

Peer to Peer Visit Report

Fejér Enterprise Agency (HU) visited ANDC (PT) on 23-25 May 2016

Background of the meeting and the visiting delegation:

Fejér Enterprise Agency deals with microfinance for 25 years. The main objectives of the Foundation are to facilitate the establishment and development of micro, small and medium-sized enterprises in order to enhance their ability to provide employment for themselves or for others and to boost economic activity. The mission of the Foundation is to provide high-level, easily accessible financial, advisory and training services in Hungary to start-ups and existing micro and small enterprises. We provide Business Development Services and researches as well.

The ANDC (Associação Nacional de Direito ao Crédito) is a not-for-profit microcredit association created in 1998. It aims to give excluded persons the possibility to create their own business through obtaining a microcredit.

Lessons learnt during the visit:

After an introductory phase, we have had the chance to learn more about the main activities, about the past, present and future of the organisations. We discussed about the main methods and best practices of the organisations.

First of all, from the Hungarian side, Péter Vonnák, the Deputy-Managing Director of Fejér Enterprise Agency introduced the foundation's main activities, aims and mission. He highlighted that the microcredit activities are really important among the other activities of the foundation. The foundation provided 22,5 million EUR loans, they have more than 3500 clients and chair the Hungarian Microfinance Network. As a good practice, they introduced the foundation's social outreach, the very high satisfaction factor, the better improving on the underlined target groups and the improved living conditions with the help of micro credit scheme of Fejér Enterprise Agency. Further, the success stories of Fejér Enterprise Agency, such as the JASMINE Programme, the participation in the European Code of Good Conduct for Microcredit Provision pilot project and the different international collaborations, for example: lead partner of the "Access To Microfinance" INTERREG Project, participation in DIFASS project within the framework of the INTERREG IVC programme and the participation in different working groups were shared. They highlighted the benefits of international collaborations and recognitions as well.

During the introductory part, there were some discussions about how ANDC could implement some of the activities in their organisation.

ANDC introduced the organisation and its main activities which were based on the ideas of Prof. Muhammad Yunus. The major difference between the two visiting organisations is that ANDC works with volunteers. They work a few days per week and the activities are free of cost for their customers. This gave some new ideas to Fejér Enterprise Agency about how could the microcredit activities be more sustainable.

To conclude the day, fruitful discussions were going on about how to implement the business development services with the microloans and how this can improve the customers living conditions.

During the next day, Fejér Enterprise Agency met some customers of ANDC. The customers gave shared their experience with ANDC and they also mentioned, that without the help of this microcredit institution, they were not able to run their businesses. Every visited organisation had an interesting story and an owner who was really grateful for the support of ANDC.

The visiting organisation's plans to adapt some key lessons to its own organisation:

The visiting organisation, Fejér Enterprise Agency plans to have more services as the visited organisation ANDC suggested. Fejér Enterprise Agency is also thinking about the different sustainability methods, like having volunteers to reduce the operating costs.