

IFC Financing to Micro, Small, and Medium Enterprises in Europe and Central Asia

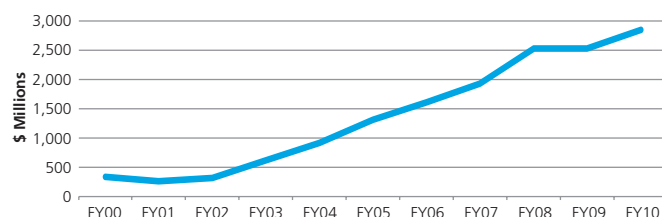
KEY HIGHLIGHTS

IFC is working to develop solutions to close the micro, small, and medium enterprise (MSME) financing gap, collaborating with 88 financial institutions across 24 countries in Europe and Central Asia.

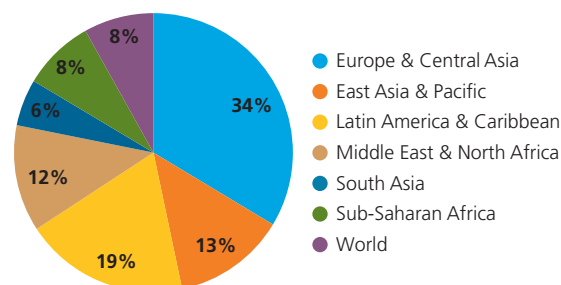
As of June 2010, IFC committed a total of \$2.8 billion to MSME finance in Europe and Central Asia, with \$918.7 million in fiscal year 2010. In addition, IFC's microfinance institution (MFI) clients had 209 thousand loans outstanding to micro-enterprises in Europe and Central Asia by end of 2009, totaling \$411.3 million. Similarly, IFC's SME financial institution (SME FI) clients had 386 thousand loans outstanding to SMEs by end of 2009, totaling \$29.9 billion in this region.

MSME FINANCIAL INTERMEDIARY PORTFOLIO, JUNE 2010

IFC's Committed Portfolio in MSME FIs in Europe and Central Asia



IFC's Regional Committed Portfolios in MSME FIs



MSME LOANS BY IFC CLIENTS, DECEMBER 2009

MSME Loans by MFIs

IFC was able to survey or extrapolate outreach data from 13 MFI clients in 10 countries. 69% of these clients received advisory services from IFC.

	Outstanding Loan Portfolio in #	Outstanding Loan Portfolio in \$	Average Loan Size	NPL %
Micro Loans	209,039	411,293,986	1,968	3
Small Loans	35,555	578,346,080	16,266	4
Medium Loans	2,038	316,972,945	155,531	4

MSME Loans by SME FIs

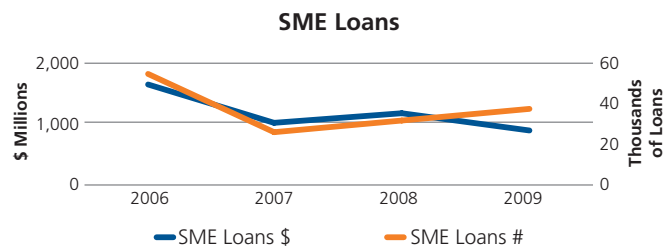
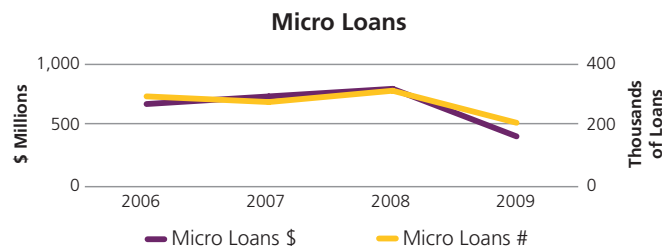
IFC was able to survey or extrapolate outreach data from 23 SME FI clients in 14 countries. 32% of these clients received advisory services from IFC.

	Outstanding Loan Portfolio in #	Outstanding Loan Portfolio in \$	Average Loan Size	NPL %
Micro Loans	355,280	878,992,326	2,474	7
Small Loans	286,626	6,799,155,422	23,721	9
Medium Loans	99,021	23,069,786,429	232,978	6

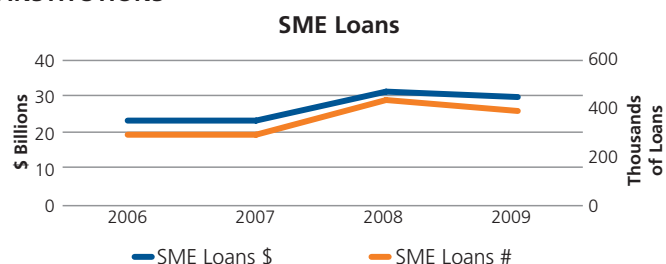
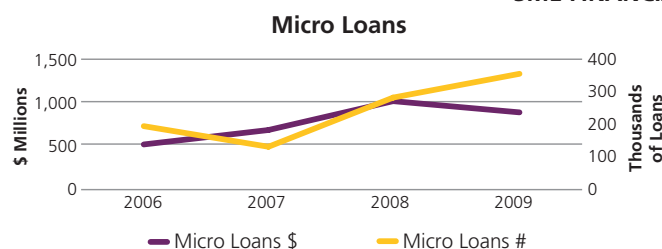


GROWTH TRENDS

MICROFINANCE INSTITUTIONS



SME FINANCIAL INSTITUTIONS



CLIENT HIGHLIGHT: BAI-TUSHUM & PARTNERS MICROFINANCE COMPANY — KYRGYZ REPUBLIC

Objective and Client's Needs: Bai-Tushum & Partners (Bai-Tushum) Microfinance Company is one of the leading micro lending institutions in the Kyrgyz Republic. Originally established in 2000 as a non-government organization (NGO), it transformed into a microfinance company in 2009 and now holds an estimated 25 percent market share of microenterprise clients among regulated and non-regulated microfinance institutions. There are seven branches and 41 sub-branches nationwide that provide financial products to micro-entrepreneurs in various sectors. Bai-Tushum focuses on the rural poor and low income segment in the Kyrgyz Republic.

IFC's Involvement: In 2005, IFC provided \$1.2 million debt financing to Bai-Tushum, coupled with advisory services. In 2009, IFC committed a second investment project to support expanding microlending activities, which consisted of an additional credit line of \$4 million.

IFC Advisory Services assisted Bai-Tushum to become the first transformed microfinance institution in the country by providing a comprehensive Transformation Plan, Board and Governance Guidelines, risk management and development of a deposit product. IFC Advisory Services continues to support the strengthening of Bai-Tushum's internal structure through improving internal control and audit and rolling out the deposits product.

Development Impact: Since 2000, Bai-Tushum has disbursed more than \$120 million and 66,000 loans, 43 percent of which have been for agriculture and agriculture-related businesses. The average loan size was \$1,500, serving the bottom of the pyramid. Approximately 88 percent of loans are to rural residents in remote areas and about 45 percent of loans are made to women with little access to credit. As of June 2010, Bai-Tushum had 27,491 outstanding micro loans worth \$38 million.

"I want to express my appreciation to IFC for providing both investment and advisory services to Bai-Tushum. IFC was among the first international investors with senior debt and provided a second investment. IFC Advisory Services have been instrumental in helping us to find the best way to progress by focusing on capacity building and institutional development in the process of transformation."

— Gulnara Shamshieva, CEO of Bai-Tushum & Partners, Kyrgyz Republic



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