

## UMM Scholarships winners 1<sup>st</sup> call 2011

We would like to announce the winners of the 8th UMM scholarships' selection round. The 3 master students have been selected by the Selection Committee among 11 students from 9 different universities and 6 different nationalities. The winners who study in Belgium and Germany will conduct field research in Vietnam, Peru and Indonesia.



**Martin Schellhorn Master student at the Solvay Brussels School "Can Investor-pressure to report social performance help MFIs achieve their social mission better? The case of Tao Yeu Mai Fund"**

Microfinance Institutions (MFIs) are social enterprises that exist to fulfill a social mission. This report investigates how introducing Social Performance Management (SPM) can help an MFI to better achieve this social mission. The research will be conducted in form of a descriptive case study: A theoretical part will look at the increasing use of alternative measurements to prove economic performance and the role of investors in inciting MFIs to apply these new measurements. The TYM-Fund in Vietnam is then taken as an example for an MFI wanting to introduce SPM in order to better cope with investor demands. Applying the SPI tool developed by CERISE and with help of interviews and focus groups with management and investors, the utility, acceptability and drawbacks of SPM will be assessed.



**Sebastian Groh, Master student at the Göttingen University "Bridging the gap between micro and macro analysis - Residential and micro-business energy demand modelling for the case of Peru"**

Worldwide, there are about 10,000 microfinance institutions (MFIs). However, only 300 to 400 of them have any experience in energy lending. This is due to a range of factors. One of them is the high cost of market research and the right identification of the potential market demand. This thesis aims to develop a methodology which allows MFIs to systematically assess a region's micro energy potential. An expert survey will be conducted in order to extract those factors that determine a region's potential to implement microfinance projects for renewable and energy efficient products. Based on the results an econometric model is built explaining Peruvian residential and micro-business energy demand and allowing for extrapolation.



**Fabian Hubner, Master student at the University of Cologne and Aalto School of Economics "Socio-Economic Profile of Microinsurance Customers in Indonesia and Their Motivation for Purchase"**

For his Master Thesis at the University of Cologne and Aalto School of Economics, Huber is conducting research on a recently introduced microinsurance product, namely Tamadera, in Indonesia. The focus, hereby, is to investigate the socio-economic factors which influence insurance adoption among low-asset people. Therefore, data will be collected via personally administered questionnaires from two samples: One group of respondents who voluntarily decided to engage in the new insurance plan and another group with respondents who decided not to participate in Tamadera. Through the application of quantitative statistical analyses, Huber wants to identify the socio-economic characteristics which influence microinsurance adoption.

## Application Deadlines for the 4<sup>th</sup> call of UMM Scholarship Programme

- **October 15<sup>th</sup>, 2011** (Bachelor, Master)

## Application Deadline for UMM Awards Programme

- **August 31<sup>st</sup>, 2011**

Application forms for the UMM Scholarships and Awards Programme are available on our website.

Please send your application to:

[umm@planetfinance.org](mailto:umm@planetfinance.org)

## UMM Awareness Events

Last May, PlaNNet Finance Italy has organized, across the major Italian Universities various UMM awareness raising events and presentations on microfinance topics, which have involved 240 students and two experts from the PlaNNet Finance Group. Ms. Mariangela Pensa, Investment Officer MENA at PlaNIS responsAbility SAS, has conducted two lectures, at the University of Turin and at the University La Sapienza in Rome, on the investments in the microfinance sector and the process used to evaluate the Microfinance Institutions. Moreover, Mr. Christian Sinobas, Deputy Director of Operations at PlaNNet Finance, has provided an interactive lecture at the University of Palermo, where the aim was to show to the students how to build a microfinance institutions' business plan.

Another UMM awareness event was lead at Nancy on May 30<sup>th</sup> for "Acte Microfinance", a student association at ICN Business School. The students received a training about private funding for microfinance from a PlaNIS-Responsibility SAS Expert.

## UMM Awareness Events (continued)

On June 16<sup>th</sup> 2011, PlaNet Finance Italy invited important operators to the third morning debate about Investments Funds in the microfinance sector which took place in Milan. Part of the discussion has been conducted by Ms. Maria Cristina De Lorenzo (University of Bologna), second winner of the UMM Award in 2010, and winner of the special Italian Award granted by Caggemini Italia, with the presentation of her thesis "Microfinance Investment Vehicles: an Empirical Analysis". Mr. Paolo Migliavacca, CEO of VITA, an Italian magazine about ethical responsible practices, gave his comment on the students' work. The debate has been moderated by Ms. Raffaella Poggio, Marketing and Communication Manager in Caggemini Italia.



Milan

## UMM Workshops

On May 31<sup>st</sup>, the UMM France team organized the 5<sup>th</sup> UMM Workshop at Sciences Po in Paris. The workshop was organized in partnership with Sciences Po Paris, and co-financed by BNP Paribas and Escem. The main topic of this event, which gathered 70 students, professors and experts was "Microfinance in Africa". At this occasion 6 students from 5 European Universities presented their research work and 10 microfinance experts and professors shared their experience with the participants.



Paris

On June 17<sup>th</sup>-18<sup>th</sup> the 6<sup>th</sup> UMM Workshop was organized with the e-MFP Action group "University Meets Microfinance" in Groningen. It was held as a parallel session to the "Second European Research conference on Microfinance" at the University of Groningen, which gathered 203 participants. The conference assessed the state of the art in the field of microfinance research and provided researchers and professionals in the sector with the opportunity to present their work, to discuss with senior researchers and to exchange with international colleagues. During the UMM sessions, 4 students, 3 professors and 4 practitioners discussed the topics "Rural Finance" and "Savings". A workshop report will be available in autumn.



Groningen

On July 11<sup>th</sup>-12<sup>th</sup> the 7<sup>th</sup> UMM Workshop took place at the Frankfurt School of Finance & Management. 6 students, 8 practitioners and 6 professors discussed the recent developments in the field of "microfinance investment and regulation". 101 participants, from 25 universities and 20 organizations attended the workshop during the two days. Some of the major discussions evolved around the question whether commercial microfinance investments might have contributed to an over-concentration of funds and to over-indebtedness of microfinance clients in some markets. Practitioners and academics presented different approaches, aiming at the preservation of responsible finance practices. All available workshop presentations will be downloadable by September under <http://www.universitymeetsmicrofinance.eu/site/previous-workshops.html>.



Frankfurt

## Selection Committee

The UMM Selection Committee has gained new Italian members during this semester. Among the academics, we would like to thank Prof. Bortolani (Università degli Studi di Torino), Prof. Provenzano (Università degli Studi di Palermo) and Prof. De Angelis (Università La Sapienza di Roma). Among the practitioners, we would like to welcome Maria Cristina Negro and Diego Dagradi (both from Fondazione Giordano Dell'Amore).

## New UMM Coordinator

We would like to inform you that after 3 years of fruitful work for UMM, our coordinator Kathleen Welvers has taken a new challenge in Namibia. We wish her all the best for her future career. At this occasion we would like to introduce to you Sven Volland, who is the new UMM Coordinator Europe. He will be the main contact person for UMM. We would like to remind you that Pauline Bensoussan will remain the UMM contact for UMM in France and Faiza Borges for UMM in Italy.

## e-MFP Partner Announcement

EIBURS, the European Investment Bank (EIB) University Research Sponsorship Programme provides grants to EU University Research Centers working on research topics and themes of major interest to the Bank. The EIB sponsorships are given once per year with an amount of up to EUR 100,000 for a period of 3 years. The deadline for submission of proposals is the 16<sup>th</sup> September 2011.

<http://www.eib.org/about/partners/universities/eiburs/index.htm?lang=en>

## Contact

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