

Microfinance in Tien Lu ADP, Vietnam
 FY20 Annual Report

Project Profile

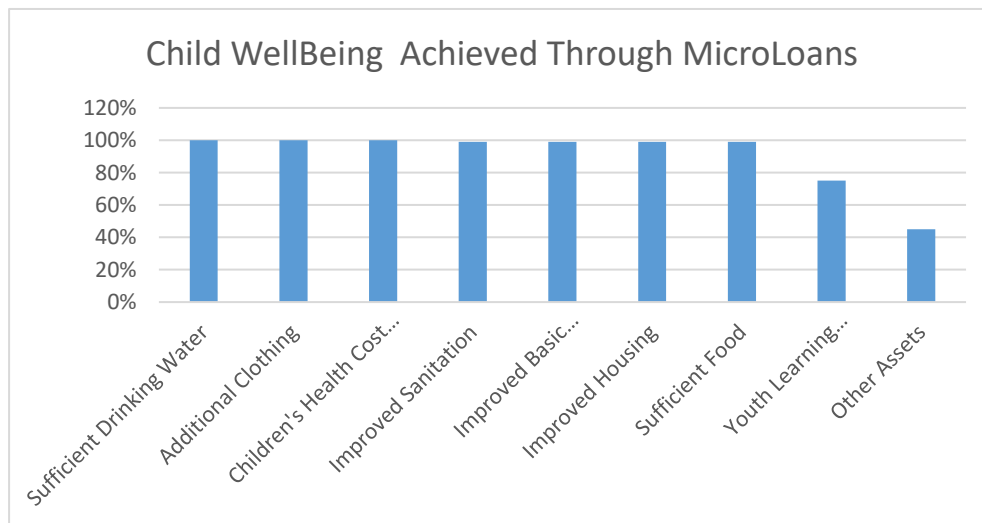
Project Goal	Contribute to the sustained well-being of children in families and communities, especially through integrated economic development for the poor in Tien Lu district
Project Outcomes	<ul style="list-style-type: none"> • Improve access to microfinance services to increase agricultural productivity • Improve child well being through supporting parents

Programme Impact

- 325 households accessing microfinance loans from World Vision
- 14% of poor and near poor households in Tien Lu are able to access loans
- 82% of borrowers are women
- 83% of clients have children
- 498 children are impacted through microfinance clients, including 31 most vulnerable children
- 325 jobs were sustained
- 200 clients to be trained

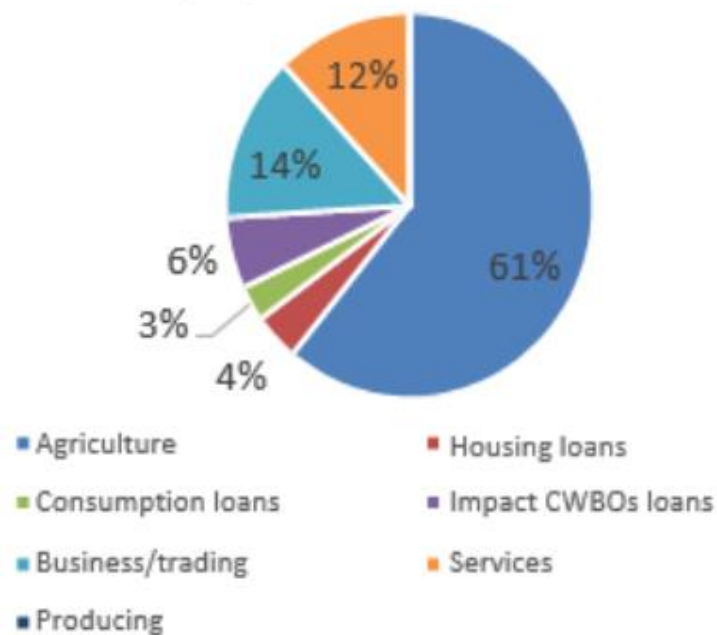
Impact of microloans on child wellbeing (CWB)

Child well-being was covered in over 99% of children.



How Loans Were Used

Loan purposes of clients in Tien Lu



Moving Forward

- Focus on both the growth and the quality of portfolio
- Expand the active areas to 3 new communes namely An Vien, Thuy Loi and Duc Thang as part of the last communes that World Vision reaches with the microloans
- Improve financial management skills of households through financial education sessions
- Improve business development and appraisal skills for LO
- Improve specific products and services (credit product (emergency loans and insurance products in FY21) to support local people in bouncing back from this economic downturn period
- Enhance the quality of capacity building sessions for poor, near-poor people, households with children, especially with MVC who have not approached the MFU products and services

More than an Animal Farm



Hien, determined to multiply the assets and the microloan that has helped them realise her dreams. Her USD 2,076 loan has multiplied into a USD 10,366 annual income that has helped the widow support her family.

After a long period working hard and saving up, Hien had a small fishpond, some ducks and a fruit farm. In the early stage of this model, their family struggled to maintain their duck raising business. In 2017 they were accessed a microloan and started with VND 10 million dong (about USD\$432) for the first round.

Reflecting on her journey, Hien said, “We did not know if it was possible to repay the loan. But after borrowing, we were able to repay the loan monthly without much difficulty with the income from duck’s eggs. My husband also worked to supplementary income to repay our loan.”

With the profits generated from duck’s eggs, the family also expanded the duck raising business and invested more in the fishpond.

In the second round of loans amounting to VND 15 million dong (USD\$650), they invested in duck feeding. Their efforts finally paid off. Within 6 months, their income from the duck raising business increased to VND 30 million dong (USD\$1300). With this amount, they decided to maintain the barn, buy more ducks and fishes and started investing more in their children’s education.

Her husband has unfortunately passed on; For Hien, in spite of her sorrow, the widow decided to focus on her children and was determined to stay strong and raise the income she needed for the family.

Her children became the motivation for her to expand her family business. Hien continued to borrow the third and the fourth tranches, with a total loan of VND 23 million dong (USD\$994). The fishpond and duck raising business is now thriving; her children have the education they need. Before Hien accessed the microloans, she only raised 30 ducks, but now she has 1,050 fishes and 500 ducks. Now Hien’s total monthly income is SGD1,147, which accumulates to SGD13,764 (USD10,366)/year.



“Although each cycle of loan is small, it contributes significantly to the improvement in our life. Now I can free up time to earn extra income, feed my children with nutritious food and be able to afford their health care”, says Hien. “Thank you WV Singapore donor for taking a chance on me and trusting me to multiply the assets you’ve provided with your microloans.”