

Banking savings groups

DFS solutions that drive business model viability



The challenge and opportunity

Formal financial service providers (FSPs) need better understanding of savings groups (SGs) to develop viable business models and products to serve them. Wide adoption of Digital Financial Services (DFS) and related digital channels, provide FSPs for opportunities to serve SGs and their members.



Do you have such questions?

- ▶ How can formal financial service providers better serve SGs sustainably?
- ▶ What are the successful SG linkage business models?
- ▶ What are the best practices of SG linkages?



MSC offers

Strategy design:

MSC supports partners to design strategies to serve SGs. Our team of specialists:

- ▶ Review SGs, provide insights and recommendations
- ▶ Map out the digitization process
- ▶ Identify key issues and recommend opportunities

Implementation support:

MSC works with partners to design, test and implement services that promote access to formal financial services by savings groups. These include:

- ▶ Guiding FSP managers to make strategic 'go' or 'no-go' decisions about working with SGs
- ▶ Business case preparations and pilot-testing
- ▶ Building the capacity of partners, including SG facilitating NGOs, banks and MFIs
- ▶ Designing marketing and communications material to create awareness among SGs

Clients and partners



and many more...

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Our impact



Strategies development and pilot test implementation support to facilitate 300 SGs linked to formal services through digital financial services in Uganda.



A study for the Mastercard Foundation (MCF) on opportunities to expand effects of SGs towards financial inclusion. See a Research Brief <https://bit.ly/2IXIAjB>



Developed SG linkage toolkits and business case models to provide guidance to banks, MFIs, and NGOs aiming to serve SGs with formal financial services