With more than 40 microfinance clients, the Yemen Microfinance Network held the Clients’ Fair 2012

Under the slogan “This is how they changed their lives” the Yemen Microfinance Network organized the 2012 clients’ fair for the first time after it was regularly organized by the Social Fund for Development since 2004. All YMN MF members, small and microenterprise unit, and the heritage unit at SFD participated in the clients’ fair. The fair was attended by more than 40 MF clients who presented their products which included sewing incense, household pottery painting and other products.

It is worth mentioning that the clients’ fair inaugural ceremony witnessed extensive media coverage in a large number of local newspapers and news websites and TV channels including Aljazeera Mubasher which presented a live broadcast for 1 hour about the 2012 clients’ fair. The Minister of Social Affairs and labor H.E Dr. Amat Alrazzaq Ali Hommad attended the opening ceremony representing H.E the prime minister Mohammed Salem Basindwah. The Mayor of Sana’a Mr. Abduliqader Ali Hilal and representatives from embassies, international & local organizations, government officials, representatives from the private and public sectors attended the inaugural ceremony.

The speakers of the opening ceremony valued the role of the supporting organizations and Microfinance Institutions which helped in creating more jobs and alleviate poverty. They also mentioned that the microenterprise and microfinance sector are considered an active and important sectors that requires more planning and strategic directions in order to reach more targeted clients.

The clients’ fair ended on 19th October, 2012 and was attended by Mr. Osama Alshami head of SMED unit at SFD. During the closing ceremony appreciation letters were distributed to all the participants. The 2012 clients’ fair was an excellent event to introduce microfinance, present the microfinance success stories, and help the clients to promote and sell their products.

For the first time in the microfinance sector: Al-Amal Microfinance Bank Launches Mobile Banking service (SMS)

Within the vision of AL-Amal Microfinance Bank to achieve sustainable development in Yemen and also building on its great and active participation to reach larger number of the targeted groups in rural and urban areas, AL-Amal Microfinance Bank launched the Mobile banking SMS service in partnership with the community Livelihood project (CLP) funded by the USAID. The SMS system will contribute directly to serve the targeted groups that live in far places and were not served before by any public or private institution.

The SMS services will include the following services:
1. Financing the micro enterprises in the rural areas.
2. Paying installments from the clients’ residencies.
3. Saving services.
4. Internal and external remittances.
5. Paying telephone, electricity and water bills easily.
6. Knowing the accounts and installments due date.
7. Knowing their own loan balances.

All services will be delivered to clients either via their own mobiles or the agents contracted by the bank within the served area.

The bank aims with this service to expand its services for the areas excluded from formal financial services and to overcome scattering obstacles that Yemen faces. AL-Amal Bank is also planning to reach larger number of savers and borrowers by offering branchless financial services that are efficient and reachable by different segments of the society.

Nama’a MF Program end 2012 with a number of important events.

Nama’a program conducted some important events during the last quarter in 2012, represented by the following:
1. In marketing, the program participated effectively in the “Clients Fair” and arranged five stands for the clients and one for the program. The program also conducted a marketing campaign in the Capital streets and clients fair location.
2. In November 2012 the program set the strategic lines for the coming five years 2013 – 2017 for transforming the program into MF bank. The program has also appointed Mr. Ali Al-Atmac as a program general manager.
3. In coordinating with Soul Organization the program conducted a workshop, for its female clients (entrepreneurs), aims to observe the projects development and implementing the plans that were set in a training course six months ago. Also as apart of building the capacity of clients, the program sent many of them for studying a Microfinance Diploma in SEEDS institute which offer this kind of diploma. In addition soft loans were offered to the distinguished program clients.
4. The program conducted 2 training courses in November and December 2012 for its staff and clients in coordination with SPEED training institute entitled (problem solving and decision making – priorities management and the art of dealing with others).
5. As part of offering the health insurance service for program staff and providing services to the clients, the program contracted with a private hospital to reduce the cost of medical tests, medications, and surgeries.
6. The Sharia advisor visited the program to carry out a compliance check on the procurement process for a sample of the clients to whom the program performed this service during the 4th quarter of 2012.

National MF Foundation receives Grameen-Jameel General Relationship Manager and opens new branches

Mr. Danny Ibrahim, head of public relations in (Grameen Jameel) inaugurated new service point in Daris based on (ROUB) model which was developed in National Microfinance Foundation, Mr. Dani has paid a visit to the new Service Office of NMF in Damat city and he was pleased to see the good results for expansion mechanism used in the NMF lately.

The new expansion mechanism called ROUB for short (Rural and Urban Offices attached with Branches) & was funded by Social Fund for Development.

Mr. Dani has expressed his admiration for the benefits of such mechanism that was developed by the R&D department in NMF.

The new expansion mechanism participated in reducing service transaction costs in NMF & helped to raise the number of service points in NMF to 16 points until the end of November 2012. New points are also going to be established in Aden, Al-Ma’rib, Shebam, Al-Marawa’a which will increase service points in Yemen to 20.
**Representatives from all MFIs in Yemen, SFD, and YMN participated in the ninth conference for sanable which was held in Sudan from 31st Oct. till 2nd Nov. 2012. Most of the participating MFIs in the conference and YMN were supported by SFD.**

**Microfinance institutions** participated effectively in the “National Cleaning Campaign” in Sana’a.

**Wadi Hadhramout C&S Program** moved to a new building based at the following address. Opposite “Roadhat Al-Tifl”, Al-Shami building, Algiers street, Sayoun, Hadhramout. The program is also about to open a new branch in 2013 which covers ‘Alqain’ district and the surrounding areas.

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**The most important YMN activities during 2012**

Yemen Microfinance Network conducted a number of important activities in 2012. Some were for developing YMN itself and many implemented for serving the MF sector. The most important activities were as follows:

<table>
<thead>
<tr>
<th>Date</th>
<th>The event</th>
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<tbody>
<tr>
<td>January 2012</td>
<td>Annual dinner for YMN members and the announcement of the winners of the member of the year and practitioner of the year awards 2011.</td>
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<tr>
<td>March 2012</td>
<td>The Microfinance Introductory and Training Program for the Ministry of Industry and Trade staff.</td>
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<tr>
<td>March 2012</td>
<td>“Consumer Protection Guidelines Initiative” adoption and training for MFIs.</td>
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<tr>
<td>May 2012</td>
<td>SEEP satisfaction survey for YMN members.</td>
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<td>May 2012</td>
<td>Donors interested in microfinance meeting in YMN premises.</td>
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<td>June 2012</td>
<td>Feasibility study for establishing ‘Training and Consultancy institute’ specialized in microfinance.</td>
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<tr>
<td>June 2012</td>
<td>YMN strategy for the years 2013 to 2015 in collaboration with SEEP.</td>
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<tr>
<td>July 2012</td>
<td>A seminar in Sheba Centre for Strategic Studies to present the findings of the case study of Abyan program as a war affected program.</td>
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<tr>
<td>July 2012</td>
<td>The second annual Ilitar for Sanabel and YMN members.</td>
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<tr>
<td>July 2012</td>
<td>General assembly meeting and election of YMN new board of directors.</td>
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<tr>
<td>September 2012</td>
<td>A Training Workshop on Islamic Microfinance in collaboration with Ahli Centre of Islamic Banking and Finance of Pakistan.</td>
</tr>
<tr>
<td>October 2012</td>
<td>“Clients Fair” activity.</td>
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</table>

In 2012 YMN also offered regular training courses, on-the-job trainings, demand based trainings and workshops with a total number of 26 and 447 direct beneficiaries.

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**Al Amal Microfinance Bank** opened its 17th branch in Haja Governorate which is financed by USADF, CLP Project. Throughout this branch, AMB will offer its financial services (savings, Loans, Exchanges service and domestic and international transfers). The inauguration for this branch was under the patronage of the General Ali bin Ali Alqaisi, Governor of Haja and the Branch.

**Sana’a MF Program (Azal)** management and all staff celebrated the tenth anniversary of the Program establishment.

Tadhamon Microfinance Launching its website: www.microtib.com

**Al-Amal Bank Received Grameen-Jameel Award for Sustainable Growth 2012**

While attending Sanabel’s 9th conference which was held in Khartoum, Sudan from 31 Oct – 3 Nov 2012, the CEO of Al Amal microfinance bank, Mr. Mohammad Al-La received Grameen-Jameel award for sustainable growth 2012.

Sudan’s First Vice President Ali Osman Mohamed Tahaa and Sanabel chairman Mr. Hassan Faried handed the award to Mr. Mohammad Al-La the CEO of Al-Amal Bank.

The Bank received a cash award amounting to $10,000 USD in addition to a trophy/trojan in the sustainable growth category 2012.

It’s worth mentioning that, the committee had announced Al-Amal Microfinance Bank as the winner of this award in early October 2012. The judgment committee consisted of prominent representatives for Microfinance Industry in the world including, HSBC, CGAP, Grameen-Jameel and GIZ in addition to SEEP Network.

The award is granted to the Microfinance Institution which demonstrates and achieves rapid and sustainable growth defined through client outreach amongst the extremely poor, Market share, Penetration rate, Maintaining healthy financial and Operational performance, as well as maintaining good portfolio quality and client retention which all applied to Al-Amal Bank and therefore selected for the award.

Worth mentioning that this award is the sixth which Al-Amal Bank received since it started its operation in 2009. All the best and congratulations to Al-Amal MF Bank.

**Tadhamon Microfinance . . . and Its Role in Economic and Social Development**

The program provides different financial services since the year 2006 in compliance with the laws of Islamic finance. The number of cumulative loans and funding until the end of November 2012 reached (20,400) totalling a cumulative sum of (Y.R 4,077,165,155). The size of the active portfolio at the end of November 2012 reached (Y.R 715,848,345) with 5,413 active clients.

In the same context, and within the program’s plan to expand its outreach to all segments of the community, new branches were opened in Hasaba, Buraiqa, Sayoun, in addition to number of new branches to be opened during 2013. The program is currently working on developing financial products that reflects on the various economic activities, and meets needs of different categories of people (Oalm, Declining Musharakah, Istina’a, and (S) which will enable the program to be a real & effective participant in the renaissance of the country’s economy.

In the context of community participation, the program is currently coordinating with civil society organizations to establish real and effective partnerships in order to bring about integration in the performance of the community, through which the program can obtain access to all segments of society that are in need of microfinance.

**The capital secretary signs a Memorandum of Understanding with Al-Amal Microfinance Bank**

The capital secretary Abdulqader Hilal signed a memorandum of understanding with Al-Amal Microfinance Bank to establish jobs creation Fund in the capital city Sana’a with an amount estimated at 200 million YER.

The proposed project is a contribution from the local council in ALAmana with Al-Amal Microfinance Bank to target the youth age segment between 8 – 30 Years and also productive women in addition to micro and small entrepreneurs. According to the project plan for this fund and throughout three years it is expected to create more job opportunities through disbursing a total of more than 30,000 loans. This project will contribute to alleviating unemployment rates by creating more than 10,000 job opportunities.