

Funding for Small Businesses Through Kiva

March 2010

"Revolutionising how donors and lenders in the US are connecting with small entrepreneurs in developing countries"



"Making microfinance easier...Kiva's website is easy to use, even for local Cambodian staff who haven't used computers that long"



What is Kiva?

Kiva is an online platform that connects MFIs to social investors



Kiva allows MFI partners to raise 0% capital from individual investors across the globe.

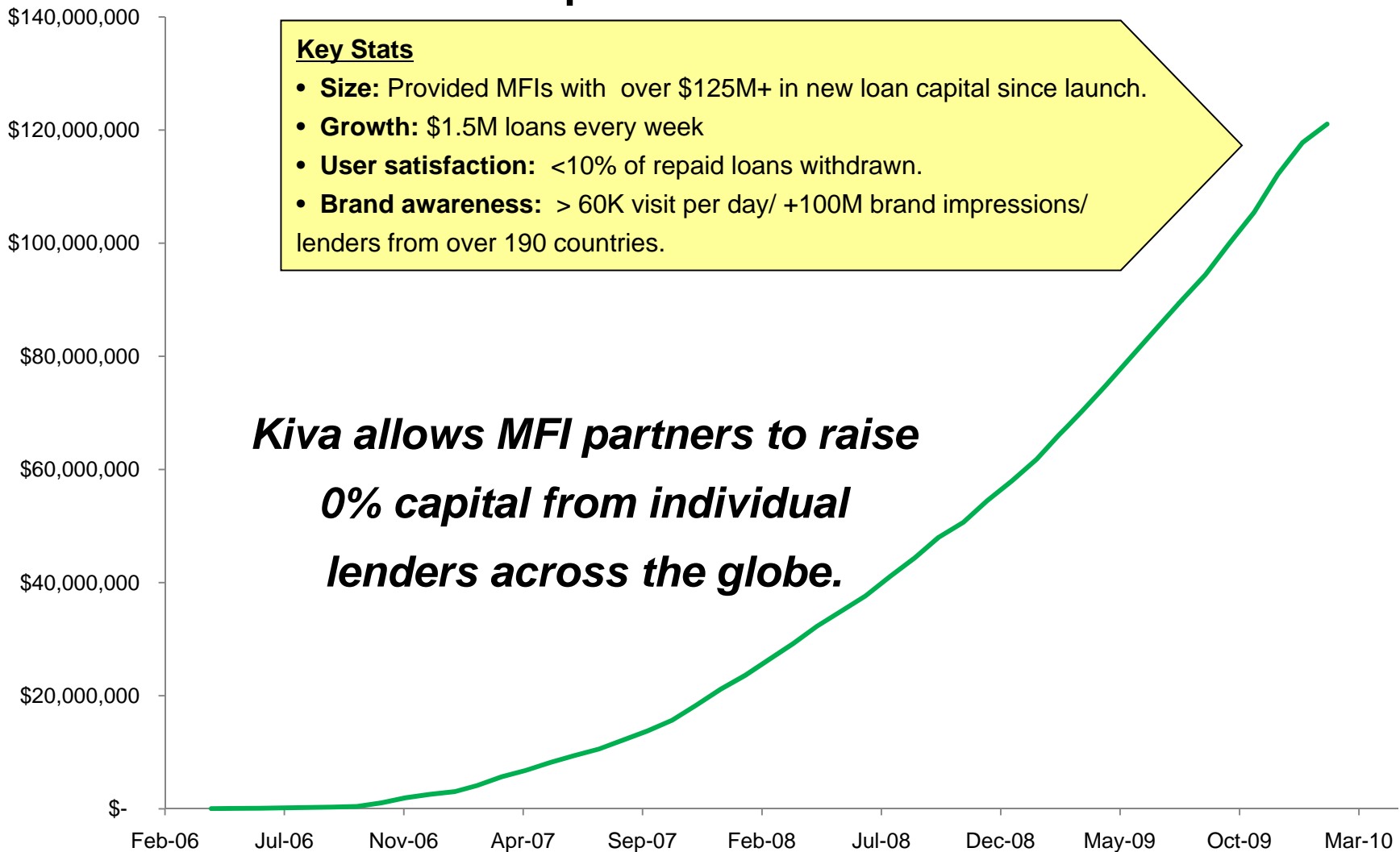
What is Kiva?

Kiva is a significant new source of loan capital for MFI partners

Total Loan Capital Raised on Kiva to Date

Key Stats

- **Size:** Provided MFIs with over \$125M+ in new loan capital since launch.
- **Growth:** \$1.5M loans every week
- **User satisfaction:** <10% of repaid loans withdrawn.
- **Brand awareness:** > 60K visit per day/ +100M brand impressions/ lenders from over 190 countries.



Who are Kiva's MFI partners?

Kiva currently is partnering with 103 MFIs in 49 countries

Geographical Disbursement of Current Kiva MFI partners



Who are the entrepreneurs?

Lazaro Ferran Rojas

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About the Loan

(For privacy reasons, the Field Partner has requested that last name be undisclosed)
* If you are a Volunteer or Admin user, hidden data will be displayed.

Location:	Miami, FI, United States	Repayment Term:	38 months (more info)
Activity:	Barber Shop	Repayment Schedule:	Monthly
Loan Use:	To remodel and modernize his shop, including several "green" improvements	Currency Exchange Loss:	N/A
		Default Protection:	Not Covered

Lazaro is a very enterprising barber, and one dedicated to providing his clients with excellent service. He began his career by working for another barber, and saved his money to go out on his own. Lazaro now has his own store and a loyal clientele base. He also rents chairs in his shop to other barbers. Lazaro is proud to create employment opportunities for others in his community.

Make a Loan

[How Kiva Works](#)

\$10,000 Loan Request
Pre-Disbursed: Mar 5, 2010
Your funds will be used to backfill this loan.
Repayments on this loan will go to you.

\$9,975 Raised So Far
Listed: Mar 9, 2010

\$25 Still Needed

\$25 ▾

LEND NOW

About the Field Partner

ACCION USA administers this loan. [Learn more](#)



Field Partner: [ACCION USA](#)

Field Partner Risk Rating: ★★★★★ [\(Learn more\)](#)

Fundraising Status: Pilot

Time on Kiva: 9 months

Kiva Entrepreneurs: 84

Total Loans: \$0

Interest & Fees are Charged: Yes [\(Learn more\)](#)

Portfolio Yield: 12%

Profitability (Return on Assets): N/A

Who are the entrepreneurs?

102 Lenders to this Entrepreneur



[SALT](#)



[Michelle](#)
Richland, MI
United States



[Linda](#)
Chatham, NJ
United States



[Lorenz](#)
Stettlen,
Switzerland



[Wesley](#)
San Francisco,
CA
United States



[Felicia](#)
Menlo Park, CA
United States



[Matthew & Jeanie](#)
Platte City, MO
United States



Anonymous



[Arthur](#)
The Woodlands,
TX
United States



[Susanna](#)
Jeffersonville, IN
United States



[Shannon](#)
San Marcos, CA
United States



[Kym](#)
Atlanta, GA
United States



[Vikki](#)
Woodbridge, NJ
United States



[Sandeep Shabd](#)
Farmington Hills,
MI
United States



[Jocelyn](#)
North Little Rock,
AR
United States



[Jennifer](#)



[Melanie](#)
Pawtucket, RI
United States



[Dave](#)



[Brigid](#)



[Tom and Tina](#)
Phoenix, Arizona
United States



How does Kiva Support Itself? Working towards self-sufficiency

1. “Tips” from loans

- 90%+ of lenders “tip”

1. Interest on “Float”

2. Donations



The screenshot shows the Kiva website interface. At the top, the Kiva logo is followed by the tagline "loans that change lives". Navigation links include Home, Kiva Gifts, Logout Darren Miao, Do More, My Basket, and Help Center. Below this is a row of buttons: KIVA ADMIN, LEND, ABOUT, COMMUNITY, JOURNALS, and MY PORTFOLIO. The main content area is titled "Please help us reach more people" and features a photo of four people in a field. To the right of the photo is a text block explaining Kiva's mission and a 10% donation suggestion. Below the photo is a donation form with a "Donation Amount" field set to \$2.50 and a "DONATE THIS AMOUNT TO KIVA" button. A note states that this donation will help fund Kiva's operational expenses. At the bottom, there are links for How Kiva Works, Field Partners, Risk and Due Diligence, Terms of Use, Privacy Policy, Do More, Kiva Fellows, Jobs, and Help Center. A copyright notice at the very bottom reads: © 2005-2008 Kiva. All rights reserved. Kiva is a U.S. 501(c)(3) non-profit organization.

Kiva currently is ~70% self-sufficient – the goal is to be 100% self-sufficient in 5 years.

Prosper Is The Market Leader in P2P Lending

- eBay for lending
 - Lenders enjoy a new asset class
 - Borrowers get new source of credit
- Scalable Platform
 - Transaction fee based
 - Consumer and Institutional
- Prosper is the market leader
 - 930,000 members
 - Nearly \$200,000,000 in loans
 - Proven management team with deep domain expertise

The banner is split into two main sections: 'I want to INVEST MONEY' on the left and 'I want to GET A LOAN' on the right. The left section features a blue header, a sub-header 'Online Investing in Fellow Americans', a paragraph 'You can earn a great return. Prosper makes it easy to invest like bankers do.', an image of hands exchanging cash, a box with 'PORTFOLIO PLAN ESTIMATED RETURNS*' and '7%-13%', and a 'LEARN MORE >' button. The right section features a green header, a sub-header 'Personal Loans for Creditworthy Borrowers', a paragraph 'Low rates on unsecured personal loans. The interest rate is fixed and never changes!', an image of hands exchanging cash, a box with 'FIXED RATES AS LOW AS' and '7.5% APR', and a 'LEARN MORE >' button.

Source of Loan Listings

Direct P2P Listings

- Borrowers create listing directly
- Prosper provides
 - Traditional credit data
 - Prosper credit history
 - Social graph data
- Prosper verifies
 - Identity / Anti-Fraud
 - Credit / Income
- Prosper services

Borrower sets max rate

Prosper provides credit data and risk rating

Borrower's Prosper credit history

Listing Summary

Putting in Hardwood Floors
Personal loan for home improvement - Listing

\$8,000.00 @ 11.00% (lender yield)

Bid Now 77% funded 136 bids 6d 7h 37m left

Borrower rate: 12.00% (14.13% APR)
Monthly payment: \$265.71 (36 month loan)
Servicing fee: 1.00%

[Watch](#) [Email](#) [Report this listing](#) [Prospectus](#)

[NEW: How to read a listing](#)

New York
3 friend bids
0 question & answer

Loan Forecast

100%
50%
Day 1 2 3 4 5 6 7 8 9 10 11 12 13 14

Forecast
Funded

AA Prosper Rating based on historical data. Estimated loss: 1.5%

Borrower's Credit Profile

Prosper score: 6	First credit line: 8/11/2006	Debt/Income ratio: Self-employed (DTI not calculated)
Credit score: 820-840 (Jul-2009)	Current / open credit lines: 8 / 7	Employment status: Self-employed
Now delinquent: 0	Total credit lines: 21	Length of status: 0y 0m
Amount delinquent: \$0	Revolving credit balance: \$6,486	Stated income: \$100,000+
Public records last 12m / 10y: 0 / 0	Bankcard utilization: 9%	Occupation: Professional
Delinquencies in last 7y: 0	Home ownership: Yes	
Inquiries last 6m: 2		

Credit and home ownership information obtained from borrower's credit report and displayed without having been verified.


Employment and income provided by borrower and displayed without having been verified.

Prosper Activity

Loan history	Payment history	Credit score history
Active / total loans: 1 / 1	On-time: 14 (100%)	820-840 (Jul-2009)
Principal borrowed: \$6,000.00	<1 mo. late: 0 (0%)	820-840 (Jul-2009)
Principal balance: \$2,745.46	1+ mo. late: 0 (0%)	No slip in credit score range since last loan
	Total payments billed: 14	

Loans are Funded by Multiple Bidders

Listing Summary



Putting in Hardwood
Personal loan for home improvement

\$8,000.00 @ 11.00%

Bid Now 77%

Borrower rate: 12.00%
Monthly payment: \$265
Servicing fee: 1.00%

[NEW: How to read a listing](#)

[Watch](#) [Email](#) [Report](#)

Bid History

Legend: = In group = Friend = Winning = Partially winning

Bidder	Bid Yield	Amount Bid	Amount Winning	Status
flexible-value	11.00%	\$25.00	\$25.00	✓
durable-trade	11.00%	\$25.00	\$25.00	✓
authentic-deal8	11.00%	\$25.00	\$25.00	✓
jetblack	11.00%	\$50.00	\$50.00	✓
Digs	11.00%	\$25.00	\$25.00	✓
JustMee	11.00%	\$25.00	\$25.00	✓
gdbanks	11.00%	\$25.00	\$25.00	✓
MT1130	11.00%	\$25.00	\$25.00	✓
eyal0	11.00%	\$25.00	\$25.00	✓
RusRobo	11.00%	\$25.00	\$25.00	✓
Kelor99	11.00%	\$25.00	\$25.00	✓
MrDavid	11.00%	\$50.00	\$50.00	✓
mathgod	11.00%	\$25.00	\$25.00	✓
bradwill	11.00%	\$50.00	\$50.00	✓
Vacs4u	11.00%	\$25.00	\$25.00	✓
member874	11.00%	\$25.00	\$25.00	✓
Cthulu	11.00%	\$25.00	\$25.00	✓
keyfig	11.00%	\$25.00	\$25.00	✓
Wart126	11.00%	\$25.00	\$25.00	✓
unger	11.00%	\$150.00	\$150.00	✓
abuyama22	11.00%	\$25.00	\$25.00	✓
windfall46	11.00%	\$25.00	\$25.00	✓
cny_loans	11.00%	\$25.00	\$25.00	✓
Brainworm	11.00%	\$25.00	\$25.00	✓
serpentine	11.00%	\$50.00	\$50.00	✓

AA Prosper Rating based on historical data.

Borrower's Credit Profile

Prosper score:	6	First credit line:	
Credit score:	820-840 (Jul-2009)	Current / open credit:	
Now delinquent:	0	Total credit lines:	
Amount delinquent:	\$0	Revolving credit balance:	
Public records last 12m / 10y:	0 / 0	Bankcard utilization:	
Delinquencies in last 7y:	0	Home ownership:	
Inquiries last 6m:	2		

Credit and home ownership information obtained from borrower's credit report and displayed.

Description

Purpose of loan:
This loan will be used to replace my damaged carpet with hardwood floors. I have the money to do this without borrowing, but I want to help kickstart Prosper borrowers.

Fractional interests ease diversification

