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Kiva

Loans That Change Lives
www.kiva.org

Yenku Sesay: Survival to Success

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Yenku Sesay is a 30 year old Sierra Leonean

In 2006 rebel soldiers cut off his hands as punishment for voting

When he was 21 years old, Yenku was a double amputee, whose only prospects were begging in the streets of Freetown

Yenku Sesay: Survival to Success

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Yenku was approached by a **microfinance institution**

The microfinance institution encouraged Yenku to take a loan of 300,000 Leones (about \$100) to start a small business

Yenku sold soap, biscuits and small items for a small profit

As Yenku made a profit, he reinvested it into the business

Yenku now supports his family of three children, and even pays for his younger brother's schools fees



Hand up, not a hand out

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Yenku's story is not unique

Millions of people around the world could help themselves if they just had access to money for starting or expanding their small business

Whether they need tools, seed, fertilizer, cloth, store supplies, it just takes that first step, that start-up capital, to give them a chance to be truly self-sufficient

However they cannot apply for a loan from a bank, credit company or credit co-operative because banks typically do not serve the poor

Materials for making products



Tools for carpentry Supplies for a store



Cloth for weaving



Seed for crops



Microfinance is the provision of financial services to the poor

The poor are typically excluded by financial service providers:

- No collateral
- No credit history
- Illiteracy

The poor need financial services, and already use them informally:

- Borrowing money from loan sharks with interest rates so high that it may be impossible to ever pay back
- Savings accounts kept in the home, vulnerable to theft
- Investing in livestock which is vulnerable to disease



For many in the developing world, savings accounts take the form of livestock

Microfinance works to provide the poor with these financial services, in a safe and controlled environment, through a microfinance institution

Give a man a fish, feed him for a day.
Teach a man to fish, feed him for a lifetime.

**What if he knows how to fish,
but just can't afford a fishing net?**

Microfinance Institutions

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There are thousands of microfinance institutions around the world, and they all vary a little depending on the region they are in and people they are targeting to help

- Some focus on **women** in places where women don't have the same rights as men and so have no economic empowerment
- Some focus on the **rural population** in areas where people are isolated and cannot travel to cities to access services
- Some focus on a **comprehensive program** which includes business training with financial products

What ties them all together, however, is a desire to help the poor by providing them with financial services



The Traditional Microfinance Lending Process

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Banks and NGOs



- Microfinance institutions typically get the money that they lend, from banks or non-governmental organizations, or both
- This can be **expensive**, as it is often borrowed with interest
- There may also be **difficult** application procedures to access debt capital from non-governmental organizations
- Some organizations can even find themselves **shut out** due to the region they operate in, particularly post-conflict regions

Microfinance Institutions



- Restrictions that microfinance institutions face ultimately affect the entrepreneurs, who rely on microfinance institutions to serve them

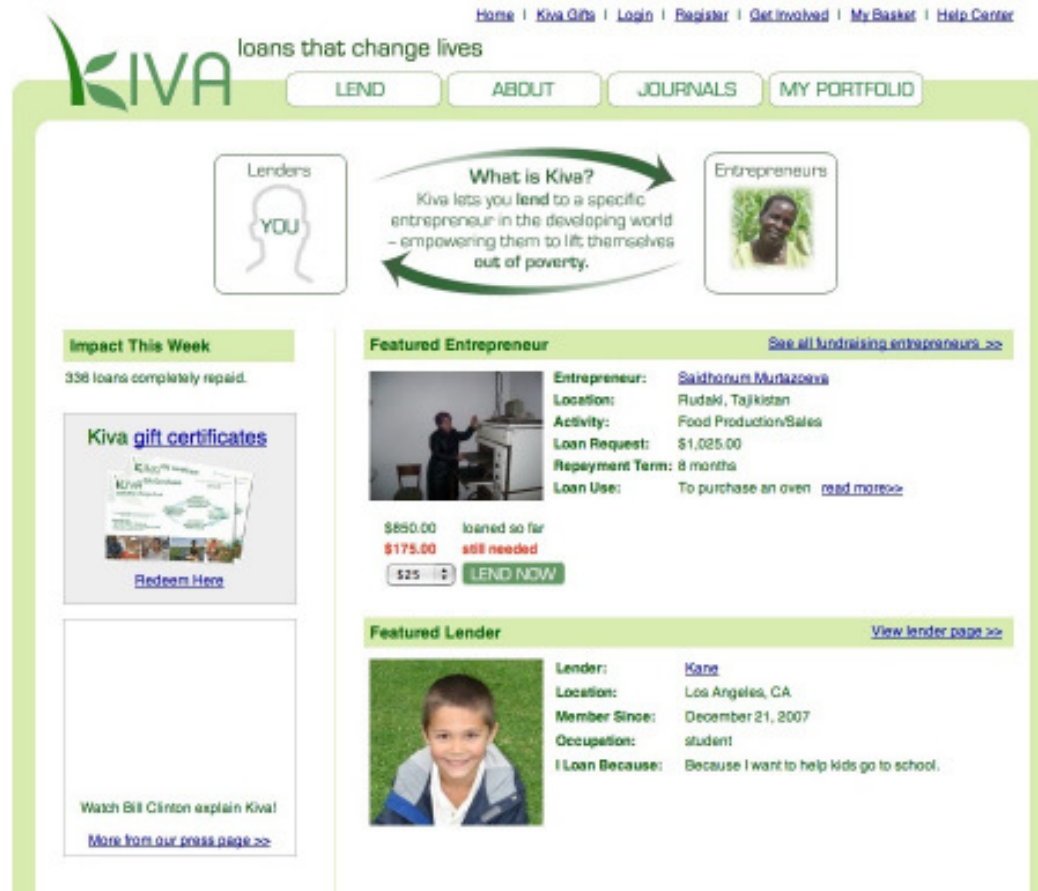
Entrepreneurs



The Kiva Microfinance Lending Process

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Kiva.org is a **website** which allows you to **lend** as little as \$25 to an entrepreneur in the **developing world** who needs a loan

The Kiva website lists loan requests which you can **browse**, just like browsing items on eBay or another website

The screenshot shows the Kiva website interface. At the top, there's a navigation bar with links: Home, Kiva Gifts, Login, Register, Get Involved, My Basket, and Help Center. Below this is the Kiva logo and the tagline "loans that change lives". There are buttons for "LEND", "ABOUT", "JOURNALS", and "MY PORTFOLIO".

A banner message states: "Our new service is experiencing record traffic. We're receiving incredible press attention (The Oprah Winfrey Show, NBC's Today Show, and President Clinton's book 'Giving'), and generous lenders like you are supporting Kiva entrepreneurs. New entrepreneurs are added to the site every day. Check back soon to find an entrepreneur you want to support!"

Below the banner, it says "Impact This Week 4,877 new lenders joined." There's a "Find Loans" section with a search bar and filters for Status (Fundraising), Gender (All), Sector (All), Region (All), and Sort By (Popularity).

It states "Found 110 Fundraising loans sorted by Popularity." Below this is a table of loan requests:

Entrepreneur / Activity	Loan Info	Country / Partner	Description
 Saidhorum Murtazoeva Food Production/Sales	\$1,025.00 73% raised	Tajikistan MLF HUMO	Saidhorum Murtazoeva lives in the Rudaki region. She is married and has 9 children. Saidhorum... MORE >>
 Nabeeni North A. 2078th Group 5 Entrepreneurs Beauty Salon	\$330.00 per entrepreneur 72% raised	Uganda BRAC Uganda	Florence is 35 years old and married with five children and two dependents. She has a beauty... MORE >>
 Nemungona 191b Group 5 Entrepreneurs Home Products Sales	\$355.00 per entrepreneur 15% raised	Uganda BRAC Uganda	Mary is 35 years old. She has a cabinet for home product sales. She wants to use the extra... MORE >>
 Yovana Liza Huaman Cafe	\$875.00 57% raised	Peru FINCA Peru	Yovana is a member of the community bank named "Imasumac," which means "how beautiful" in... MORE >>
 Ana Maria Gutierrez Huayhua's Group 3 Entrepreneurs Cereals	\$308.33 per entrepreneur 18% raised	Peru FINCA Peru	Ana Maria, Maria Jesus, and Julia are members of the community bank named "Imasumac," which... MORE >>
 ABASOLO 2 Group 4 Entrepreneurs Food Production/Sales	\$350.00 per entrepreneur 16% raised	Mexico AISOI (Alternativa Solidaria Chiapas)	Madam Juanita, as everyone lovingly calls her in the community, is 43 years old and has three... MORE >>

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KIVA loans that change lives

LEND ABOUT COMMUNITY JOURNALS MY PORTFOLIO

Yenku Sesay



Status: Active

\$350.00 Loan Amount

40% repaid

About the Entrepreneur

Name: Yenku Sesay
Location: Kabadia, Sierra Leone
Primary Activity: Grocery Store
Loan Requested: \$350.00
Repayment Term: 12 months - repaid monthly
Loan Use: To continue to overcome obstacles by expanding his grocery store in order to provide for his family.
Date Posted: Mar 26, 2008
Date Funded: Mar 26, 2008
Disbursal Date: Apr 10, 2008

About the Field Partner



Field Partner: [Selone Microfinance Trust \(SMT\), a partner of Christian Outreach Fund](#)

Field Partner Risk Rating: [★★★★☆ \(Low Risk\)](#)

Fundraising Status: Active

Time On Kiva: 15 months

Kiva Entrepreneurs: 1370

Total Loans: \$487,008

Delinquency Rate: 0.06%

Default Rate: 0.06%

[More on this field partner »](#)

Lenders to this entrepreneur

[List View](#) | [Map View](#)

 Soul Nashville, TN United States	 Geoff Lima, FL Capeville, Va. United States	 Tony St. Louis, MO United States	 Dan & Missie Kew-Forest, NY Fullon, Nevada United States	 Kay Columbia, MO KnapHend.org United States	 Eike Nashville, TN United States	 Tessa Ovchinskoye Den Haag Netherlands	 Kerrie Sydney, New South Wales Australia
 Cassandra San Jose, CA United States	 Lisa Columbia Heights, MN United States						


Each loan request has a **business page** which gives you more information about the loan...

Home | Kiva Gifts | Login | Register | Do More | My Basket | Help Center

KIVA loans that change lives

LEND ABOUT COMMUNITY JOURNALS MY PORTFOLIO

Yenku Sesay



Status: Active
\$350.00 Loan Amount
43% repaid


About the Entrepreneur

Name: Yenku Sesay
Location: Kabala, Sierra Leone
Primary Activity: Grocery Store
Loan Requested: \$350.00
Repayment Term: 12 months - repaid monthly
Loan Use: To continue to overcome obstacles by expanding his grocery stall in order to provide for his family
Date Posted: Mar 26, 2008
Date Funded: Mar 26, 2008
Disbursal Date: Apr 10, 2008

Yenku has overcome significant obstacles to get where he is today. In particular, Yenku is a double-amputee who lost both his hands during the brutal civil war in Sierra Leone. A 30-year-old father of three, he runs a small grocery stall in Kundibaya village, which is 15 miles from Kabala town. Before he received a loan from SMT, Yenku survived by begging in the street of Kabala town and, as one might imagine, life was extremely hard for him and his family. Through lengthy discussions with SMT staff, SMT recognized that Yenku has strong business skills. Consequently, SMT provided him with a loan of \$100 to start a business with a solidarity group comprised of four other war amputees. Today, Yenku is off the street and is managing his business in the village. He sells cotton clothes, cosmetics, etc. Assisted by his wife, the family has built a small mud house and has a small farm. Yenku's plan is to build a bright future for his children and his wife, and he would like to expand his business. He is requesting a loan of Le. 1,000,000.

RSS Subscribe

About the Field Partner



Field Partner: Salone Microfinance Trust (SMT), a partner of Christian Children's Fund
Field Partner Risk Rating: ★★★★★ (Learn more)
Fundraising Status: Active
Time On Kiva: 15 months
Kiva Entrepreneurs: 1370
Total Loans: \$487,826
Delinquency Rate: 0.00%
Default Rate: 0.00%
[More on this field partner](#)

Picture of the entrepreneur

Description of the business and what the loan will be used for

Size of the loan and status

Summary of the business and loan, including when it is expected to be paid back

Information on the microfinance institution which is managing the loan on the ground

Lenders to this entrepreneur

[List View](#) | [Map View](#)

NEW!



[Saul](#)
Nashville, TN
United States



[Geoff](#)
Lithia, Fl.,
Centreville, Va.
United States



[Terry](#)
St. Louis, MO
United States



[Don & Margie](#)
[KivaFriends.org](#)
Fallon, Nevada
United States



[Kay](#)
Columbia, MD
[KivaFriends.org](#)
United States



[Edie](#)
Nashville, TN
United States



[Tatiana](#)
[KivaFriends.org](#)
Den Haag
Netherlands



[Kerrien](#)
Sydney, New
South Wales
Australia



[Cassandra](#)
San Jose, CA
United States



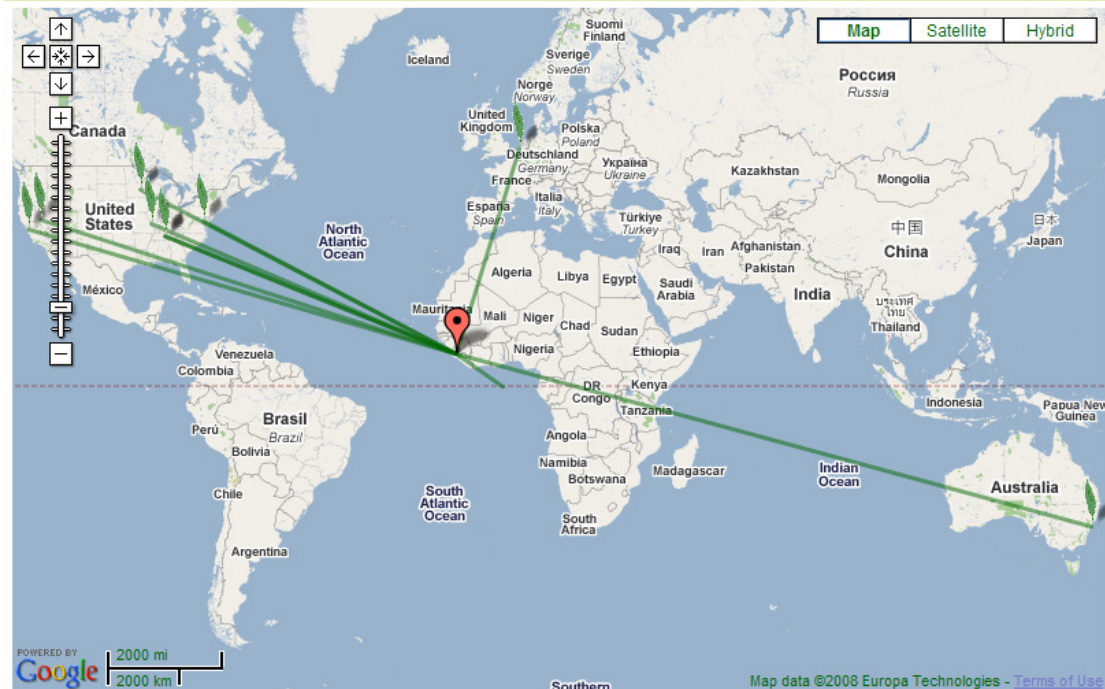
[ken](#)
columbia heights,
MN
United States

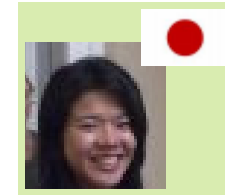
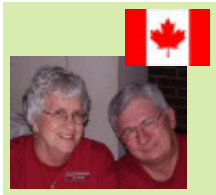
The business page also shows you all of the other people around the world who are contributing to this loan

Lenders to this entrepreneur

[List View](#) | [Map View](#)

NEW!





340,000 lenders
from 135 countries
have loaned **\$45million**
in just three years



Kiva's Borrowers

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From **Africa, Asia, Eastern Europe, Middle East, South America and Central America**



92,000 borrowers in three years



Nearly **80%** are **women**



Repayment rate of **over 98%**

Working in **Retail, Farming, Construction, Education** and many other sectors



Average loan size of **\$450**



Kiva's Microfinance Partners

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Kiva has 90 Microfinance Partners in 42 countries and is still growing





THE WALL STREET JOURNAL.



Newsweek

The New York Times Magazine



THE OPRAH WINFREY SHOW



The Sydney Morning Herald

The organization has received a lot of attention in the press, as more people learn about this new and unique way to give back

CNN Money

COMPUTERWORLD

BusinessWeek

Slate



TIME

FT
FINANCIAL TIMES



The Boston Globe

What others are saying...

Draft



“...a positive alternative to conflict.”



“An eBay for Microfinance”

The Sydney Morning Herald

“(One of) Ten things that will change your future”



“Peace through PayPal?”



Kiva is the world's first microlending website

Kiva's mission is to connect people, through lending, for the sake of alleviating poverty

With Kiva, you can become a micro-lender to people like Yanku who just need a hand up

Kiva allows
Real People
to make a
Real Difference
in the lives of the poor



www.kiva.org

Loans that Change Lives