



*FRA Microfinance West Conference*

**The International Association of Microfinance Investors  
Board Panel:  
Advancing Microfinance for Market-Driven Investors**

**San Francisco**

**July 15, 2008**

## **IAMFI Panel Focus**

Experts estimate that by the year 2015 private sector investment will increase ten-fold from \$2 billion to \$20 billion, via direct funding to MFIs and indirect, or “Limited Partner” investment.

Members of IAMFI’s Board of Directors share their investing experience and offer ideas for advancing the virtuous circle of capital flows between private sector sources, investment vehicles and microfinance institutions, in order to meet the industry’s growth demands.

## **IAMFI Panel Speakers**

*Moderator:* **Joan Trant**, Executive Director, IAMFI

*Speakers:*

**Tryfan Evans**, Director, Microfinance Investments, Omidyar-Tufts  
Microfinance Fund

**Terri Lecamp**, Founding Partner and Chief Operating Officer, Plainfield  
Asset Management LLC

**Ann Miles**, Director U.S., BlueOrchard Finance S.A.

**Sam Moss**, President, Gray Matters Capital

## **IAMFI Panel Topics**

### **Views on Microfinance Investment in the Current Environment (T. Lecamp and T. Evans)**

In addition to the challenges inherent in a nascent asset class, emerging nations, MFIs and their customers are experiencing the broader economic unease due to:

- Inflation
- Interest rates
- Reduced debt options
- Energy and food prices

What concerns do investors have in light of the current challenges?

What is compelling about microfinance despite these issues?

## **IAMFI Panel Topics**

### **Common Questions Investors Ask (A. Miles)**

Investors increasingly seek to commit assets to microfinance but investment decisions are hindered by a lack of information and transparency.

What are investors' top questions and concerns as they evaluate investing in microfinance?

## **IAMFI Panel Topics**

### **Some Examples of How Investors Mitigate Risks**

Several MIVS and industry service providers are developing tools to help investors reduce risk. What are some of these tools and what may investors look forward to as the microfinance sector evolves?

- Liquidity (S. Moss, A. Miles)
  - Antares Fund
  - Dexia Fund

## **IAMFI Panel Topics**

### **Some Examples of How Investors Mitigate Risks, cont.**

Several MIVS and industry service providers are developing tools to help investors reduce risk. What are some of these tools and what may investors look forward to as the microfinance sector evolves?

- Transparency (T. Evans, A. Miles)
  - Fund evaluation methodologies and valuation
  - CGAP MIV Disclosure Benchmarks, LuxFLAG, et. al.

## **IAMFI Panel Topics**

### **Some Examples of How Investors Mitigate Risks, cont.**

Several MIVS and industry service providers are developing tools to help investors reduce risk. What are some of these tools and what may investors look forward to as the microfinance sector evolves?

- Reputational Risk (T. Lecamp, S. Moss)
  - An investor approach to balancing financial and social returns
  - IAMFI efforts to focus impact measurement on industry-strengthening indicators

## ***IAMFI: An Introduction***

- Genesis: Investor Roundtable in Fall 2006. Participants:
  - Steve Hardgrave and Crystal Hutter, *Omidyar Network*
  - Sam Moss, *Gray Matters Capital*
  - Ian Callaghan, *Morgan Stanley*
  - Gil Crawford, *MicroVest*
  - Sandra Darville and Tomás Miller, *IDB/MIF*
  - Elizabeth Funk, *Unitus* and *Dignity Fund*
  - Ann Miles, *Blue Orchard*
- Strategic Plan and infrastructure completed in 2007
- Officially launched in January 2008

## **IAMFI's Mission**

IAMFI is a global membership organization dedicated to supporting commercially oriented microfinance investors, particularly Limited Partner institutional investors that invest through MIVs, by:

- Providing credible, comprehensive and timely information on the microfinance industry from an independent perspective
- Hosting events for members to gain insight and address concerns
- Facilitating dialogue among all sector participants

## IAMFI's Members

***Limited Partners (LPs):*** Active and potential investors who invest in an investment vehicle rather than investing directly in microfinance institutions. Example: TIAA-CREF

***General Partners (GPs):*** Public and private entities that manage a fund or investment vehicle in which there are many investors. Ex.:  
BlueOrchard

***Service Providers (SPs):*** Entities that help advise, structure, consult or broker investments in the microfinance industry. Ex.: Morgan Stanley

## **IAMFI's Services**

### **Information Portal**

- Robust web site with third-party information and data about microfinance and microfinance investing
- Reviewed for relevance and accuracy so that investors may evaluate information more efficiently
- Password-protected “Members Only” section

### **Research**

- White papers, reference materials
- Original research

## **IAMFI's Services, cont.**

**e-Newsletter** – news, commentary, trends

### **Education, Conferences and Events**

- Hosted and co-hosted international conferences on microfinance investing
- Issue-specific events and seminars for special interest groups within the Association's membership

### **Community**

- Forum for members to discuss interests, goals and concerns
- Vehicle for dialogue among all sector actors

The International Association of Microfinance Investors (IAMFI) is a global membership organization exclusively dedicated to serving current and potential market-driven microfinance investors, especially those who invest in funds and other vehicles.

IAMFI helps investors achieve their goals by offering credible, objective industry information, facilitating dialogue, and working to improve the global environment for microfinance.

The association seeks to promote the virtuous circle of capital flows between private sector sources, investment vehicles and microfinance institutions, enabling greater access to financial services for the world's working poor.

*For more information, contact Joan Trant, Executive Director,  
[jtrant@iamfi.com](mailto:jtrant@iamfi.com)*