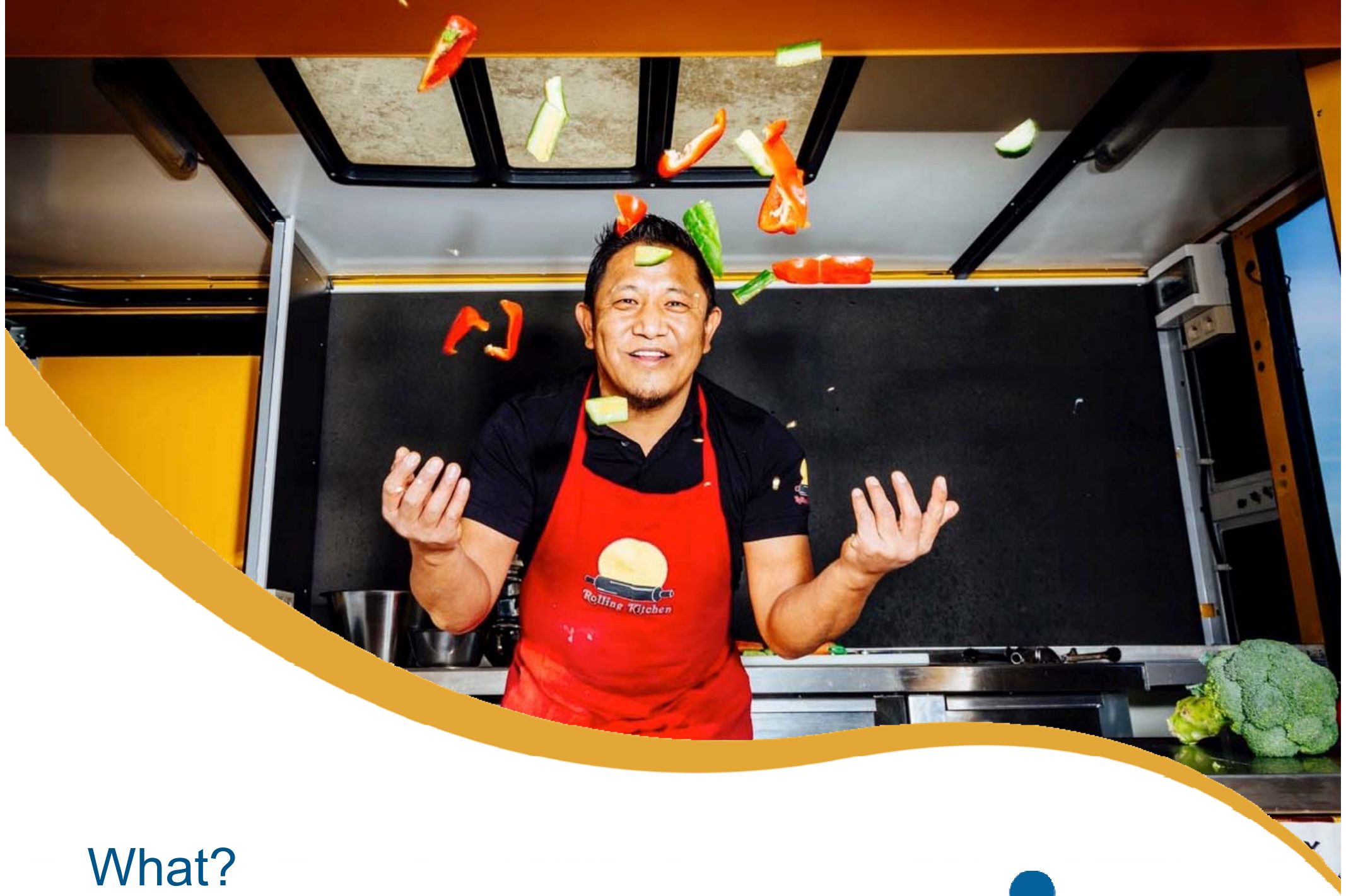


microStart Support Asbl

- Non profit association
- Subsidized
- Budget: 600 k EUR
- 6 employees & 150 volunteers

Business Model





What?

Business loans



- 500 -15.000 EUR
- 48 Installments max.
- Fees: 5% upfront
- Interest Rate: 8,95%-9,95%
- Individual-Group Lending
- Investment-cash

Business Development Services

- **Up Front Services**

- Training to prepare the business management exam
- Individual help to build a Business Plan
- E-Learning
- DreamStart (for < 30 years old)

- **Post creation Services**

- Coaching & Mentoring
- Expert Meetings
- Trainings



Offices & contact points

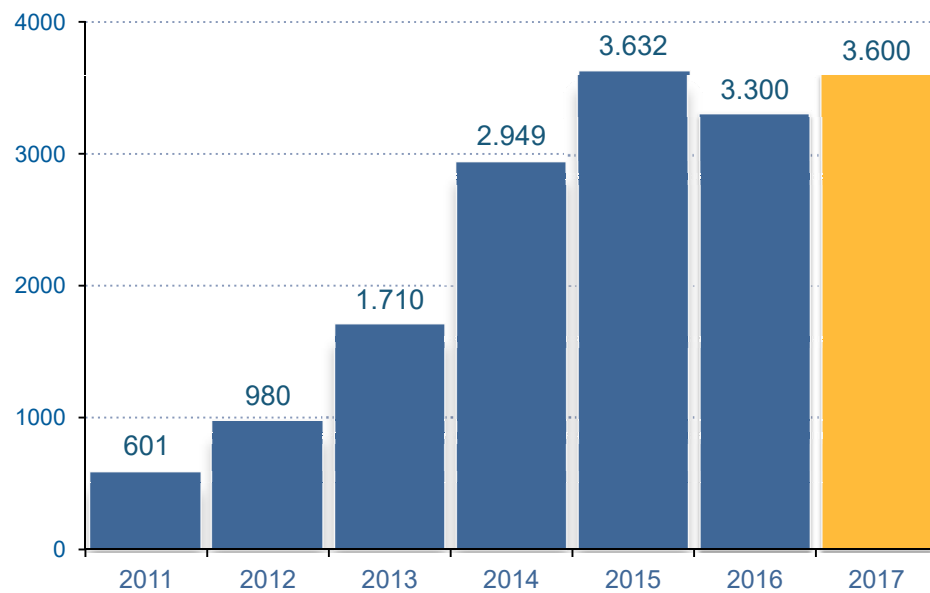




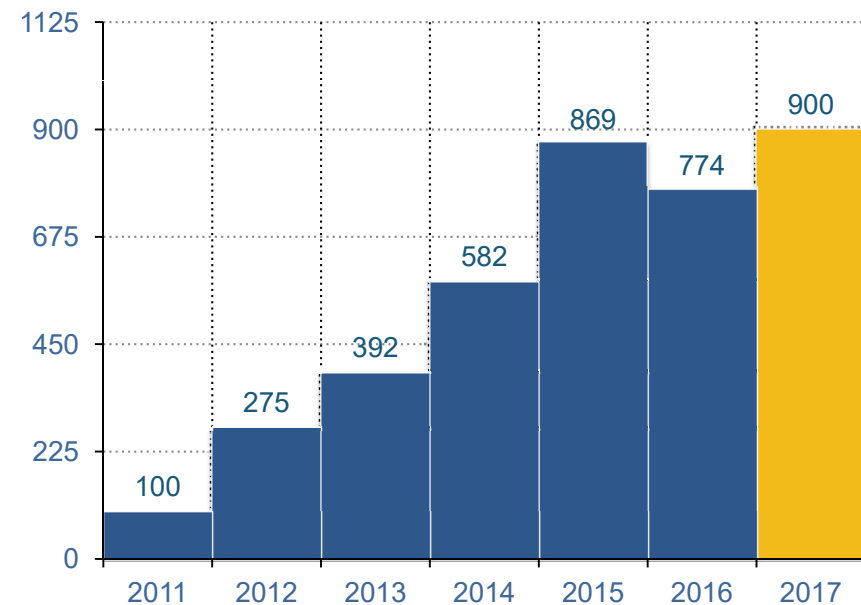
Impact

Contacts & microloans

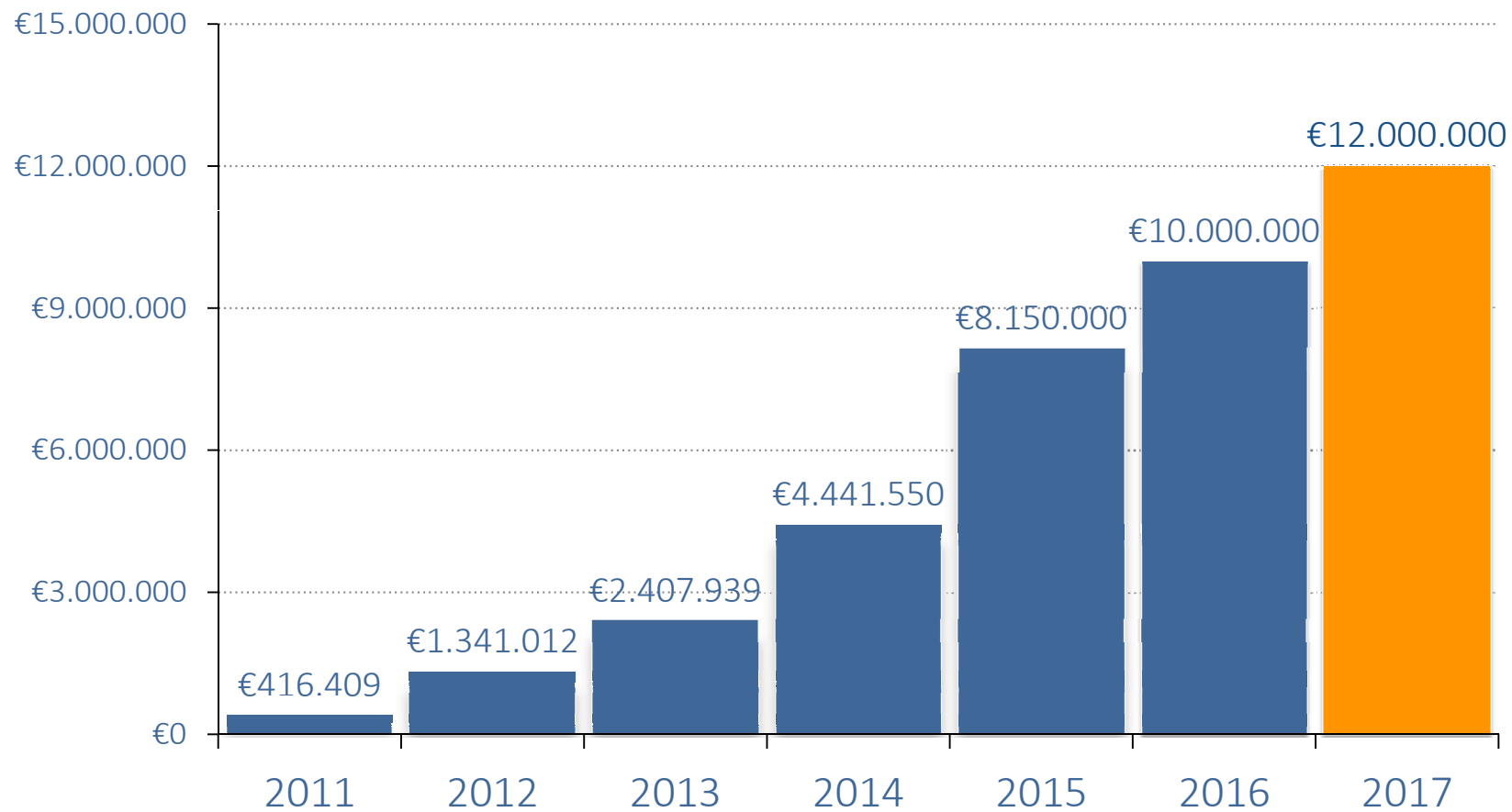
Contacts



Microloans



Outstanding



- Since 2014
- 2500 contacts
- 675 mC
- 2.756.167€
- 409 active clients
- 5,54% default rate
- 1200 people coached

Focus on the underserved



75% below poverty line

Focus on the underserved



70% born abroad

Demonstrated social return

3 independent surveys / research papers - performed in 2017 by KPMG, Vlerick Business School and Visés - have confirmed microStart's major social role and achievements. Major highlights:

- ① An insertion rate in the economy of 84% after 2 years
- ② A survival rate of 75% for new companies
- ③ Each microentrepreneur created 1.6 new job (or 2,000 jobs overall)
- ④ Every euro invested yielded 4 euros, in the form of new tax and social contributions as well as foregone unemployment/social benefits