

Round Table II : «Encouraging Social Inclusion Initiatives»

2.1. Initiatives

Dr Mostaq Ahmmed will present ASA, one of the biggest retail Microfinance Bank in Bangladesh, serving more than 7 million clients. According to the FROBES magazine and MIX Market rating-2007, ASA became number-1 microfinance institution in the world due to its cost efficiency and self reliant sustainable model. ASA is now replicating its model in 10 different countries through building linkage with capital market.

Up to June 2008 ASA's cumulative Loan disbursement has been US\$ 4,12 billion while loan outstanding (principal) is US\$ 423 million among almost 7,132,427 Active Client and rate of loan recovery 99.48%. ASA has started green fielding through its investment vehicle-Joint Venture with CMI, a European Investment Company, to spread microfinance activities globally. Over the last 16 years, ASA has achieved highest Operational Self Sufficiency (179.14) and Financial Self Sufficiency (122.41) within a short period of time. The key factors of ASA success are:

- Clear mission, vision, and principles with Strong leadership
- Innovate and simplicity
- Specialization and single focused
- Targeting financial self-sufficiency with debt fund / capital
- Decentralized and standardized guided operation
- Simplified and transparent operational procedures
- Cost-effective management
- Decentralized and simplified staff recruitment procedure
- Adequate MIS to trace key performance indicators
- Rigorous monitoring from the upper level

In the same time, Dr. Mostaq Ahmmed will also present a case study of new business model of ICMSE, an international Platform for Microfinance and Social Business Ventures, which has built an effective linkage with MFI and corporate sector in Europe for agricultural, energy and low cost housing program.

ICMSE (International Center for Microfinance & Social Enterprises) is an initiative for Social Business, Microfinance and SME Development and promoting joint venture and foreign investment for fighting poverty and improving living condition of the low income population. The main activity of ICMSE is to make emerge Social Businesses, by establishing partnerships between European Corporate Businesses, MFI, NGO and rural banks in developing countries. These Social-Businesses are SME with a strong social objective, which propose local and concrete solutions with nearest to the needs of the populations.

Dr. Mostaq Ahmmed will present a brief overview of ICMSE current projects in Bangladesh in the fields of the agricultural development- Dairy Farm and Cooperatives, Seeds Preservation Center, Access to Renewable Energy and Low Cost Housing etc. He will highlight this new approach of "Social

Business" and how to develop a business ethics combined with social objectives at the bottom of the pyramid can be profitable for investors as beneficiaries in emerging countries.

Dr. Mostaq will also present the Dairy activities of ICMSE with Danone-Grameen project in Bangladesh, which created a successful innovative and sustainable Dairy Farm.

- He will explain why and how ICMSE is strongly committed to create social business through funds mobilization and building linkage between European companies and MFIs.

-How ICMSE is building network with European Business School and Companies for the development of social business and innovative ideas to address economic crisis and unemployment issues;

A PowerPoint presentation comprising 3 to 5 slides could be shown if needed otherwise participation in the discussion and interaction would be carried out.