

# Contigo Argentina

Classification by the principal vulnerability dimensions of new clients taking out their first loan in 2015, and of total clients who had a loan with the institution at the end of 2015.

The lines presented are in scale with the percentages.

**170**

Total clients

**54**

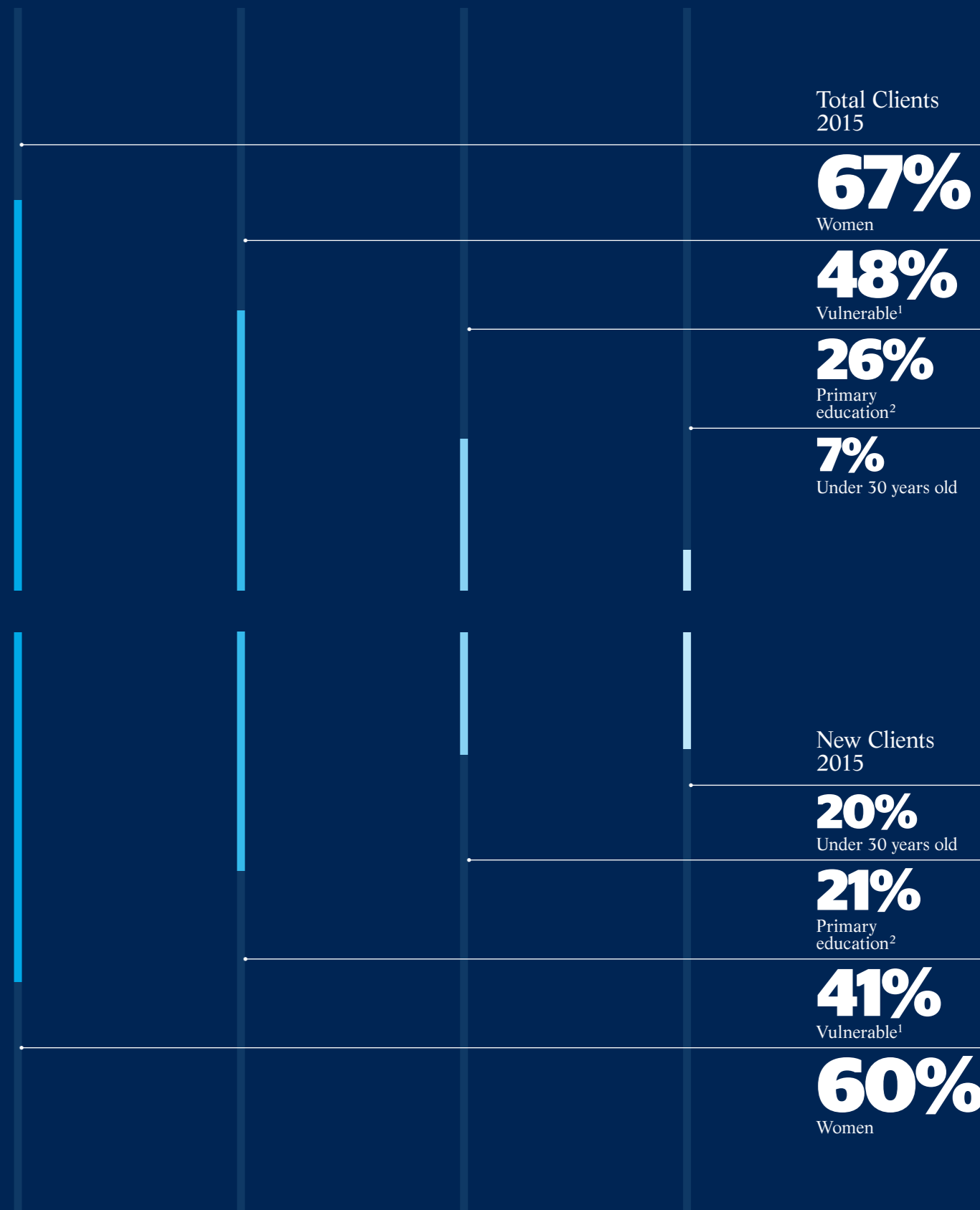
New clients

1\_ According to Argentina's official poverty line (distinguishing between rural and urban environments). Source: CEPAL.

Clients whose net income (i.e. profit obtained from their micro-enterprise) divided by the number of members in the family unit

(per capita) is no more than 3 times the poverty line of their corresponding country and type of environment (rural/urban).

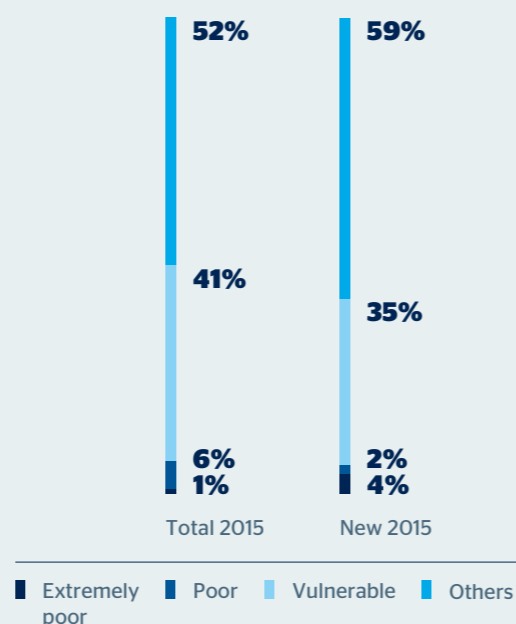
2\_ Clients with primary education at best, as a proportion of all credit clients.



# Our clients and our scale

**Contigo Microfinanzas** has a small client portfolio, of which **48% are economically vulnerable**.

## Client economic vulnerability<sup>1</sup>



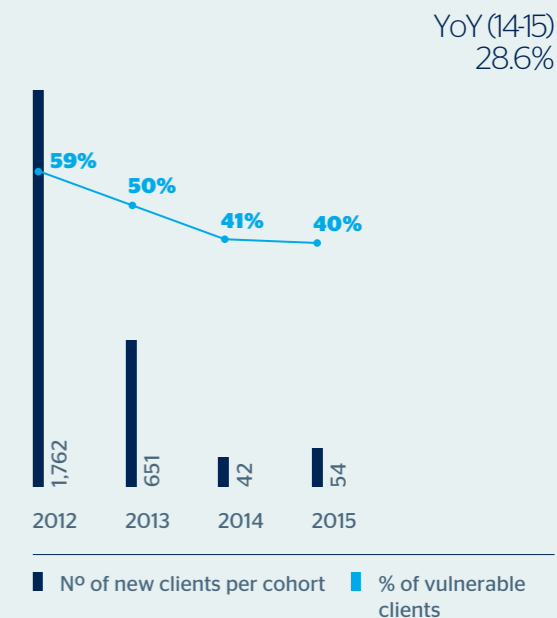
Source: Contigo. BBVAMF calculations.

1\_According to Argentina's official poverty line (distinguishing between rural and urban environments). Source: CEPAL. Clients whose net income (i.e. profit obtained from their micro-enterprise) divided by the number of members in the family unit (per capita) is no more than 3 times the poverty line of their corresponding country and type of environment (rural/urban).

2\_Takes into account clients who joined during the year (new clients).

**New client acquisition has remained restrained** in recent years as a result of an internal policy decision.

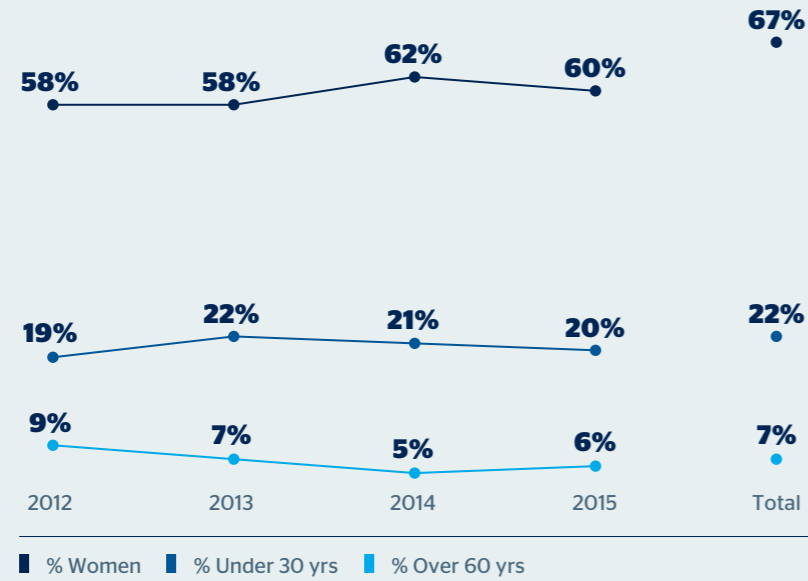
## New credit clients<sup>2</sup>



Source: Contigo. BBVAMF calculations.

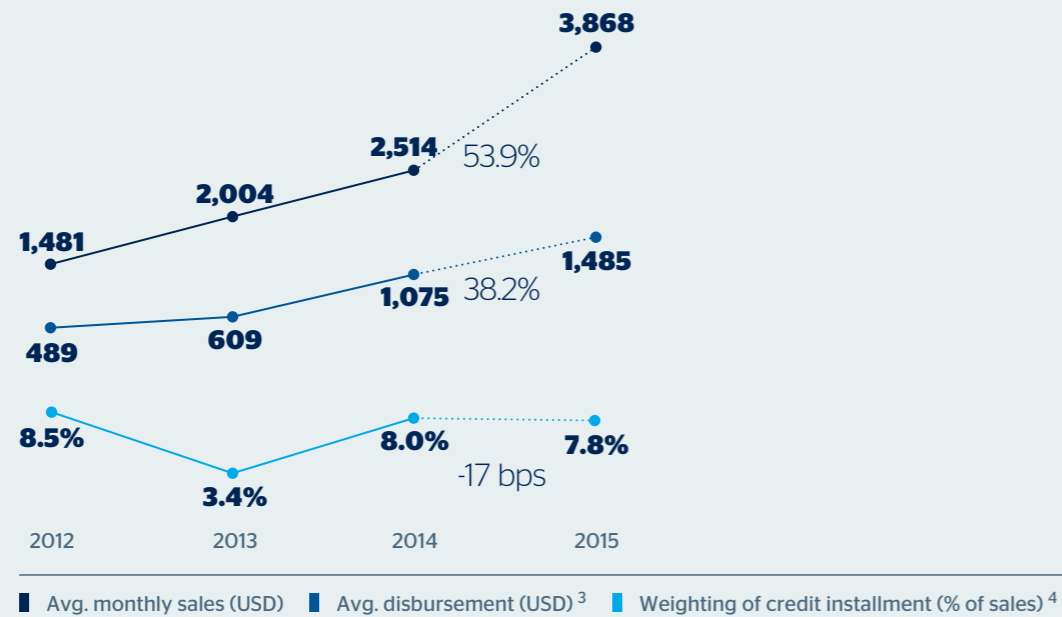
- New clients continue to be mainly women, and make up nearly 70% of the current portfolio. (see next page)
- The weight of the credit installment as a percentage of monthly sales has remained below 8% for new clients in 2015. (see next page)

**Profile of our credit clients<sup>2</sup>**



Source: Contigo. BBVAMF calculations.

**Sales, disbursement & weight of credit installment<sup>2</sup>**



Source: Contigo. BBVAMF calculations.

2\_Takes into account clients who joined during the year (new clients).

3\_Average disbursement, calculated as the average first disbursement for new clients each year.

4\_Weight of the installment calculated as a ratio average (installment divided by sales) of each client.

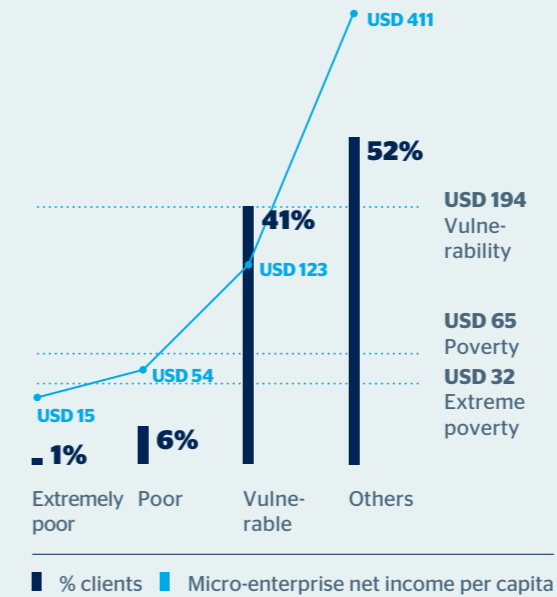
**Average per capita micro-entrepreneurial net income, by client seniority<sup>5</sup>**



Circle area represents the % of total clients

Source: Contigo. BBVAMF calculations.

**Average per capita micro-entrepreneurial net income, by client vulnerability<sup>5,6</sup>**



Source: CEPAL. Contigo. BBVAMF calculations.

5\_Data as of December 31, 2015.

6\_Poverty lines are for the urban environment. They have been updated to take inflation into account as published by the World Bank (19.7% in 2013, 29.3% in 2014). 2015 estimates by the International Monetary Fund (18.6%).

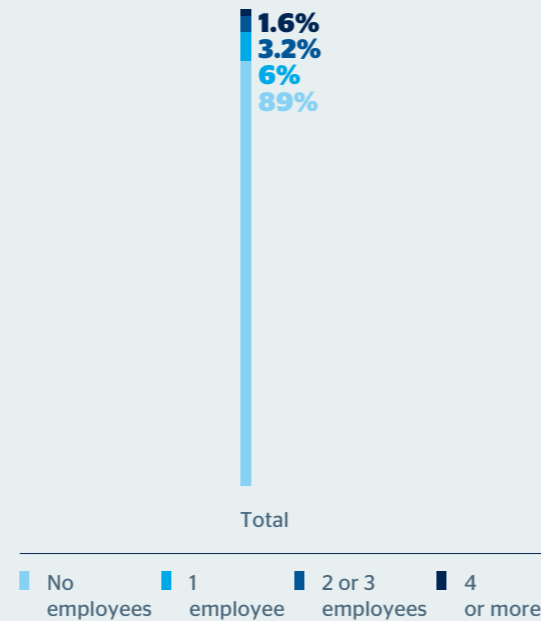
People served by Contigo live on an average of USD 8.90 a day.

- The correlation between the length of the relationship with the MFI and average per capita net income is positive, with available per capita income increasing the longer the client remains with the institution.
- 48% of clients live on less than USD 6.50 a day each.

# Our clients' enterprises

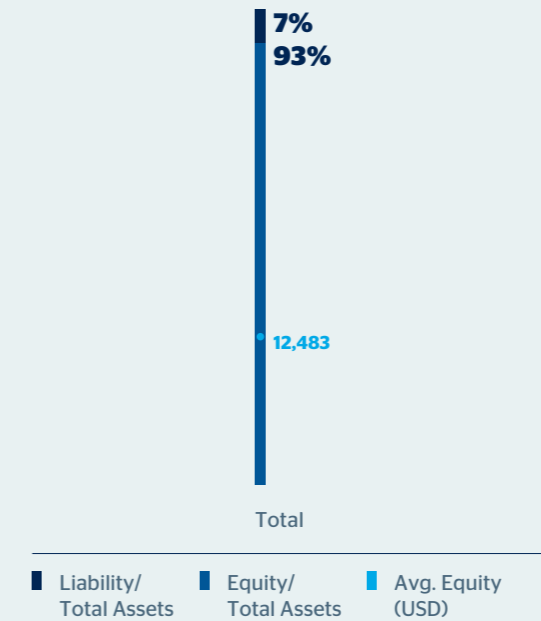
- 80% of our clients work in retail trade.
- 11% of all the businesses we serve generate jobs.

## Micro-enterprises' employee breakdown<sup>7,8</sup>



Source: Contigo. BBVAMF calculations.

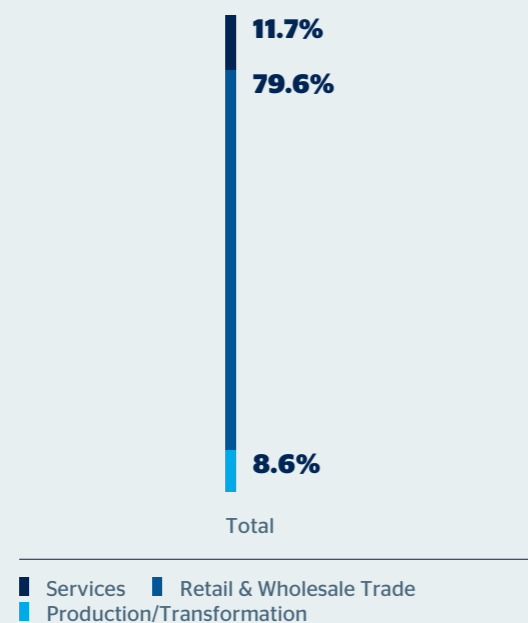
## Assets, liabilities and equity by vulnerability<sup>9,10</sup>



Source: Contigo. BBVAMF calculations.

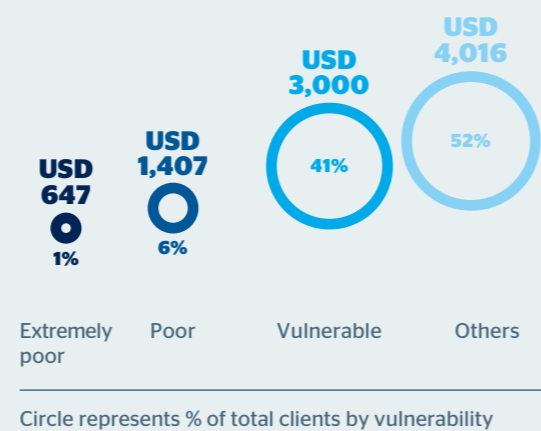
- The average disbursement originated represents 12% of a client's total assets and the installment payment, on average, 8% of total sales.

## Economic activity<sup>7</sup>



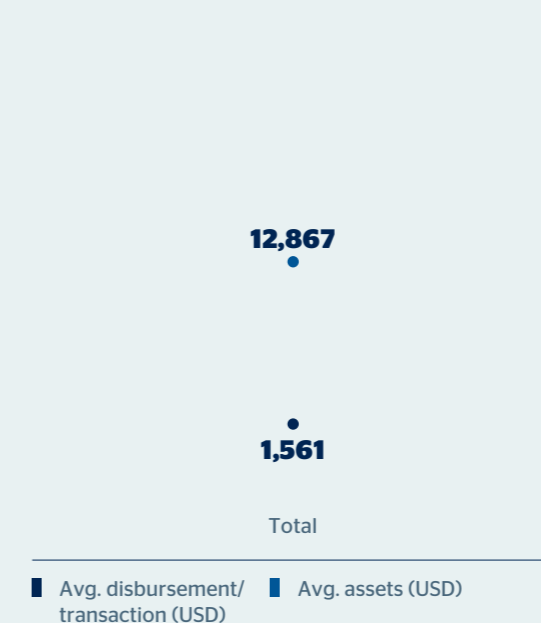
Source: Contigo. BBVAMF calculations.

## Average monthly sales by vulnerability



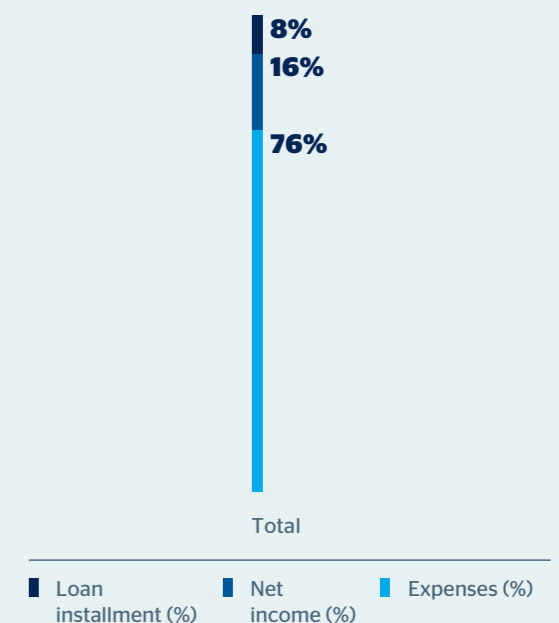
Source: Contigo. BBVAMF calculations.

## Assets and average disbursement by vulnerability<sup>10</sup>



Source: Contigo. BBVAMF calculations.

## Loan installment, expenses & margins (as % of sales)<sup>11</sup>



Source: Contigo. BBVAMF calculations.

7\_Data of current portfolio as of December 31, 2015.

8\_None of the clients classified as poor has an employee on their payroll. This information has a high margin of error given the small size of the Contigo Microfinanzas portfolio.

9\_Assets and equity calculated at the time of credit evaluation (i.e. not including the microcredit granted). None of the clients classified as poor has reported this information.

10\_Data of current portfolio as of December 31, 2015.

11\_Calculations based on those clients reporting expenditures.

# Activity

## data

---

### Summary of activity <sup>12</sup>

	<b>Total</b>
Gross loan portfolio (USD)	205,599
Total disbursed in 2015 (USD)	287,480
Nº transactions in 2015	187
Average disbursement in 2015 (USD)	1,537
Deposits & other (USD)	NA
Nº Employees	4
Nº Offices	1
Clients receiving financial education	1,103

<sup>12</sup> Data as of  
December 31, 2015.

Source: Contigo. BBVAMF calculations.