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New Models in Housing Microfinance

Microfinance Learning and Innovations After Hours Seminar
April 22, 2008

Commercial Bank Downscaling Model for Housing Microfinance

**Presented by
Franck Daphnis, President and CEO**



Company Overview

- **Private, for profit international firm committed to fostering innovative solutions in the fields of development finance and urban and community services.**
- **Established in February 2005**
- **45 staff worldwide**
- **Two \$8 million dollar global programs funded by the Bill and Melinda Gates Foundation focused on pro poor urban development**
 - **Housing Finance for the Poor (HFP)**
 - **Urbis**

How Commercial Banks Deliver Housing Microfinance



Overview of Key Models

- **Non- Microfinance Commercial Bank “downscaling”**
- **Service (or Agency) Model**
- **Microfinance Institution “up scaling”**



Examples

- **Non- Microfinance Commercial Bank “downscaling”**
 - **Banco de Credito (Peru)**

- **Service (or Agency) Company**
 - **AMEEN (Lebanon)**
 - **CapStone (India)**

- **Microfinance Institution “up scaling”**
 - **Mibanco (Peru)**
 - **Banco Sol (Bolivia)**
 - **Grameen (Bangladesh)**

What's on the horizon?

- **Expanding Housing Microfinance**
- **Micro mortgages**

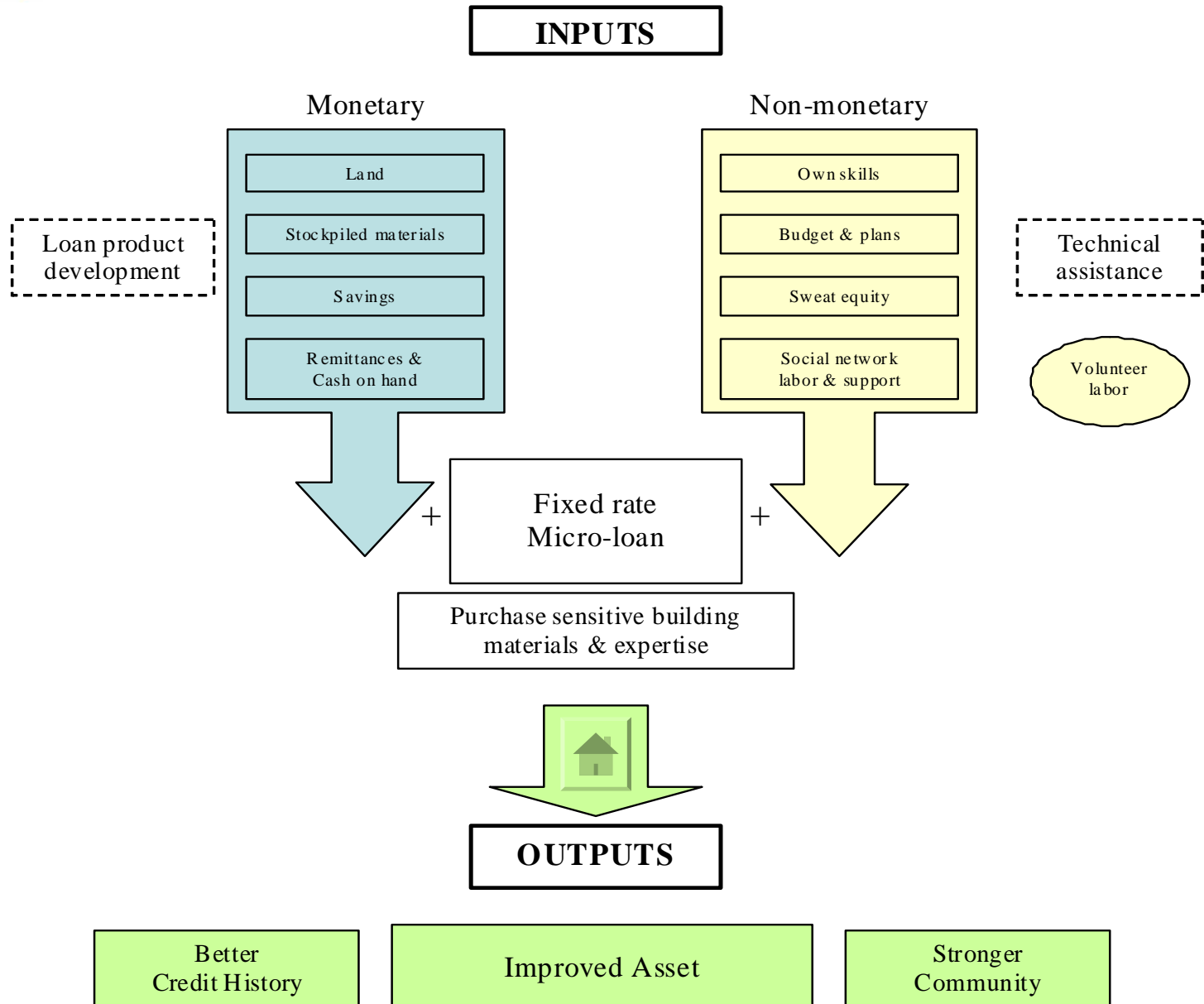




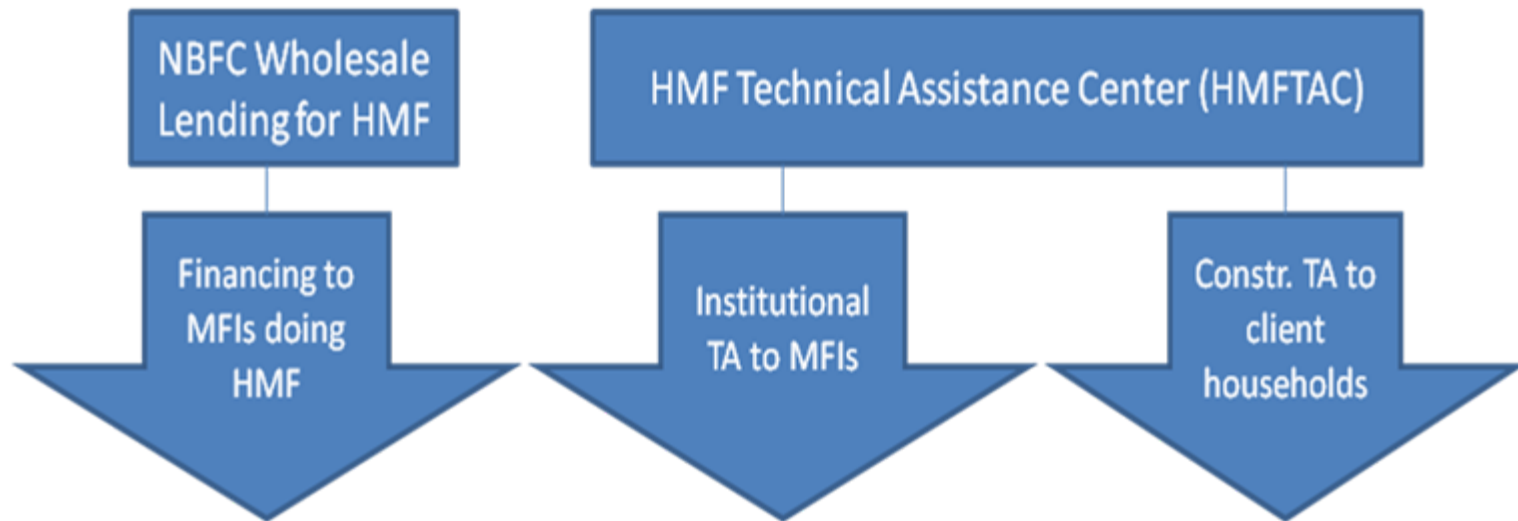
The MFI/NGO Model for Housing Microfinance

**Presented by Patrick Kelley,
Director of International Housing Finance**

Aligning Monetary and Non-Monetary Inputs



HFH India's Housing Microfinance Sector Strengthening Approach



The Manufacturer/Retailer Corporate Engagement Model for Housing Microfinance

**Presented by
Stephanie Schmidt, Managing Director
Full Economic Citizenship**



Osasco: first Brazil location

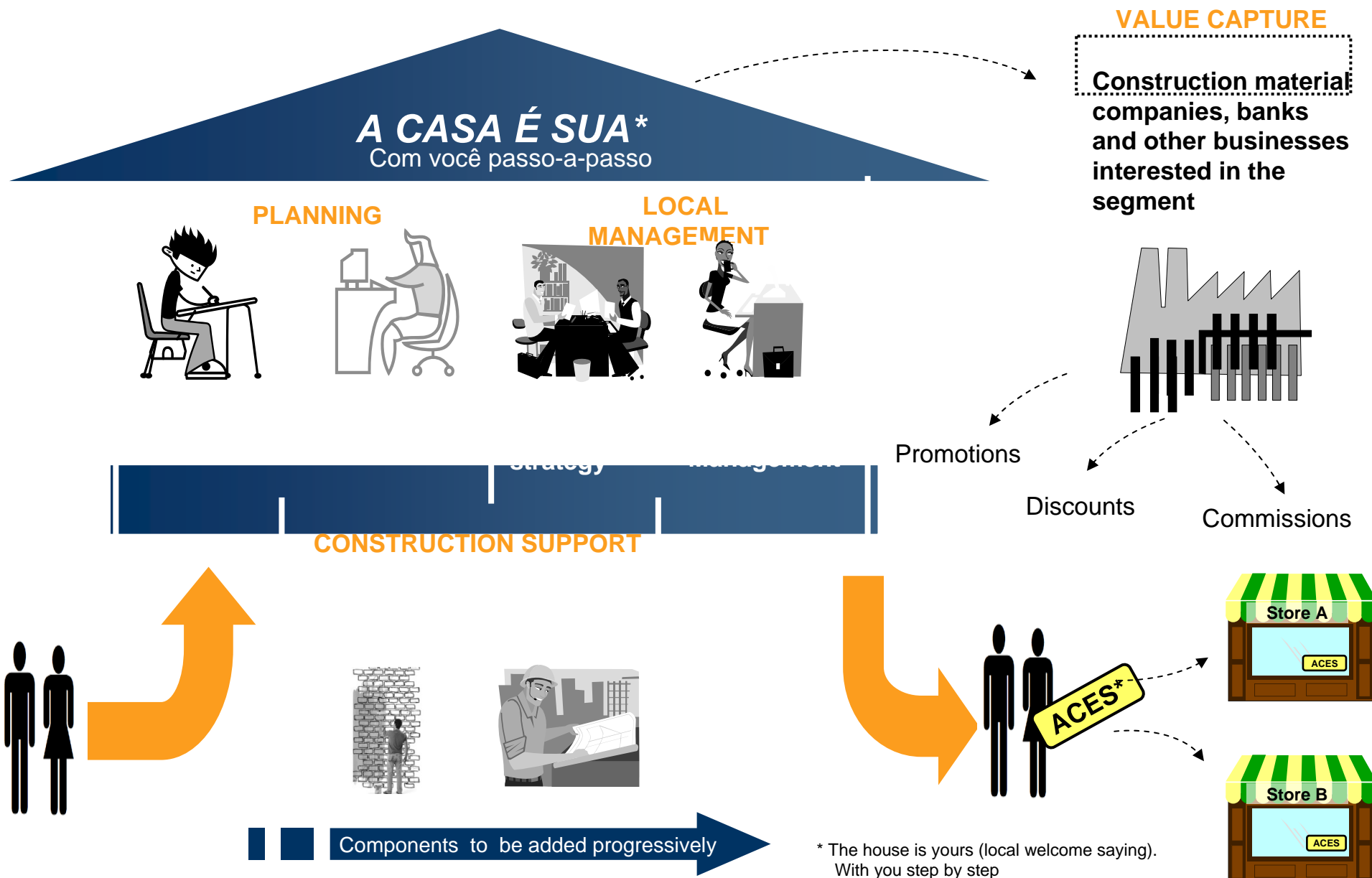


Criteria for area selection

- Start in major metropolitan areas
- Communities with low risk of eviction
- Organized and accessible
- Large scale > 500,000 units (10,000 clients)
- Local retailers available
- Preferably undergoing urbanization and/or land regularization programs

Key components of 'A Casa é Sua' program

Hybrid Value Chain approach: bringing together CSOs, companies and other players aiming at improving self construction efficiency and slum dwellers' housing conditions





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Thank you!

For further information and resources, please visit www.microlinks.org/fs and click on “housing.”



A screencast of this panel discussion will shortly be available at www.microlinks.org/afterhours.