



Inclusive finance

Working to promote a responsible inclusive economy and finance for vulnerable populations.

Theme factsheet



BENCHMARKS

GRET has been working on this subject area since 1990.

6 countries of operation in 2020: Burkina Faso, Cambodia, Central African Republic, Congo Brazzaville, Myanmar, Senegal.

8 projects and consulting missions conducted by GRET in 2019-2020.

By extending beyond a strict financial framework, inclusive finance enables access to essential services and is therefore a substantial economic and social issue for developing countries. This is why GRET's initiatives take a holistic approach, fostering entrepreneurship and more globally the development of the economy in its social and solidarity dimensions.

GRET develops financial services and products in the field in order to best respond to clients' needs. It uses inclusive finance as a tool to develop other sectors and focuses its innovative actions on rural and agricultural finance, employment for young people and support for micro-businesses. GRET works with and strengthens financial institutions so that they can conduct their mission to financially include disadvantaged populations over the long term. In this regard, GRET strengthens financial institutions' governance and their adaptation to socio-economic contexts in its zones of intervention.

GRET also supports private entrepreneurs, particularly in sectors of general economic interest. Financing requirements in these sectors - whether to invest in drinking water supply networks, electrification services or the sanitation market - are essential. GRET facilitates access for these entrepreneurs to financial resources, particularly banking resources, by proposing public-private partnership models, training stakeholders to draw up business plans and making it easier for entrepreneurs, financial actors and local public authorities to interact.

Methods of intervention

In partnership with local and international organisations – financial institutions, producers' organisations, public agencies, professional associations, international solidarity organisations (ISOs), engineering consultants – GRET implements projects in the field and conducts consulting missions. It produces knowledge on the sector, facilitates thematic networks, organises discussion workshops and delivers training.





GRET's approach

» «As a multi-disciplinary ISO, GRET is in a privileged position to facilitate integrated approaches supporting sectoral development by linking finance on the one hand and development of agroecology, green energies and employment on the other», explains **Elodie Guillat, projects manager.**

“For example, GRET conducts intermediation between farmers’ organisations and financial institutions, playing a project management assistance role.”



“In Cambodia, private entrepreneurs can invest in drinking water supply or electricity networks, thanks to operating permits issued by the State. However, the banking sector is reticent to finance these sectors of economic general interest. In this case, GRET’s role is to support these entrepreneurs to draw up business plans enabling them to access loans”, says **Rodolphe Carlier, programmes manager.** “GRET also helps this same banking sector to better understand and finance the long term investment requirements of these marketable public services.”



Key stakeholders' views



“GRET is one the founding members and administrators of Cerise, an association specialising in the promotion of ethical finance. It has been structuring its strategy for 20 years. In terms of reflections we have been sharing common messages through articles on the FinDev Gateway and discussions on the role of NGOs in promotion of responsible inclusive finance. Operationally, the social audit of Nutri’zaza in Madagascar and the indepth work on Thitsar Ooyin in Myanmar are projects that have enriched our two organisations in recent years and supported partners in the field!”

Cécile Lapenu, director of Cerise

“In 2012, in Southern Myanmar (Ayeyarwady Delta), GRET began implementing innovative financial services adapted to suit farmers’ needs in the operating townships. Then, some credit services were also set up for small producers who are either landless or very small holders. In 2019, in order to make the delivery of these financial services sustainable, two institutions were set up: firstly, a network of credit cooperatives called AYAM (Ayeyar Ah Man), based on ownership of credit funds by villagers, who are very actively involved in the network’s governance. Secondly, SAM (Su Paung Ah Man), a financial services company which manages credit funds on behalf of cooperatives and supports AYAM to develop its services and growth.”

Yamin Ae, general Manager of Su Paung Ah Man



Focus on two actions

Senegal: Supporting young people into employment in southern Senegal (AjeSud)

2018-2021 | **Budget:** 2.2 M€ | **Funding:** EU | **Partners:** Eclasio, 3FPT, ACEP Sénégal.



GRET and its partners put an innovative support plan (including training, coaching and access to finance) in place to enable young first-time entrepreneurs and micro-businesses/economic interest groups in Ziguinchor, Sédhiou, Kolda, Tambacounda and Bakel to develop or consolidate their business. The methodology proposed aims to develop the employability of 1,500 young people in Senegal by prioritising the training-financing-professional integration continuum.



Myanmar: Thitsar Ooyin

2020-2021 | **Budget:** 250 k€ | **Funding:** Lift, FMO and Thitsar Ooyin.



Following a phase that led to the creation and implementation of the Thitsar Ooyin financial institution’s governance structures, GRET is continuing to support the institution with its phase of expected growth in the coming years. In particular, GRET will be supporting the institution to revise its capitalistic, marketing and social strategy, adapt its organisation to the change in scale, strengthen senior management’s capacities and continue structuring its activity. In 2020, Thitsar Ooyin has 7.5 M€ of outstanding credit for 32,000 clients and 150 employees.

REFERENCE • Guillat E., 2019, *Microfinance : quel rôle pour les organisations de solidarité internationale ?*, Débats & Controverses n° 14, GRET, 108 pages.

