



**FUNDACION
SOCIAL**
y sus Empresas

Access to Finance

UNEP FI Global Roundtable
New York, October 2005

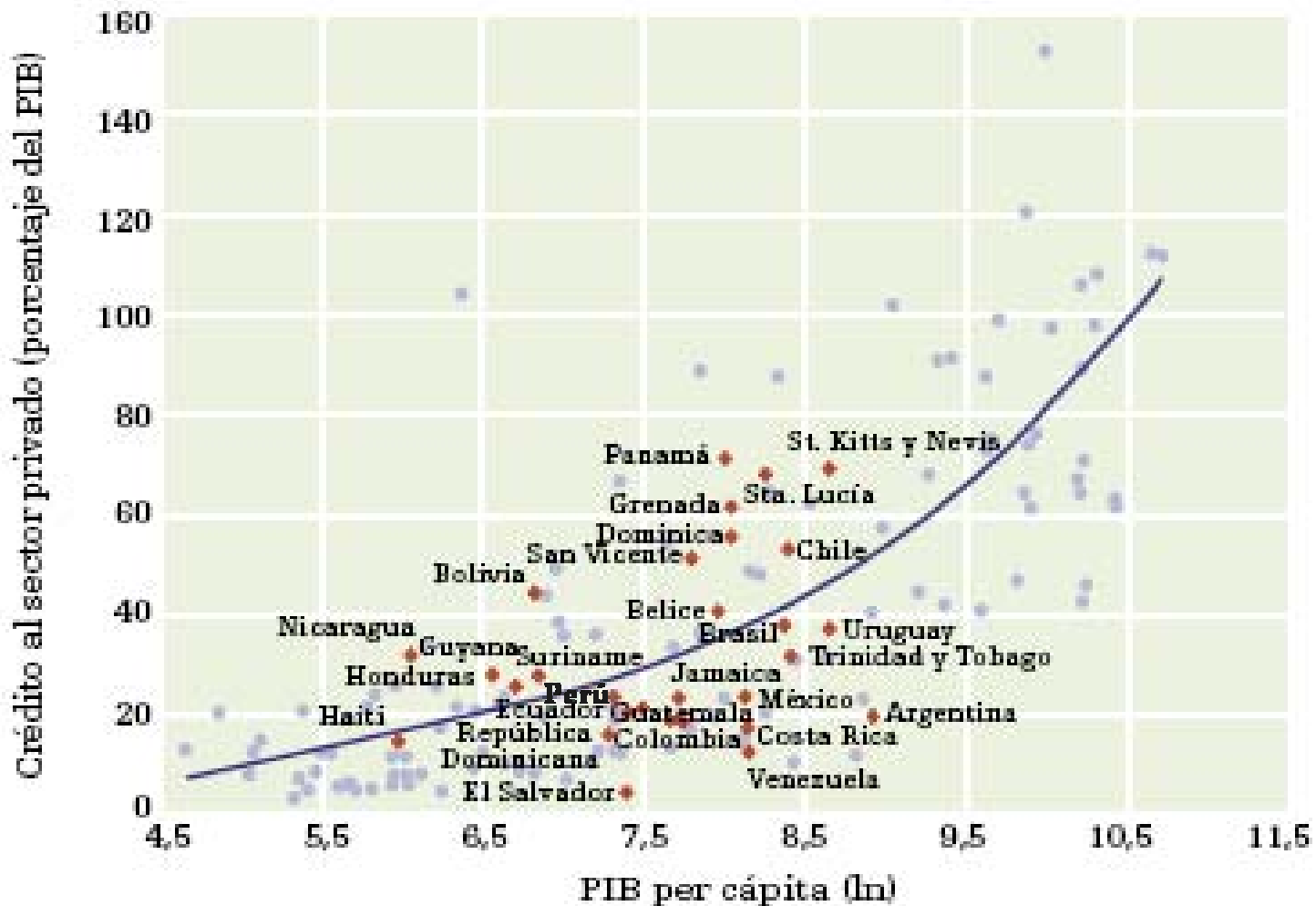


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Latin America: need and opportunity to expand financial services...

- Positive relation between credit/GDP and economic development
- A region with middle and low levels of development (with a few exceptions)
- A region with relatively low penetration of financial services
- With more opportunities in Small & Microenterprises

Credit/GDP vs. GDP per capita

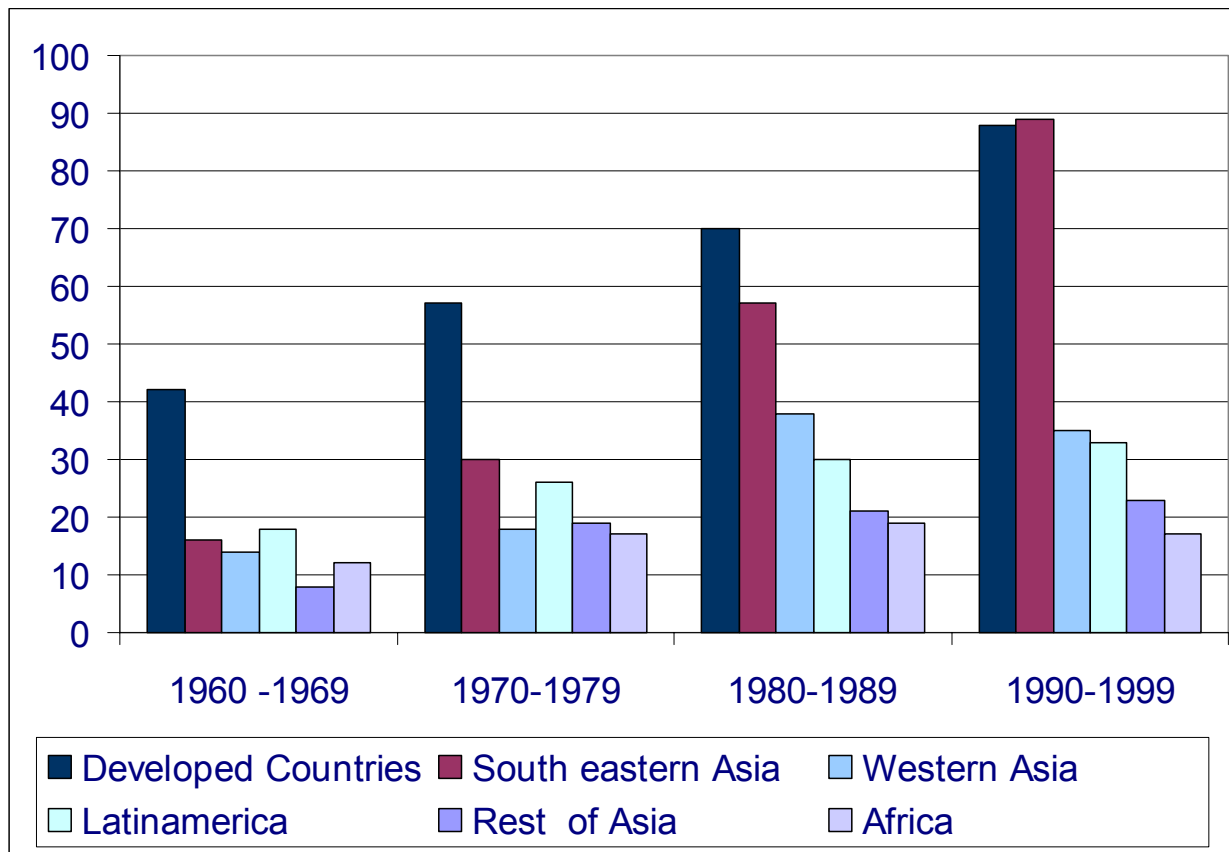


GNP per Capita		2003
USD		
United States		\$ 37870.0
Spain		\$ 17040.0
Latin America and Caribbean		\$ 3280.0
Mexico		\$ 6230.0
Chile		\$ 4360.0
Uruguay		\$ 3820.0
Argentina		\$ 3810.0
Venezuela		\$ 3490.0
Brazil		\$ 2720.0
Peru		\$ 2140.0
Ecuador		\$ 1830.0
Colombia		\$ 1810.0
Paraguay		\$ 1110.0
Bolivia		\$ 900.0
Source: World Development Indicators 2005, World Bank, April 16, 2005.		

Index tendency of human development		
HDI	2000	2003
High Human Development		
34 Argentina	0.866	0.863
37 Chile	0.843	0.854
46 Uruguay		0.804
53 México	0.809	0.814
Middle Human Development		
63 Brazil	0.783	0.792
69 Colombia	0.773	0.785
75 Venezuela	0.772	0.772
79 Perú		0.762
82 Ecuador		0.759
88 Paraguay	0.753	0.755
Source: Human Development Report 2003.UNDP		



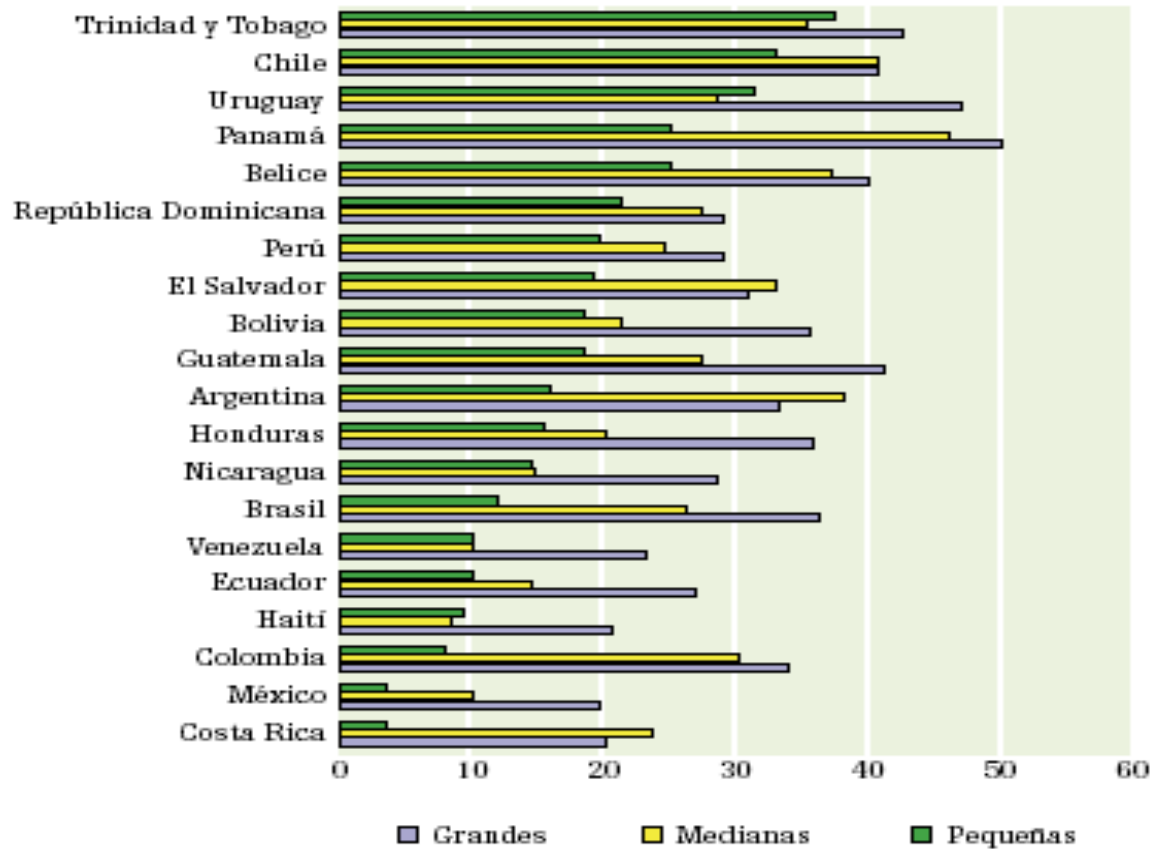
Credit to Private Sector/GDP



Source: El motor del crecimiento, Progreso económico y social en América Latina, Informe 2001. BID



Bank Credit/Total Credit



Source: World Bank 2000





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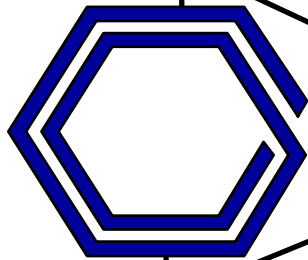
BANCO CAJA SOCIAL

BCSC

- Owned by Fundación Social.
- Funded in 1911 as the savings facility FS.
- Business strategy: leading bank for financing low-middle income clients and micro and SME
- Clients and numbers
- Special projects to expand services for unbanked population:
 - Creemos
 - PDPMM

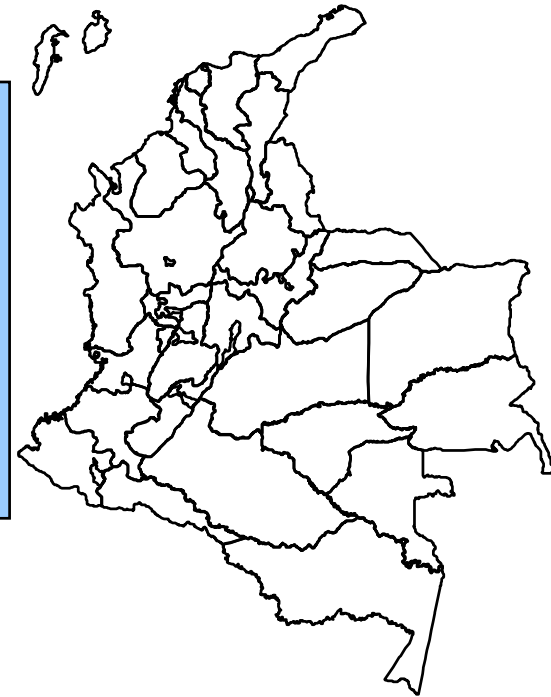
Overcome Structural Causes of Poverty in Colombia

Enterprises:
An intervention instrument in
Itself by its CSR model



Integral Local Development as
a direct instrument to work and
empower poor communities

“Macroinfluence”:
To convoke social
actors around the
discussion and
solution of the
societies principal
problems



BANCO CAJA SOCIAL

BCSC

BCSC JUNE 2005

ASSETS	USD 2.279 Millions
EARNINGS	USD 405 Millions

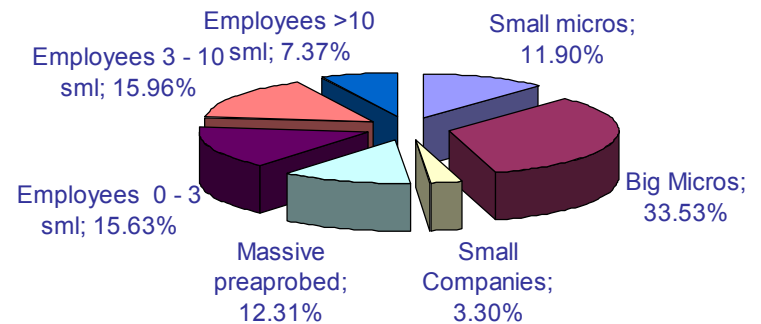
SAVINGS BCS BCSC DEC. 2004

	<i>NO. CUSTOMERS</i>	<i>USD Millions</i>
SME	14,708	116
PERSONS	1,362,363	420
TOTAL	1,377,071	536

CREDIT BCS BCSC DEC.2004

	<i>NO. CUSTOMERS</i>	<i>USD Millions</i>
SME	1,728	19
PERSONS	378,621	641
TOTAL	380,349	661

CREDIT PORTFOLIO DEC. 2004





- Began in June, 2004 with external assistance to guarantee international best practices
- Target: microenterprises with sales under USD 2500 per month
- Actually it operates in 35 sectors through BCS BCSC offices in 3 major cities
- 70% of customers without previous experience in the financial sector

Results (September/2005)

Current customers	4.259
Accumulated Granted Loans	USD 3.58 millions
Average Credit	USD 782
Past Due Loans	2.26%
Saving Balance	USD 470 thousand
Average savings account	USD 125



PDPMM Financing Farmers

- Private Development and Peace Program to reconstruct one of Colombia's most affected zones (Magdalena Medio)
- BCS participated by financing two farmers' associations of 50 families each one
- Total Credit (2000): USD 757.000 (USD 7.570 per family)
- Actual status: successful plantation; credits are being assumed by individuals