

Client Impact **DEB**rief

Fondo Esperanza



About Fondo Esperanza

Founded in 2002, Fondo Esperanza is a leading microfinance institution in Chile, dedicated to supporting entrepreneurs—particularly women—through microloans. With 51 offices and 576 employees across the country, Fondo Esperanza offers a wide range of services, including training, strengthening community support networks, and promoting digital inclusion. Its goal is to provide entrepreneurs with the necessary tools and resources to develop their businesses and improve their livelihoods.

Fondo Esperanza is a subsidiary of the Hogar de Cristo social organization and, in 2011, signed a capitalization agreement with the BBVA Microfinance Foundation. This collaboration strengthened its presence in the microcredit market, expanding opportunities for its clients.



+120,000

Number of clients

80%

Share of women
microentrepreneurs in
the loan portfolio

77%

Share of informal sector
businesses in the loan
portfolio

Geographic Focus



Sectors



Vision



Partnering with Fondo Esperanza

IDB Invest provided a loan in CLP equivalent to US\$10 million to Fondo Esperanza to expand financing for women microentrepreneurs in Chile. Additionally, through technical advisory services, IDB Invest is supporting Fondo Esperanza in developing a loan portfolio for migrant microentrepreneurs. This support includes assessing the demand for financing among migrants in Chile and developing a targeted strategy to increase both the loan volume and the number of migrant beneficiaries.

Through this alliance, IDB Invest promotes economic development and social improvement in Chile by supporting the financial inclusion of sectors that have traditionally been underserved by the banking system.

The partnership with IDB Invest enables Fondo Esperanza to diversify its sources of financing and continue expanding its portfolio of loans to women and migrant entrepreneurs, both in terms of loan amounts and the number of clients.



Investment Snapshot

Sector	Region	Project Investment	Approval Date
Financial Institutions	Chile	US\$10M	2022

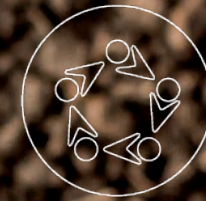
From baseline to TARGETS (2021 → 2025)	
VOLUME OF LOANS OUTSTANDING TO WOMEN MICROENTREPRENEURS*	ANNUAL VOLUME OF LOANS DISBURSED TO WOMEN MICROENTREPRENEURS *.
CLP\$36M → CLP\$63M	CLP\$130M → CLP\$244M
NUMBER OF LOANS OUTSTANDING TO WOMEN MICROENTREPRENEURS	NUMBER OF LOANS DISBURSED ANNUALLY TO WOMEN MICROENTREPRENEURS
93,589 → 131,890	222,985 → 341,630

* Values expressed in nominal terms, equivalent to CLP\$50.2 million and CLP\$196.8 million in 2021, respectively.

Measuring Development Impact

IDB Invest's Impact Management Framework is an end-to-end series of tools and practices covering the complete investment lifecycle. It allows us to build, measure, and manage a portfolio of financially sustainable investments that maximize development impact and contribute to reaching the Sustainable Development Goals (SDGs).

The SDGs are at the core of our approach. IDB Invest identifies the expected contributions of each investment to specific SDG targets upfront, and measures actual progress achieved over time.



**IMPACT
MANAGEMENT
FRAMEWORK**



Fondo Esperanza: Development Impact Results

**1 NO
POVERTY**



Fondo Esperanza promotes equal access to economic resources and basic services through microfinance for individuals living in poverty and vulnerability.

58.2%

PERCENTAGE OF LOW-INCOME
MICROENTREPRENEUR CLIENTS (2024)

**5 GENDER
EQUALITY**



The initiative supports and offers financial services to women-led microenterprises, promoting gender equality.

109,304

NUMBER OF LOANS
OUTSTANDING TO WOMEN
MICROENTREPRENEURS (2023)

101,955

NUMBER OF ACTIVE WOMEN
MICROENTREPRENEUR BORROWERS (2023)

**8 DECENT WORK AND
ECONOMIC GROWTH**



This partnership increases funding for microenterprises in productive sectors, promoting economic growth and inclusive development.

CLP\$50.5M*

VOLUME OF LOANS
OUTSTANDING TO WOMEN
MICROENTREPRENEURS (2023)*

* Values expressed in nominal terms, equivalent to CLP\$50.2 million and CLP\$196.8 million in 2021, respectively.

9 INDUSTRY, INNOVATION
AND INFRASTRUCTURE



This partnership increases access of small businesses in developing countries to financial services, including affordable credit, and their integration into value chains and markets.

CLP\$50.5M*

VOLUM OF LOANS
OUTSTANDING TO WOMEN
MICROENTREPRENEURS (2023)*

10 REDUCED
INEQUALITIES



The investment empowers and promotes the social, economic, and political inclusion of all, irrespective of sex, economic or other status.

101,955

NUMBER OF LOANS OUTSTANDING TO WOMEN
MICROENTREPRENEURS (2023)

3,582

NUMBER OF MIGRANT MICROENTERPRENEURS
WITH ACTIVE LOANS (2023)

Measuring & Managing Impact: Fondo Esperanza's DELTA Impact Score

Fondo Esperanza's DELTA Impact Score reflects the institution's potential to increase financing for women microentrepreneurs, train and economically empower women entrepreneurs, contribute to the country's economic growth, and promote gender equality. The score also highlights the added value of IDB Invest in providing technical assistance to Fondo Esperanza as it develops its migrant portfolio, which is currently in the pilot stage.



DELTA Impact Score

The DELTA is IDB Invest's rating system for assessing the expected economic, social, and environmental impact of each investment. The DELTA Impact Score* is tracked and updated annually to monitor and benchmark investment performance.

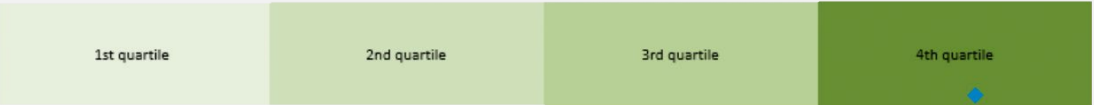
*To complement the DELTA Impact Score, IDB Invest calculates an Additionality Score to ensure that it provides financing beyond what is available in the market and that it contributes to better investment outcomes. The "DELTA Project Score" is the overall rating assigned to each project that encompasses both the DELTA Impact Score and the DELTA Additionality Score.

DELTA IMPACT SCORE



How does Fondo Esperanza’s score compare to other IDB Invest investments in the financial sector?*

DELTA Impact Score



BUILDING BLOCKS OF THE DELTA IMPACT SCORE**



Economic Analysis

Estimates the net benefits of the investment to the economy and society (Economic & Social Rate of Return).



Stakeholders Analysis

Complements the Economic Analysis by assessing the types of beneficiaries reached and the type of benefits generated.



Sustainability

Ensures that the project is financially sustainable and meets IDB Invest’s ESG requirements.

* In comparison with the last DELTA impact score of peers in BID Invest's portfolio based on their latest supervision date.
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Let's continue the conversation.

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