



# **The Global Microfinance Investment Congress**

## **Strategy of Investment Funds in a competitive Market**

January 22nd 2008



## Remarkable increases in the volume of global microfinance investments

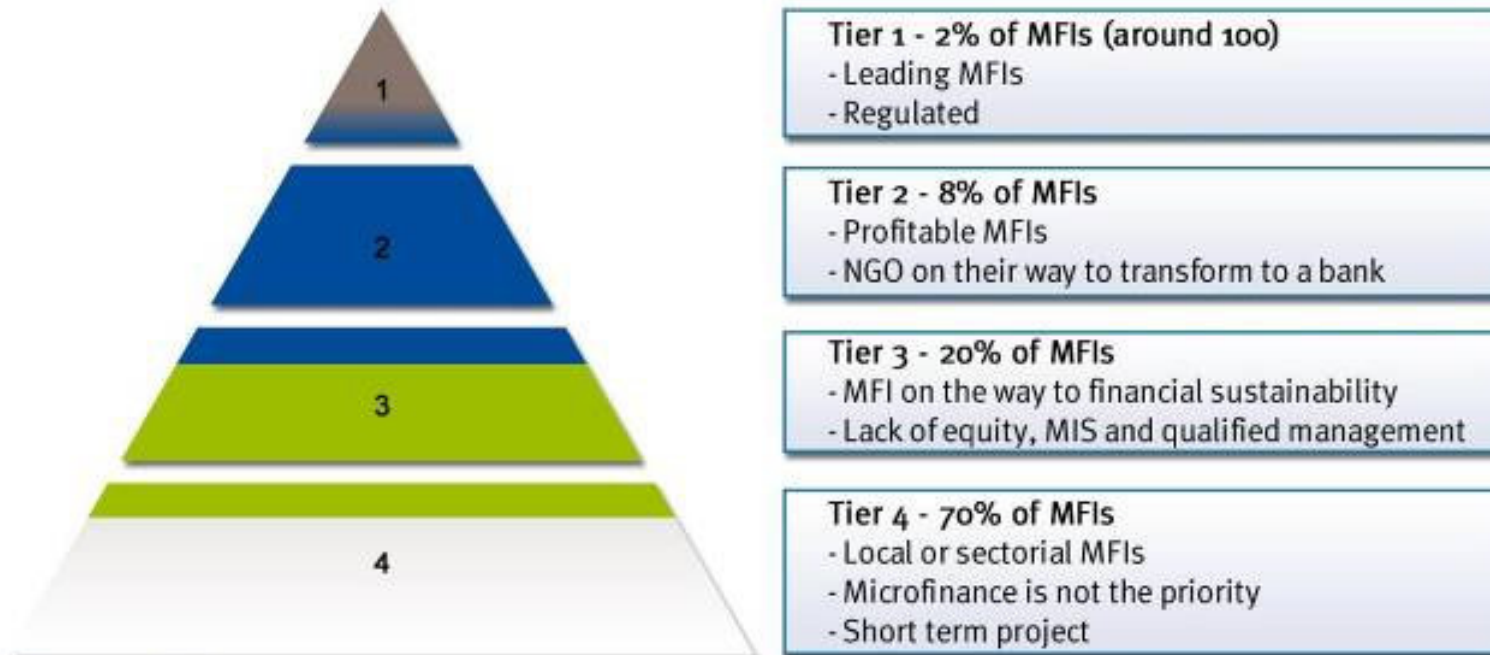
- Between 2004 and 2006, the stock of foreign capital investment (for debt and equity) has more than tripled to US\$4 billion;
- The bulk of foreign investment is going to 150 MFIs in less than 35 countries and 2 regions : Latin America, Eastern Europe and Central Asia account for 75% of cross border capital flows;
- Asia and Africa receive only 6 and 7% of foreign investment respectively;
- Social Responsible Investors (SRI) market is huge, with over US\$4 trillion in assets.

**Source: Focus Note, Foreign capital Investment in Microfinance, CGAP, January 2008**



## Bulk of Investments going to a limited number of MFIs

The bulk of foreign investment is going to 150 MFIs in less than 35 countries





## Which strategy for existing players / new entrants?

- Product diversification
- Geographical focus
- Currency capability
- Size of investment targeted
- Expected return
- Commercial / Social Mix
- Funding linked to TA



## PlaNis strategy

PlaNis will address its services to both investors and MFIs in the following areas:

- (1) Advisory and Management services to debt funds, with PIAM (PlaNet Finance Investment Advisors and Managers), whose services include origination, the study and structuring of investments;
- (2) Structured financing in microfinance: CLO/CDO, syndications;
- (3) Advisory and Management services to microfinance private equity funds;



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