



Oikocredit *“dancing in the rain”*

Making Our Money Work for a Better World

Patrick Hynes, Oikocredit International

Life isn't about waiting for the storm to pass –
it's about learning to dance in the rain.



Access to responsible finance



- ▶ **The challenge:**
 - ▶ 2.7 billion have no access to formal financial services
- ▶ **A solution:**
 - ▶ UK retail savings market
£1,000 billion
 - ▶ Investment market
£ trillions unknown

Reaching disadvantaged people...



Microfinance



INDIA

Borrower: Activists for Social Alternatives (ASA)

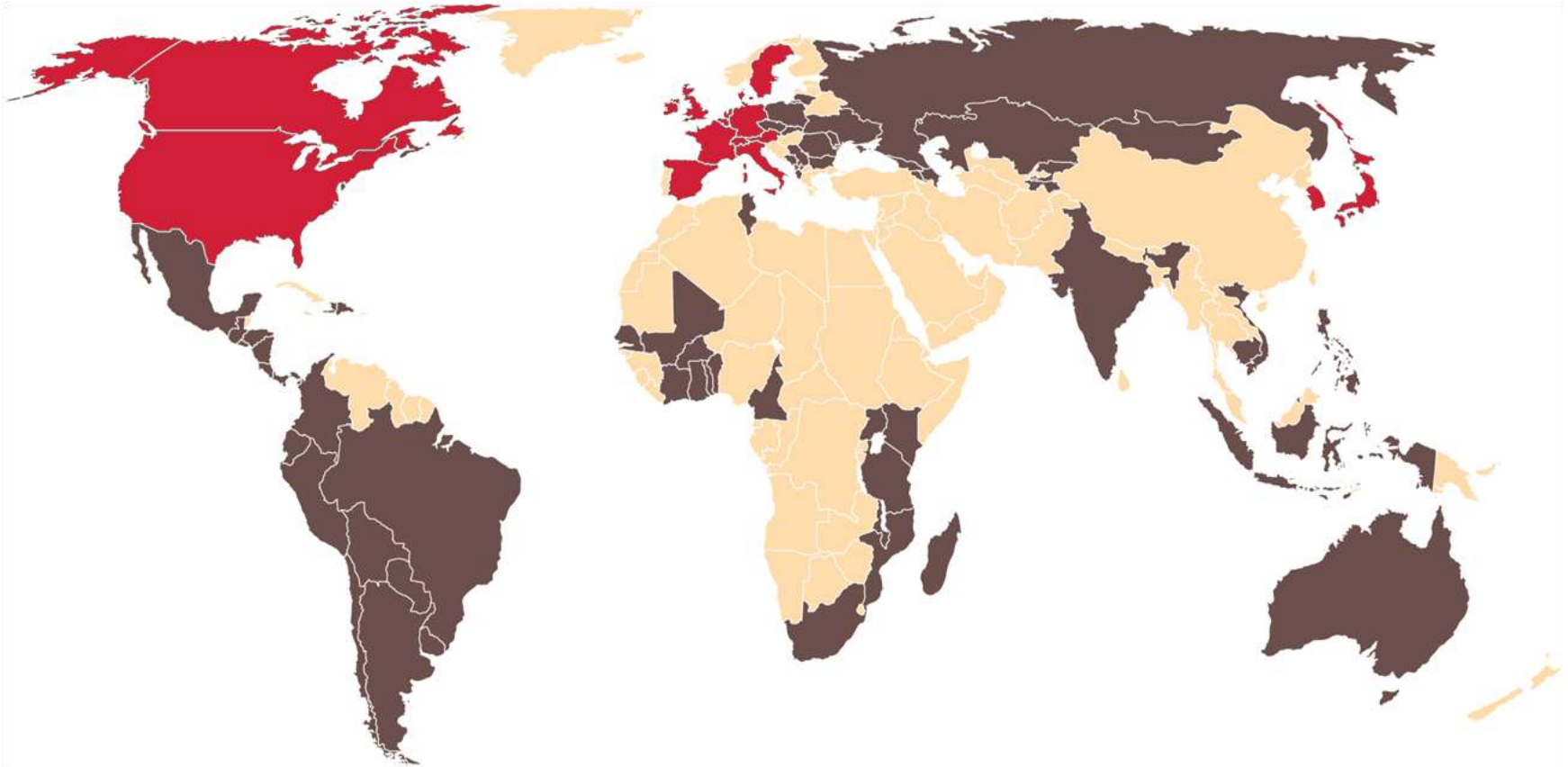
Loans: INR 125,000,000
(£1.6 m)

Purpose: microfinance

Loan: INR 50,000,000
(£650,000)

Purpose: school building

A global and local co-operative



■ Providing finance through 879 project partners in 71 developing countries

■ Raising capital from 43,000 investors in 16 countries

Fair Trade



UK, USA (Ghana)
Borrower: Divine Chocolate
Equity: GBP 500,000
USD 948,000
Purpose: working capital

36 years of financial performance



- ▶ **Total finance: > €1 billion**
- ▶ **Written-off: < 3%**
- ▶ **Risk management**
- ▶ **Share value held**
- ▶ **Ratings (e.g. M-CRIL)**
 - ▶ Financial: recommended
 - ▶ Social: highly recommended

2010 Financial Report



Balance Sheet

Investor capital	€477 m
Development financing	€481 m
Net asset value	€531 m

Income Statement (% of investor capital)

General expenses	2.8%
Dividend paid	2.0%
Addition to provisions	2.3%
Add to reserves	1.4%
Total	8.5%

Environmental impact



Australia (Kenya/Uganda)
Borrower: Barefoot Power
Loan: USD 1 million
Equity: AUD 400,000
Purpose: working capital

Social performance



MF clients reached	1,234,000
Participation of women	86%
Rural MF clients	50%
Gender Policy	42%
Local currency loans	57%
Client Protection Principles	44%

Investment from UK and Ireland



Min /Max:	£150 or €200 /no maximum
Nominal value (asset value):	£150 (£167) €200 (€223)
Typical dividend:	2%
Term:	none
Fees:	nil
Investment type:	depository receipts
Income tax:	foreign dividend
Currency:	GBP or EUR
Sale terms:	redeemable at par

Who is changing the world?

“In my mind it was only rich people who invested in Oikocredit. But now I see it's normal people who invest what they have so other people can be happy in life.”

Rosalie Botti, Cocovico



Co-operative



CÔTE D'IVOIRE

Borrower: Cocovico

**Loan: XOF 1,126,000,000
(£1.5 m)**

Purpose: market building

Your questions



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