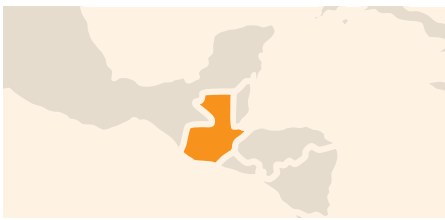




## Partner Profile: FUNDEA



In Guatemala, an estimated 70 percent of low-income adults lack access to formal financial services,<sup>1</sup> and rural households are disproportionately excluded.<sup>2</sup>

**Fundación para el Desarrollo Empresarial y Agrícola (FUNDEA)** is a microfinance institution in Guatemala within Global Partnerships' Rural-Centered Finance with Education initiative.<sup>3</sup>

### WHO IS SERVED:

FUNDEA serves approximately 20,000 clients, primarily small-holder farmers and microentrepreneurs living in rural areas. Approximately 56 percent of FUNDEA's clients live below the \$5.50 per person per day inter-

national poverty line,<sup>4</sup> 59 percent of clients live in rural areas, and 39 percent are female.<sup>5</sup>

### WHAT IS DELIVERED:

FUNDEA provides loans tailored to meet the productive needs of rural and agricultural microentrepreneurs. FUNDEA also offers trainings on agricultural best practices, business skills, and financial education, delivered via group workshops as well as one-to-one technical assistance on clients' farms.

### WHY IT IS IMPACTFUL:

FUNDEA's financial and educational services enable rural clients to improve their economic resilience, income, and food security. In a 2020 survey of 404 agricultural loan clients, 88 percent said their quality of life had improved, 76 percent reported increased ability to plan their finances, 67 percent reported increased ability to save money, and 77 percent said they earn more money since becoming a client of FUNDEA.<sup>4</sup>

1. Source: "The Global Findex Database," The World Bank, 2017, <https://globalfindex.worldbank.org/>

2. Source: Leora Klapper, "Two Persistent Divides in Financial Inclusion: Gender and Rural," 25 April 2012, <https://www.cgap.org/blog/two-persistent-divides-financial-inclusion-gender-and-rural>

3. FUNDEA was a current borrower of Global Partnerships Impact-First Development Fund, LLC, Global Partnerships Social Investment Fund 6.0, LLC, and Global Partnerships Social Investment Fund 5.0, LLC as of September 30, 2021.

4. Based on responses from 404 FUNDEA clients via a mobile, voice-based survey method known as Lean Data<sup>SM</sup> conducted in 2020 by 60 Decibels, Inc., an impact measurement company.

5. FUNDEA client data as of September 30, 2021.