



Advancing financial access for the world's poor

CGAP-Ford Foundation Graduation Program

Aude de Montesquiou

December 3, 2009

CGAP: who we are

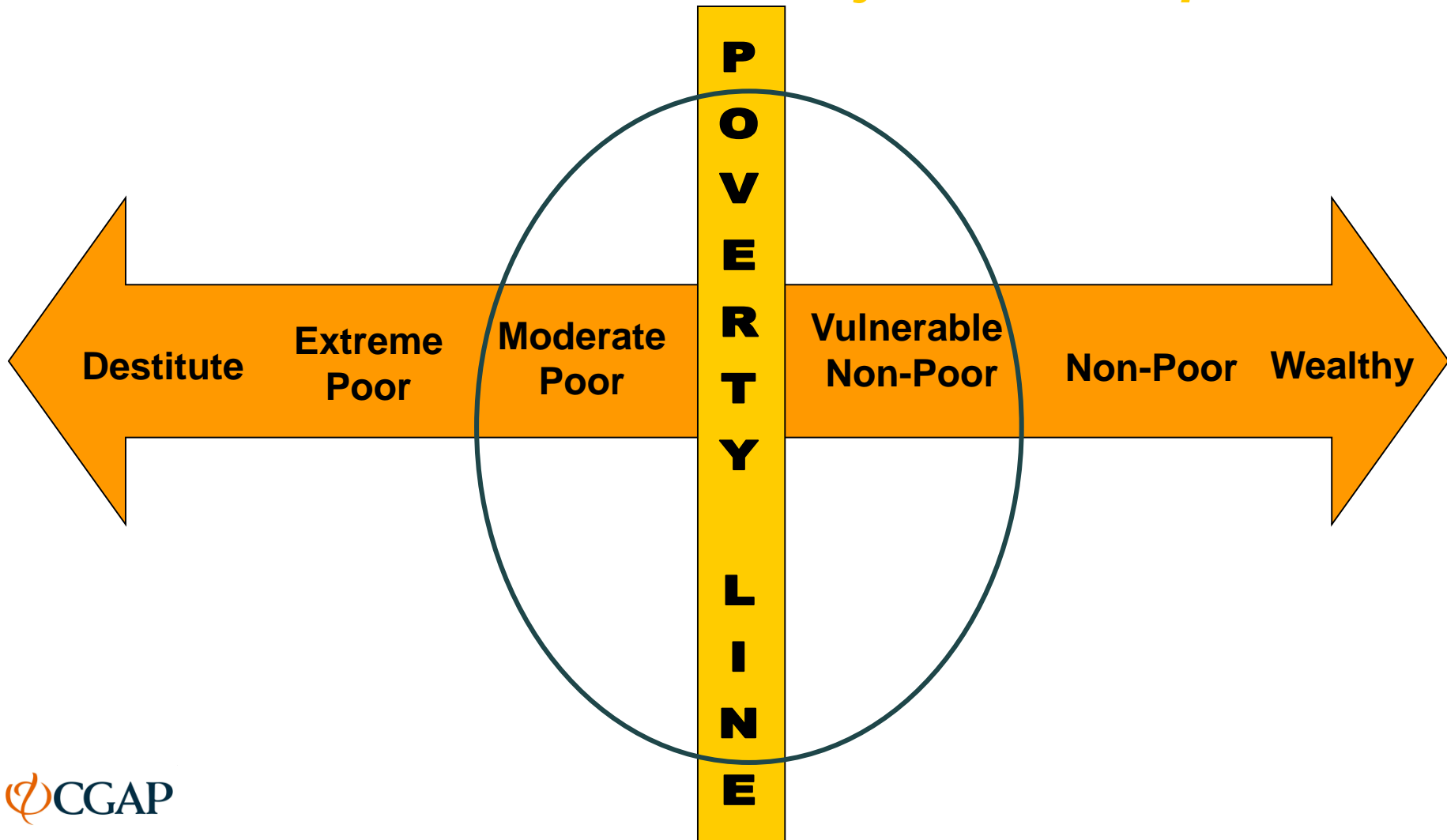
CGAP is an independent policy and research center dedicated to advancing financial access for the world's poor

At a glance:

- Supported by **over 30 development agencies** and private foundations who share a common mission to alleviate poverty
- **6** locations: offices in Washington DC and Paris, with 4 regional representatives based in Abidjan, Dhaka, Moscow, and Nairobi
- **28** million dollar annual budget
- **50** staff
- **150,000+** copies of CGAP publications distributed globally in 2008
- **70** countries with CGAP activities

why is CGAP involved in graduation?

Microfinance doesn't usually reach the poorest

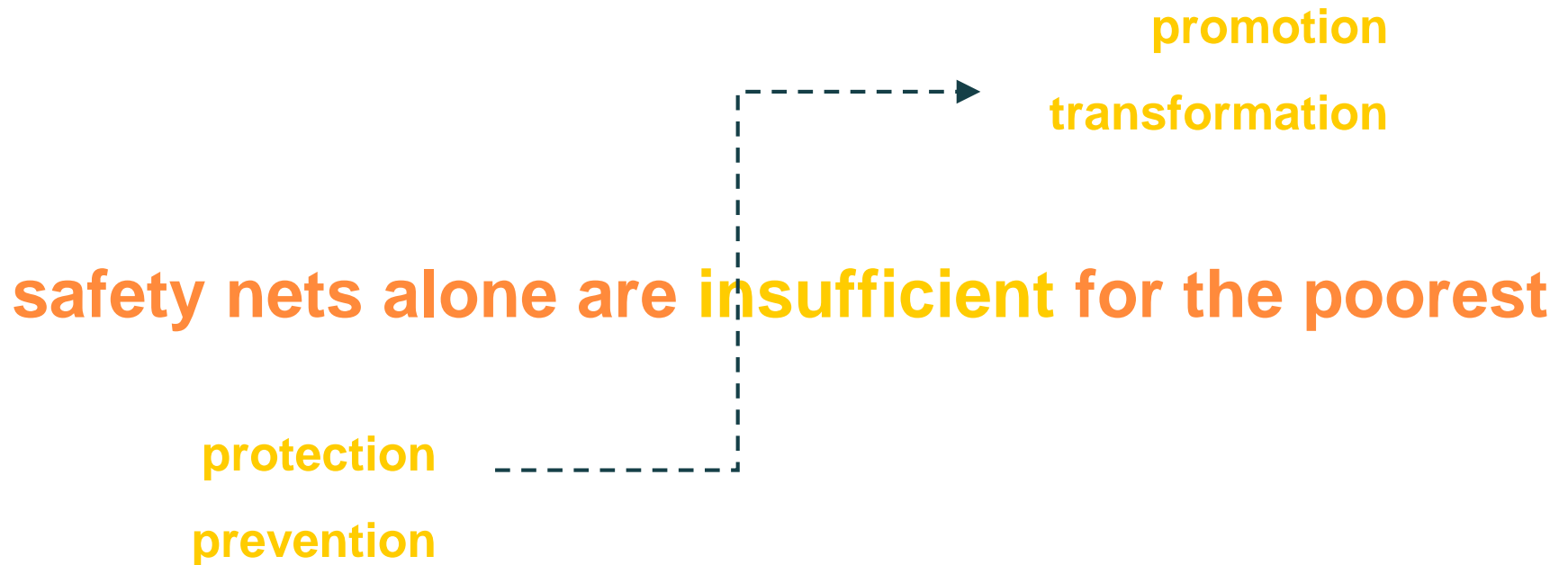


microfinance alone might be inadequate



confidence
entrepreneurship
skills
health
social capital

safety nets are not enough



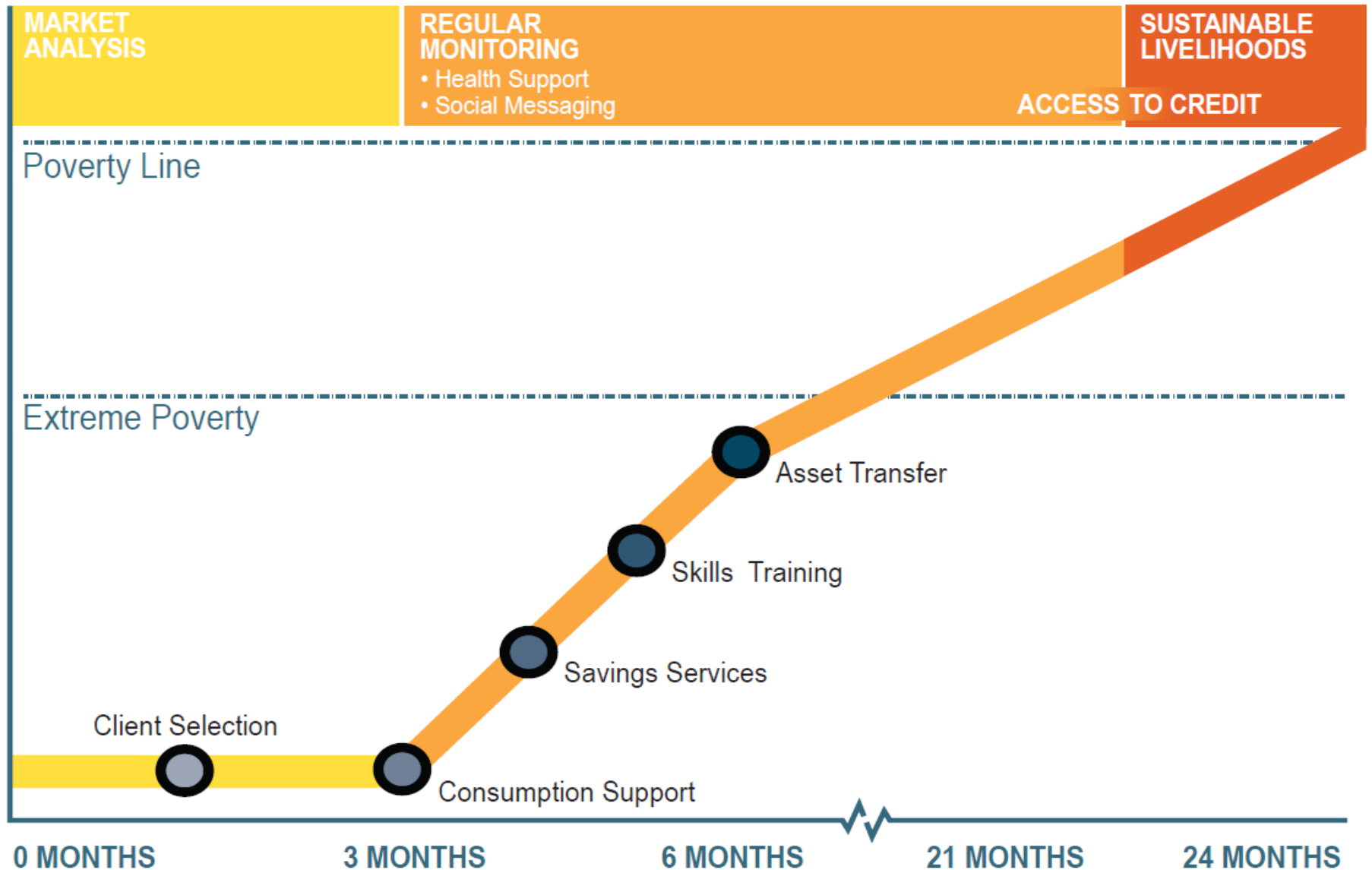
what is “graduation” ?

creating ladders

safety nets + livelihoods + microfinance

sequencing

how the model works



Nine pilots in seven countries

Haiti - India - Pakistan - Honduras - Peru - Ethiopia - Yemen



different stages



Fonkoze, Haiti
2007



SKS, Andhra Pradesh, India
2007



Trickle Up, West Bengal, India
2007



Bandhan, West Bengal, India
2007



PPAF Partners, Coastal Sindh, Pakistan
2008



ODEF and PLAN, Lempiras, Honduras
2009



Arawiwa and PLAN, Cusco Peru
2009



REST, Tigray, Ethiopia
2009



SFD & SFW, Yemen
2009

under close scrutiny

understanding change

quantitative research + qualitative research

measuring impact

early numbers



Fonkoze, Haiti
150 participants
143 “graduated”
95% graduation rate



Bandhan, West Bengal, India
300 participants
292 “graduated”
97% graduation rate

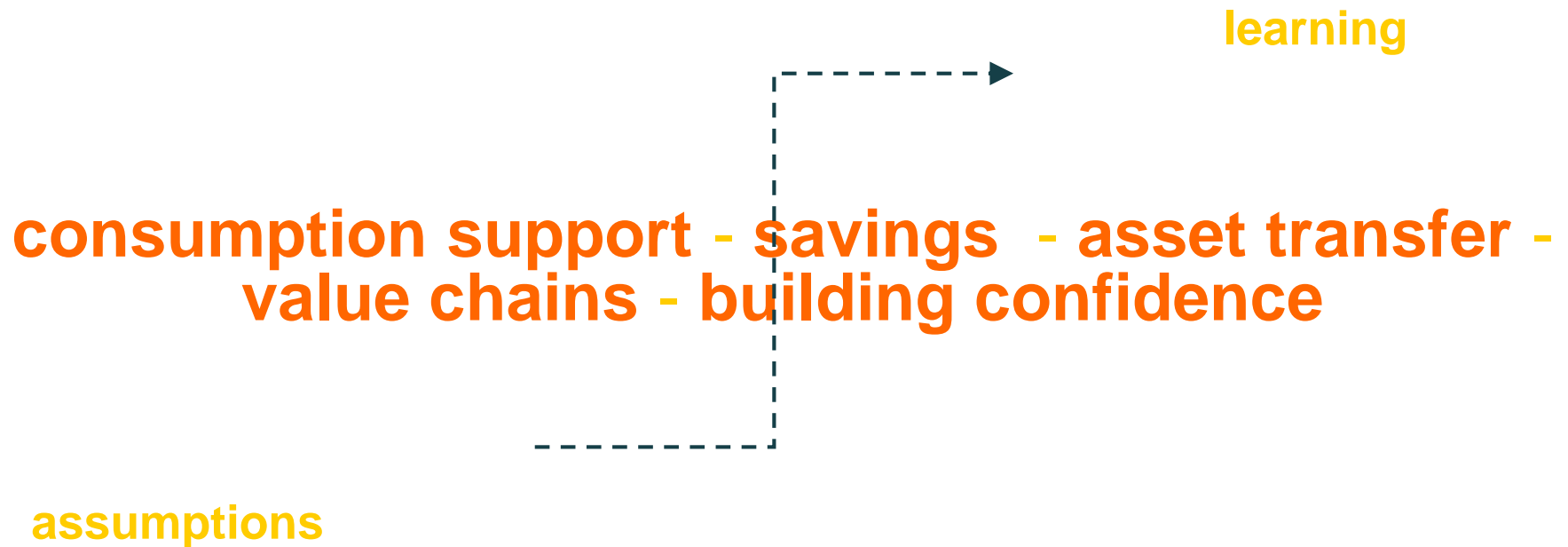


SKS, Andhra Pradesh, India
426 participants
414 “graduated”
97% graduation rate



Trickle Up, West Bengal, India
300 participants
258 * “graduated”
86% * graduation rate

9 pilots: early lessons



early lessons: consumption support



breathing space
regularity
trust
food /cash
financial education
savings

early lessons: savings



valuable service
asset building
discipline
literacy

early lessons: asset transfer



fixed menu
short/long term mix
positive externalities
support services

early lessons: value chains

value chains
linkages
building markets



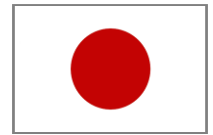
early lessons: building confidence



training
coaching
setting goals
weekly visits
group meetings
village committees

still learning

www.cgap.org/graduation



Advancing financial access for the world's poor

www.cgap.org

www.microfinancegateway.org



MINISTRY FOR FOREIGN AFFAIRS OF FINLAND



FORD FOUNDATION

