

EUROPEAN  
MICROFINANCE WEEK 2013

THE FUTURE OF MICROFINANCE:  
INVESTING IN INCLUSIVE GROWTH

# Triple Jump

## Use of subsidies

2013 November 13th

Luxembourg

Marnix Mulder – [marnix@triplejump.eu](mailto:marnix@triplejump.eu)

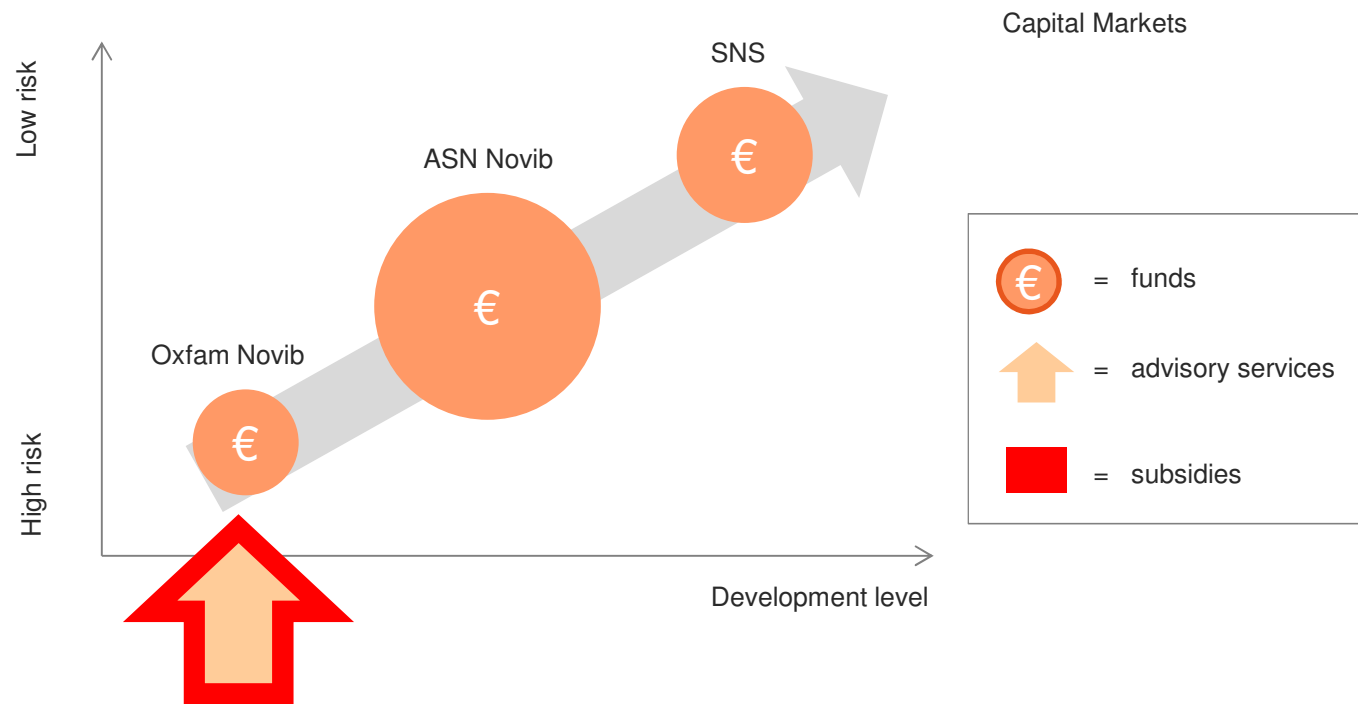
## 2007: From Generic Market Development ...

Strategy

What we do

Do/Don't

Future



**Use of high risk funding + subsidized advisory services to build capacities, develop the market**

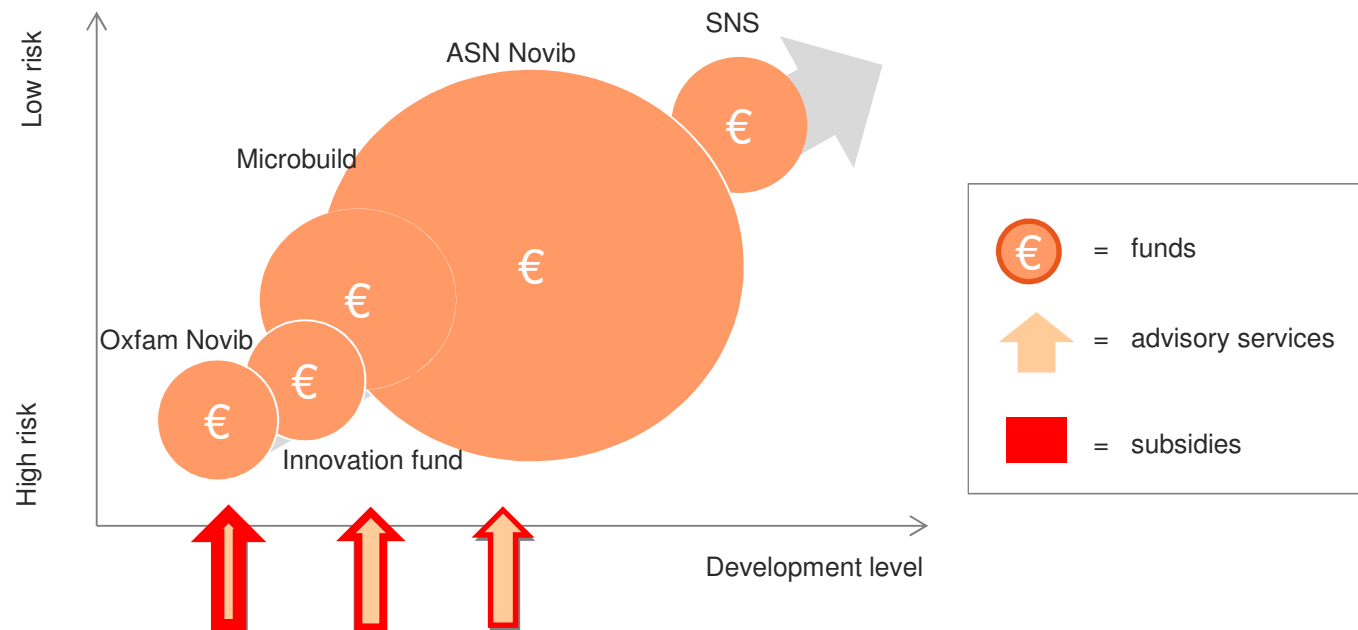
## 2013: ... to Furthering the Finance Frontier

### Strategy

What we do

Do/Don't

Future



**Use of high risk funding + subsidized advisory services to promote access to underserved markets**

EUROPEAN  
MICROFINANCE WEEK 2013

THE FUTURE OF MICROFINANCE:  
INVESTING IN INCLUSIVE GROWTH

1. Product/Channel  
Innovation

2. Risk  
Management

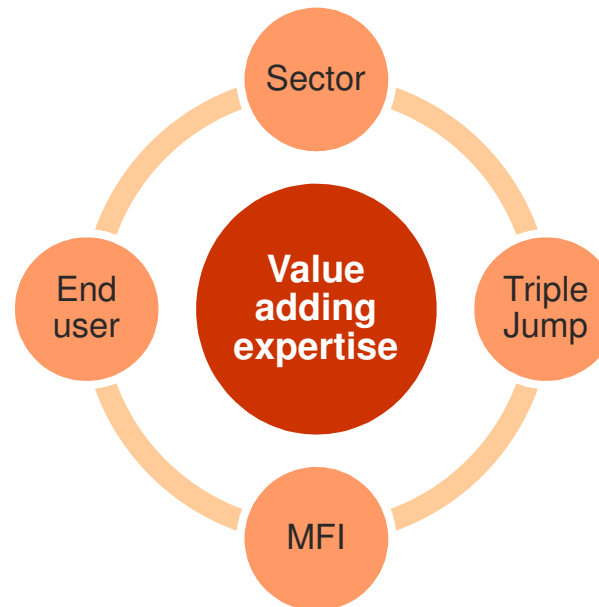
3. Social Impact

Strategy

What we do

Do/Don't

Future



Value adding through focussed advisory services  
importance of coordination for sector transformations

Strategy

What we do

Do/Don't

Future

**Do's**

Synergy

Identify levers of change

Cost-share

Partnering

Focus

Expertise driven

Impact oriented

Scaleability



**Don't's**

Cross-selling

Traditional DD

Free services/Capex

Create fat

Spread-out-too-thin

Generic project mgt

Expenditure-oriented

Individual results

**Not for the faint-hearted**

Strategy

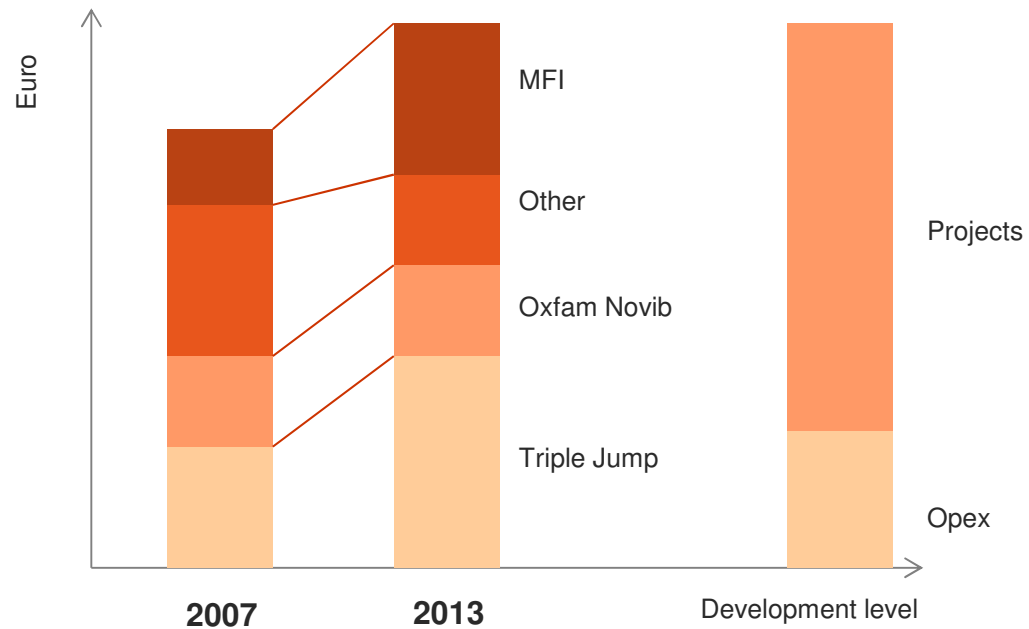
What we do

Do/Don't

Future

Income

Expenditure



**30 % of profits reinvested; external funding decreasing;  
importance of public-private partnerships**