

## EMN Peer-to-Peer

Visiting Organisation	Hosting Organisation
<b>Date of the event: 17 November 2023</b>	
<b>Name: Ponture AB</b>	<b>Name: Microlux AB</b>
<b>Country: Sweden</b>	<b>Country: Luxembourg</b>
<b>Names and emails of people involved:</b> <ol style="list-style-type: none"> <li>1. Carl-Olof Bouveng, <a href="mailto:cobouveng@gmail.com">cobouveng@gmail.com</a></li> <li>2. Rodrigo Garay, <a href="mailto:rodrigo@ponture.com">rodrigo@ponture.com</a></li> </ol>	<b>Names and emails of people involved:</b> <ol style="list-style-type: none"> <li>1. Sam Paulus, <a href="mailto:s.paulus@microlux.lu">s.paulus@microlux.lu</a></li> <li>2. Jérémy Del Rosario, <a href="mailto:j.delrosario@microlux.lu">j.delrosario@microlux.lu</a></li> <li>3. Anh-Quyen</li> </ol>
<b>Objectives of your visit: ((please answer why your organisation want's to visit the host and how this relates to your organisations situation/plans/strategy))</b>	

**Background of the meeting and the visiting delegation: (consider why you wanted to talk to the hosts and highlights/things that called your attention – 1-2 paragraphs)**

***As we are an MFO with a small portfolio and currently no funding either for operations or for building a larger portfolio, we wanted to learn how a small MFO can be effectively run and how it got to the place where it is.***

**Lessons learnt during the visit:**

- Ponture has no financial backing and has found it hard to get support from financial institutions. Microlux hooked up with a bank (BNP) already at an early stage and has got its continuous support. However, this also means that Microlux needs to comply with the bank's internal rules and regulations, and time consuming administration. Our takeaway was that it would also for us be beneficial to have a strong financial institutions backing us but it may also hamper our ability to further our mission and purpose, and may drive costs.
- Microlux is running its operations with a small team of three and at least partly got it financed with grants. We have in the past considered how various organizations may have an interest in supporting both a consultancy arm and a finance arm of Ponture and part of that concept could also be grants for the loan operations.

- Compliance is a critical area which Microlux appears to have been at least to some extent covered thank to BNP while we will need to build our own compliance or think about how to “outsource”.
- Ponture has in the past largely made a credit assessment based on public data, credit scores and information provided in loan application. Microlux appears to have a much more personal and close approach to the applicants with interviews and exchange of information before a loan is granted. Although Microlux’ method is time consuming, it seems much more effective for purpose of assessment and also ensure a personal commitment by the applicant/borrower.
- There are applications available based on Salesforce on which the accounting and reporting may be effectively run.

**What my organisation still needs to learn more about is:**

- How to raise funding!
- Capacity building and effective portfolio management
- Further details of portfolio managements systems as part of Salesforce
- Compliance with the Code

**Adaptation of some key lessons to your own organisation (do you plan to adapt anything you learnt in your own organisation? If yes, please specify what as we can also offer consultancy dates to support you with implementation):**

- See below

**I will have difficulty applying the following to my organization:**

- As we do not have funding for operations or portfolio it is at this stage difficult to implement what we learnt about management of portfolio, credit assessment or marketing
- We are more likely to get funding from several sources than from one major financial institution. This means that we will need to focus more on continuous fund raising and our own independent management and compliance.

**Please rate the following statements by circling the appropriate number:**

1= No, not at all	2= Not really	3= Neutral	4= Yes, somewhat	5= Yes, absolutely
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**•Did the event match your needs?**

1                      2                      3                      4                      5

Additional comments: Microlux has the size we are in the foreseeable future aiming for and therefore their model for operations is relevant but they have not for long had an issue with financing.

**•Did you feel supported by EMN in facilitating the event?**

1                      2                      3                      4                      5

Additional comments: Absolutely!

**• Did you gain relevant knowledge and information?**

1                      2                      3                      4                      5

Additional comments:

**• Will you apply the information from this event in your work?**

1                      2                      3                      4                      5

Additional comments: Yes once we have funding and probably then also follow up with Microlux once again. We are also considering how we may already at this stage cooperate for marketing purposes.

**Which topics interest you the most for future events?**

Fundraising and capacity building as well as code compliance.

**On which topics could you host a visiting MFI?**

Currently none really, but will be more than happy to so in the future when our business have some traction.