



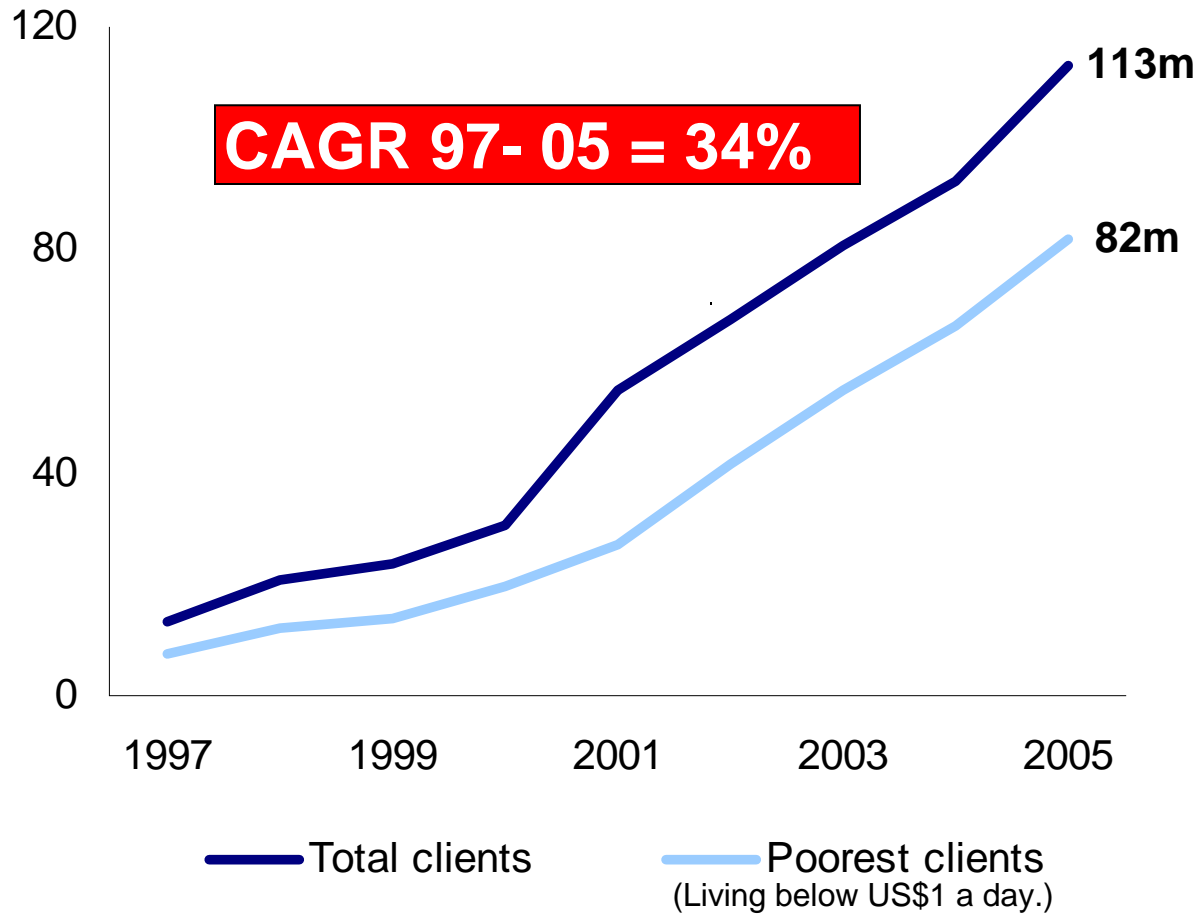
Investing in Women and Girls: Next Steps In Microfinance

March 6th, 2008

Microfinance Industry Context – Rapid Growth



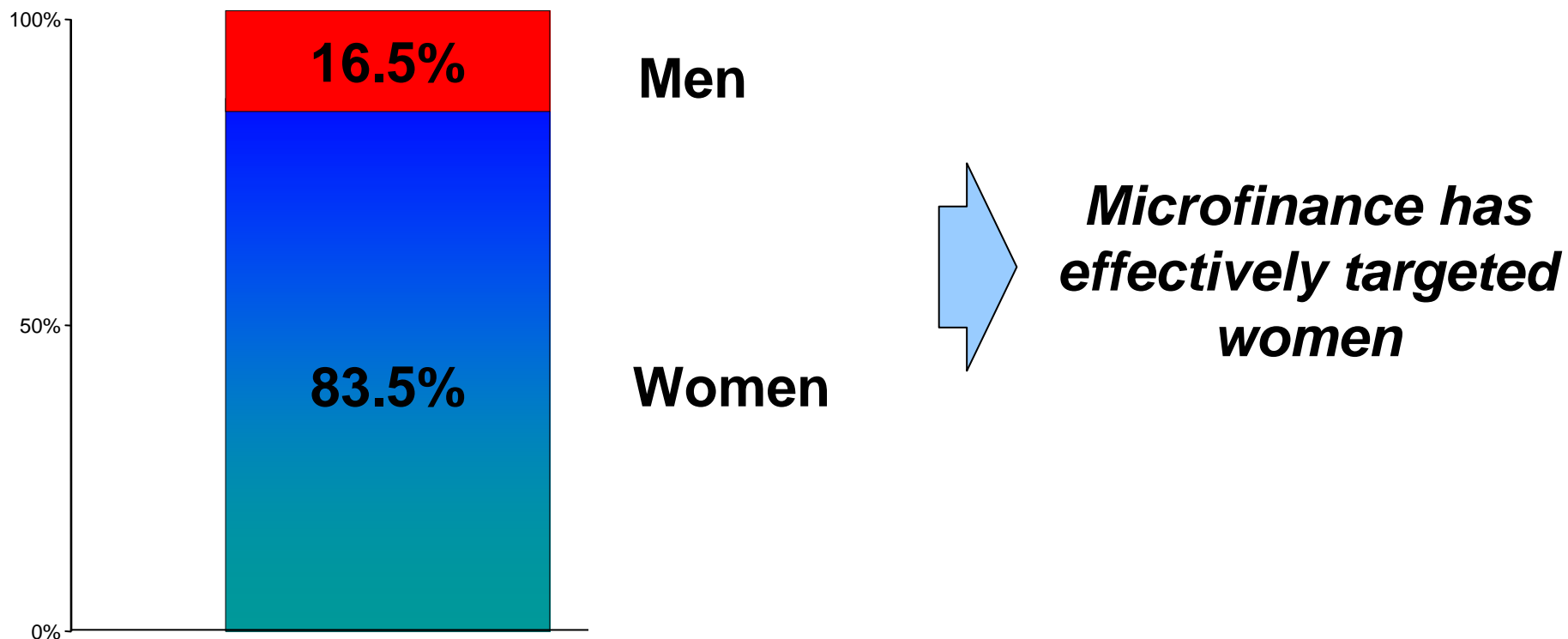
Total Clients Reached: 1997 – 2005: *Microcredit Summit*



Statistics include institutions that identify themselves as part of the microfinance sector; does not reflect a holistic view of all institutions providing financial services to the poor.

Source: Microcredit Summit: Campaign Report 2006.

Microfinance Industry Context – Reaching Women



Source: Microcredit Summit: Campaign Report 2005.

Why target women?

- ▶ Seen as a more 'efficient' way to end poverty.
- ▶ Seen as 'necessary' to end poverty
- ▶ Women poorer than men
- ▶ Gender equity argument

Microfinance Industry Context – Key Challenges



Access Gap

Estimated **82% supply – demand gap** in microfinance sector **85%** of low income clients are being served by **2% of MFIs**

Breadth & Quality of Services

Many poor do not have access to a **range** of **quality** financial services that are **tailored** to their needs.

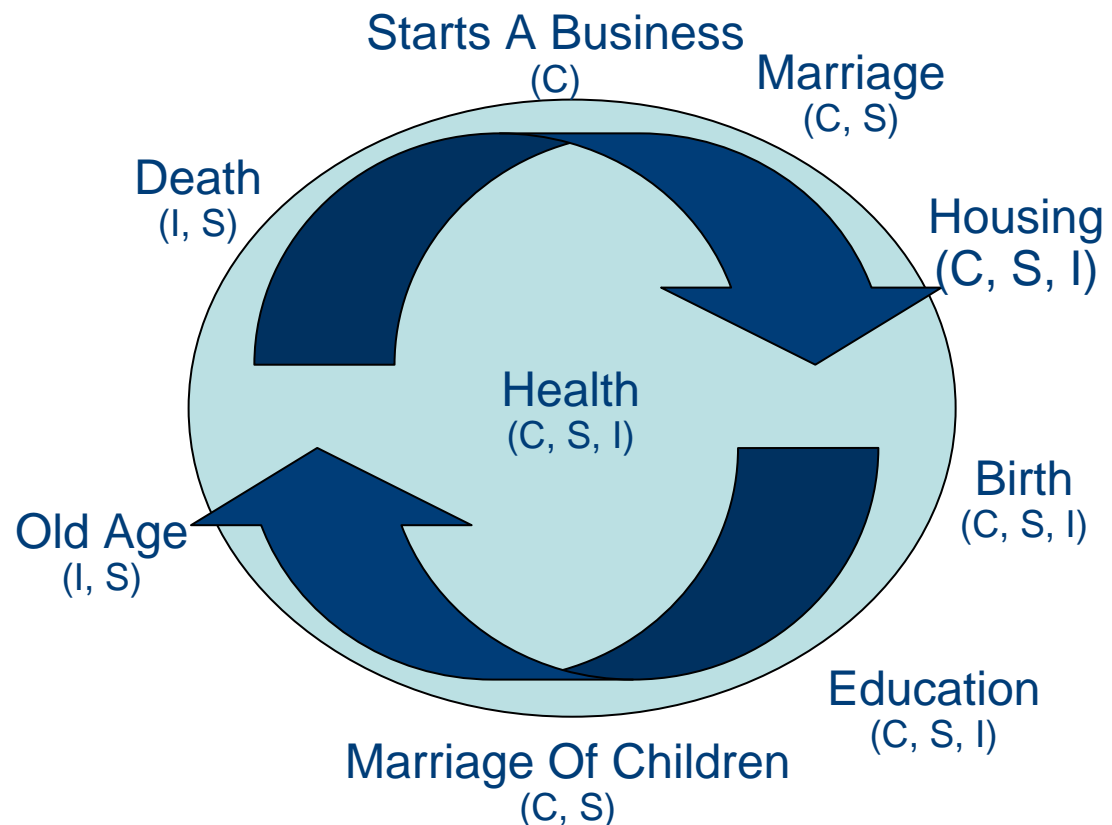
Impact

Limited consensus on **how to measure impact** in a practical way & results are **inconclusive**

Microfinance Industry Context: Improving Impact

- **Most MFIs are credit-centric**
- **However, low income women need a much broader range of financial services to meet their needs**
- **Key priorities for low income women**
 - Build assets (e.g. home)
 - Save for life events & emergencies
 - Protect against risks
 - Support their families: health, education

Lifecycle Needs for Financial Services



C = Credit; S = Savings; I = Insurance

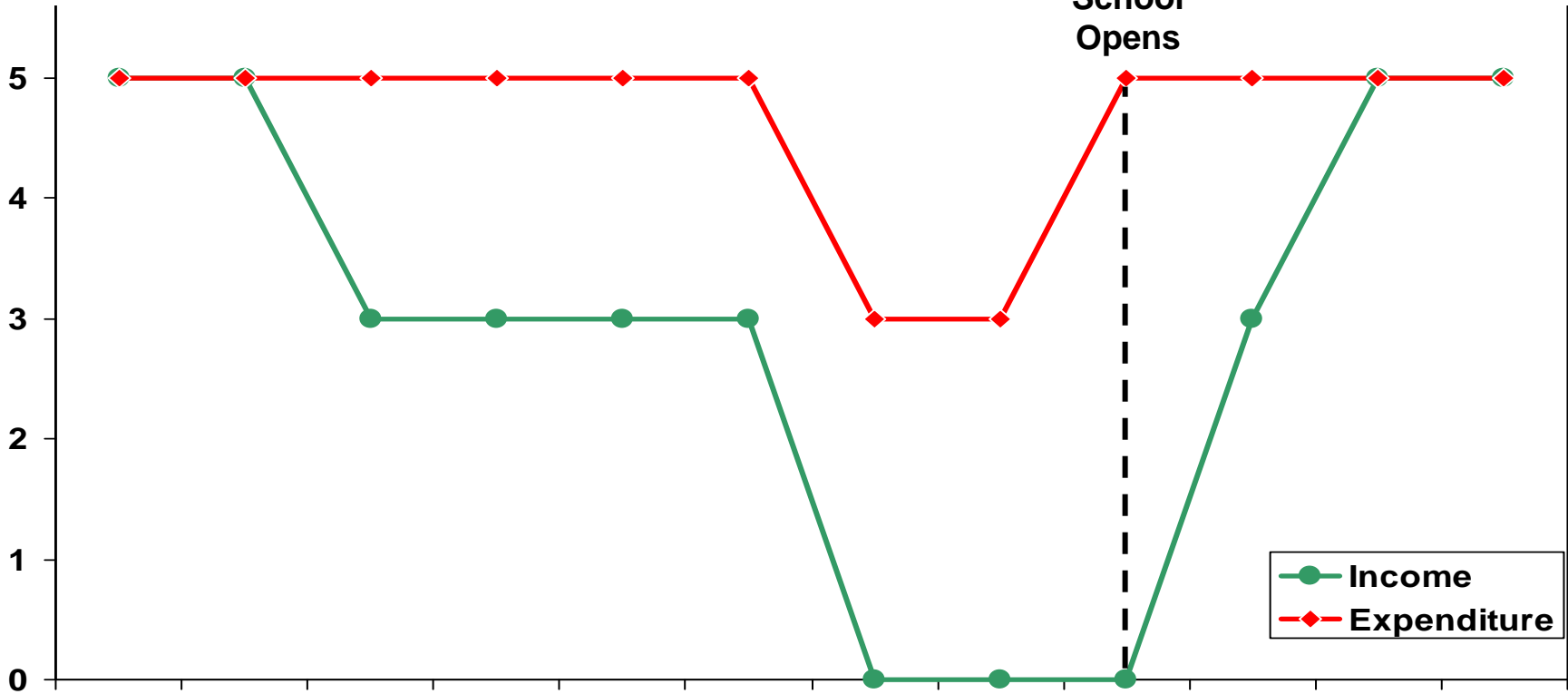
Education: Commitment savings products



Festivals: Tabaski

Ramadan

Xmas

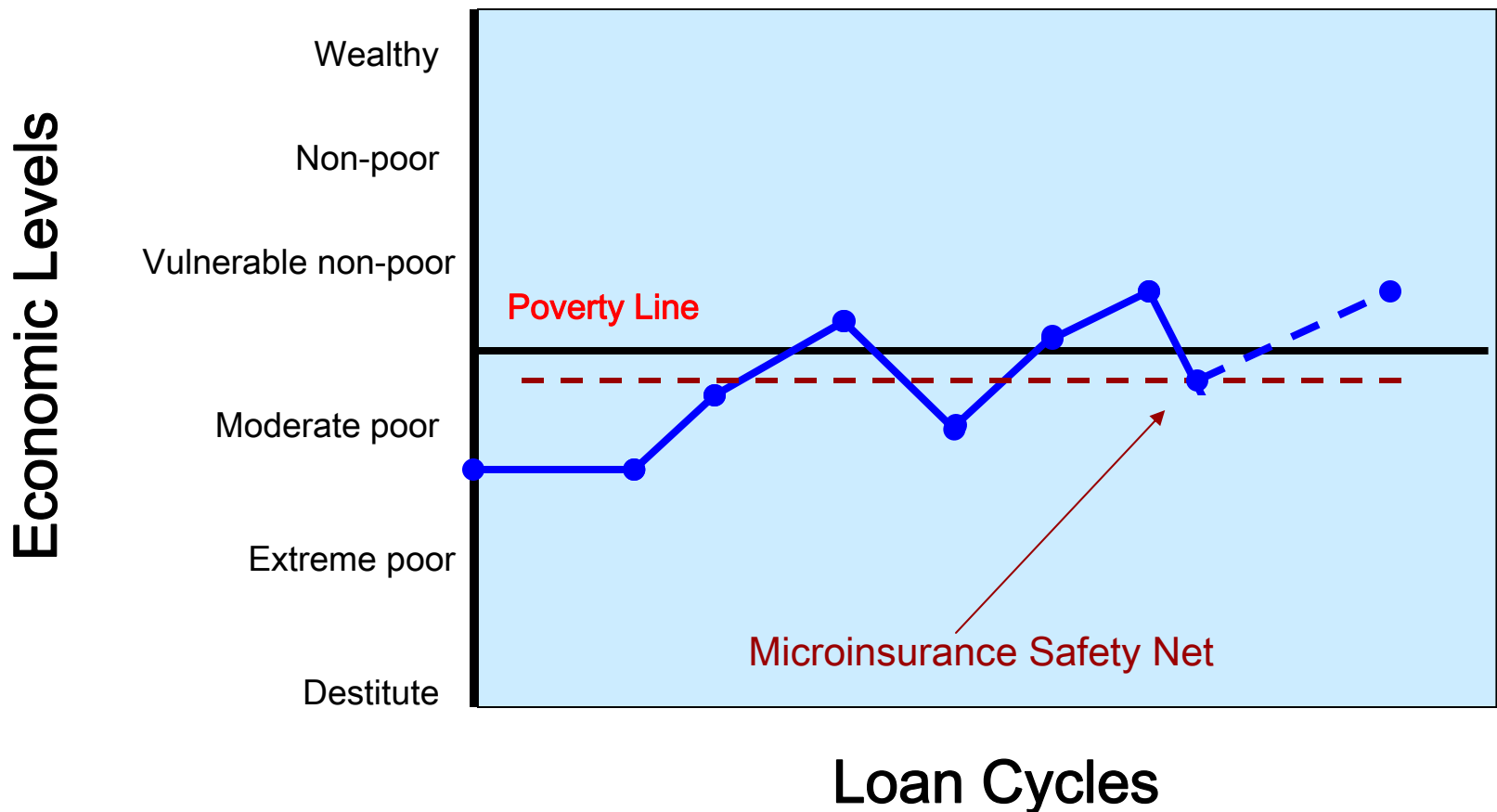


Tourism

Harvest/ Tourism

Health: Micro-insurance manages risk

Health: Microinsurance can protect low income households from falling into destitution



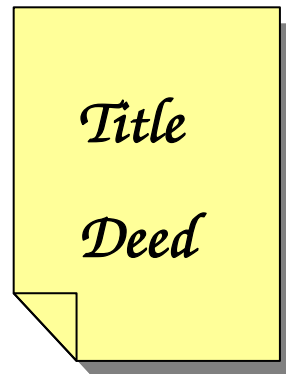
Source: Monique Cohen, *Microfinance Opportunities*. Adapted from a slide by Bill Grant (Ebony Consulting International)

Housing: Ensuring asset ownership

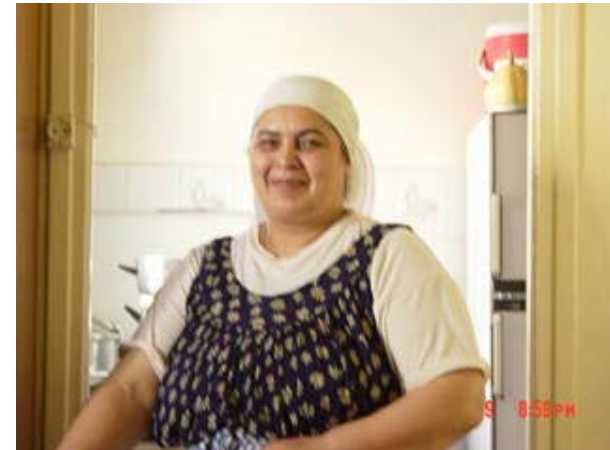
Some MFIs have mandated that women be on the property title in order to access a home improvement loan.....



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Financial Literacy: Ensuring families make the right decisions



Thank You

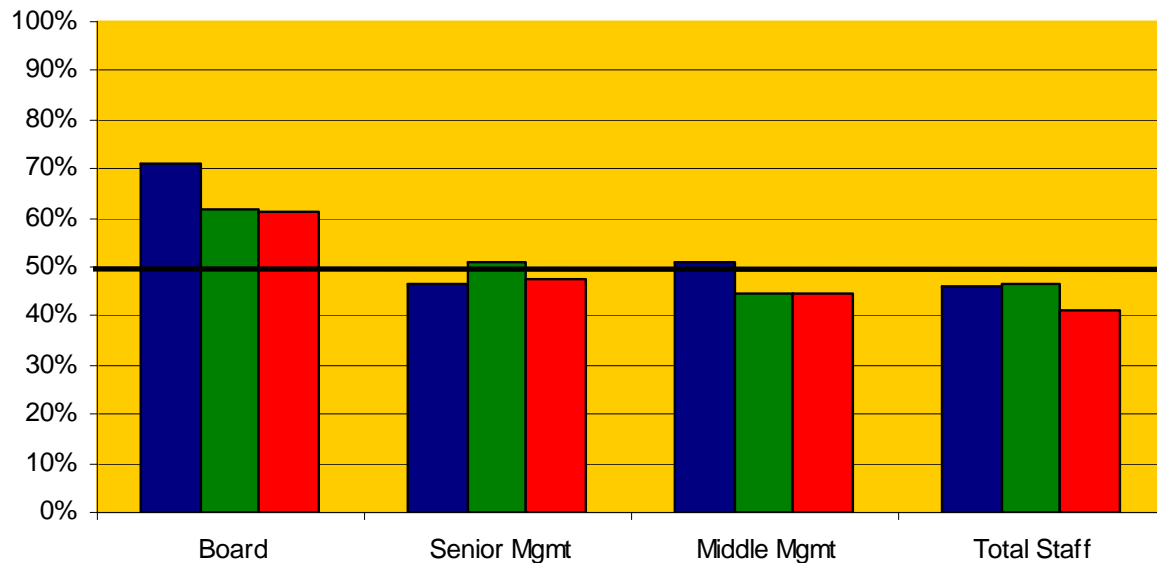


Presented by Women's World Banking
at the United Nations
New York, March 6th 2008

The % of women as staff and leaders in MF is also declining.



Example: % of women in the WWB network



	2002	2003	2004
Board	71%	62%	61%
Senior Mgmt	47%	51%	47%
Middle Mgmt	51%	45%	45%
Total Staff	46%	47%	41%

To Understand the 'Glass Ceiling'

Example: Al Amana's 88,000 borrowers (2004)

