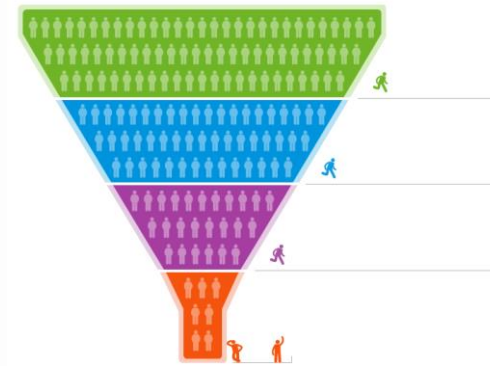
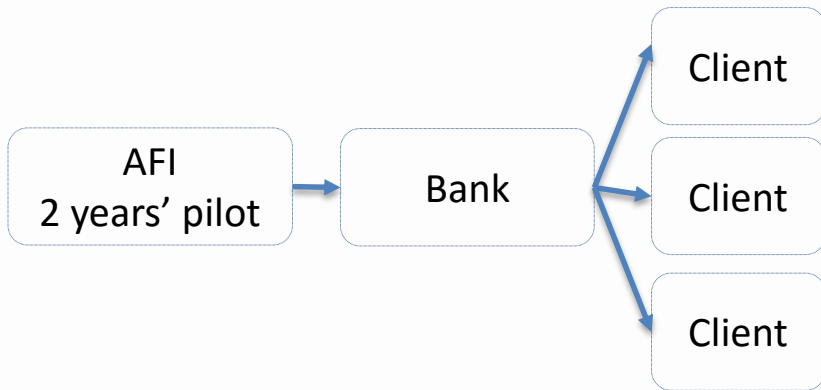


Action Finance Initiative

microfinance in Greece

www.afi.org.gr

Our experience is based on...



567 informed

220 trained

146 interviewed














40 approved

-  Disbursed 240K out of 325K approved
-  0% default as of February 2016
-  1/2 of approved projects are start-ups
-  81 new jobs created in a year
-  50% of approved projects held by previously unemployed
-  28% youth entrepreneurship (≤ 30 years old)
-  43% female entrepreneurship
-  35% exporting activity
-  25 active volunteers

AFI has piloted extensively:

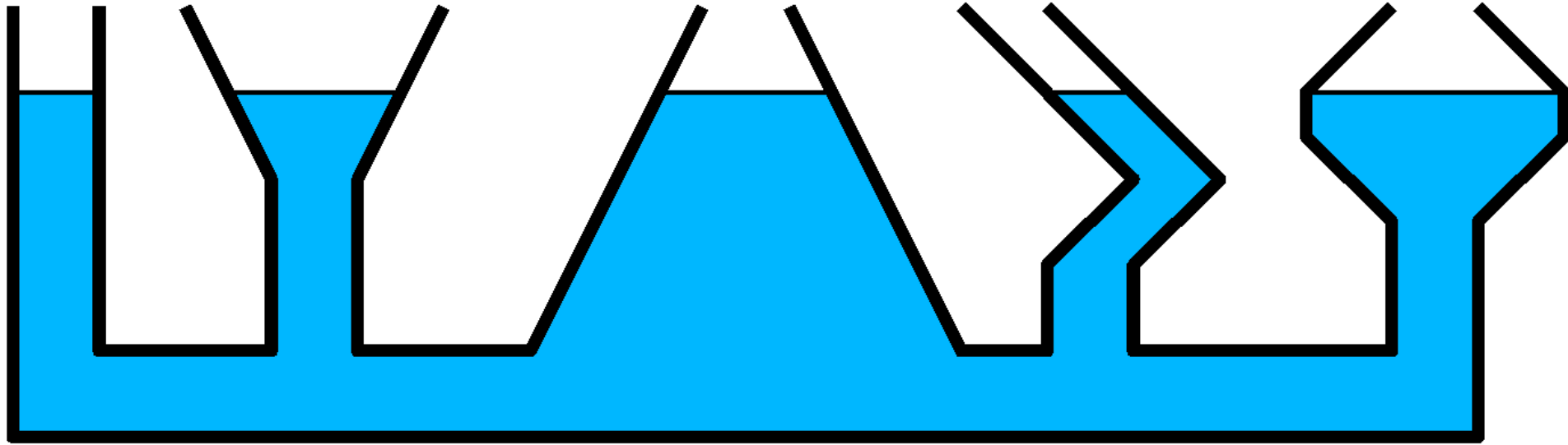
- Unemployed
- Women
- <30 yo
- >50 yo
- 7 out of 9 legal entities
- Immigrant
- homeless
- average loan: 8.000 euros
- existing/new
- ATH/THESS
- various channels

Support to: clients – BDS services

-  **More important than the funding component !**
-  Only to those who are interested in getting a microloan
-  Only for free – negative correlation with €
-  Level of volunteers
-  BDS should have dual role: support & screening
-  Negative & positive correlations
-  Every x clients need a pool of 2x volunteers
-  Group sessions: 30%, personal: 70%
-  The pool: ½ function, 1/3 industry, rest generalists
-  Good applicant: 6-9 hrs, average: 12-18, idea phase: 25-30
-  Onboarding volunteers: average 5 weeks
-  Training thematics
-  **What makes microfinance expensive !**

Support to: an MFI like AFI

“BALANCE”



Volunteers

Publicity






Guarantees




Credit line

Human
capital

OPEX €

Support to: the ecosystem

-  1st mover disadvantage/advantage
-  Great opportunity to build up demand & economy – speed is key
-  Stability & elasticity of taxation & economy on small projects
-  The power of piloting and testing
-  The devil is in the details → simplicity/streamlining is mandatory

-  Alternative schemes is a must
-  MFIs to have direct access to structural funds and to EaSI facility
-  MFIs to be able to act independently of the banks

******* The seeds (ideas, people, trust) are still there ! *******

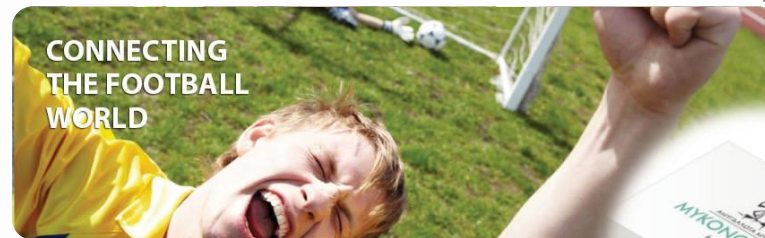


AgriFarm
FRESH FROM PRODUCTS

A powerful vision and mission of AgriFarm is the production and formulation of innovative products with the adoption of a particular model and an approach we call "Re-farming Greece".



TKTO
ATHENS



**CONNECTING
THE FOOTBALL
WORLD**

