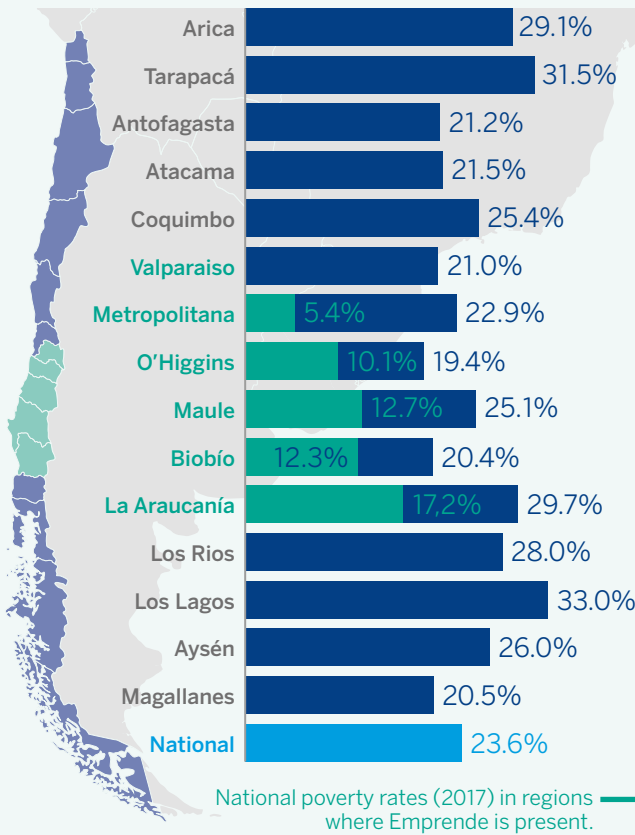# Chile

Fondo Esperanza

SOCIAL PERFORMANCE
REPORT **2018**

Measuring the realities that help dreams come true

National data

% regional labor force working as entrepreneurs
(2016)[1]

Region	%
Arica	29.1%
Tarapacá	31.5%
Antofagasta	21.2%
Atacama	21.5%
Coquimbo	25.4%
Valparaiso	21.0%
Metropolitana	5.4% / 22.9%
O'Higgins	10.1% / 19.4%
Maule	12.7% / 25.1%
Biobío	12.3% / 20.4%
La Araucanía	17,2% / 29.7%
Los Rios	28.0%
Los Lagos	33.0%
Aysén	26.0%
Magallanes	20.5%
National	23.6%

National poverty rates (2017) in regions where Emprende is present. —

Emprende is present in the regions with the highest rates of poverty and where there are entrepreneurship opportunities.

% Poor
According to the national poverty line[2]

2.3%
Extremely poor

8.6%
Poor

1. CLIENTS
High proportion of entrepreneurs in extreme regions

Total credit clients

8,788

86% Vulnerability

53% Women

30% Rural environment

51% Primary education at best

22% Over 60 years old

12% Under 30 years old

New credit clients 2018

2,009

90% Vulnerability

50% Women

30% Rural environment

41% Primary education at best

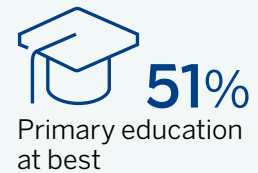11% Over 60 years old

24% Under 30 years old

Source: Emprende Microfinanzas. BBVAMF calculations.
(1) INE (National Statistics Institute), Employment Survey. BBVA Research 2017.
(2) National poverty rate according to Ministry of Social Development.
Number of clients and financial data as of 12.31.2018.

SDG icons: 1 NO POVERTY · 2 ZERO HUNGER · 4 QUALITY EDUCATION · 5 GENDER EQUALITY · 8 DECENT WORK AND ECONOMIC GROWTH · 10 REDUCED INEQUALITIES · 11 SUSTAINABLE CITIES AND COMMUNITIES · 13 CLIMATE ACTION · 16 PEACE, JUSTICE AND STRONG INSTITUTIONS · 17 PARTNERSHIPS FOR THE GOALS

2. WOMEN'S PROFILE

Workplace, by gender[3]
National data 2017

	Women	Men
Own home	45.8%	18.6%
Client's home or workplace	8.8%	24.9%
Non-home premises/offices	20.4%	19.8%
Other	25.0%	36.7%

Women — Men —

Total clients
4,697

Vulnerability
90%
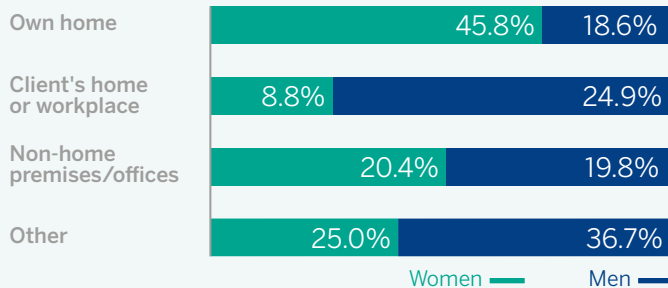
Financial gaps in entrepreneurship, by gender

	Monthly sales	Assets
Women	1,943	6,083
Men	2,491	10,863

Monthly sales — Assets —

Sales
USD **1,943**
78%
Gap with men's sales.

Assets
USD **6,083**
56%
Gap with men's assets.

3. RELATIONSHIP

Providing timely and relevant products and services

Branch offices
18

Loan officers
58

Service points
3

Average disbursement

Total clients
served in 2018:
USD **1,644** **+15.2%** 2017–2018

High linkage of clients

72% of clients have more than 2 credits.

- 1 CREDIT 28%
- 2 CREDITS 18%
- 3 CREDITS 13%
- 4 CREDITS OR + 41%
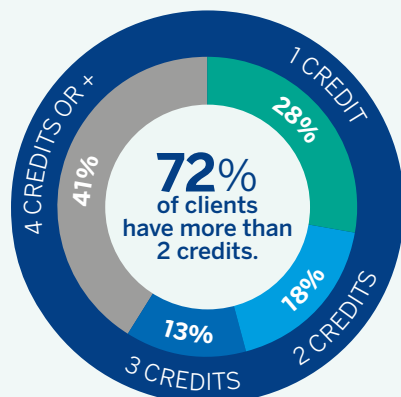
Products adapted to clients' needs

Credit for Projects

Agro Credit
Agro sector represents 29% of total portfolio.
29%

Emergency Credit

Voluntary Insurance
52% of clients have voluntary insurance coverage.
52%
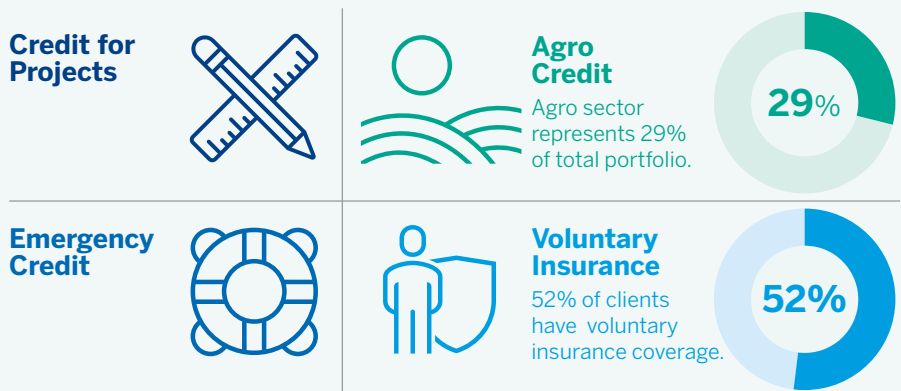
(3) 2017 Microentrepreneurial Survey (EME).