
Breakout 11: Rural Financial Institutions: Start-ups

“Agrocapital & Bai Tushum: Lessons from Two Rural Financial Service Foundations in Bolivia and Kyrgyzstan”

Author

Robert Fries (ACDI/VOCA)

Summary and Key Findings

This paper looks at Bolivia and Kyrgyzstan and how ACDI/VOCA identified a foundation for launching rural finance services. Along with dependable donor capital support, both foundations have benefited from concentrated technical support. In both cases the governance structure was strengthened through technical assistance and international cooperation; product design stresses convenience and flexibility over price.

“PT Ukabima Case Study in Indonesia”

Author

Maria C. Stephens (Catholic Relief Services)

Summary and Key Findings

This case study looks at micro finance in Indonesia and how PT Ukabima was formed. Ukabima promotes the careful selection, monitoring, and training of BPR clients. Ukabima deals with intrinsic risks in agricultural lending by: promoting strong BPRs and eliminating the weaker ones; offering unique package of financial services and training; working with partners who are sensitive to cultural needs to clients; and establishing farmers' information networks to distribute information that helps to minimize risk.

“The Case Study of ACLEDA Bank in Cambodia”

Author

In Channy (ACLEDA Bank)

Summary and Key Findings

This case study examines the transformation of the ACLEDA in Cambodia from a national NGO for micro and small enterprises development and credit to a fully licensed bank. With a mission to market nationwide delivery of high-quality bank products and services, ACLEDA was established in 1993 as an NGO and became a licensed bank in 2000. Market research shows that customers favor ACLEDA Bank because of the service provided: appropriate products, convenience of the network, speed of delivery, good returns, confidence in its management and good governance practice.
