

***Naoko Felder-Kuzu***

 dandelion.com

© 2008 AGI-Information Management Consultants  
May be used for personal purposes only or by  
libraries associated to [dandelion.com](http://dandelion.com) network.

# Making Sense

## Microfinance and Microfinance Investments

MURMANN

# Table of Contents

<b>Preface</b> .....	7
----------------------	---

## **PART I: Microfinance**

### **Chapter 1**

<i>Maria, Santo Domingo, July 2003</i> .....	11
<i>My Encounter with Microfinance</i> .....	15

### **Chapter 2**

<i>Learning about Microfinance: The Basics</i> .....	18
<i>What is microfinance?</i> .....	18
<i>Who are the clients of microfinance?</i> .....	19
<i>How large is this client base?</i> .....	21
<i>How does microfinance help the poor?</i> .....	24
<i>Who are the providers of financial services to the poor?</i> .....	25
<i>Where and when did the microfinance movement started?</i> .....	27
<i>What kind of credit lending model is used by the MFIs?</i> .....	28
<i>Can the poor really pay back their loans?</i> .....	29

### **Chapter 3**

<i>Learning more about the Industry</i> .....	33
<i>Players in the microfinance industry</i> .....	34
<i>The important role of the international development agencies</i> ....	34
<i>Credit rating agencies</i> .....	35
<i>Market size and potential demand of the industry</i> .....	36
<i>The microfinance revolution:     the commercialization of microfinance</i> .....	37

### **Chapter 4**

<i>The Field Trips</i> .....	40
<i>ADOPEM</i> .....	41
<i>Visiting ADOPEM's clients</i> .....	44
<i>The Credit Committee meeting</i> .....	47

<b>Bank Rakyat Indonesia (BRI):</b>	
<i>the first MFI to go public in Asia</i> .....	50
<i>BRI Unit client: Mr. Nandi, Pamanukan, Indonesia</i> .....	53
<i>Visit to a Badan Kredit Desa/BKD (village bank)</i> .....	54

## **Chapter 5**

<i>Why Microfinance Should Matter to You</i> .....	57
--	----

## **PART II: Microfinance Investments**

### **Chapter 1**

<i>Promoting Microfinance Investments</i> .....	63
<i>Flow of funds</i> .....	64
<i>Latin American MFIs, the first to tap the capital markets</i> .....	65

### **Chapter 2**

<i>Measuring Social Return: Ongoing Efforts</i> .....	67
---	----

### **Chapter 3**

<i>Bridging the World of Microfinance and Capital Markets</i> .....	72
<i>Investment products</i> .....	72
<i>Investment opportunities today</i> .....	76
<i>Observations and future trends</i> .....	85

<b>Postscript</b> .....	89
-------------------------	----

<b>Appendix</b> .....	91
-----------------------	----

<i>1) Suggested Readings and website sources</i> .....	91
--	----

<i>2) List of 50 investment funds</i> .....	94
---	----

<b>Bibliography</b> .....	96
---------------------------	----