



2014 ANNUAL REVIEW



Desjardins
Développement international

Cooperating in building the future





DÉVELOPPEMENT INTERNATIONAL DES JARDINS

Photo: Andréanne Dubé-Bernier (Burkina Faso)

DÉVELOPPEMENT INTERNATIONAL DES JARDINS

For 45 years, Développement international Desjardins (DID) has been working with developing and emerging countries towards the goal of sharing the expertise and experience of Desjardins Group. **Our mission** is to increase empowerment among disadvantaged communities by providing them with access to secure, diversified financial services that fit their needs and by developing individual and community assets. A pioneer in the deployment and development of inclusive finance around the world, DID with its team of over one hundred employees, is today a leading contributor to the sector.



Photo: Linda Bergeron (Haiti)

TECHNICAL EXPERT

A complete range of specialized solutions covering all facets of inclusive finance (savings, technology, legal framework, governance, financing for entrepreneurs, agricultural finance, housing finance, etc.)

INVESTOR

- Two funds under management, with an overall budget of CAN \$40 million
- Direct investments with a dozen inclusive finance institutions which, taken as a whole, reach nearly 10 million individuals

PROMOTER AND OPERATOR OF ENTREPRENEUR FINANCIAL CENTRES

- Four EFCs in operation in Zambia, Tanzania, Uganda and Panama

DESJARDINS GROUP, THE LEADING COOPERATIVE FINANCIAL GROUP IN CANADA

DID is a component of the Desjardins Group, the leading cooperative financial group in Canada with over 7 million members and clients and assets of 229 billion dollars (Canadian). To respond to the diversified needs of its members and clients, individuals as well as businesses, Desjardins provides a complete range of financial products and services through its vast network of service outlets, virtual platforms and subsidiaries across Canada. Desjardins is ranked the world's second strongest financial institution and the strongest in North America according to the Bloomberg financial information agency.



Photo: Jacques Frenette (Colombia)

OVERVIEW OF 2014

OTHER NOTABLE ACHIEVEMENTS

During the year DID has been awarded 13 new mandates, including nine very large-scale projects.

DID presented its achievements and its vision for development at several major forums, including the Conference of Montreal, FOROMIC in Latin America and Making Finance Work for Africa, in addition to being invited to join efforts by several international organizations to examine inclusive finance.

The Proxfin international network which brings together 29 DID partner community finance institutions welcomed a new member from Madagascar. In October, representatives from Proxfin took part in the International Summit of Cooperatives with eight Proxfin attendees serving as panelists.

Desjardins Group has assigned DID to assist Desjardins financial cooperatives in distributing and deploying solidarity products with the aim of increasing their impact among new entrepreneurs and individuals in financial difficulty.

CONSULTING EXPERTISE

AN UNPRECEDENTED PORTFOLIO OF MAJOR PROJECTS

- **Agricultural Financial Services:** In collaboration with the Haitian government and many partners, DID is working to improve the supply of agricultural financial services, set up mechanisms for agricultural insurance and financial literacy and strengthen the technical skills of farmers in order to reduce poverty and increase food security in Haiti. DID is also carrying out similar structural initiatives in several other regions of the world, notably in Colombia, Mali and East Africa.
- **Capacity Building:** DID is providing direct or indirect assistance to a large number of microfinance institutions in order to solidify their performance and financial footing. For example in Asia, DID assistance is aimed at strengthening network integration of the member institutions in the Asian Confederation of Credit Unions (ACCU).
- **Protecting Savings:** Under the PASMIF program to assist the microfinance sector in Benin, access to financial services is growing at a rate of 7 percent a year in that country and more than 80 percent of the savings deposits in Benin are in the process of being made more secure.
- **Technological Solutions:** DID has continued to innovate by launching a new version of its Stratego business intelligence system, by improving its inter-coop platform and by using these solutions to develop services such as computerization of the agricultural input purchase savings plan which has become a proximity service through its integration of cell phones and portable printers.

INVESTMENT

- The two funds managed by DID or its management subsidiary, the Partnership Fund and the Desjardins Fund for Inclusive Finance, have made new investments in Honduras, Tajikistan, Kazakhstan and Tunisia.
- A total of CAN \$27 million had been invested by the funds as of December 31, 2014.

OPERATING ENTREPRENEUR FINANCIAL CENTRES

The four Entrepreneur Financial Centres (EFCs) set up and operated by DID in Zambia, Tanzania, Uganda and Panama continue to post top results.

- By December 31, 2014, the 32 service outlets of these four EFCs were serving 31,870 clients, 37.5 percent of whom were women.
- Their loan portfolio exceeds CAN \$53 million for 7,734 loans with loans averaging CAN \$6,870.
- For a second consecutive year, EFC Zambia has been awarded the title of Best SME in Zambia.
- The Entrepreneur Financial Centre in Panama, the *Centro Financiero Empresarial*, and its entrepreneur clients won several awards at the PREMIEC 2014 gala in Panama celebrating excellence in microfinance and entrepreneurship.

