



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					
<b>Client outcome</b>	Use of the unexploited potential of data collected by the financial institution to obtain indicators of the change in client lives	-Understand the change in clients lives results; -Get familiar with an outcome measure methodology.	-Understand the change in clients lives results; -Promote the development of investee outcome measurement systems	Indicators of change in clients lives, description of the methodology used, training	♣ ♣♣ ♦♦	☞ ☞	α Σ		3	\$\$	✓														✓ ✓	
<b>Truelift</b>	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	\$\$	✓						✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
<b>Institutional Diagnostic</b>	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	\$\$	✓	✓	✓		✓	✓										
<b>Social Diagnostic</b>	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	\$\$	✓					✓	✓			✓	✓					
<b>Services for regulators</b>	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, compliance verification services	♦♦ ♦♦♦	☞ ☞	α Σ		3-9	\$\$	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓	✓			
<b>Loan portfolio audit</b>	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	EE	8-9	\$\$\$	✓	✓			✓	✓										
<b>Country Screening &amp; Deal Sourcing</b>	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	\$\$		✓	✓	✓												
<b>Due Diligence</b>	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	\$\$	✓	✓	✓	✓	✓											

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

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MFR is licensed to carry out: credit rating (Ecuador and Bolivia), 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: qualitative

Perspective

- ↷ Short term
- ↷↷↷ Medium-long term

Client level investigation

- E Focus group
- EE Survey + focus group