



Impact Report

Organisation name

Grameen Australia

Your name and position

Michelle Sawyer, Director of Operations

Please tell us a short story about someone who has benefited from this funding.

Leticia's earnings of USD 35/month was below the Manila living wage of USD 185/month as her small food vendor business could not generate capital for expansion. Her first loan of USD 95 purchased ingredients to expand her cooked meal range and add frozen meal options. Unfortunately Leticia fell ill soon after repaying her second loan, however she was able to use her savings (compulsory element of the program) to manage her situation. She applied her business training to review options and determined that her frozen foods business would be effective whilst she recovered. Her decision proved successful as she was able to secure a third loan to restart her business focused on frozen goods, and she now earns USD 20/week. She looks forward to continuing to grow her business as her health recovers.

Please describe the impact that the specific TFN funding has had.

The TFN donation directly contributed to the development of the Dona Carmen microfinance centre in Quezon City in Manila the Philippines. In the Philippines 47% of the population are excluded from the financial system, as they are 'unbanked'. The Grameen Australia Philippines Social Business Hub provides microfinance, business education and mentoring to these excluded communities, with women making up 97% of borrowers.

The TFN donation has directly impacted these women and their families as they have been able to access capital and training support to achieve their vision of building their own businesses. For many of our women controlling their finances provides both empowerment and security as they have an increased capacity to contribute to their community whilst providing for and protecting their family as they are able to accommodate their children needs within their self-run business structures.

In addition, the program includes the requirement that all borrowers hold savings and insurance. This element of the program has ensured that our borrowers and their families futures are secured against unforeseeable emergencies.

Please provide a quantitative breakdown of how TFN funds have been used

The TFN grants have been allocated to the development of the Dona Carmen Centre with TFNs grants used to fund loans. To date Dona Carmen has disbursed 224 loans (various cycles) at a total value of AUD 49,385. This is possible as Grameen microfinance loans are repaid and recycled back through the program to provide additional loans. Each loan is repaid over six months so the TFN grant of approximately AUD 15,000 has been lent out, returned and re-lent once over the past year. Over 5 years the initial AUD 15,000 donation will be leveraged 10x, thereby changing the lives of hundreds of families.

Dona Carmen has 127 savers with total current savings of AUD 3,770 and 118 loans are active valued at AUD 18,456. Many of the centres borrowers have completed at least 2 loan cycles, with some moving on to their third loan to grow their businesses.

Describe any ways the funding was used that differs from that described your original pitch

Funds have been allocated as per the pitch for the development of a Centre's loan book.

How many people have been affected by programs or activities that were supported with TFN funding?

The centre has provided a total of 224 loans with a total value of AUD 49,385 positively impacting the lives of at least 118 existing borrowers and their families ensuring a direct impact to at least 590 people (assuming a family of 5) and indirect impact to their broader community through the provision of new services and the potential for these business to employ within their communities.

What measures did you use to assess the impact?

Grameen Australia uses a combination of financial and social indicators to assess program impact. Financial impact statistics are extracted from a internationally sourced cloud based loan management system which provides real-time data on loan, savings and insurance activities.

In addition, Grameen Australia is currently undertaking a Social Impact Survey to evaluate the social impact of the program. Data has been collected prior to commencement of participation in the program, and at the end of each loan cycle to provide base and end data. The survey is collecting data on a range of social indicators including income change, consumption patterns, education and health access, quality of living indicators (changes to ownership of appliances, technology, vehicles etc) as well as investment in house improvements. Grameen Australia is about to commence a program of data analysis in partnership with a pro-bono Consulting organisation attached to the University of Sydney.

Describe three ways that your organisation has changed in the last 12 months since the event

Grameen Australia's activities have expanded considerably over the past 12 months. At the Manila program, it achieved its most successful year to date in 2017 with the program outperforming its target loan releases by 20% with more than 6,000 loans disbursed valued at USD 940,000. At its Chicken Farm Social Business in Cambodia, implementation of major expert review recommendations is moving it towards breakeven in 2018. In Australia, Grameen Australia is coming home commencing with the undertaking of a feasibility and business study into the viability of Grameen style microfinance in Australia in partnership with a regional community and a disadvantaged major city council jurisdiction.

Over the last 12 months, did you receive any additional financial support from anyone you met through TFN?

No

Over the last 12 months, did you receive any goods in-kind and/or pro-bono services from anyone you met through TFN?

No

How important was TFN funding in helping you achieve your objectives this year?

We would have found it difficult to achieve our objectives without TFN funding

Has the TFN pitch coaching and mentoring helped you successfully secure funding from other sources you did not meet through TFN?

No

What were some of the other benefits of participating in TFN?

TFN provided us with the opportunity to raise awareness of Grameen Australia's important activities on our doorstep in SE Asia. We also had the chance to demonstrate why Grameen style microfinance and social business is unique as it uses a holistic approach that encompasses not only access to microfinance but also business training and ongoing mentoring to ensure borrowers not only establish businesses but have the capacity and network to grow their businesses to better secure their future and the future of their families.

Do you have any other comments or feedback on the TFN experience or funding process?

The TFN experience is unique as it provides the opportunity to share our journey and the journey of our beneficiaries in an interactive and dynamic way. We would love to suggest a process whereby TFN runs a short survey of its audiences to determine how and why they responded to the stories they heard as this would provide an incredibly valuable insight into the quality and value of the messages we presented.