Global Symposium on Development Financial Institutions
19 – 20 September 2017, Sasana Kjang, Kuala Lumpur, Malaysia

Session 3. Delivering Inclusive and Sustainable Strategic Sectors (*Micro, SMEs and Agriculture*)

Ana Cláudia Além
Senior Development Financial Institutions Specialist
Planning and Economic Research Division
Brazilian Development Bank (BNDES)
Founded on June 20th, 1952: 100% State-owned company under private law.

Mission ➔ To foster sustainable and competitive development of the Brazilian economy, generating employment, while reducing social and regional inequalities.

Main provider of long-term financing in Brazil.

2,791 employees (as of May, 2017)

About 30% of BNDES’s disbursements go to MSMEs

Support to micro, small and medium-sized companies is a BNDES’ strategic priority: the challenge is to improve MSMEs access to credit.
BNDES Card

- It contributes to generating employment and to spreading BNDES' financing
- Present in 98% of the Brazilian municipalities
- Responsible for some 85% of the clients served in 2016.

Overall performance (2002-2016)

- CARDS ISSUED: 834 thousand
- ACCREDITED PRODUCTS / SERVICES: 276 thousand
- DISBURSEMENTS: US$ 18 billion
- OPERATIONS: 4.6 million
- AVERAGE TICKET: US$ 5 thousand
- CREDIT LIMIT: Up to US$ 0.6 million per card
- FINANCIAL COST: 1.12% p.m. (May 2017)
- AMORTIZATION PERIOD: From 3 to 48 equal and fixed monthly installments
Investment Guarantee Fund (BNDES FGI)

- 30,000 guaranteed operations from 2010 to 2016.
- An important financial inclusion instrument for MSMEs: more than US$ 1.6 billion in guaranteed financing.

**BNDES FGI focuses on innovation:** in 2016, the program BNDES Innovative MSME had 61% of its contracting made available with support from guarantee.

BNDES MICROCREDIT

- Support for formal and informal microentrepreneurs without access to the traditional financial system. Financing is given indirectly through financial agents.
- 1.3 million operations.

**More than US$ 0.3 billion disbursed from 2005 to 2016 with a multiplier effect amounting to US$ 1.3 billion.**
Support for software development

- US$ 2.4 billion disbursed from 1997 to 2016

77% of operations with MSMEs

Investment Funds (BNDES/PAR)

- Support for seed and venture capital
- BNDES/PAR is the main Brazilian investor in seed and venture capital funds

More than 70 investment operations in innovative enterprises with gross annual operational revenue below US$ 3 million were approved in the last 5 years.
BNDES Agro

- BNDES’ first application developed for smartphones and tablets
- Publishes information on financing conditions and simulates credit operations.
- Has a calendar with the main businesses fairs of the segment.

Operations with cooperatives deserve to be highlighted: about 70% of these cooperatives’ members are micro and small rural producers.

### Support for Social Innovation and Sustainable Territorial Development (Inova Social)

- Partnership with The Brazilian Agricultural Research Corporation (EMBRAPA)
- US$ 9 million in non-reimbursable support (grants) for the productive inclusion into family farming
- Transference of EMBRAPA’s knowledge on vegetal and animal production

A total of 5,530 families will be benefited in 203 municipalities with a low/medium Municipal Human Development Index (MHDI).
Thank you very much!