

perXmicro

il microcredito in italia



SOCIAL IMPACT MEASUREMENT



POLITECNICO
MILANO 1863

DECEMBER 2018



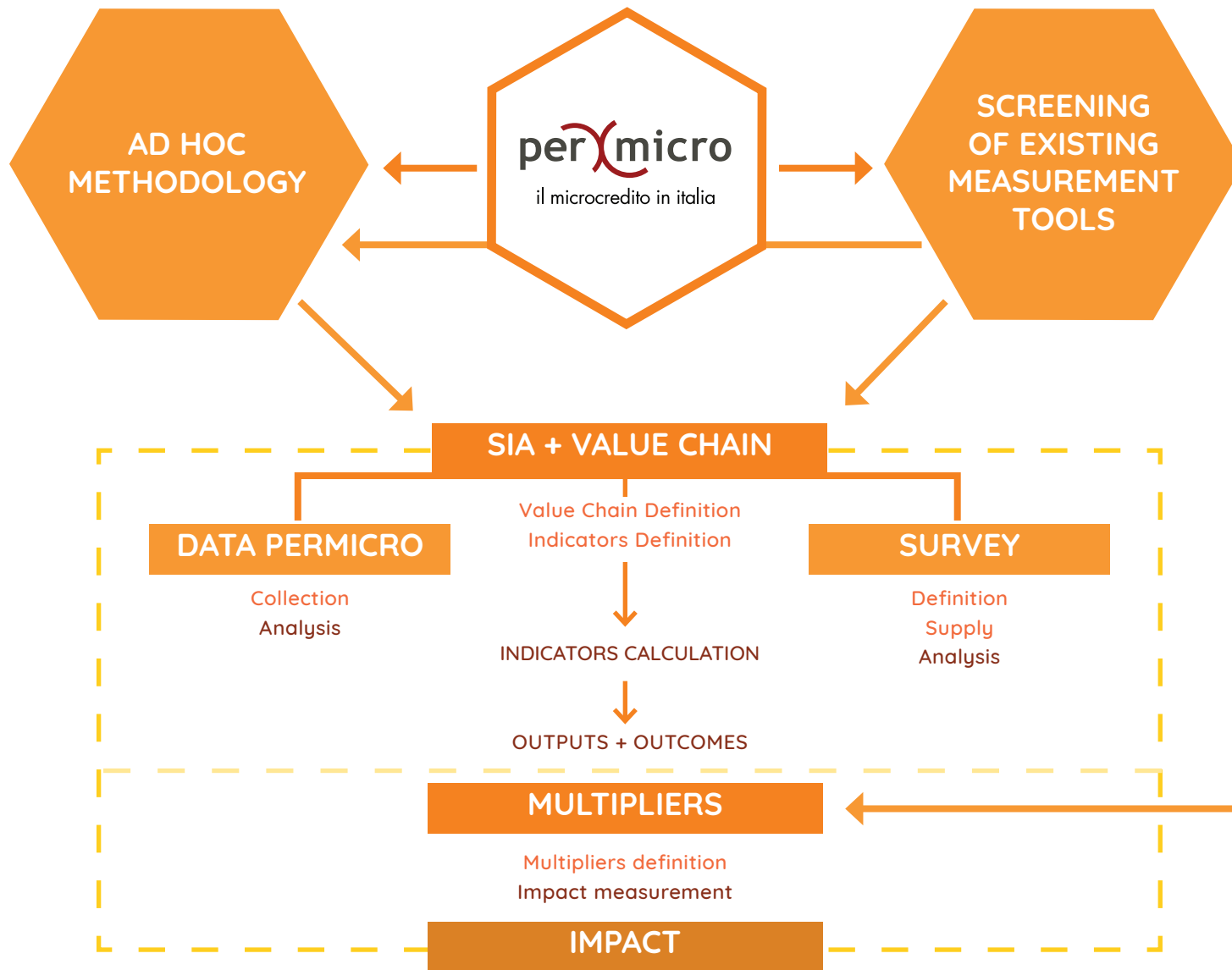
SOCIAL IMPACT MEASUREMENT





CHART OF THE METHODOLOGICAL STEPS

1.METHODOLOGY



PERMICRO: SOCIAL IMPACT MEASUREMENT





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SOCIAL IMPACT MEASUREMENT OF ENTERPRISES

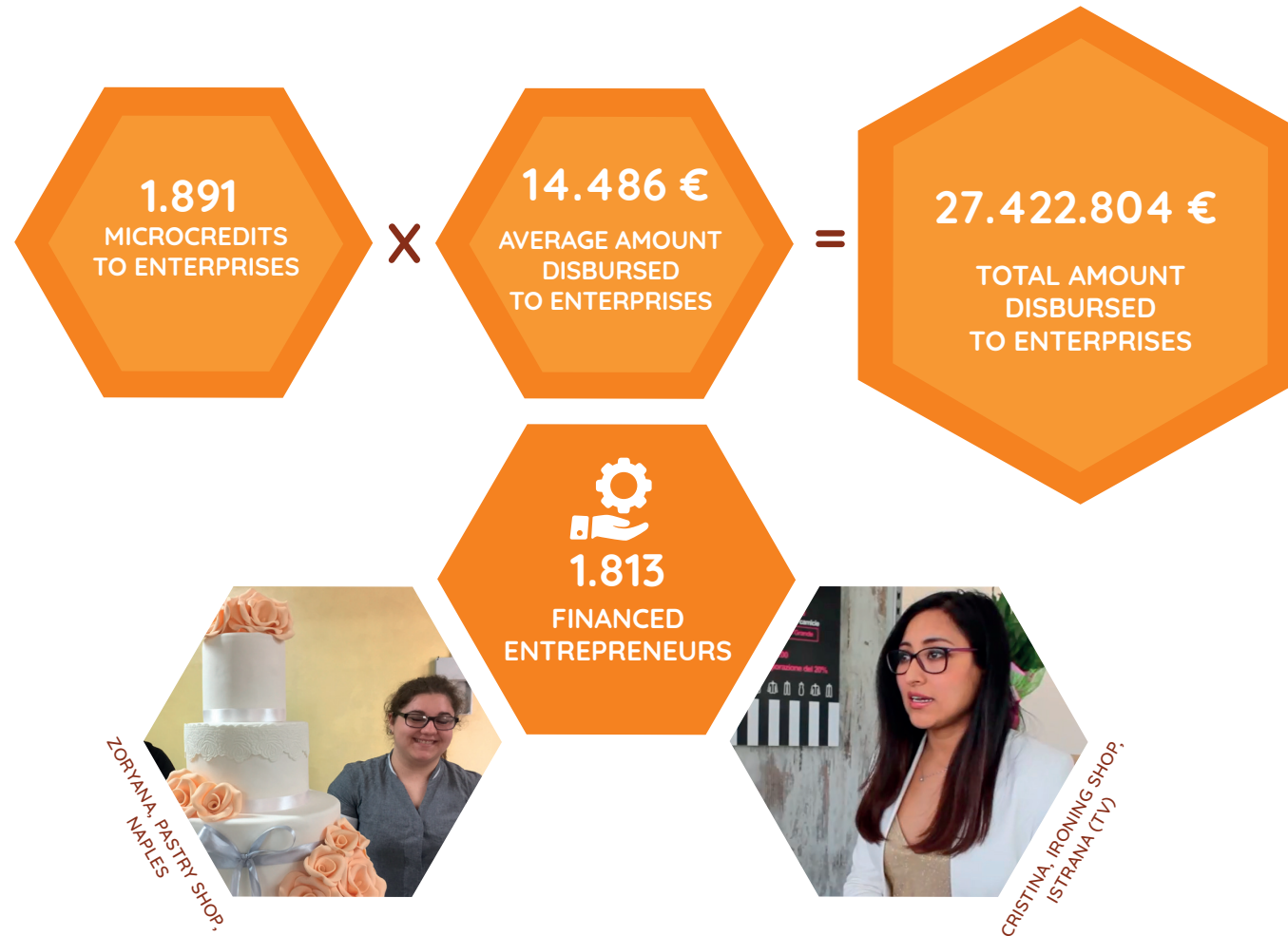


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MICROCREDITS TO ENTERPRISES

2. RESULTS



TRAINING TO ENTREPRENEURS AND MONITORING

2. RESULTS



CREDIT ACCESS AND PROFESSIONAL GROWTH

2. RESULTS

AFTER THE FINANCING
RECEIVED BY PERMICRO



GROWTH OF THE ENTREPRENEUR'S WELFARE



2. RESULTS

AFTER THE FINANCING
RECEIVED BY PERMICRO



JOBS CREATION AND STRENGTHENING EMPLOYMENT



2. RESULTS

AFTER THE FINANCING
RECEIVED BY PERMICRO



CONSOLIDATION OF BUSINESS



2. RESULTS



90%
OF FINANCED ENTERPRISES
ARE STILL EXISTING

AFTER THE FINANCING
RECEIVED BY PERMICRO



73%
OF EXISTING COMPANIES
INCREASED
THEIR REVENUES



60%
OF FINANCED ENTREPRENEURS
MANAGED
TO LAUNCH A START-UP



CLAUDIO, TATTOOER AND PIERCER,
MILAN

SOCIAL WELFARE ENHANCEMENT AND INCREASE OF FINANCIAL INCLUSION

3.SOCIAL IMPACT



IMPACT ON PUBLIC WELFARE

3.SOCIAL IMPACT



46.510.436 €
**GOVERNMENTAL
REVENUES
INCREASE**

[ANNUAL DATA 2009-2014 [12.437.260]*
(# LOANS 09-14/ TOT LOANS 09-16)

+

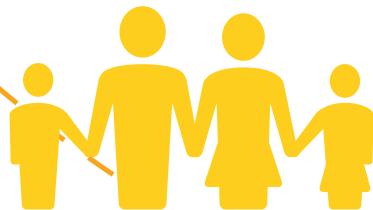
ANNUAL DATA 2015-2016 [14.574.695]*
(# LOANS 15-16/ TOT LOANS 09-16)

* 3.5 = AVERAGE LOAN DURATION 09-16]



9.607.212 €
**PUBLIC
EXPENDITURE
SAVINGS**

9.007.690 €
**REDUCTION
OF FINANCIAL AIDS**
+
599.522 €
**REDUCTION
OF ADMINISTRATIVE
COSTS**

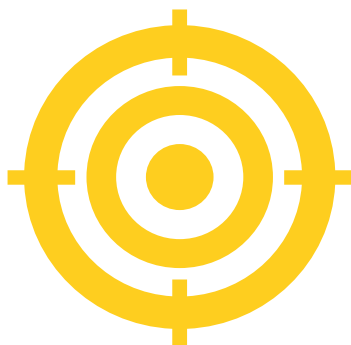


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SOCIAL IMPACT MEASUREMENT OF FAMILIES



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FAMILIES

MICROCREDITS TO FAMILIES

2.RESULTS

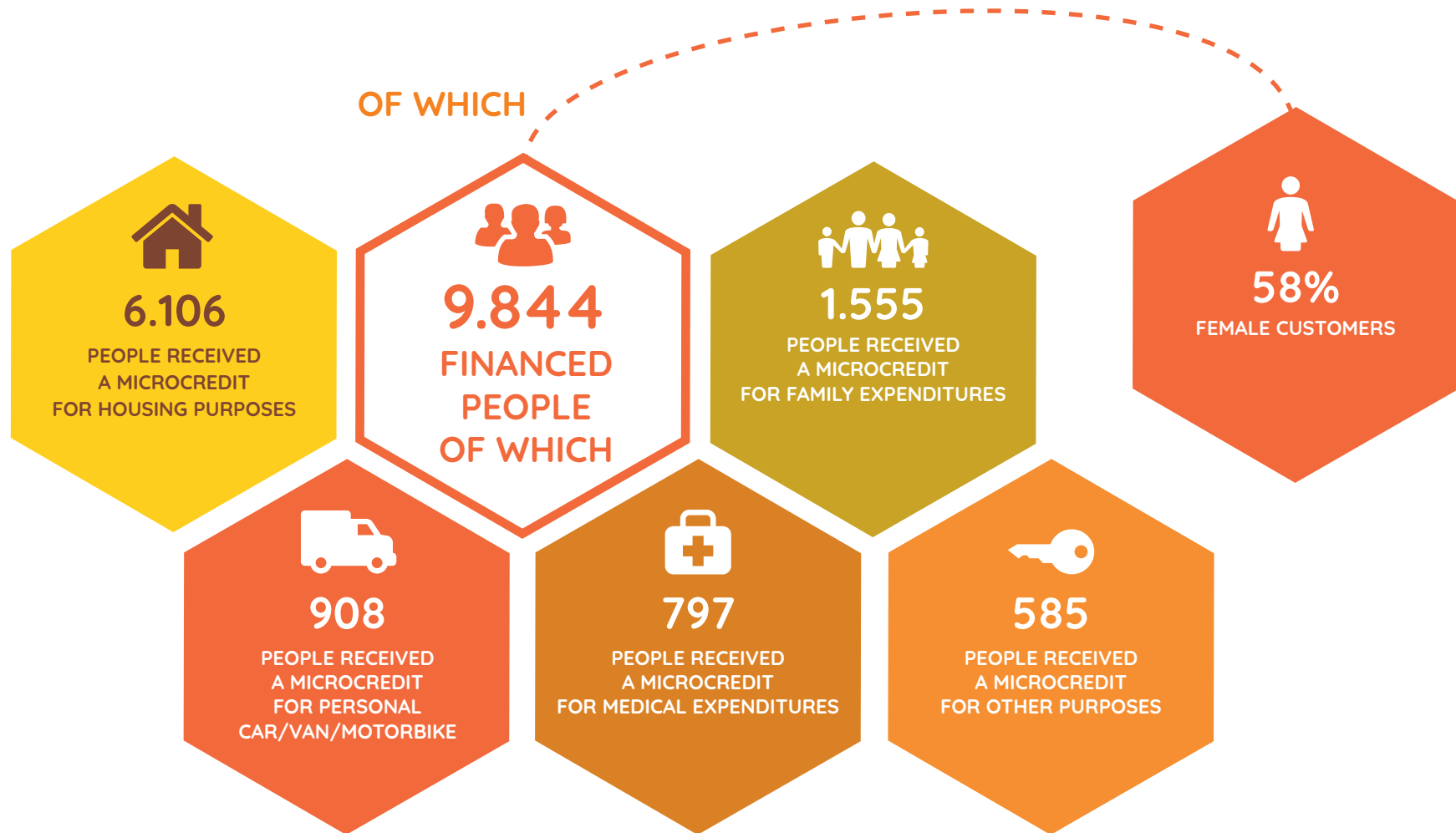




FAMILIES

MICROCREDITS TO FAMILIES: PURPOSES

2.RESULTS





FAMILIES

SOCIAL IMPACT MEASUREMENT

WOMAN EMPOWERMENT

2.RESULTS



58%

OF PERMICRO LOAN SEEKERS
IS REPRESENTED BY WOMEN
AND THE MAJORITY
OF THEM
ARE MIGRANTS



11%

OF PERMICRO LOAN SEEKERS
IS REPRESENTED
BY YOUNG WOMEN
UNDER 35.
HALF OF THEM HAS MORE
THAN ONE CHILD.





FAMILIES

SOCIAL IMPACT MEASUREMENT

HOUSING AND MEDICAL CARE

AFTER THE FINANCING RECEIVED BY PERMICRO

2.RESULTS



5.047

PEOPLE SOLVED
THEIR
HOUSING NEED

83%

OUT OF THE TOTAL
RESPONDENTS
FOR THIS NEED



726

PEOPLE HAD ACCESS
TO MEDICAL CARE

ANDREA, CRAFTMAN,
PESCARA



625

PEOPLE NO LONGER LIVE
IN A SITUATION
OF "HOUSING DEPRIVATION"



VINCENZO, OYSTER TASTING,
NAPLES

94%

OUT OF TOTAL APPLICANTS
WITH THIS PURPOSE



FAMILIES

MEANS OF TRANSPORTATION AND FAMILY NEEDS

AFTER THE FINANCING RECEIVED BY PERMICRO

2.RESULTS





FAMILIES

ECONOMIC DIFFICULTY AND FINANCIAL INCLUSION

AFTER THE FINANCING RECEIVED BY PERMICRO

2.RESULTS



SUBJECTIVE
ASSESSMENT
OF ECONOMIC
DIFFICULTY:

14%

OF PEOPLE CAN GET THROUGH
THE MONTH WITHOUT
DIFFICULTY OUT OF
THE TOTAL APPLICANTS
FOR THIS PURPOSE

29%

OF PEOPLE NO LONGER LIVE
IN CONDITIONS OF
"SEVERE MATERIAL DEPRIVA-
TION"
AS PREVIOUSLY
DECLARED



GABRIELE, COBBLES MOSAICIST,
GENOA



FINANCIAL
INCLUSION:

2.616

PEOPLE HAD ACCESS TO
TRADITIONAL FUNDING

21%

OF PEOPLE IMPROVED
THEIR RELATIONSHIP
WITH BANKS



FAMILIES

2.RESULTS

SOCIAL IMPACT MEASUREMENT

POVERTY REDUCTION

256

PEOPLE NO LONGER LIVE BELOW
THE POVERTY LINE THANKS TO
PERMICRO'S LOAN

2,61%

OF PEOPLE NO LONGER LIVE
BELOW THE POVERTY LINE
ON THE TOTAL OF APPLICANTS
WITH FAMILY
EXPENDITURES PURPOSE THANKS TO
PERMICRO'S LOAN



POVERTY
REDUCTION

369

PEOPLE NO LONGER LIVE
IN CONDITIONS OF
"SEVERE MATERIAL DEPRIVATION"
THANKS TO PERMICRO'S LOAN

29%

OF PEOPLE NO LONGER LIVE
IN CONDITIONS OF
"SEVERE MATERIAL DEPRIVATION" ON
THE TOTAL
OF APPLICANTS
WHO PREVIOUSLY DID



MANUKAFASHION ITEMS,
AFRICAN-ITALIAN TAILORING COOPERATIVE, ROME



FAMILIES

SOCIAL IMPACT MEASUREMENT

ACCESS TO CREDIT

3. SOCIAL IMPACT

49%

HAS REQUESTED A LOAN
TO A TRADITIONAL BANK
AFTER THE LOAN RECEIVED
BY PERMICRO

OF WHICH



68%

OBTAINED THE LOAN

OF WHICH

59%

DECLARED
IT WAS POSSIBLE
THANKS TO
PERMICRO'S INFLUENCE

AFTER THE LOAN RECEIVED
BY PERMICRO



COUMBA, HAIRDRESSER,
MILAN

POVERTY LINE AND INCREASE OF ECONOMIC INCLUSION



FAMILIES

3.SOCIAL IMPACT



2,6%

**CROSSED OVER
THE POVERTY LINE**

For each subject has been calculated
the positioning compared with poverty
line, in accordance with family unit
and geographic localisation



65%

**REPORTED THAT THE MICROCREDIT
HAD A POSITIVE EFFECT
ON THEIR ECONOMIC
WELFARE**



FAMILIES

ADDITIONAL REVENUES FOR THE GOVERNMENT

3. SOCIAL IMPACT



6.779.493 €
AMOUNT
IRPEF REVENUE



5.069.772 €
AMOUNT
OF FISCAL REVENUE
CAUSED
BY CONSUMPTION
INCREASING



ALICE AND ANITA, BOOKSELLERS,
MILAN



FAMILIES

IMPROVED SOCIAL AND FINANCIAL INCLUSION

3. SOCIAL IMPACT



80%

HAVE SATISFIED
THE NEED FOR WHICH
THEY REQUESTED A LOAN



2.616

PEOPLE WERE NOT BANKABLE
BUT, AFTER THE LOAN,
THEY HAD ACCESS TO
THE TRADITIONAL
CREDIT CHANNELS



CLAUDIO, FISHMONGER,
GENOVA



SUMMARISING

WHO WE ARE

4.CONCLUSIONS

PerMicro is the first Italian company specialised in offering microcredit to people who do not have access to traditional credit channels because of insufficient credit history or precarious working position.

The project conducted by Tiresia research group aims to develop an ad hoc methodology to measure the social impact generated by PerMicro activities.

This methodology allowed us to establish effects and benefits generated by the organization on direct beneficiaries and community in the long period.





SUMMARISING THE METHODOLOGY

4.CONCLUSIONS

The methodology was developed in three steps:

- 1) the **analysis of existing approaches and tools** related to performance and impact measurement of social entrepreneurship organizations;
- 2) the **evaluation and selection** of existing **instruments** in answer to the needs and peculiarities of PerMicro;
- 3) the implementation of the chosen tools **to design an ad hoc methodology** to measure PerMicro's social impact.

In conclusion, the methodology was applied to test its feasibility and efficacy and to **measure and quantify the social impact** generated by PerMicro.





SUMMARISING OUR IMPACT

4.CONCLUSIONS

Here we summarize the calculated impact, thanks to the analysis and the implementation of the ad hoc measurement methodology.

One of the most significant results is definitely the impact generated on those people who, before receiving a loan from PerMicro, had no **access to credit** through traditional channels. In almost 8 years, more than 700 entrepreneurs and 2.700 families changed their status **from non-bankable to bankable**.

Among the **impacts on public administration**, we underline the **reduction of public expenditure** of around 9,6 million euro in total and the **increase of governmental income** that is around 46 million euro in total, thanks to microcredits to enterprises. Whereas the increase of governmental income due to family microcredits reaches around 12 million euro in 8 years.

In conclusion, it is fundamental to underline the benefits which are generated for entrepreneurs and families in terms of outcomes, ranging from the generation of new jobs, to business growth, to access to medical care, and reduction in the number of families living below the poverty line.



SOCIAL IMPACT MEASUREMENT

PRESENTATIONS OF THE RESEARCH

4.CONCLUSIONS



IN COLLABORATION WITH POLITECNICO DI MILANO 1863 AND TIRESIA

THANK YOU

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