



Innovative Financial Products and Services

Daniel Weiss, MFIC
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En Alante, sí
haces todo
en un sólo
viaje!



Alante Financial is a new Financial Service company dedicated to the Hispanic market in the US.

Alante offers a one-stop shop for all basic financial services demanded by our customers, including money transmission, check cashing and consumer loans.

Alante Financial currently serves in excess of 10,000 customers from seven branches in DE, DC, MD and VA.

Our services are carefully designed to meet our customers' demand:

Loans are designed for customers without credit history by using alternative referencing sources.

Remittances are delivered through financial institutions which serve our customers' families back home. We currently cooperate with 9 institutions in 6 countries in Latin America.

We own all our shops and do not work with agents aside from other financial institutions. Our own shops ensure good service, attractive prices and regulatory compliance. They also provide the base for the future introduction of new services.



Our services, operations and marketing are customized to our market.

As a result, Alante is growing. Our branches grow by 10% to 30% a month and we will increase our branch network to 15 branches by the end of 2006.

Alante Financial is wholly owned by Microfinance International Corporation, a for-profit enterprise.

Its private ownership combined with a profit-making focus will ensure that the company will access the funds required to meet the demand of large numbers of customers.

To reach profitability, Alante places special emphasis on staff productivity. Staff is carefully trained and supported by appropriate systems.

Training ensures that customers are served with courtesy and that procedures are carried out efficiently.

Systems are designed to facilitate the cost-effective delivery of a large numbers of small transactions.

Aside of the challenges posed by the nature of our market, we have to cope with inadequate regulations:

Cumbersome (and divergent) State Laws and unreasonable interest rate caps which make the delivery of appropriate services, especially very small loans, a highly impractical proposition in some States.*

*See Joseph A. Smith, Jr.: *Savings for the Poor*



Thank you!!

For further information:

- www.mfi-corp.com
- www.alantefinancial.com