



ASOFIN
Asociación de Entidades Financieras
Especializadas en Micro Finanzas

Institutional Presentation

October 2007



What is **ASOFIN**?

- ASOFIN is a private non-for-profit association.
- Established in 1999, it is the network representing the regulated microfinance sector in Bolivia.
- Regulated microfinance entities are those under the supervision of the Superintendence of Banks and Financial Entities.



Affiliated members:

Currently, eight financial institutions are listed as active members, two of them are specialized banks, five are private financial funds (FFP), and one is a foundation that is in the process of obtaining its license from the SBEF:

- BANCOSOL S.A.
- BANCO LOS ANDES PROCREDIT S.A.
- FIE FFP S.A.
- PRODEM FFP S.A.
- ECO FUTURO FFP S.A.
- FORTALEZA FFP S.A.
- AGROCAPITAL ONG



Objectives

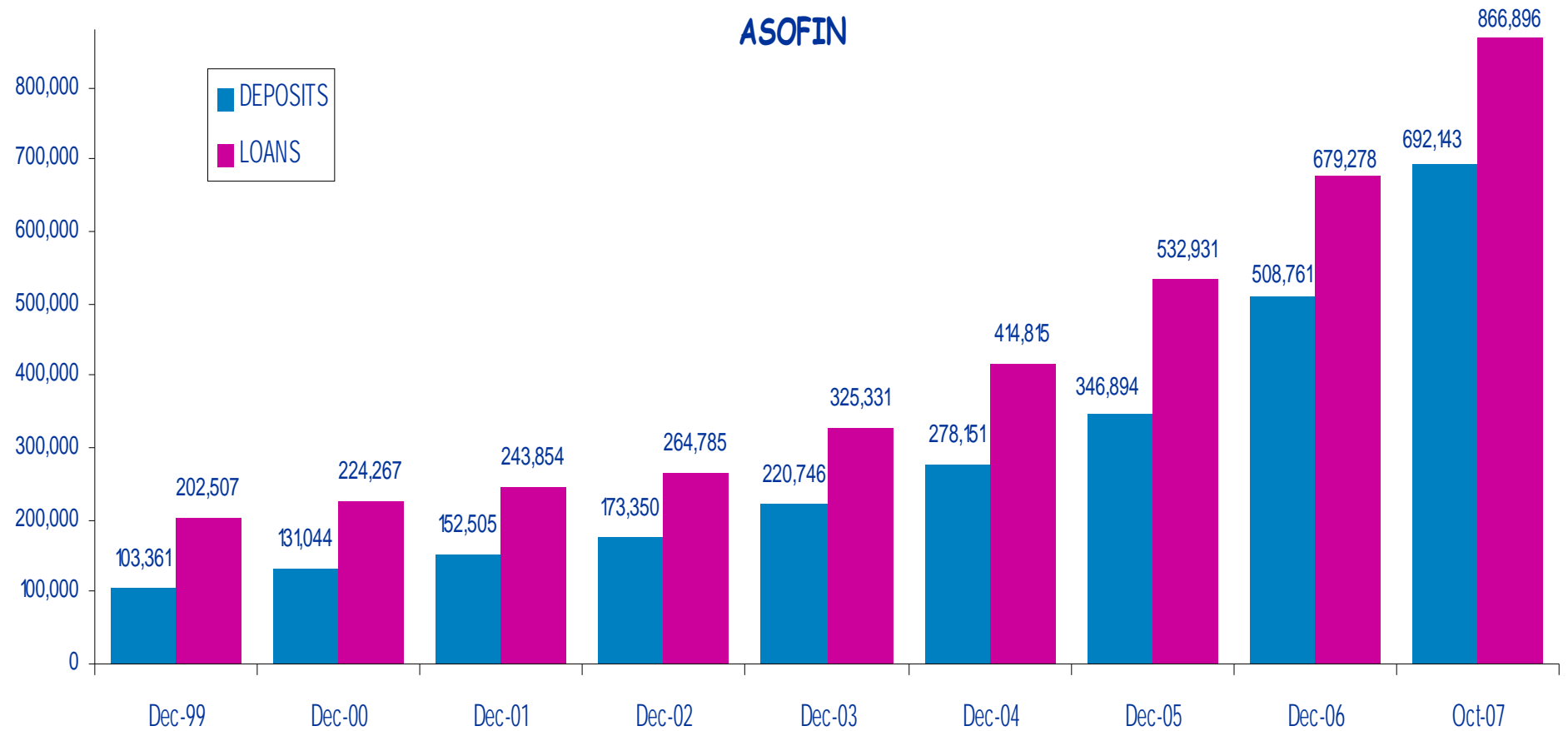
- To associate and integrate the regulated microfinance entities in one organic body.
- To propose and design policies oriented to preserve and protect the interests and priorities of the microfinance sector within the process of national development.
- To represent the associated entities in the defense of their common interests, ensuring an ethical development of their activity.



Functions:

- Acts on behalf of the affiliated entities in every issue related to the sector's interests, before:
 - Public authorities, e.g. SBEF, BCB, etc.
 - International cooperation agencies
 - Other financial associations
- Facilitates, proposes, designs and manages the implementation of training programs oriented to strengthen the development of the sector.
- Conducts research and studies of interest for the affiliated members.
- Disseminates information emphasizing in the transparency of the sector, e.g. Bulletin, WEB site.

ASOFIN: Loans and deposits





Deposits as a % of Loan Portfolio

DATE	%
Dec-99	51.04%
Dec-00	58.43%
Dec-01	62.54%
Dec-02	65.47%
Dec-03	67.85%
Dec-04	67.05%
Dec-05	65.09%
Dec-06	74.90%
Oct-07	79.84%



Rates of growth

DATE	DEPOSITS	LOANS
2000	26.78%	10.75%
2001	16.38%	8.73%
2002	13.67%	8.58%
2003	27.34%	22.87%
2004	26.00%	27.51%
2005	24.71%	28.47%
2006	46.66%	27.46%
2007 (2)	43.25%	33.14%

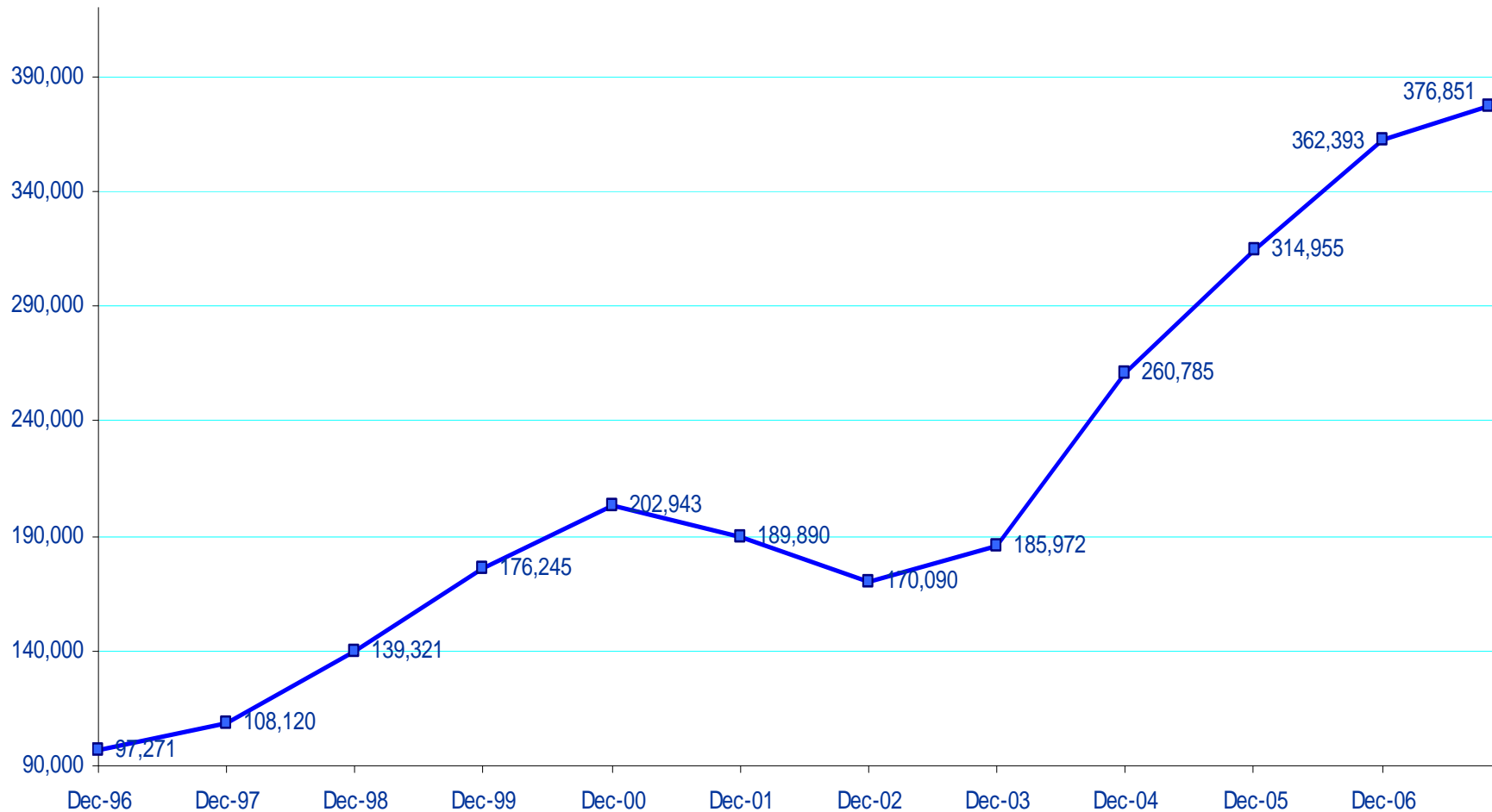
(2) Annualized percentages



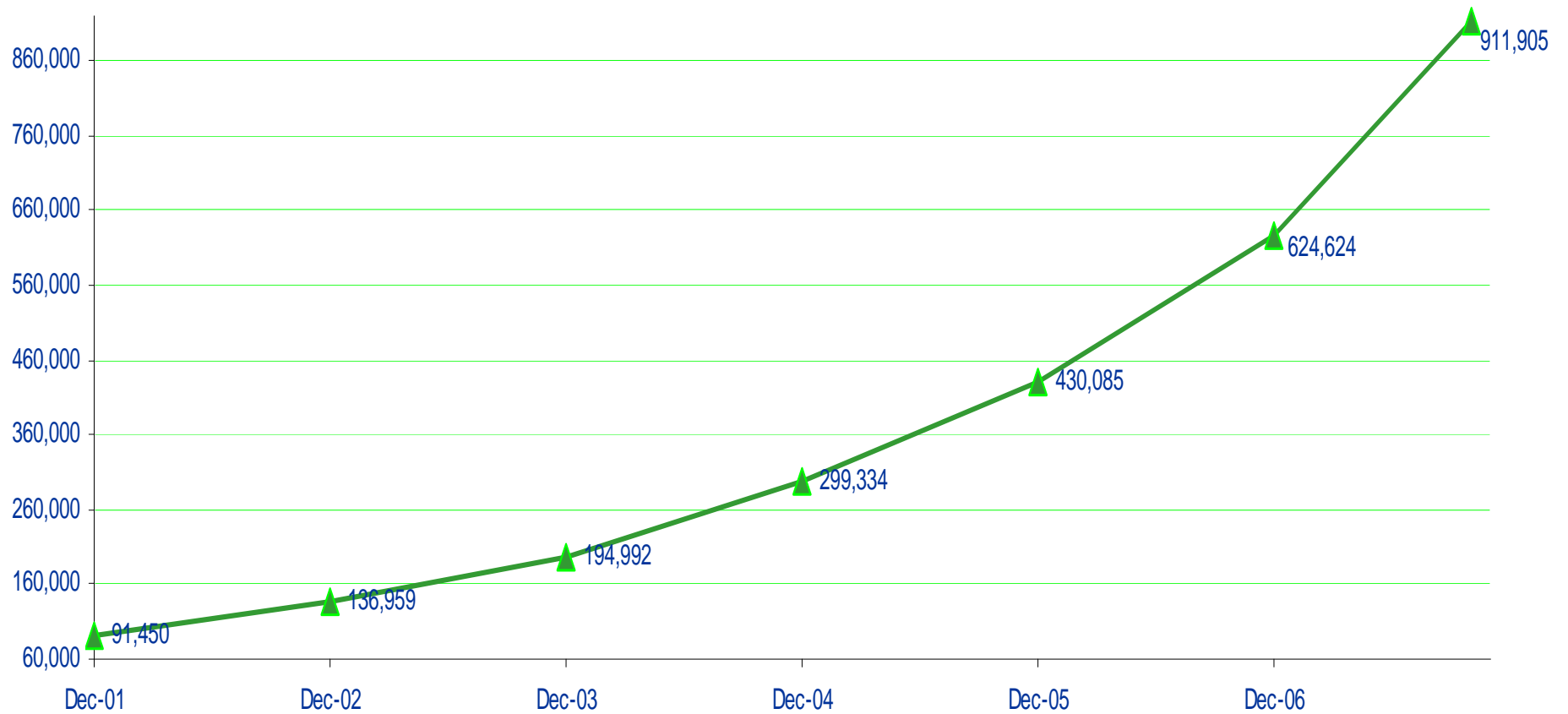
Importance relative to GDP and Banking sector

DATE	GDP		BANKING SECTOR	
	DEPOSITS	LOANS	DEPOSITS	LOANS
12/31/2000	1.61%	2.76%	3.87%	6.39%
12/31/2001	1.93%	3.09%	4.88%	8.31%
12/31/2002	2.28%	3.49%	6.38%	10.24%
12/31/2003	2.79%	4.11%	8.45%	13.22%
12/31/2004	3.21%	4.79%	11.34%	17.95%
12/31/2005	3.64%	5.60%	13.02%	22.99%
12/31/2006	4.51%	6.02%	16.80%	28.16%
6/30/2007	5.00%	6.23%	17.87%	30.24%
10/31/2007	S/D	S/D	18.79%	32.53%

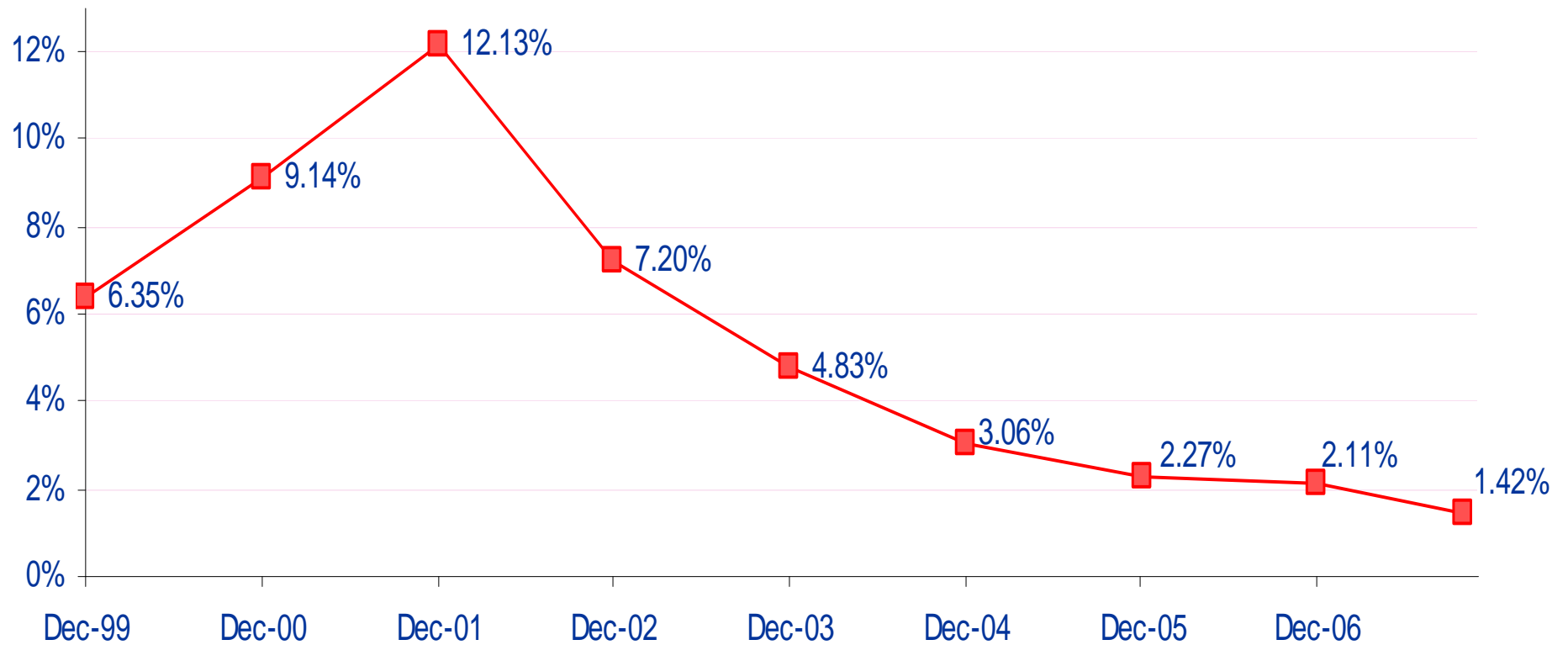
ASOFIN : Number of borrowers



ASOFIN : Number of depositors

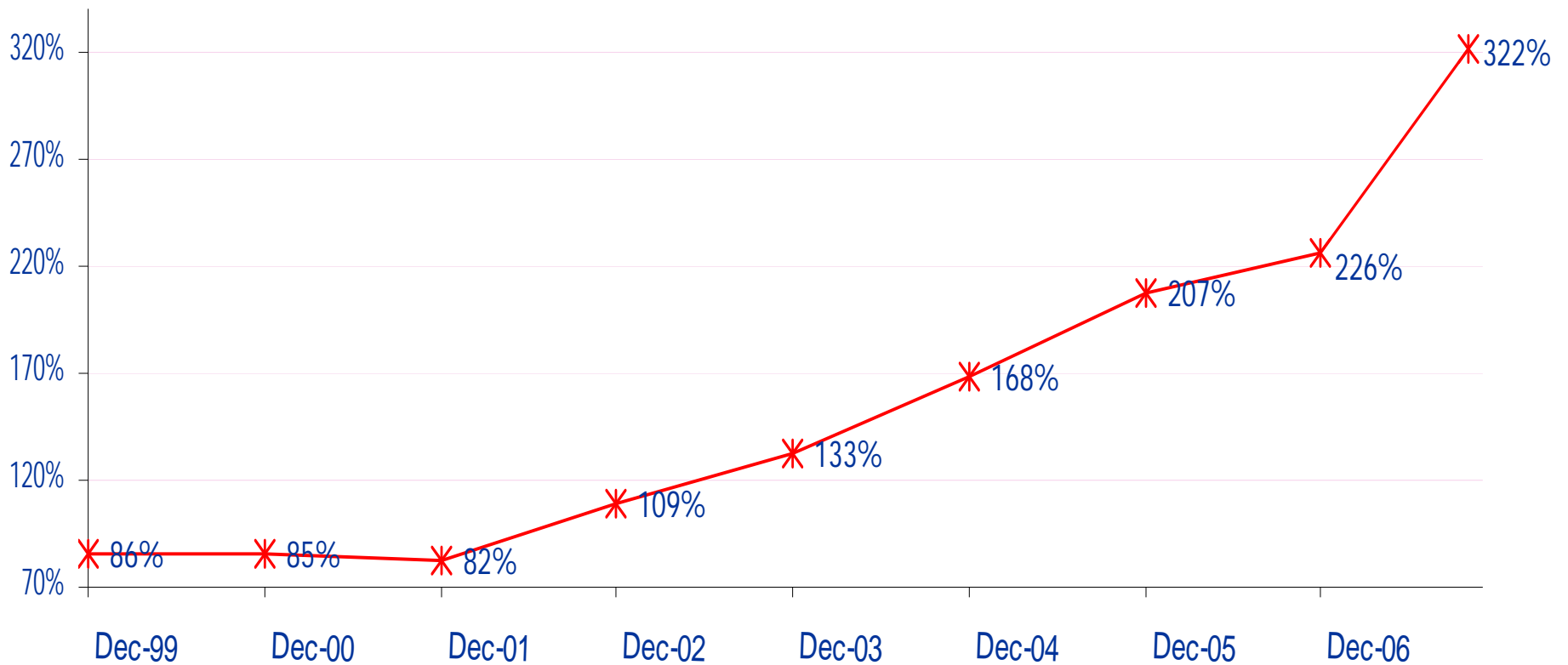


Evolution of the rate of arrears (%)



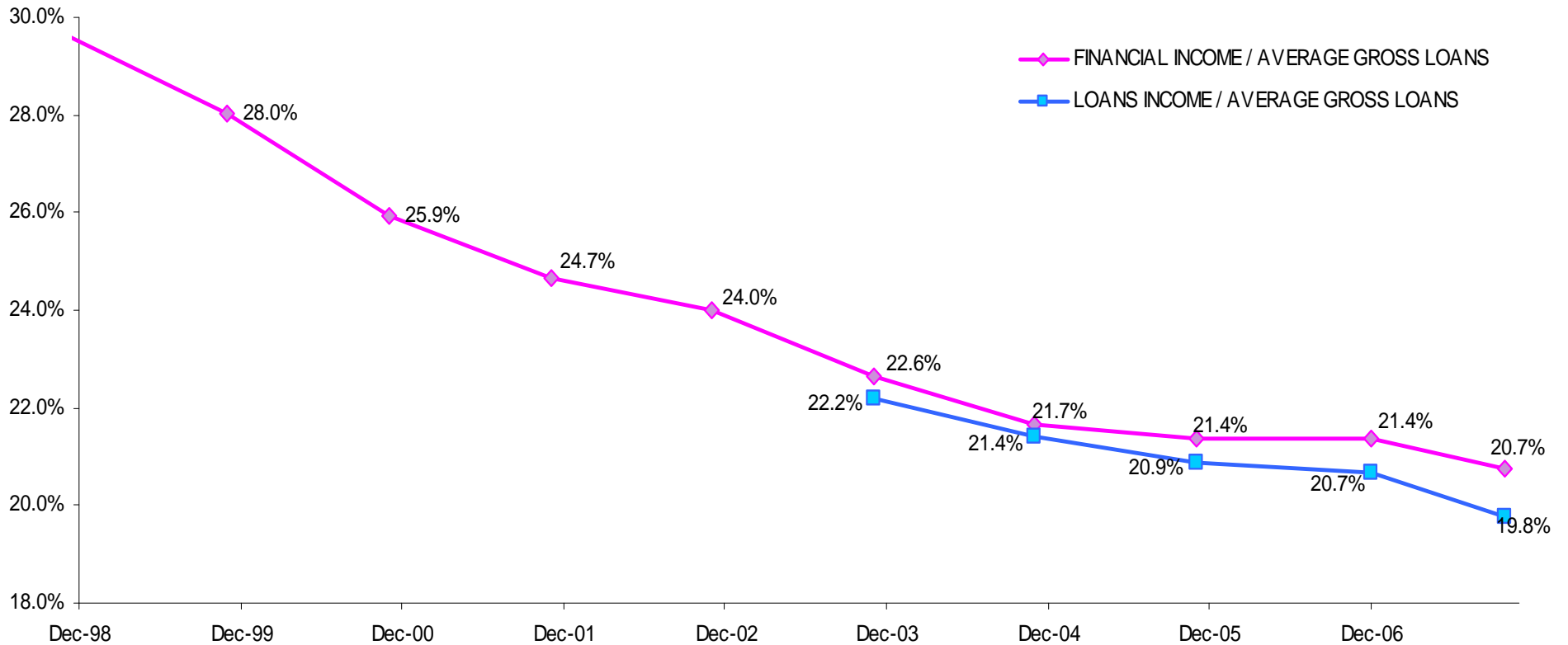
Provisions for doubtful loans

%

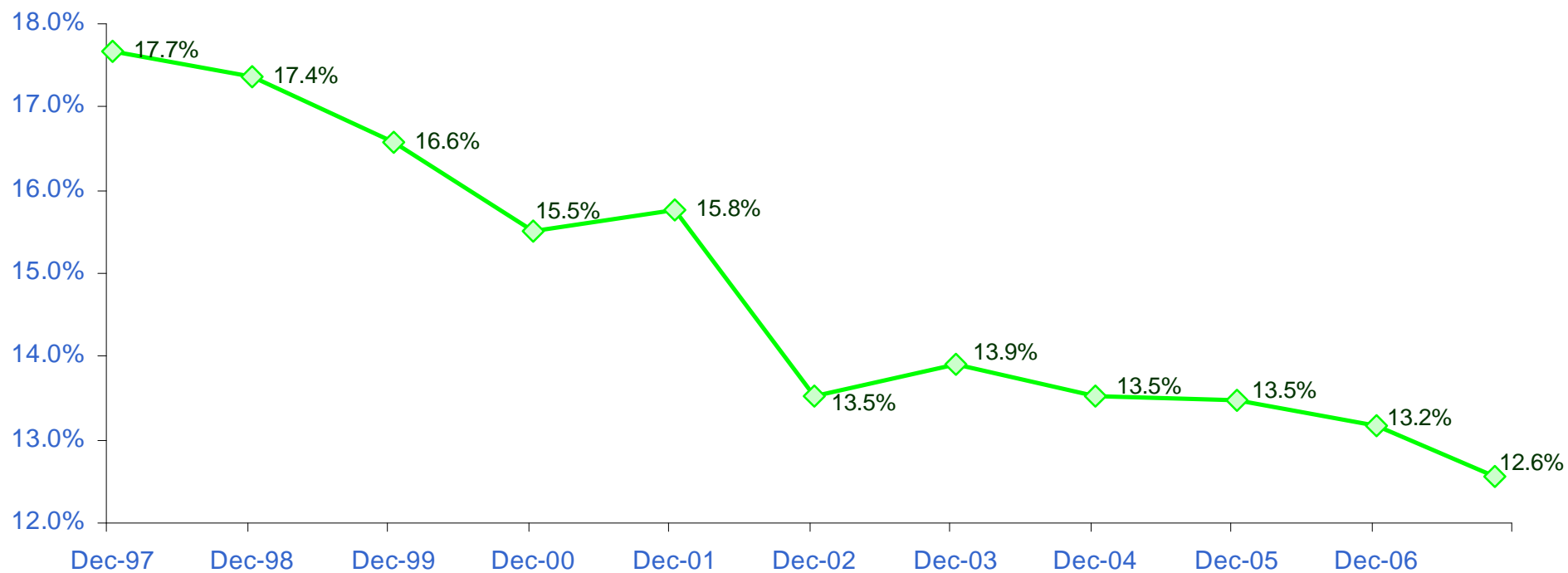




Financial income / Average gross loans (Interest rate of loans)



Administrative costs / Average gross loans %



Number of employees and offices

	EMPLOYEES NUMBER			OFFICES NUMBER		
	Dec-06	Oct-07	CHANGE	Dec-06	Oct-07	CHANGE
BANCOSOL	891	978	87	48	48	0
BANCO LOS ANDES	1,183	1,291	108	38	40	2
FIE	802	1,010	208	54	69	15
PRODEM	1,167	1,344	177	90	92	2
ECO FUTURO	183	239	56	13	17	4
FORTALEZA	181	199	18	10	11	1
FASSIL	238	190	-48	7	10	3
AGROCAPITAL	108	146	38	11	12	1
TOTAL	4,753	5,397	644	271	299	28



Challenges to face in the future

- **Distorting public interventions**
- **Attain more efficiency and introduce more innovations to reduce costs**
- **Possible saturation of urban markets**
- **Increase outreach to rural markets**



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Thank you

www.asofinbolivia.com