

Trainers

ADA, who is both a partner of the IFBL as well as a member of our “quality circle”, chooses trainers who are experts in the field of microfinance, either professionals involved in practical management or experienced university teachers. Further biographical details of the trainers can be found on our website.

- **Anne Contreras**, lawyer, partner at Arendt et Medernach, Luxembourg specialised in investment funds focusing on microfinance and renewable energies
- **Véronique Faber**, member of the Performance Indicators Working Group, expert in microfinance for ADA in Luxembourg and coordinates the secretariat of the Microinsurance Network
- **Arnaud Gillin**, funding partner of INNFACT, Luxembourg (microfinance fund consulting company), specialised in the analysis and creation of investment vehicles in the sector of responsible finance
- **Patrick Goodman**, managing director and funding partner of INNFACT, Luxembourg (microfinance fund consulting company), specialised in the analysis and creation of investment vehicles in the sector of responsible finance
- **Jean-Louis Guarniero**, certified public accountant, economic adviser and risk manager, internal audit consultant specialised in microfinance at Frankfurt School of Finance
- **Frédérique Lifrange**, lawyer, partner at Elvinger, Hoss & Prussen, specialised in collective asset management of investment vehicles, notably in microfinance
- **David Quien**, graduate of the magistère diploma from the CERDI (Center for Studies and Research on International Development) responsible for the Research and Development department at ADA
- **Axel de Ville**, executive director of ADA, assigned ULB (Université libre de Bruxelles) professor for the European microfinance Programme

Trainings in Micro finance

Over the last few years the microfinance sector has enjoyed significant growth. A growing number of investors have discovered this market segment, which offers interesting returns whilst effectively combating poverty in developing countries.

The microfinance sector functions according to very specific rules, neither financial intermediaries nor investors should evaluate the activities of microfinance institutions using the methodologies that they would employ for other emerging economies or traditional banks.

In order to contribute to the increasing professionalism of the sector, the IFBL (Luxembourg Institute for Training in Banking) and ADA (a Luxembourgish NGO that specialises in microfinance) are offering a series of trainings dedicated to microfinance. These courses are available to investment fund managers, private and personal banking consultants, bank managers, bank employers, auditors, etc.

Partners

IFBL

With more than 10,000 registrations per year, IFBL is one of the leading providers of vocational training courses in Luxembourg. The Luxembourg Institute for Training in Banking (IFBL) was created in 1991 as the training organ of the Luxembourg Bankers' Association (ABBL) and has the distinctive mission of preparing, creating, developing and promoting training methods, programmes and actions that are in the interest of the financial centre of Luxembourg.

www.ifbl.lu

ADA

ADA, expert in microfinance, has for over 15 years been initiating innovative concepts that have been successfully tried out and developed through microfinance institutions in the South and partners in the North in order to increase access to inclusive financial services (bank accounts, loans, saving schemes or money transfers) for millions of people worldwide, for whom traditional bank services are inaccessible. ADA is a preferred partner for knowledge and competence sharing, as well as information and specialized documentary source research and microfinance awareness campaigns. ADA is a non-profit organization under the High Patronage of H.R.H. the Grand Duchess of Luxembourg.

www.microfinance.lu

Training concept

The training courses are based on IFBL's modular concept i.e. it consists of several separate courses, where each one finishes with an optional examination.

Courses with the prefix M2 have a practical orientation focusing on exercises and case studies.

M3 stands for master courses providing indepth knowledge of complex issues as well as management competencies.

Furthermore, a module M1 is proposed which presents the principal theoretical aspects of microinsurance, an innovating subject in microfinance.

Training in Microfinance

M2 MICROFINANCE - FUNDAMENTALS & FINANCIAL ANALYSIS

- Fundamental Principles and Financial Analysis of Microfinance Institutions (12 hours)
 - Fundamentals of microfinance
 - Presentation of the concepts «Transparency, Performance and Benchmarking» in microfinance
 - Financial analysis and key indicators (portfolio, productivity, financial management, profitability)
 - Case studies

M2 MICROFINANCE - INVESTMENTS

- Investments in microfinance (8 hours)
 - Funding instruments for microfinance institutions
 - Developing microfinance investment vehicles
 - Key steps in creating an investment vehicle and its specificities in microfinance
 - Practical experiences
 - Current trends

M2 MICROFINANCE - RISK MANAGEMENT

- Risk management in microfinance (8 hours)
 - Principal risks associated with the microfinance sector
 - Understand and measure risks related to investments in microfinance
 - Microfinance in times of crisis

M3 MICROFINANCE - LEGAL STRUCTURES

- Legal structures of microfinance investment vehicles (4 hours)
 - Legal specificities related to the creation of investment vehicles in microfinance
 - Advantages and inconveniences of the different possible legal structures
 - Case studies

Remarks relating to the courses M2 Microfinance - Investments and M3 Microfinance - Legal structures

For a good understanding of these courses the participant is requested to have basic knowledge about investment funds and other investment vehicles in Luxembourg.

This knowledge can be acquired in one of the following courses which are part of IFBL's standard training programmes:

- Fundamentals of Investment Funds (8 hours); this course is designed for bank employees who work in different areas of banking;
- Actors and legal framework of investment funds in Luxembourg (8 hours); this course is designed for people working in the fund industry and is also part of the Investment Funds training programme offered by IFBL in collaboration with ALFI.

An introductory document can be downloaded from our website for the course M2 Microfinance - Investments.

Specificities of microfinance strategies in the context of «Private Equity» will be presented in a specialised course in English, proposed in collaboration with ALFI.

M' PRIVATE EQUITY STRATEGY: MICROFINANCE

The details of this programme will be published on www.ifbl.lu.

M1 MICROINSURANCE-INITIATION

- Initiation to micro-insurance (4 hours)
 - Background
 - Fundamentals of Microinsurance
 - Supply and demand in practice
 - Main players in Luxembourg and elsewhere
 - Challenges and perspectives