

Product	Definition	Benefit for financial institution (FI)	Benefit for Investors	Output	Methodology						Areas of analysis																
					Target user	Perspective	Type of analysis	Client level investigation	On-site mission days	Cost	Risk of default	Country context Governance, Management	Financial performance	Operations	Portfolio quality	Responsible practices	Client protection	Risk of mission drift	Social perf. management	Social responsibility	Outreach: poor, excluded	Client outcome					
Truelift	Recognition of pro-poor mission, outreach to the poor, meeting poor's needs and tracking their progress over time	- Demonstrate pro-poor results - Attract social investors - Improve	- Identify pro-poor investees - Demonstrate pro-poor results - Improve	Truelift certificate + Detailed gap analysis			α Σ		5	\$\$	<input checked="" type="checkbox"/>												<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Institutional Diagnostic	Detailed analysis of the operations and policies compared to international best practices	- Internal improvement - Compare best practice	- Help to improve FI management systems and operations	Detailed gap analysis + guidelines			α		5-6	\$\$	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>												
Social Diagnostic	Detailed analysis of Social Performance Management (SPM) systems compared to best practices	- Internal improvement - Compare best practice	- Help to improve the SPM of the FI	Detailed gap analysis + guidelines			α		5-6	\$\$	<input checked="" type="checkbox"/>					<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>					<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>				
Services for regulators	Expertise in risk management, client protection and responsible finance international best practices to strengthen regulation and supervision.	Incorporate applicable international best practices in the local regulation; strengthen the supervision.	-Higer stability of the financial system -FI's compliance to the regulation.	Studies, training, advisory and compliance verification services			α Σ		3-9	\$\$	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			
Loan portfolio audit	Opinion on reliability of reported portfolio quality (MIS), loan loss provision adequacy and exposure to credit risk	- Validate portfolio quality - Improvement of risk management	- Validate FI portfolio quality - Identify challenges, correct systems	Detailed analysis + guidelines			α Σ		8-9	\$\$\$	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>												
Country Screening & Deal Sourcing	Opinion on Country legal, business, fiscal, macro-economic environment for microfinance investments. Deal sourcing is an option	-Increased funding opportunities	- Identify Country investment opportunities - Second opinion	Detailed analysis + emerging FIs profiles			α Σ		3	\$\$		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>													
Due Diligence	Opinion on the appropriateness of an investment based on the FI economic and financial sustainability	-Increased funding opportunities	- Support investment decision - Second opinion	Detailed analysis + investment analysis			α Σ		4	\$\$	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>												

Financial Institution (FI) includes: NGO, Non Banking Financial Institutions, Bank, Credit Union, Village bank, APEX institution.

MicroFinanza Rating methodology is aligned to the SMART campaign and the Universal Standards of Social Performance Management (USSPM) of the SPTF

MicroFinanza Rating is licensed to carry out: credit rating (Ecuador and Bolivia), SMART client protection certifications, SPI4 & SPI4-ALINUS, Truelift, PPI certification.

Country context: legal and regulatory environment, political economic and financial context, competitive environment.

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Target user

- Investor
- Social investor
- Regulator
- Developing FI
- Mature FI
- Regulated FI

Type of analysis

- α : qualitative
- Σ : quantitative

Perspective

- Short term
- Medium-long term

Client level investigation

- Focus group
- Survey + focus group