

## **Peer-to-Peer Visit Report**

### **Associazione Centro Studi Finanza & Persona Oadvisory visited ADIE on 24-25 January 2018**

#### **Background of the meeting and the visiting delegation:**

Finanza & Persona is a new non-profit association founded at the end of 2016 in Rome with the following goals:

- Promote the improvement of financial and economical growth focusing on transparency and solidarity;
- Supporting microfinance clients with specialised advisory services;
- Having a spread knowledge on microfinance and ethical finance subjects through the creation of a network of people, institutions, public and private organisations at every level;
- Extending knowledge of finance management matters using it as a way to empower one's own personality.

ADIE is the first microfinance Institution in France, created in 1989 by 3 volunteers.

To date, it has 129 branches that cover the entire French territory and in 2017:

- has financed 21,048 people;
- has trained 17,275 people;
- has created more than 14,000 enterprises and more than 3,000 jobs.

ADIE has two main missions:

- Delivery of microcredits and business development services to the largest possible group of people with professional needs to create or develop a business and no access to classical bank loans;
- Share ADIE's experience and know-how with other institutions desiring to create or expand microcredits programmes.

We were interested in visiting ADIE because we know that it is at the forefront in the microfinance field and as Finanza & Persona is a young company, we wish to expand our knowledge beyond Italy and learn as much as possible from an institution that has been in existence for almost 30 years.

### **Lessons learnt during the visit:**

We greatly appreciated the visit and Adie's organisation.

On the first day, we learnt about ADIE's organisational model, which was exhaustively explained by our coach Charlotte Guillemot and her colleagues for each specific area. We discussed ADIE's governance rules, revenue and annual costs budget in order to share experiences on the efficiency level to join as a microcredit entity, also referring to tutoring services providers. We also learnt about the advocacy process and financing of ADIE's microcredit activity in France.

Associazione Centro Studi Finanza & Persona Oadvisory is also involved in studying the social impact of microfinance activities in order to highlight the value of initiatives to possible stakeholders. Therefore, we discussed the process ADIE utilises to monitor the impact of their initiatives on the community. We collected useful data on business survival rates, which, for ADIE, have been improving for the last 6 years. We learned that 76% of businesses created by ADIE-supported entrepreneurs are still running two years after they were launched. In mainland France, the figure is almost the same (75%), a 5-point improvement over 2013. ADIE's project recipients show they are capable of creating businesses, which are at least as strong and survive as long as the average entrepreneur's.

We were also given an overview of their fund recovery process. This is very well organised, as there is a special fund-recovery department composed of a team of people who follow a very precise time schedule in terms of following due dates.

We learnt how Adie benefits from volunteers assisting the new and prospective entrepreneurs. For this purpose, on the second day we spent our time with a tutorial group where a volunteer was coaching a group of people in need of assistance to open their businesses. This person was teaching them to focus on the way to structure the business, while taking their environment into consideration. We greatly appreciated this experience and the clarifications from the office employees.

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

Associazione Centro Studi Finanza & Persona Oadvisory, which is a new player on the ground, is very interested in Adie's organisational model. We would be interested in incorporating some of what we learnt about ADIE into our organisation. For example, implementing training sessions, tutoring and assistance to new



entrepreneurs, which is mandatory in order to receive microcredit from the Italian National Microcredit body.

We would also like to eventually open a fund-recovery department in our office similar to ADIE's model.

Moreover, it is our intention to cooperate on an international level with ADIE concerning European tenders that require the participation of three organisations from three different European countries.