

MEXICO

2019 HIGHLIGHTS

101%

OPERATIONAL
SUSTAINABILITY

88%

FEMALE
CLIENTS

48,704

ACTIVE
BORROWERS

59,607

CHILDREN
IMPACTED

50,621

JOBS
IMPACTED

\$20.8M

TOTAL
PORTFOLIO

BUILDING BUSINESSES AND IMPACTING LIVES

Microfinance is the practice of providing microloans, micro-savings, micro-insurance, and other financial services to the poor. It breaks the cycle of poverty by providing services to those who don't have a credit history or assets to borrow against and are therefore ineligible for traditional financial services.

Small loans provide the working capital to grow a business, allowing the poor to create a sustainable livelihood and exert greater control over their financial future as they improve their lives and the lives of their families.

We began serving Mexicans in 1997 as a non-profit and have since grown to become a non-regulated microfinance institution offering some of the most affordable rates in the market. We work primarily with women, offering small loans, insurance, and training to help businesses succeed. Financial security means that women can feed, clothe, educate, and buy medicine for the children they care for.

Photo Caption: Grisel used to produce traditional Mexican Candy "alegrías" (Joy in English) with her husband and parents-in-law. Today, she has a large workshop and four employees. She is now able to send her two children to school and additional courses such as English language lessons and football.

VISIONFUND INTERNATIONAL

The VisionFund global network is made up of 28 microfinance institutions (MFIs) across four continents.

GLOBAL HIGHLIGHTS

- 3.5M children positively impacted
- 1.1M clients/borrowers
- 1.4M jobs created/sustained
- \$694M worth of loans disbursed
- 97.1% repayment rate
- 71% female clients
- 63% clients living in rural areas
- 37% clients who are smallholder farmers

Data as of 30 September 2019 (FY19) and figures in US dollars.

OUR VISION

Our vision for every child, life in all its fullness;
Our prayer for every heart, the will to make it so.

OUR MISSION

We believe in brighter futures for children where they can experience the love of Christ, building lives free of need and full of promise.



WORKING IN MEXICO

Mexico is well known for its tourist sites, delicious food, and the joyous spirit of its people.

However, as of 2018, 52.4 million people are living in poverty - which accounts for 42% of the population.

Out of the six social well-being statistics measured in Mexico three significant and high percentages recorded were social security at 55.8%, access to food at 20.1% and access to utilities at 19.3%.

Additionally, the population is reluctantly learning to live with organized crime, which has pushed back social and economic development in communities.

Chiapas, Guerrero, Oaxaca, and Veracruz are the poorest areas in the country, and VFM has a presence in all four states.

This creates huge potential for our microfinance institution to provide services. When businesses grow, they generate the revenue needed to sustain families and households across the country.

LEADERSHIP



**Nino
Gonjilashvili
CEO**

Nino has been with World Vision/VisionFund for 20 years. Since her arrival at VFM in April 2019, she has been leading the MFI into digital transformation.

VFM has a board of directors, a leadership team and a management team that oversees the work of the organization. They are an affiliated MFI of VisionFund International.

FINANCE AND OPERATIONS

Over the past year, our loan portfolio grew from \$14.5 million to \$17.8 million and PAR 30 is at 3.07%. During the same period, our number of active borrowers grew from 45,592 to 48,704. Of these clients, 38,944 are women, representing 87.7% of the client base.

Our Small & Growing Business (SGB) Loan product is growing, with 145 clients, \$0.5 million in portfolio and 1.68% PAR 30 despite being the largest loan amounts provided by VFM. SGB clients also receive business coaching.

Recent efforts are focused on maintaining quality portfolio performance and increasing client numbers. At the same time, we ensure social impact is being achieved in vulnerable communities.

We serve in 10 out of 32 states and nearly 30,000 municipalities in Mexico through our 26 branch offices.

Our branches also serve in 10 out of 18 World Vision Area Programs.

To read more about our work in Mexico, please [CLICK HERE](#).

FUTURE INNOVATION

Our new initiatives and programmes include:

- Scaling up SGB loans and insurance products
- Adding financial education programs to each loan product
- Improving service and timing with process digitalization



Elena rears cattle, chickens, sheep, and turkey for a living. With seven grandchildren to feed, it was not easy to handle all the family expenses.

Sixteen years ago, her youngest daughter was sponsored by World Vision "I never forget the name 'Vision Mundial', they helped me during that time," she says. Every year she received school supplies for the girl, and once, a plum tree – which her husband and son planted in the yard where it still stands today.

Elena later decided to learn how to make fruit preserves with the plums and added peach, fig, and pear trees to produce other preserve flavors.

Fourteen years ago, Elena started taking VFM loans, and 2 years ago she received an SGB loan to buy more large animals. Her business is growing, and she is happy to be able to support her family.

GET CONNECTED

You can help us to empower families to build brighter futures for the children in Mexico.

Connect with us to learn how you can transform lives through VisionFund.

Email: WeAre@VisionFund.org
Visit: VisionFund.org