



Q4 - November/December 2011 African Microfinance Transparency

AMT NEWSLETTER

Welcome! This is the 4th newsletter for 2011. These newsletters are distributed to both AMT members and non-members alike. They summarise the last quarter's activities as well as any interesting bits of information relating to the African Microfinance sector and the issue of transparency.

THE LATEST EVENTS

From the 2nd to the 4th November, AMT held a stand at the **European Microfinance Week**, which took place in Luxembourg. During the conference the coordinator also attended the joint Steering Committee Advisory Board meeting for the Rating Initiative about the next steps to take after the closing of their rating co-funding activities.

AMT also attended the **Global MicroCredit Summit** which took place from the 14th to the 17th November in Valladolid, Spain.

During this conference, which attracted over 1,800 participants, AMT held an information stand to further promote its activities. Participants who visited the stand took the opportunity to learn more about AMT and to pick up a copy of our latest publications, including the 2011 Investor Directory.

INVESTOR'S FAIR

In order to ensure that next year's Investor's Fair responds to your needs as best as possible, AMT has launched an in-depth analysis and survey on the concept of the Fair. If you have attended one or several Investor's Fair(s), please be so kind as to answer the following questionnaire <https://www.surveymonkey.com/s/3BCPTNR>. Thank you for your participation!

PUBLICATIONS AND STUDIES

The **2011 edition of AMT's Directory of microfinance Investors** is available for purchase. This Directory aims to facilitate contact between African MFIs and investors. You may purchase it for 20€ (Post & Package included). Please contact the [coordination team](#) for more information.



Season's Greetings to all our members and partners from all of us here at AMT!

The technical document "**Which rating product is right for me?**" has been finalised and sent to the AMT members. It is also available on the AMT website.

AMT BOARD MEETINGS

The next Board meeting will take place on the 8th and 9th March 2012.

Following the elections which took place at this year's General Assembly in October 2011 in Ghana, the Board has welcomed two new members :

- **Marthe Yimbou**, CEC PROM Mature (Cameroon)
- **Valère Houssou**, Alidé (Benin) were both newly elected
- **Kimanthi Mutua**, K-Rep (Kenya), became a founding member and president of AMT after he retired from K-Rep. His mandate as President runs until March 2012.

For more details on the composition of the Board for 2012, please visit [our website](#).

TRANSFER OF THE AMT SECRETARIAT TO AFRICA

Following the call for tender launched in May to find an organisation willing to host/manage AMT's secretariat, the Board finally chose Senegal as a host country for its secretariat. The transfer procedure is underway and more information on this will be available in the next newsletter.

WEBSITE, FACEBOOK AND TWITTER

This quarter, the website registered 970 single visits coming from 83 different countries. The 2011 Investor's Fair is the page which generated the most views. Our [Facebook](#) page now has 116 « likes » and we have 107 « Followers » on [Twitter](#).

AMT MEMBER'S SECTION

HOW TO JOIN AMT

If you are interested in joining AMT, please be so kind as to send your application to the coordination team via email. [More information can be found on our website.](#)

Duterimbere (Rwanda) and **Fanikiwa** (Tanzania) sent their application forms in October and November.

RATING UPDATES

Pamecas Senegal (Planet Rating), **CECA**, Togo (MicroRate), **Fececav**, Togo (MicroFinanza Rating), **Salone Microfinance Trust**, Sierra Leone (Planet Rating) recently updated their rating.

MEMBER BROCHURE (FACTSHEET)

AMT will soon be compiling its member's Factsheets in order to compile them in order to obtain a brochure which will give an overview of the members.

MFTransparency's PRICING TRANSPARENCY CERTIFICATE

SDSA, Niger and **Nyèsigiso, Mali** both members of AMT, have received the Pricing Transparency Certificate from MFTransparency's rewarding them for their hard work and commitment to pricing transparency.



AMT members at the last post-rating analysis workshop in Ghana.

Did you know?

You can follow us on



and you can also follow us on



Photos from the last Investor's Fair, as well as regular updates are available on Facebook and Twitter.

Contact us

The coordination team:

2, rue sainte Zithe

L-2763 Luxembourg

Tel +352 45 68 68 31/57

Fax +352 45 68 68 68

Info@amt-forum.org

www.amt-forum.org

PUBLICATIONS, STUDIES, WORKING GROUPS, GENERAL INFORMATION, ETC...

The 3rd edition of AMT's Microfinance Investor's Directory the 3rd edition of AMT's Directory of microfinance Investors active in Africa is available for purchase. Please [contact the coordination](#) for more information.

The end of co-funding

The Rating Initiative has announced the closing of their co-funding activities of microfinance ratings as well as the project's transition towards a new phase. The press release is available [here](#) or on [our website](#).

The consultant database for AMT members will soon be updated and posted in the website's members' section. AMT members will also get a hard copy of the consultant's list in order to facilitate contact between them.

AMT will launch a selection of case studies as well as a forum on the website so that the members can discuss and share their experiences. If you are an MFI member and wish to share your story by taking part in these case studies next year, please do not hesitate to contact us and let us know.

MEMBER PROFILE – ALIDé, Bénin



For this end of year edition, we wanted to include a short feature on one of our members: we asked them about the challenges and highlights they encountered during the year 2011, as well as the benefits which came out of their recent rating.

Valère Houssou, Executive Director of ALIDé, Benin, answered our questions.

What were the main challenges that your institution faced this year and how did you overcome them?

Answer: During the year 2011, ALIDé was faced with three main challenges: attain operational self-sufficiency, improve its PAR 30 days (which must always be below 5%) and maintain its leadership in terms of social performance.

ALIDé is a microfinance institution which was created in January 2006 and whose main characteristic lies in its strong attachment to the social aspect microfinance. Nonetheless, this socially-oriented policy will not stop us from achieving 100% operational self-sufficiency at the end of December 2011 (this ratio stood at 91.72% at the end of December 2010). In order to overcome this challenge, the MFI developed a strategy aimed at reducing operational costs, most notably with regard to the staff's salaries who gave up any increases for the year 2011 to help achieve this goal. This strategy was supported by the introduction of a new credit methodology. This independent group-loan strategy called "TOVI-NONVI" helped reduce the management and loan tracking costs. Regarding maintaining the 30 days PAR, which was down to 8% at the end of 2010, ALIDé has set up a specialization policy for its loan officers. As of this year, there are three different categories of loan officers according to the size of the loans requested and the level of analysis required.

What value-added did the rating bring to your institution?

Answer: ALIDé underwent its latest financial rating in July 2011. Thanks to the rating report, ALIDé's management team became aware of its financial underachievement despite its good social performance. Following this, the rating report played an instrumental role in the drawing up of ALIDé's strategic planning for 2012 – 2016, which should bring the institution to attain optimum financial, operational and institutional performance by the end of 2016. Finally, the rating report was used as a transparency tool with our partners and shareholders, such as OIKOCREDIT, KIVA, Entrepreneurs du monde and Grameen Crédit Agricole.

What was the highlight of the year 2011?

Answer: This year's highlight was to reach our operational viability 5 years after starting our activities. Another highlight of the year was the 2 week inspection from the Central Bank of West African States (BCEAO) which ALIDé underwent in December as it was identified as an emerging MFI and whose supervision will now depend on the West African Monetary Union (WAMU).

We would like to thank M. Valère Houssou to have taken the time to answer our questions.

**BEST WISHES AND A VERY HAPPY NEW YEAR
FROM ALL THE AMT TEAM!**