



Financial Inclusion in the Arab Countries;
A Journey of Collaboration and Achievements



Sanabel's 2017 Conference

The Lebanese Association for Development - Al Majmoua (AM), the leading microfinance organization in Lebanon, was established in 1997 and has been sustainable over the last nine years. AM has over 65,500 clients, 375 employees spread over 28 branches.

AM started its microcredit activities through providing Group Loans (GL) to women. In 2001, an individual lending (IL) program targeting men and women was launched. The focus was on graduating clients from GL to IL. Over the past 10 years, AM has much improved its development and launch of new loan products.

AM has a strong experience in providing technical assistance and trainings to organizations in the MENA region including (Yemen, Iraq, Egypt, Syrian and Jordan) to develop their products and services. Since 2012, Al Majmoua has worked with several NGO working in the Palestinian Camps to help them establish their ability to provide microfinance loans.

Since inception, AM, with the largest outreach in Lebanon, has disbursed over 277,000 loan amounting to over \$305 million. The quality of the portfolio has been steady and PAR 30 has been less than 1% for the past 3 years.

The organizations core activities are the provision of financial services to low income individuals. AM provides both group and individual lending products. The group-guaranteed lending scheme targets only women, while the individual lending targets both men and women entrepreneurs and employees on the bottom end of the wage scale. AM products include loans for low income salaried people, home improvement, ICT, back-to-school, and SME loans. AM is in the process of developing a youth loan.

AM also provides non-financial services to both its borrowers and non-borrowers. Since 2006, Al Majmoua has worked, among others, with Save the Children, Première Urgence, ILO, OXFAM, UNDP, UNICEF, UNRWA, UNFPA, EU, USAID, UNHCR on providing a variety non-financial services.