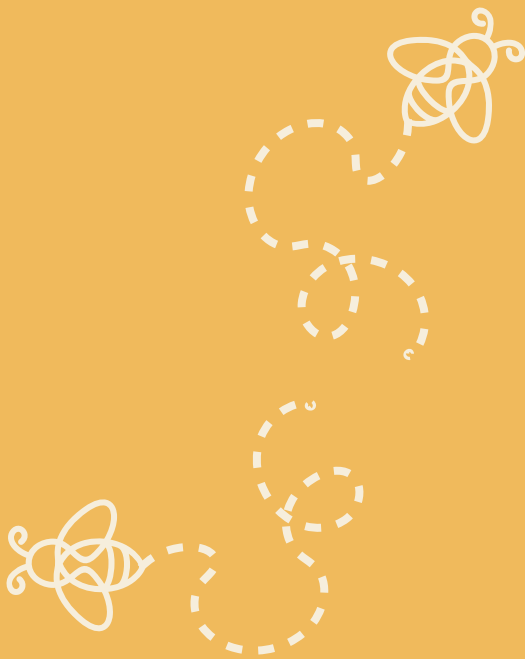


perXmicro

il microcredito in italia



SOCIAL IMPACT MEASUREMENT

2009-2018



POLITECNICO
MILANO 1863





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This is the story of a bee. Acutally, it is the story of many bees, many and buzzing.

Of worker bees, which day after day build and take care of their micro enterprises with ambition, tenacity and incessant activity.

And of worker bees, keen on giving a better tomorrow to themselves and their families, that is, to the community, after all.

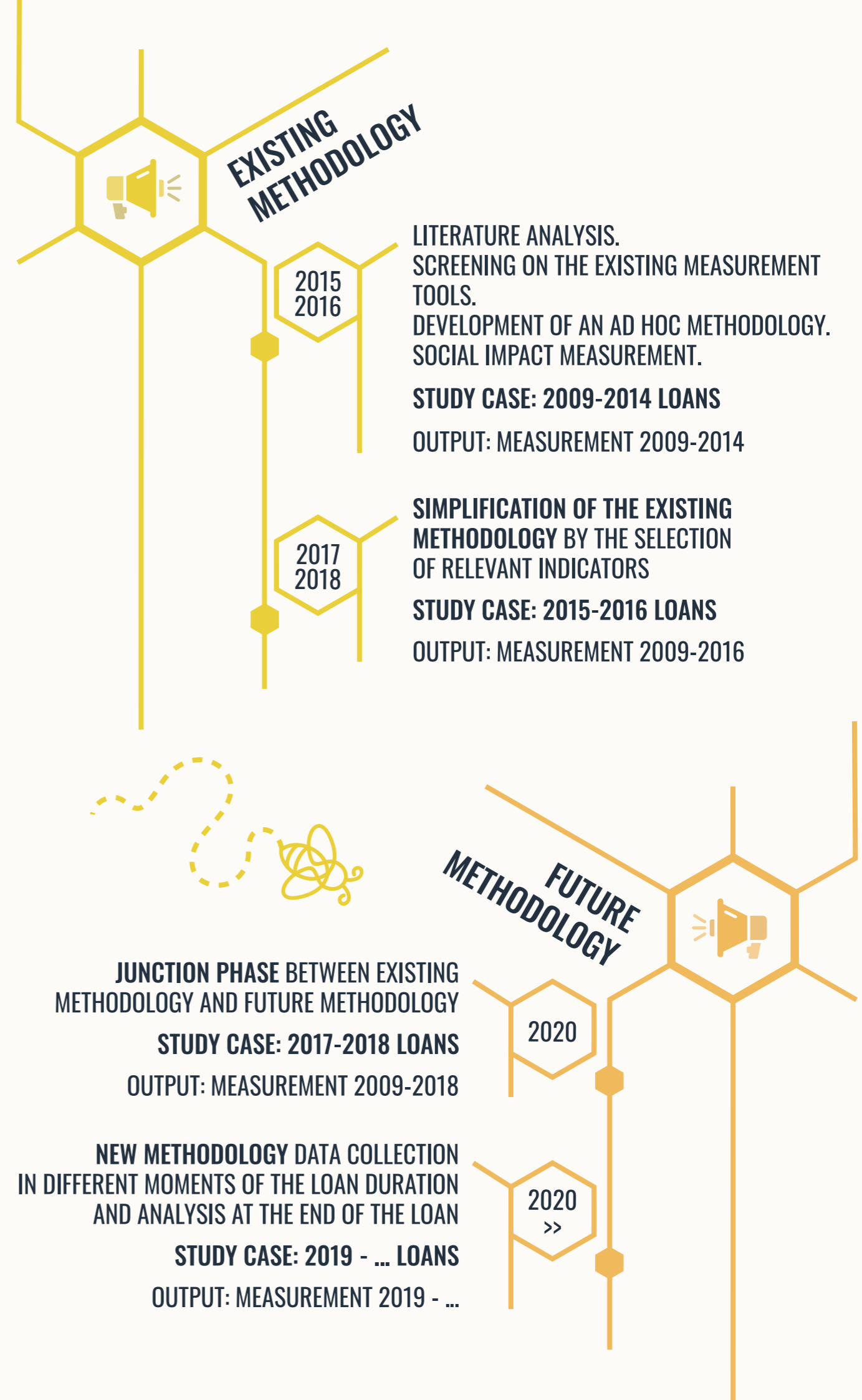
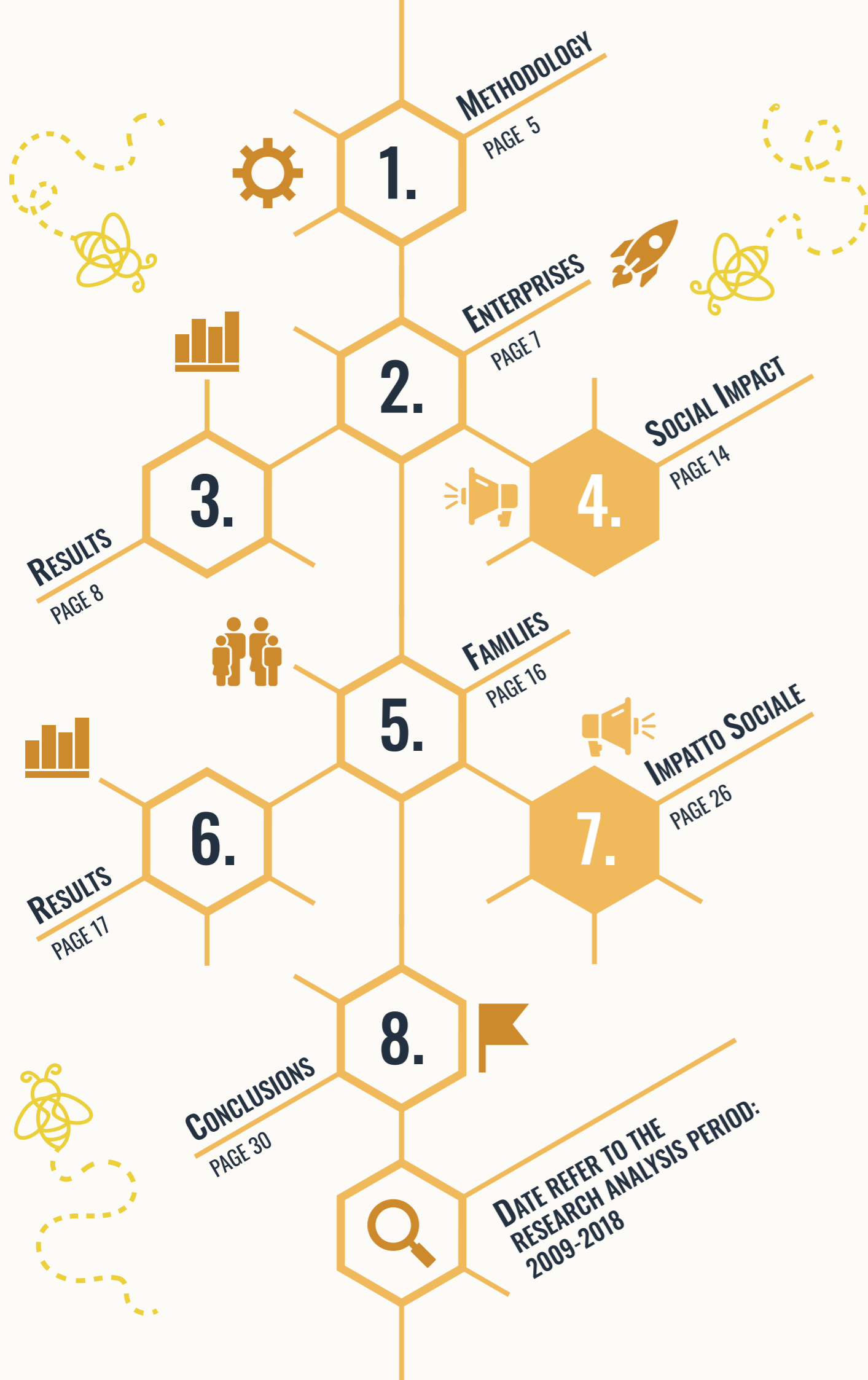
But it is also our story, as we know bees. Or rather, we know entrepreneurs: many, industrious and necessary, just like bees, for the life of the ecosystem. We also know people who ask for trust.

We trust those who deserve it: everyone, each of them. In PerMicro we give credit to the industrious flight of each bee.

Someone, with a lot of patience and competence, decided to observe us and study what in a good (or bad) way we have built over the course of 10 years.

In practice, this is the story of what we have achieved so far, told by those who, by profession, study bees and communities: that is, those who measure social impact.

Andrea Limone
President at PerMicro



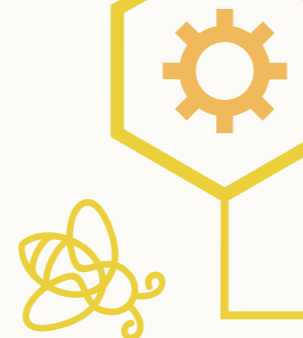
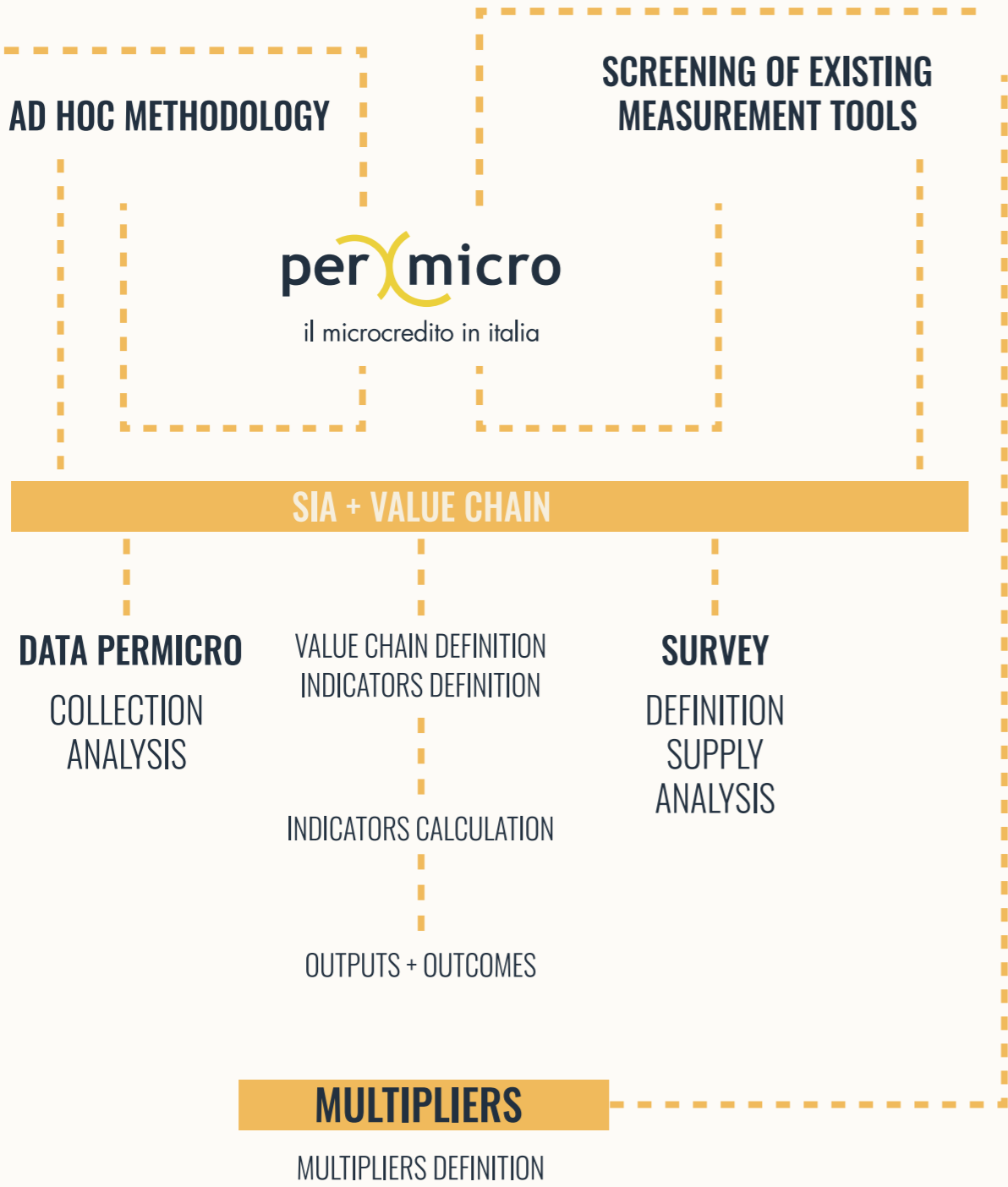


CHART OF THE METHODOLOGICAL STEPS



SOCIAL IMPACT MEASUREMENT





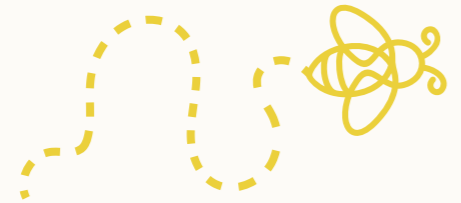
2.709
MICROCREDITS
TO
ENTERPRISES

×

15.577
AVERAGE AMOUNT
DISBURSED TO
ENTERPRISES

=

42.103.013
TOTAL AMOUNT
DISBURSED TO
ENTERPRISES



2.604
FINANCED
ENTREPRENEURS



Michela e Giulia,
Olos massage centre,
Vicenza



Massimiliano,
Bug Arcade Bar,
Milano



**TRAINING TO ENTREPRENEURS
AND MONITORING**

in collaboration with **microLAB**



1.007
ENTREPRENEURS
WERE SUPPORTED
BY A MENTOR

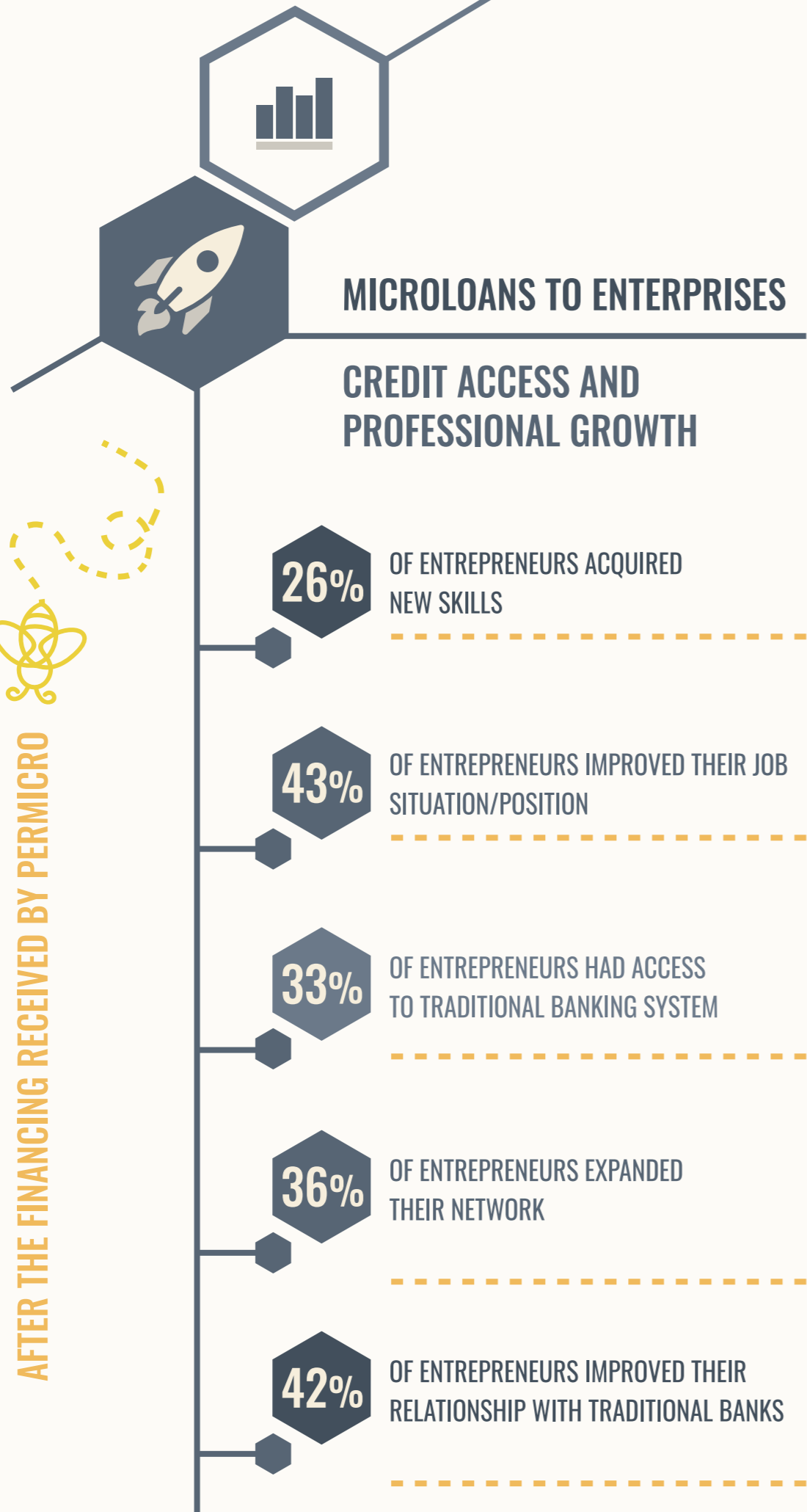
2.604
ENTREPRENEURS
WERE SUPPORTED IN
**BUSINESS PLAN
DRAFTING**

41.664
HOURS OF TRAINING
ON BUSINESS PLAN
IN PERMICRO
BRANCHES

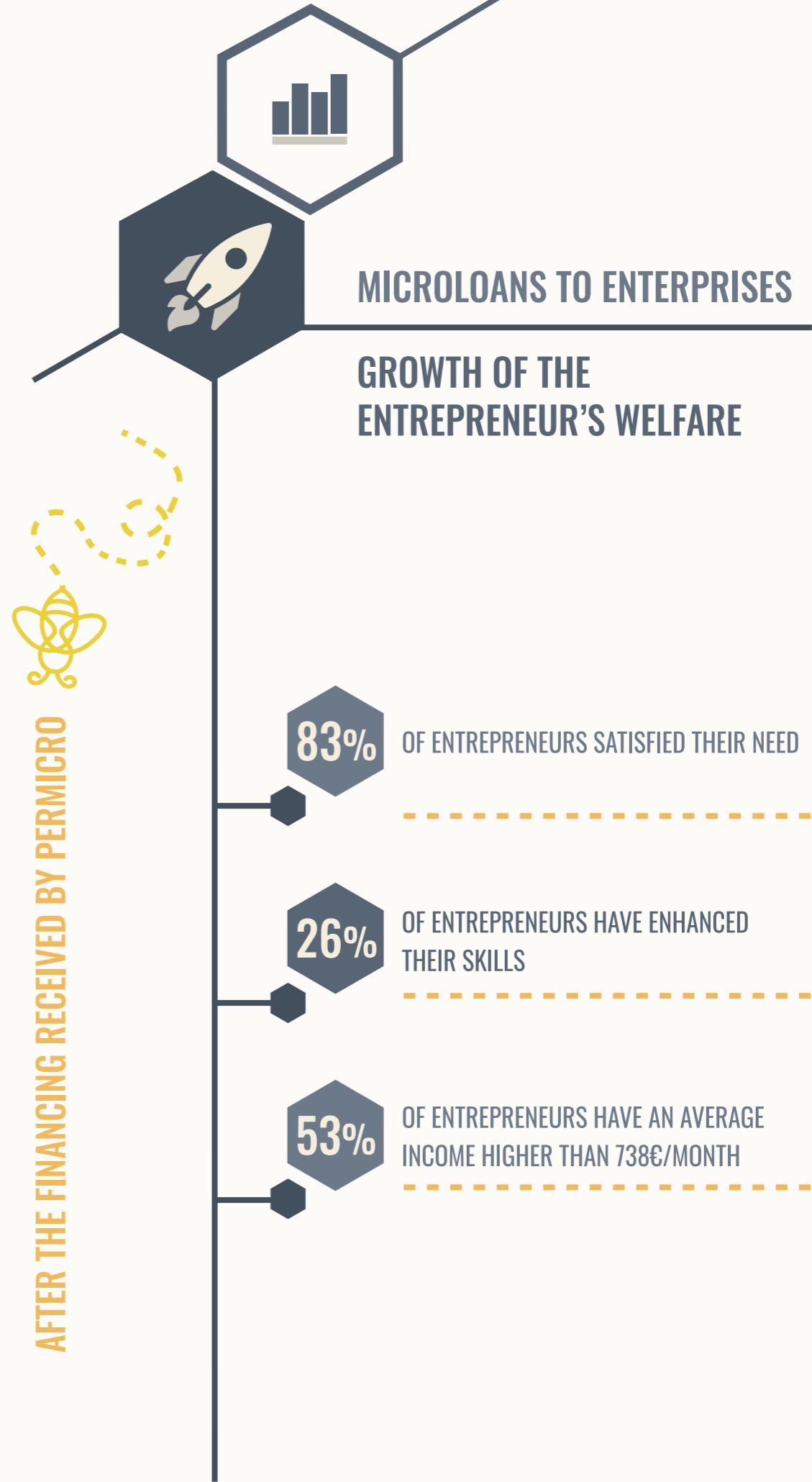


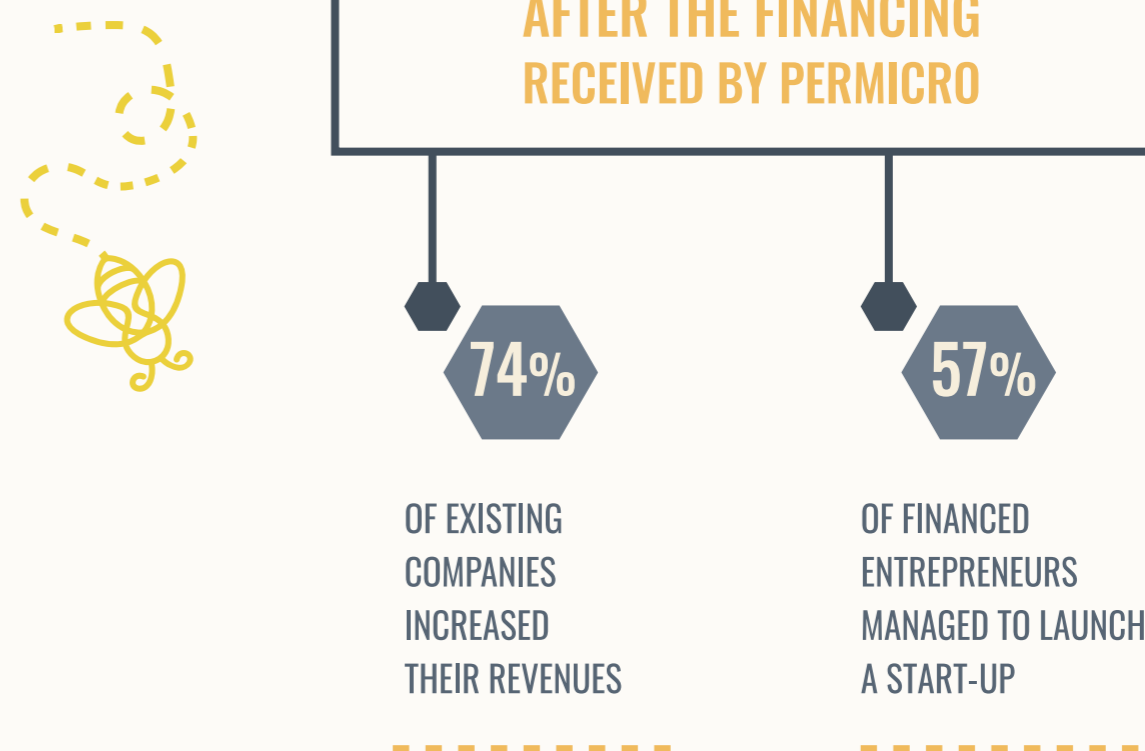
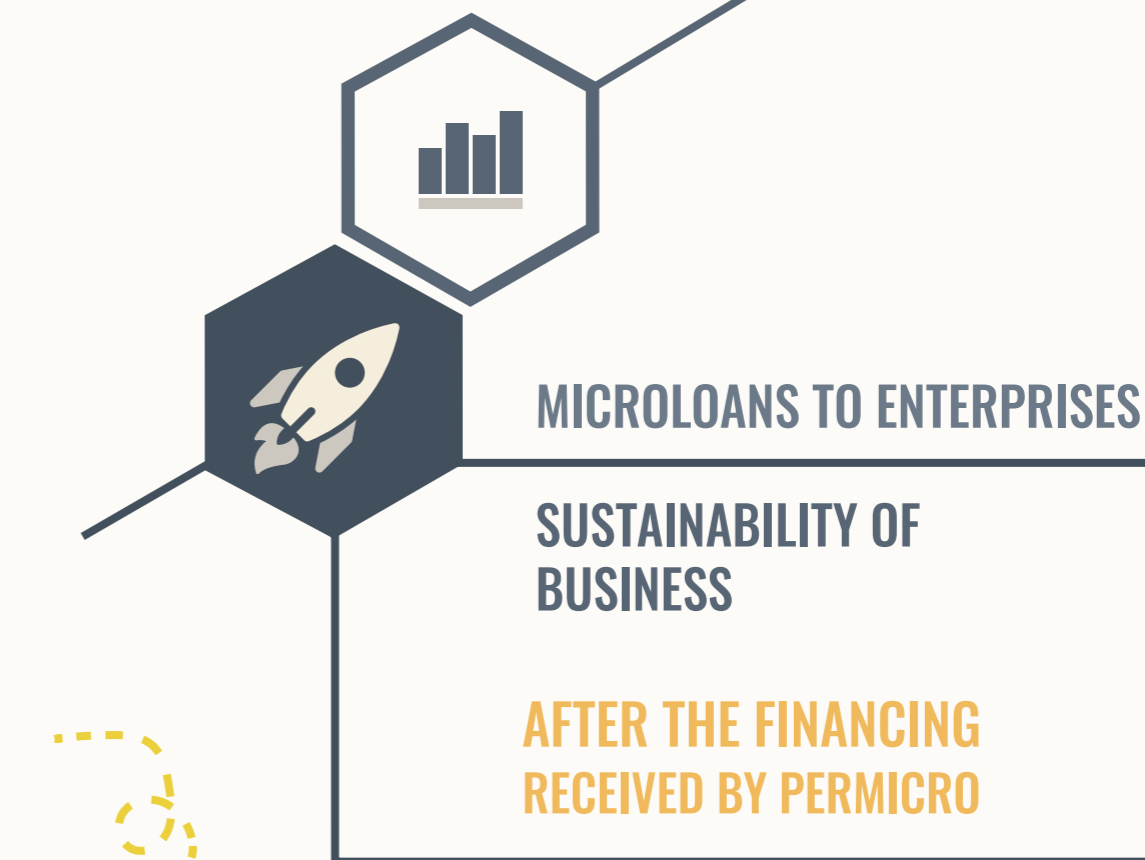
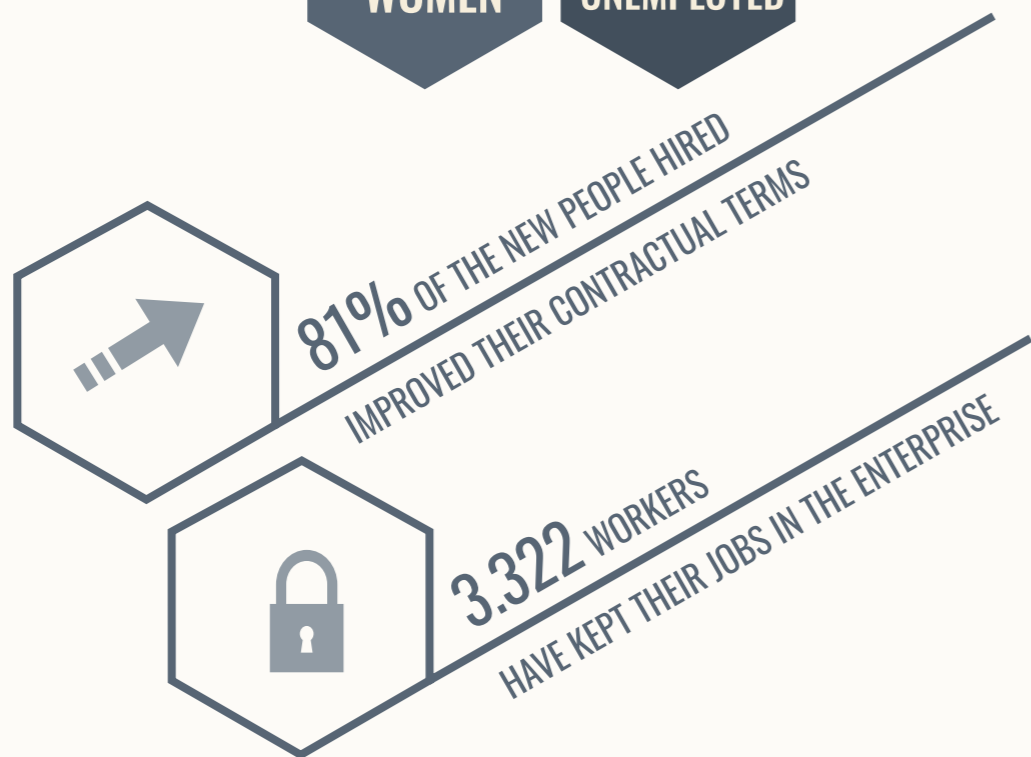
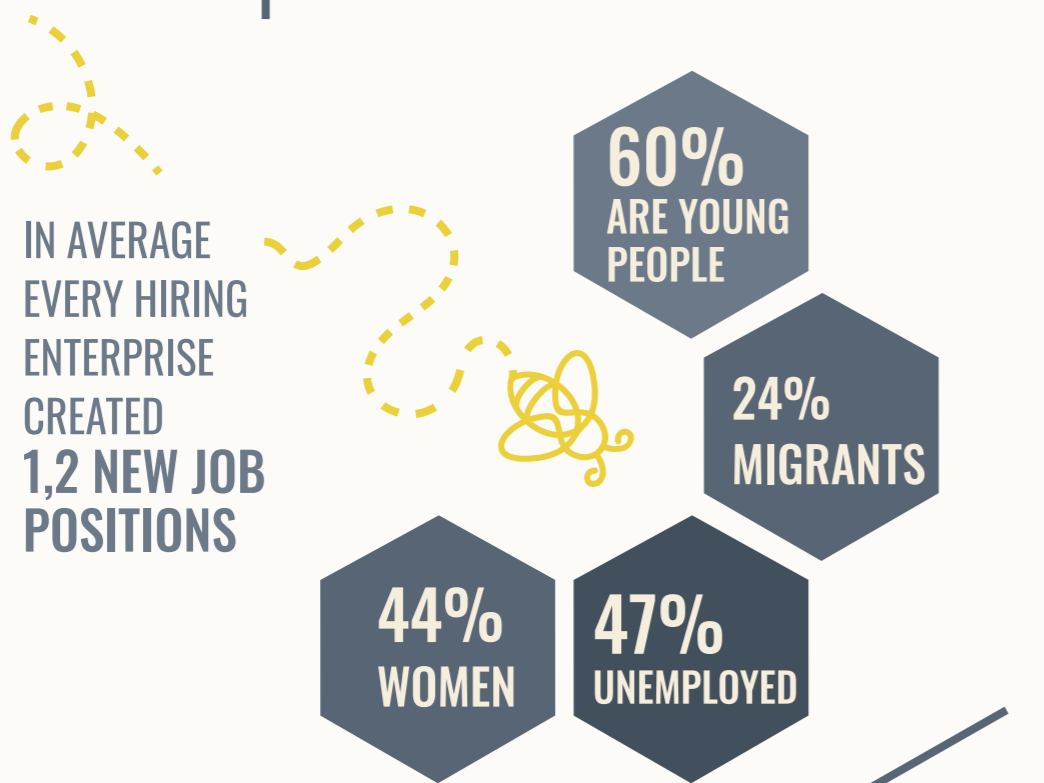
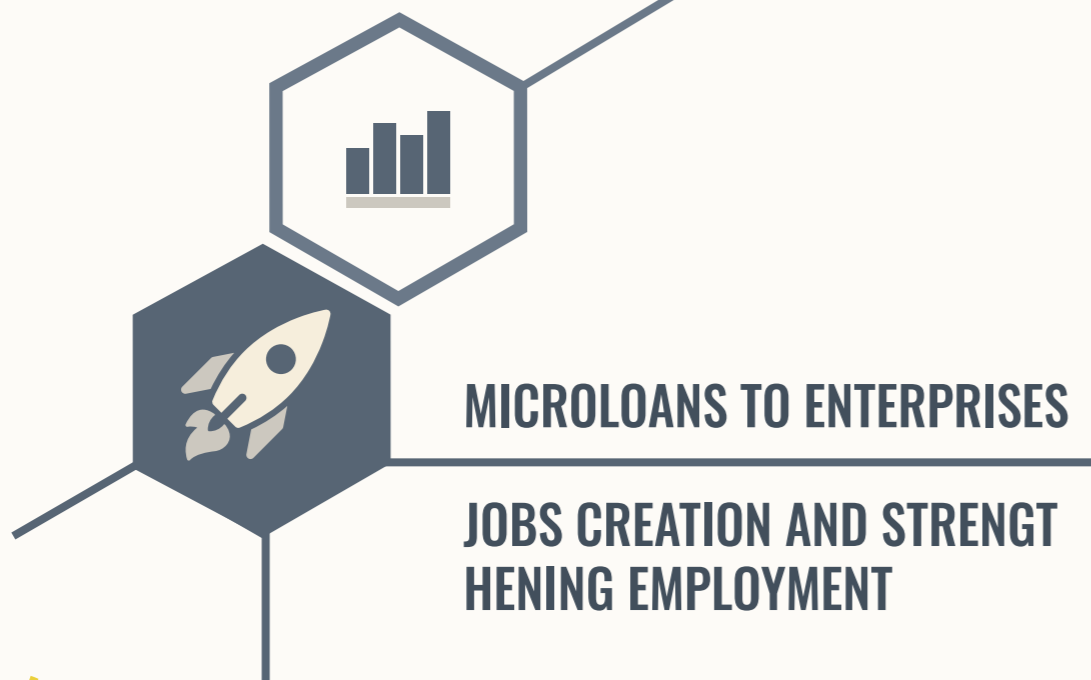
Giulia, MicroLab Mentor,
and Giacomo, Taddia polishing,
Pieve di Cento (BO)

3. RESULTS
AFTER THE FINANCING RECEIVED BY PERMICO



3. RESULTS
AFTER THE FINANCING RECEIVED BY PERMICO







SOCIAL IMPACT



SOCIAL WELFARE ENHANCEMENT AND INCREASE OF FINANCIAL INCLUSION



ENTREPRENEURS WERE NOT BANKABLE AND HAD ACCESS TO CREDIT THROUGH TRADITIONAL CHANNELS



SOCIAL IMPACT



IMPACT ON PUBLIC WELFARE



78.894.894€



GOVERNMENTAL REVENUES INCREASE

ANNUAL DATA 2009-2014 [12.437.260] * #LOANS 09-14 = 2,8 YEARS
ANNUAL DATA 2015-2016 [14.574.695] * #LOANS 15-16 = 2,1 YEARS
ANNUAL DATA 2017-2018 [7.181.466] * #LOANS 17-18 = 1,9 YEARS

14.671.892€



PUBLIC EXPENDITURE SAVINGS

13.763.397€ REDUCTION OF FINANCIAL AIDS
+ 908.496€ REDUCTION OF ADMINISTRATIVE COSTS

SOCIAL IMPACT MEASUREMENT

perXmicro
il microcredito in italia



Max Pelagatti,
professional photography,
Pescara



Salim, houseworks for the
family house in Bangladesh,
Lecce



MICROLOANS TO FAMILIES



16.574
MICROCREDITS
TO **FAMILIES**



5.050€
AVERAGE AMOUNT
DISBURSED
TO **FAMILIES**



84.532.069€
TOTAL AMOUNT
DISBURSED TO
FAMILIES



Thushi Thushara,
Srilankan singer,
Milano



Katia and Madlena,
Georgian caregivers,
Firenze

14.783
FINANCED
PEOPLE



MICROLOANS TO FAMILIES

PURPOSES



14.783

FINANCED PEOPLE OF WHICH:



9.306

PEOPLE RECEIVED A MICROCREDIT FOR **HOUSING PURPOSES**

1.360

PEOPLE RECEIVED A MICROCREDIT FOR PERSONAL **CAR/VAN / MOTORBIKE**



1.158

PEOPLE RECEIVED A MICROCREDIT FOR **MEDICAL EXPENDITURES**

2.229

PEOPLE RECEIVED A MICROCREDIT FOR **FAMILY EXPENDITURES**

837

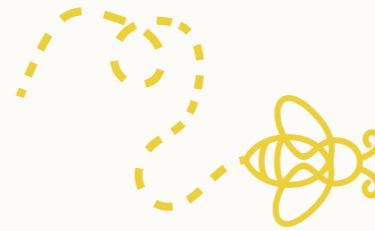
PEOPLE RECEIVED A MICROCREDIT FOR **OTHER PURPOSES**



MICROLOANS TO FAMILIES



WOMAN EMPOWERMENT

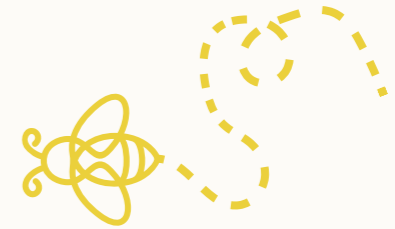


55%

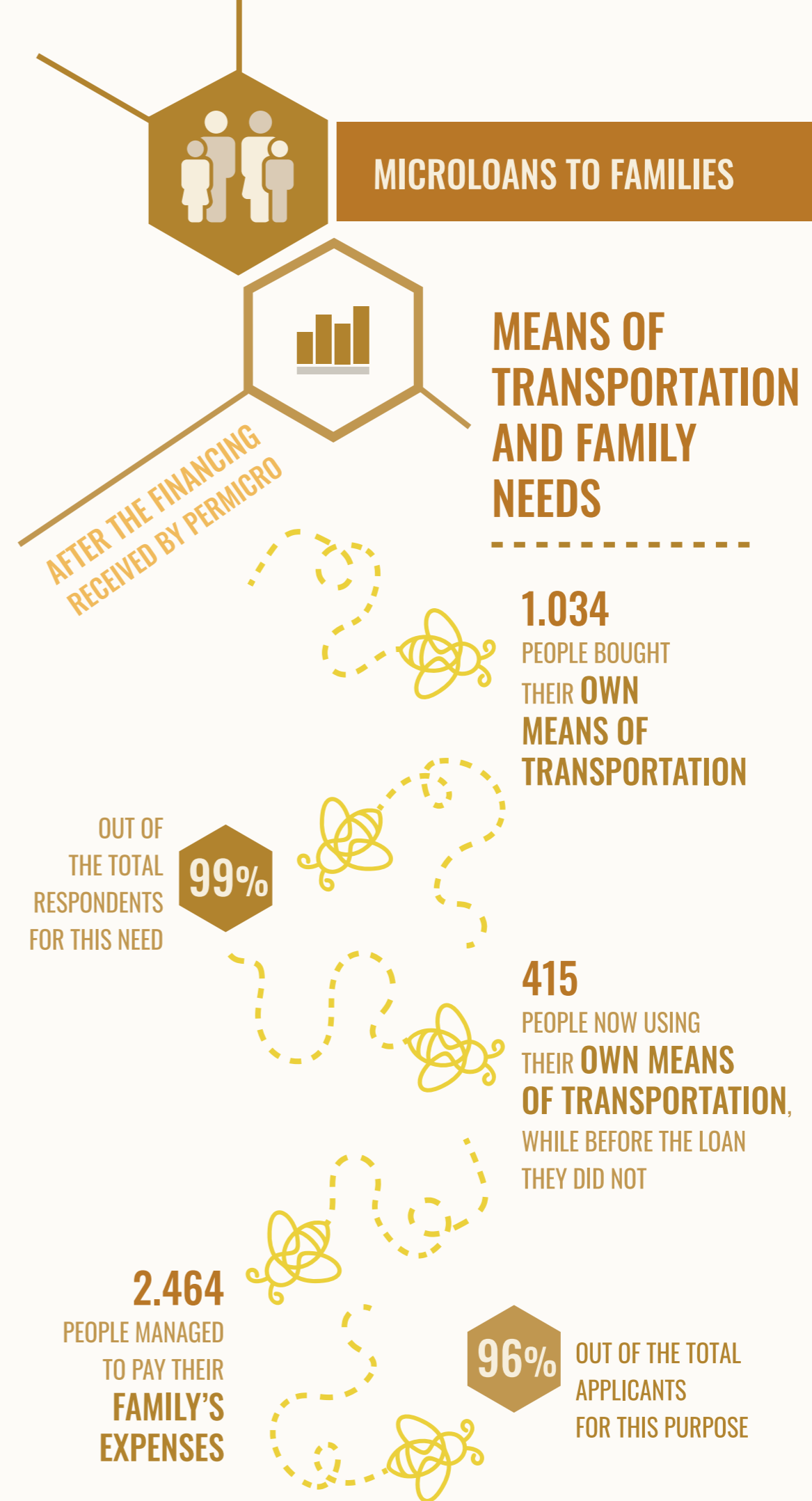
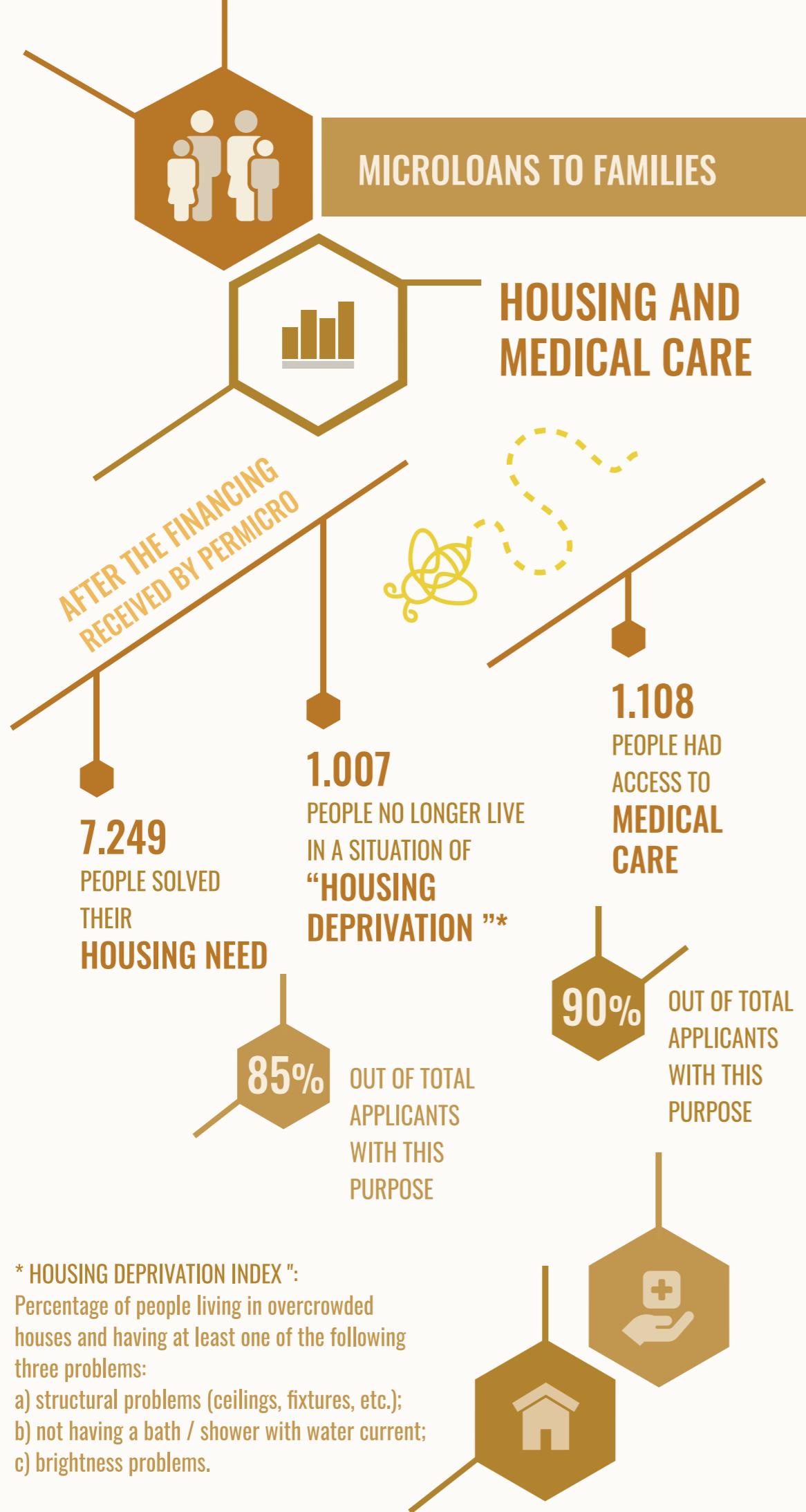
OF PERMICRO LOAN SEEKERS IS REPRESENTED BY WOMEN AND THE MAJORITY OF THEM ARE MIGRANTS

OF PERMICRO LOAN SEEKERS IS REPRESENTED BY YOUNG WOMEN UNDER 35. HALF OF THEM HAS MORE THAN ONE CHILD

5%



Nick and Andrea, oboe student and teacher, Pescara





MICROLOANS TO FAMILIES



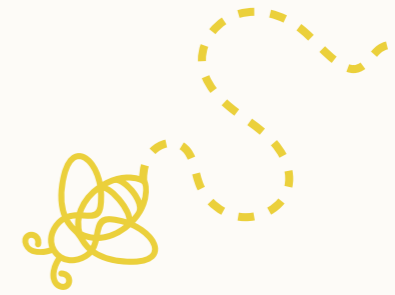
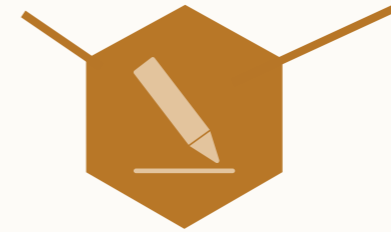
WELLNESS AND FAMILY INCOME

3.069

PEOPLE WHO HAVE BEEN REACHED IN ITALY BY RELATIVES / FRIENDS FROM THE COUNTRY OF ORIGIN

31%

FAMILIES WHOSE FAMILY INCOME GREW AFTER THE FUNDING RECEIVED FROM PERMICRO



3.130
PEOPLE WHO HAVE IMPROVED THEIR SKILLS IN MANAGING FAMILY INCOME

22%

OF THE FINANCED PEOPLE

1.630
PEOPLE WHO INCREASED THE AMOUNT SENT TO THE FAMILY AFTER THE FUNDING RECEIVED FROM PERMICRO

18%

OF THE FINANCED PEOPLE



MICROLOANS TO FAMILIES



ECONOMIC DIFFICULTY AND FINANCIAL INCLUSION

AFTER THE FINANCING RECEIVED BY PERMICRO



2.152

OF PEOPLE CAN GET THROUGH THE MONTH WITHOUT DIFFICULTY OUT OF THE TOTAL APPLICANTS FOR THIS PURPOSE

SUBJECTIVE ASSESSMENT OF ECONOMIC DIFFICULTY

15%

OF PEOPLE NO LONGER LIVE IN CONDITIONS OF "SEVERE MATERIAL DEPRIVATION" AS PREVIOUSLY DECLARED

3.492

PEOPLE HAD ACCESS TO TRADITIONAL FUNDING

FINANCIAL INCLUSION

23%

OF PEOPLE IMPROVED THEIR RELATIONSHIP WITH BANKS



MICROLOANS TO FAMILIES



POVERTY REDUCTION



381

PEOPLE NO LONGER LIVE BELOW THE **POVERTY LINE*** THANKS TO PERMICRO'S LOAN



650

PEOPLE NO LONGER LIVE IN CONDITIONS OF "**SEVERE MATERIAL DEPRIVATION**" THANKS TO PERMICRO'S LOAN



41,55%

OF PEOPLE NO LONGER LIVE IN CONDITIONS OF "**SEVERE MATERIAL DEPRIVATION**" ON THE TOTAL OF APPLICANTS WHO PREVIOUSLY DID

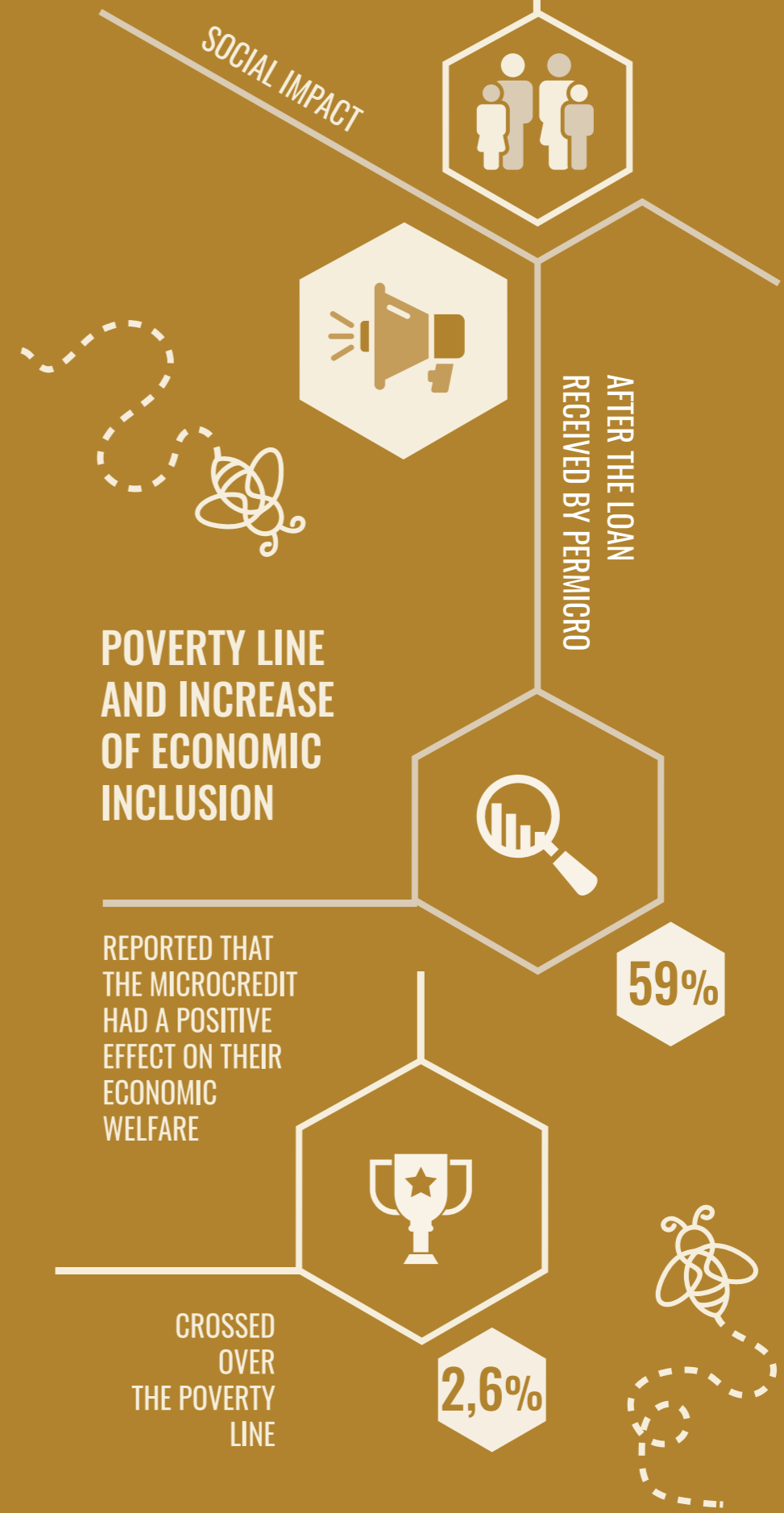
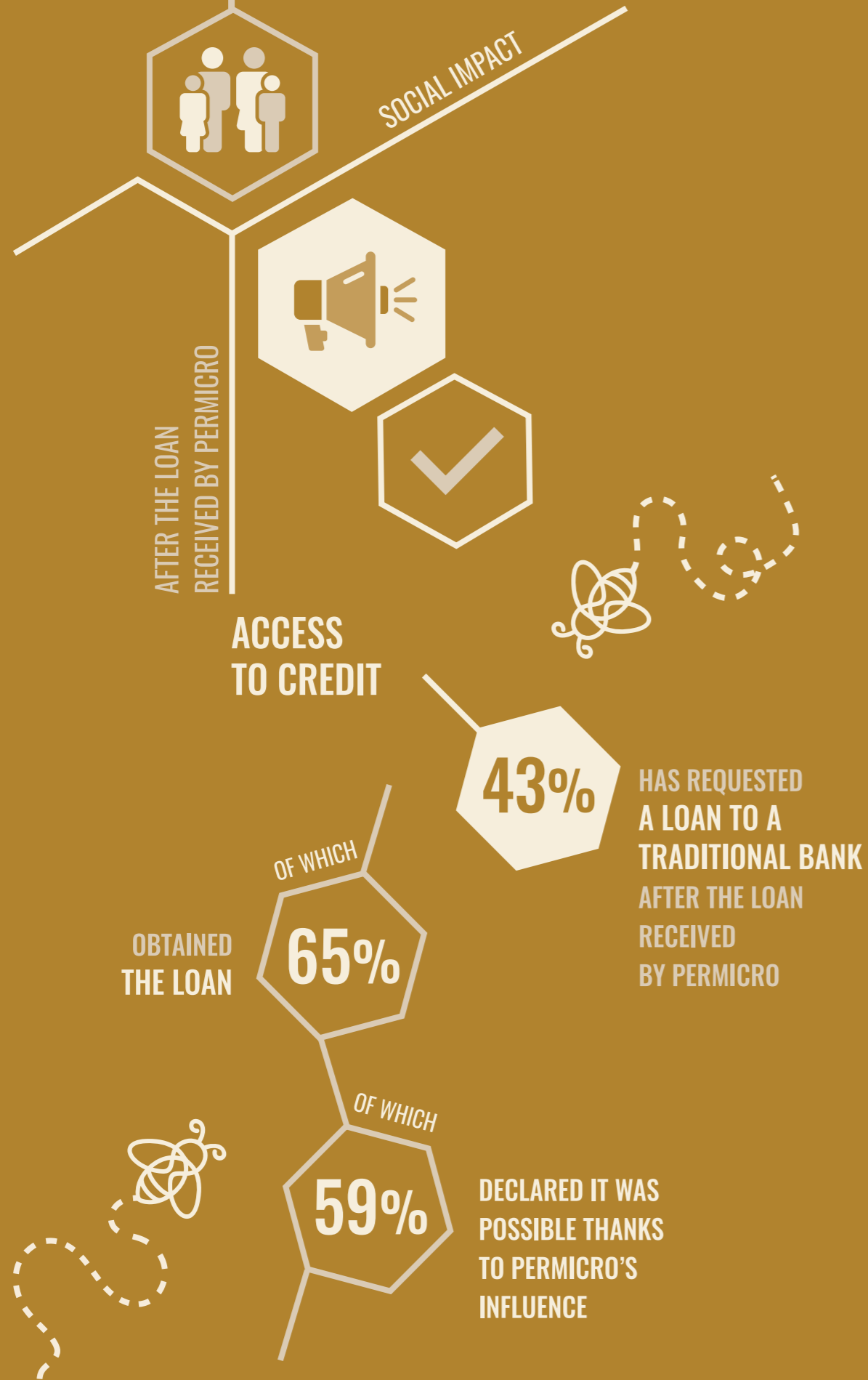
*BES: ABSOLUTE POVERTY INDEX: Percentage of people belonging to families with an overall consumption expenditure lower than the absolute poverty threshold value on the total number of resident people go to look at what is the absolute poverty threshold and ask people if their spending exceeds this threshold value.

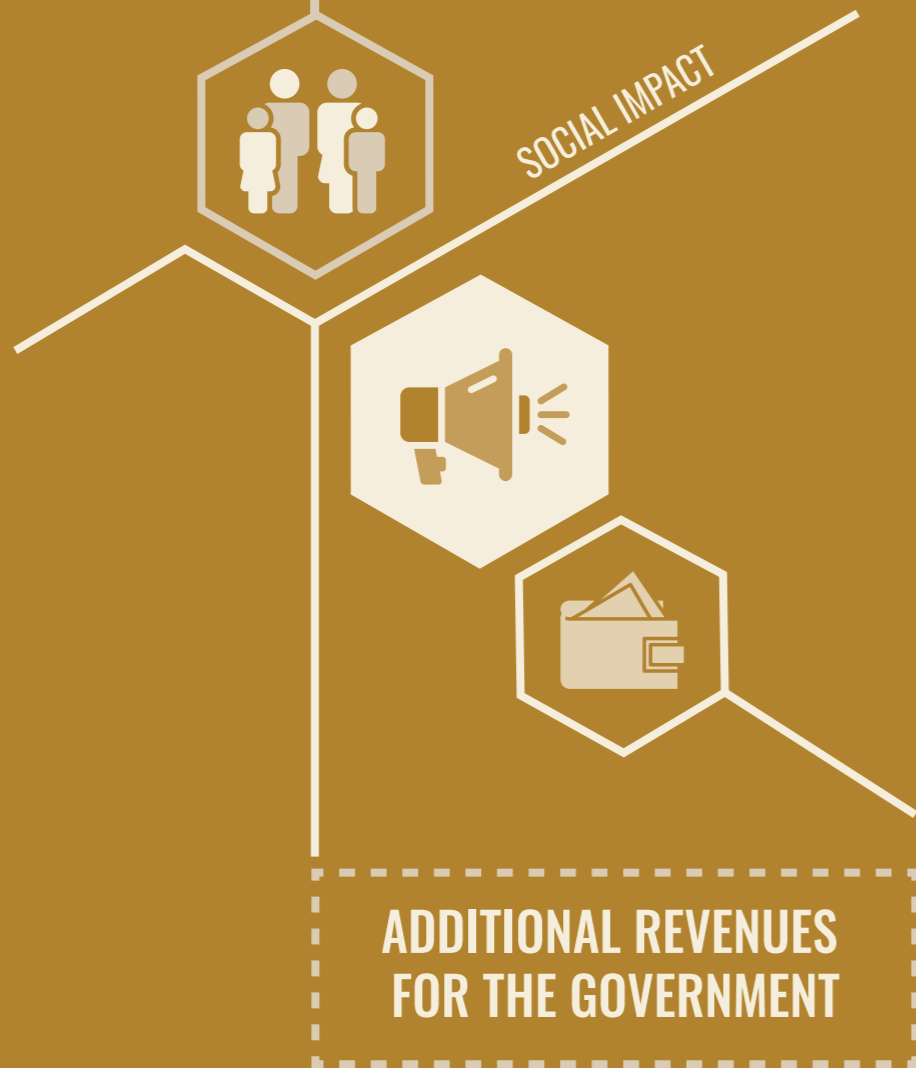
The absolute poverty threshold represents the monetary value, at current prices, of the basket of goods and services considered essential for each family, defined on the basis of the age of the members, the geographical distribution and the type of municipality of residence.

A family is absolutely poor if it incurs a monthly consumption expenditure equal to or less than this monetary value. Please note that:

- a) the family size cannot exceed 12 members;
- b) the "large municipalities" also include the municipalities on the outskirts of the metropolitan area;
- c) the data have been available since 2005.

Calculation of the absolute poverty threshold on the website www.istat.it/it/prodotti/contenuti-interattivi/calcolatori/soglia-di-poverta





9.009.435€
AMOUNT
IRPEF
REVENUE

7.778.561€
AMOUNT OF
FISCAL REVENUE
CAUSED BY
CONSUMPTION
INCREASING



80%

HAVE **SATISFIED**
THE NEED FOR
WHICH THEY
REQUESTED
A LOAN

3.492€
PEOPLE WERE NOT
BANKABLE BUT, AFTER
THE LOAN, THEY HAD
ACCESS TO
THE TRADITIONAL
CREDIT CHANNELS

SUMMARISING

OUR IMPACT

PERMICRO IS THE FIRST COMPANY IN ITALY SPECIALIZED IN THE SUPPLY OF CREDITS AND MICROCREDIT TO SUBJECTS EXCLUDED FROM TRADITIONAL CREDIT CHANNELS DUE TO INSUFFICIENT CREDIT HISTORY OR PRECARIOUS WORKING POSITION. THE IMPACT IT GENERATES WITH RESPECT TO ACCESS TO CREDIT IS THEREFORE IMPORTANT.

IN NEARLY 10 YEARS, NEARLY 850 ENTREPRENEURS AND MORE THAN 3,400 FAMILIES HAVE GONE FROM BEING NON-BANKABLE TO BANKABLE. AMONG THE IMPACTS, THE ONE LINKED TO BENEFITS FOR THE PUBLIC ADMINISTRATION IN TERMS OF INCREASE IN STATE REVENUES (IN TOTAL ABOUT 80 MILLION THANKS TO MICROCREDIT TO BUSINESSES AND ABOUT 16 MILLION IN 10 YEARS THANKS TO LOANS TO FAMILIES) AND A REDUCTION IN PUBLIC EXPENDITURE (IN TOTAL ABOUT 15 MILLION EUROS).

THIS HAS GENERATED BENEFITS FOR ENTREPRENEURS AND FAMILIES IN TERMS OF SOCIO-ECONOMIC RESULTS: ALONGSIDE THE INCREASE IN FINANCIAL INCLUSION IT IS IN FACT IMPORTANT TO HIGHLIGHT THE INCREASE IN SOCIAL WELL-BEING THAT WAS GENERATED BY THE POSSIBILITY OF RECEIVING A MICROCREDIT FROM PERMICRO.

PRESENTATIONS OF
THE RESEARCH



THANK YOU

**THE RESEARCH WAS CARRIED OUT BY
CENTRO TIRESIA OF THE POLITECNICO
DI MILANO.**



**POLITECNICO
MILANO 1863**



per micro

il microcredito in italia

