

A Coalition for
Financial Inclusion
of the Poorest

About Trickle Up

Trickle Up has been a pioneer graduating people out of extreme poverty since 1979, and has helped more than one million of the poorest, most vulnerable people achieve greater economic self-sufficiency and social empowerment. Trickle Up works through community-based partners and in partnership with large institutions and governments to provide women and other vulnerable populations with business training and financial education, seed capital to start or expand a business, regular coaching, and integration into savings groups. Trickle Up works in rural India, the Americas, the Middle East, and Africa. To learn more, visit www.trickleup.org.

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About MetLife Foundation

MetLife Foundation was created in 1976 to continue MetLife's long tradition of corporate contributions and community involvement. Since its founding through the end of 2015, MetLife Foundation has provided more than \$700 million in grants and \$70 million in program-related investments to organizations addressing issues that have a positive impact in their communities. Today, the Foundation is dedicated to advancing financial inclusion, committing \$200 million to help build a secure future for individuals and communities around the world. To learn more about MetLife Foundation, visit www.metlife.org.

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*A Project by Trickle Up &
MetLife Foundation*

trickleUP

MetLife Foundation



Building a Coalition for Financial Inclusion

Since 1983, Trickle Up has empowered more than 150,000 people in India to confront the economic and social barriers of extreme poverty. Trickle Up opened its field office in Kolkata, India in 2005 and currently operates in three of the poorest states in eastern India: Odisha, Jharkhand, and West Bengal.

With support from MetLife Foundation, Trickle Up India will build the capacity of a new coalition including Trickle Up and seven community-based partners to deliver economic and financial inclusion expertise to 100,000 poor, rural households. As a

result, these households will improve financial literacy, understand and gain access to group savings accounts, credit, and remittance services, and life and health insurance products through their self-help groups. The coalition will also serve as a resource on financial inclusion for Trickle Up's partnerships with India's national livelihoods program in the states of Jharkhand and Odisha.



India Projects

Coalition Members

- ▶ Jamgoria Sevabrata
- ▶ Lohardaga Gram Swarajya Sansthan
- ▶ Lokadrusti
- ▶ Network for Enterprise Enhancement & Development Support
- ▶ Pravah
- ▶ Rajarhat Prasari
- ▶ Self Employed Workers Association Kendra
- ▶ Trickle Up

155,263

women & their families

have started on a path out of extreme poverty since 1983 by working with Trickle Up.

Trickle Up & Financial Inclusion

Trickle Up promotes access to high-quality, fair, convenient and dignified financial services for marginalized women who are traditionally excluded from formal financial institutions. Women integrate into self-help groups (SHGs), where they meet to safely save, access credit at affordable prices, and share advice. They engage in ongoing education to prepare them for greater financial inclusion through regular visits with coaches throughout the program, where the importance of savings, protecting against unfair moneylenders and wise use of credit are emphasized. Trickle Up also advocates for linkages to formal institutions and changes in formal banking practices, when and where appropriate.

Tools of Financial Success



Action-oriented financial education

Women learn business skills and how to use financial tools through trainings and regular visits by coaches. Learning how to assess market opportunities, manage and grow a business, and save and access credit are essential to women's economic success and builds their confidence.



Risk-free capital to jump-start a business

Seed grants provide women with risk-free capital to start their business and become economically active. As their financial connections and confidence grows, they will be able to access credit through savings groups and formal institutions to grow their businesses.



Strong financial and social connections

Self-help groups give women a safe space to meet weekly to share advice, support one another, save and access informal loans to build their businesses. Linking women to banks and government financial programs improves their families' quality of life and financial security.

By the Numbers

8

member coalition

will serve as a resource hub to share best practices and lessons learned about financial inclusion

646

financial inclusion trainers

will make regular visits to households living in extreme poverty to provide financial education

100

thousand households

living in extreme poverty will gain increased access to financial services

Cultivating Hope

Balmati, her husband and daughter are farmers in Sundargarh district in Odisha, India. Before working with Trickle Up, they lived hand to mouth, with very little income and often little food. Dependent on irregular wage labor to make ends meet, Balmati felt little hope for the future.

With support from Trickle Up and local partner organization SEWAK, Balmati learned vegetable cultivation and animal husbandry, and developed a plot of land she was able to lease with a \$115 grant from Trickle Up. Balmati joined a self-help group where she could access credit, and, with help from SEWAK, opened a savings account at a local bank.

Balmati turned her \$115 grant into a profit of \$786 and saved over \$150 in her bank account, some of which she used to purchase two goats and diversify into other business activities. In the future, Balmati hopes to continue growing her business and make improvements to her home.



Balmati Kisan Sundargarh, India

Trickle Up and MetLife Foundation are working to empower some of the world's poorest people to develop their potential and build a better tomorrow.

Over 836 million people worldwide live in extreme poverty on the equivalent of less than \$1.90 a day. 70% are women, and other vulnerable groups are overrepresented, including children, indigenous people and people with disabilities. Deep economic and social exclusion means they lack access to adequate food and basic shelter, health, sanitation and education. Improving these conditions can be challenging, as they lack productive assets and access to formal financial services delivered by regulated financial institutions.

Trickle Up and MetLife Foundation are partnering to bring innovative financial inclusion programs tailored to the needs of people living in extreme poverty so they can become full participants in the economic and social lives of their communities.

Working with local partners and in partnership with large institutions and governments, Trickle Up empowers the world's poorest people to achieve greater financial inclusion, economic self-sufficiency and social connections with one another. Trickle Up deploys an economic development approach

called Graduation, which has been proven to lift families out of extreme poverty with sustained results.

Trickle Up's approach to Graduation includes business training and financial education, seed capital to start or expand a business, and guidance on how to set up and manage savings groups. Through the program, women and other vulnerable groups confronting conditions of extreme poverty gain the confidence, financial tools, and knowledge they need to build a better life. They are connected to formal financial institutions where they obtain bank accounts for the first time, providing them access to reliable financial services and tools to invest in growing their businesses or in collective activities to improve their communities.

Together, Trickle Up and MetLife Foundation are building a coalition of local Indian non-governmental organizations and equipping them to work with the world's largest government economic development agency, India's National Rural Livelihoods Mission, to provide financial education, skills and connection to formal institutions for hundreds of thousands more people.

We are proud to support Trickle Up's work in providing individuals with not just the tools, but with the hope of escaping poverty and achieving what we all want: better futures for our children, families and community."

Dennis White
President & CEO, MetLife Foundation

"It is not just economic empowerment, it is social empowerment. If we can help the mother, it is basically brightening the landscape of future generations."

Amalendu Pal
Asia Regional Representative, Trickle Up