

## Alleviating poverty in Latin America through community-owned banks



[eskala.org](https://eskala.org) Lewes, DE

Fintech & Finance

Female Founder

Minority Founder

### Highlights

- 1 Join Eskala's preferred debt partner, Nicolet National Bank, committed \$20k to this loan
- 2 Eskala has deployed \$3m+ of impact investment to transform banking in under resourced communities
- 3 We aim to empower 18M people living in poverty with financial services by 2025
- 4 We have issued \$1M in loans so far, serves the capital needs of 2,500+ micro-enterprises
- 5 0% default rate to date
- 6 Featured in Forbes, American Banker, and Milwaukee Business Journal
- 7 Partners include Kiva, World Bank, Whole Planet Foundation, Inter-American Development Bank

### Our Team



**Colleen O'Brien** Co-Founder & CEO

Impact Investor. Client relations professional.

Eskala is a spin off of the non-profit Global Brigades (GB). Founded in 2003, GB's mission is to inspire, mobilize and collaborate with communities to achieve their own health and economic goals. Through 18 years of work, GB discovered that access to financial services were vital for a community to break the cycle of poverty - thus Eskala was born.



**Steve Atamian** Co-Founder & Chief Strategy Officer

Social entrepreneur for emerging economies. Co-Founder & CSO of Global Brigades, the largest movement for global health and holistic development.



**Pallav Vora** Co-Founder & VP of Legal

Legal professional with 10+ years experience in international development and operations.



**Luis Quan** Co-Founder & VP, Honduras

Latin American banking and operations expert.



**Pablo Garron** VP, Panama

Microfinance thought leader in Latin America.



**Denis Gaitan** VP, Nicaragua

Management of development projects.



**Nancy Amador** VP, Finance

Multi-entity operational management.



**Juan David Villegas** VP of Programs

Rural micro-enterprise consultant.

## Pitch

**We believe every person is worth investing in.**

## ABOUT OUR PARENT COMPANY GLOBAL BRIGADES (501C3)

### Founded in 2003

- \$115M in donations / 80,000 volunteers
- Internationally recognized to alleviate poverty through Economic Development, Water & Sanitation and Health Access
- Established 136 community banking cooperatives lending \$1.3m+
- Spun-off Eskala in 2020 after a World Bank grant to accelerate growth and attract impact investors



## WHY ESKALA?

### PROBLEM

1.7 billion adults are unbanked and 1.3 billion are living in poverty. Unbanked people in emerging markets rely on high interest loans that pile on debt and perpetuate the cycle of poverty. These loans tend to be:

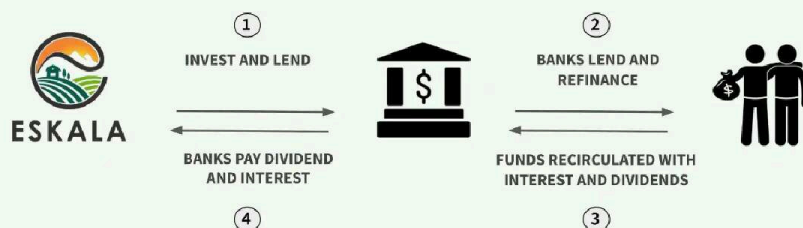
- **Expensive:** a typical loan to an unbanked person has annual interest rates ranging from 50%-200%.
- **Extractive:** the lenders who benefit from the interest are outside of the community, further extracting from an already under resourced group.

### SOLUTION

To break the cycle of poverty, Eskala partners with community leaders in rural Central America to create and grow the capacity of their community led and owned banking cooperatives. Eskala focuses on:

- **Lend:** low interest loans with half of the interest staying in the community bank for hyperlocal recirculation of capital.
- **Partner:** through equity investments, financial training and biweekly visits from our field staff.

## HOW DOES IT WORK?



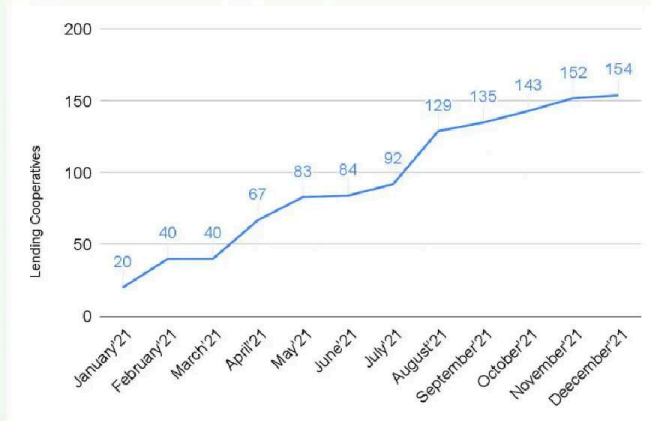
## WHY NOW: READY FOR SCALE

- |                                      |                                   |
|--------------------------------------|-----------------------------------|
| 179 banking cooperatives lending     | +2000 new community targets       |
| 397 banking cooperatives in training | 70% of bank members are women     |
| 2022 operational break even          | \$2.5M outstanding loan portfolio |

~0% default rate

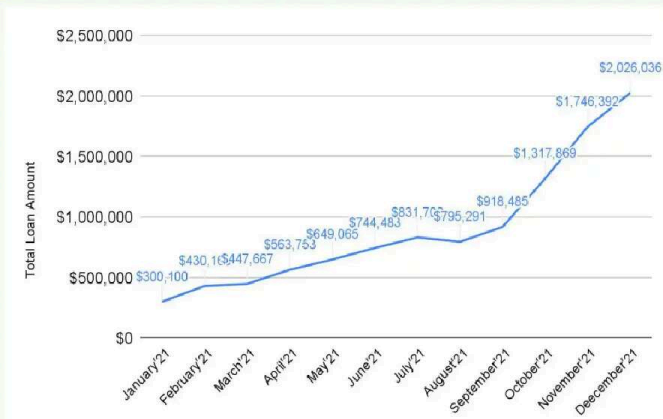
\*Data as of 4/30/22

## Community Bank Growth: 2021



\*The above slide refers to banks that Eskala has either invested in and or lent to.

## Loan Portfolio Growth: 2021

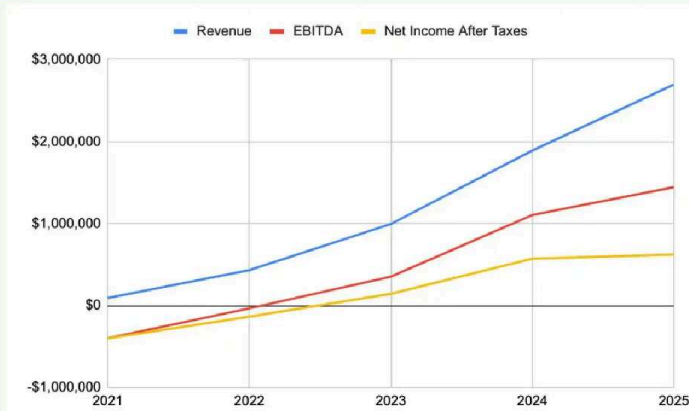


## Financial Analysis: Projected v Actual 2021



\*Honduras and Nicaragua only

## PATH TO PROFITABILITY



## WHERE WE WORK

### Current Target Population:

20,000 communities with 18 million people living in poverty

**Vulnerable Groups Including:** Indigenous, refugee, migrants and women borrowers

**Market Opportunity:** LatAm and Caribbean regions have ~26.2 million microenterprises with a **funding gap of \$1.2 trillion**



1. Source: Inter-American Development Bank (IDB), 2017

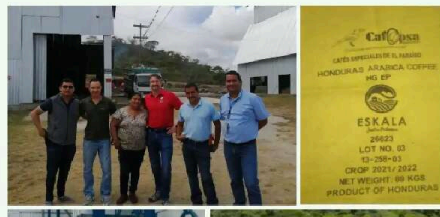
## CLIENT SPOTLIGHT: PUEBLO NUEVO, PANAMA

- Founded:** 2014
  - Prior to partnering with Eskala, Pueblo Nuevo did not have an option for banking services.
  - There are traditional banks nearby, but this community was discriminated against and excluded.
- Active Members:** 34
  - ~180 loans for business expansions
  - ~20 loans to launch new businesses
  - ~117 loans supported farmers
- Performance:** 0% default



## CLIENT SPOTLIGHT: CAFEPSA, HONDURAS

- Founded:** 2009, Eskala partner since 2021
  - Prior to partnering with Eskala, CAFEPSA relied on high interest loans with hidden fees, high admin costs and long waiting periods.
  - After partnering with Eskala, CAFEPSA was able to export their first harvest without extractive intermediaries.

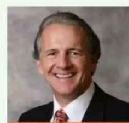




- **Active Members:** 1,100 and growing
- **Eskala Loan:** \$310k in working capital used for local farmers to plant, organically fertilize and harvest coffee crops.
- **Performance:** 0% default, fully repaid



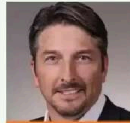
## INVESTORS



**Jim Sartori**  
CEO, Sartori Company



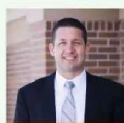
**Kate Burgess**  
CEO/Owner, Elevate97



**Jim Stallberg**  
President, Gemini Global Advisors



**Oisín O'Connor**  
CEO, ReCharge



**Pete Hietpas**  
President, Nurses PRN



**Craig Dickman**  
Entrepreneur & Managing Director, Trideltown Tech



**Mike Flynn**  
CTO, ReCharge



**Steve Nooyan**  
Owner, We Care Senior Care



**Colleen O'Brien**  
CEO, Eskala



**Jeff Hay**  
VP of Clinical Operations, Athletico Physical Therapy



**Carlos Garces**  
Retired Senior Assistant Dean of Admissions, Marquette University



**Bob Weyers**  
Owner, Commercial Horizons



**Global Brigades**  
501c3 nonprofit

## PARTNERS

Eskala leverages established partnerships with the world's foremost leaders in international development along with local governments that enable our innovative model.



*"The most effective economic development program in rural Panama"*

- United Nations Development Program

## Financials - Balance Sheet December 31, 2022

ASSETS		
Bank Accounts		\$389,310
Accounts Receivable		\$2,146,130
Receivables from Related Parties		\$432,819
Other (Taxes, Computer, Prepaid expenses)		\$6,270
<b>TOTAL ASSETS</b>		<b>\$2,976,528</b>
Liabilities		
Accounts Payable		\$539,404
Short Term Debt (Line of Credit)		\$231,000
Other Current Liabilities		\$2,702
Long Term Debt		\$371,727
<b>Total Liabilities</b>		<b>\$1,144,834</b>
Equity		
Owner's Investment		\$2,680,231
Restricted Stocks		\$136,793
Retained Earnings		-\$821,219
Net Income		-\$164,051
<b>Total Equity</b>		<b>\$1,831,696</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>\$2,976,528</b>

## Financials - 2022 P&L

Income		
Revenue from microinvestments	\$262,867	
Other Income	\$61,701	
Total Income	\$324,568	
Gross Profit	\$324,568	
Expenses		
Employee Expenses	\$290,549	
Service Fees	\$55,714	
Office Expenses	\$10,714	
Grants, Contract, Direct Assist	\$70,116	
Advertising & Marketing	\$791	
Interest Paid	\$8,151	
Foreign Exchange Loss	\$19,172	
Other	\$7,121	
Taxes	\$26,291	
Total Expenses	\$488,619	
Net Earnings	-\$164,051	

CONFIDENTIAL



THANK YOU FOR YOUR  
CONSIDERATION



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