

# What is Shared Interest Society Ltd?



Shared Interest is the world's leading fair trade lender. Individuals in the UK invest together in Shared Interest to help finance fair trade. Shared Interest is a co-operative lending society and the organisation has over 8,400 members in the UK. Members have invested over £20 million share capital because of a desire to help provide support and share risk with fair trade producers in the developing world and promote fair trade.

The organisation provides trade finance to producers against individual orders and also longer term loans aimed at helping producer groups build capacity or profitability (for example by purchasing essential equipment). Credit can also be provided to fair trade buyers to allow them to make advance payments to producers, and shop loans to help finance inventory for a new shop.

Shared Interest currently works with over 450 fair trade buyers and producers in Africa, Asia, Central and South America, Europe and North America.

Shared Interest recognises that individual organisations have differing requirements and therefore we consider each application on its own merits.

## Key facts about Shared Interest lending:

- Shared Interest lends to fair trade producers working with handicrafts or in food production
- Shared Interest provides credit for fair trade buyers
- Shared Interest is independent and therefore lending decisions are made solely by Shared Interest
- A Shared Interest account enables organisations to build up a borrowing history over time, allowing access to different forms of Shared Interest lending
- Shared Interest does not require security for lending in most circumstances
- Each customer has a dedicated account manager to handle all queries and account activities

## To find out more, or to discuss your organisation's financial needs please contact us

Existing customers of Shared Interest should contact their Account Manager. New customers should email [sales@shared-interest.com](mailto:sales@shared-interest.com) or telephone +44 (0)191 233 9100.

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## Craft Aid – Mauritius

Established in 1982, Craft Aid Mauritius (CAM) works with able-bodied and ability-impaired producers in Mauritius. Their aim is to build workshops and purchase equipment for small enterprise producers, and today CAM runs fully equipped workshops with over 125 employees. Sugar packaging remains a significant part of CAM's business, but with core business strengths and opportunities also lying in textiles. CAM became a customer of Shared Interest in 2001, and has recently accessed longer term loans. These have enabled them to repay existing bank loans and bulk purchase raw materials needed to help facilitate production. Gabriel Kamudu, Managing Director of CAM, stated during a visit in July 2005 that working with Shared Interest has helped his business to grow, and that he would always consider Shared Interest as his first lender of choice.



## CTM Altromercato – Italy

CTM Altromercato is currently the largest fair trade organisation in Italy and one of the largest world-wide. CTM Altromercato provides support for the 350 World Shops throughout Italy and works with particular producers to grow its handicraft sales. CTM Agrofair (a company owned jointly by CTM Altromercato and Agrofair) is also one of the largest importers of fair trade bananas in Europe. The close relationship with the World Shops is helping the business to grow handicraft sales whilst the links with supermarkets and EFTA members allow food sales to expand. CTM Altromercato is one of Shared Interest's largest customers. During a recent visit, we were able to see the new premises that CTM Altromercato has secured in Verona – a warehouse of 11,000 sq metres where 12 staff handle logistics, while the remaining 88 staff work from an office complex nearby. The lending facility with Shared Interest continues to help the business expand its fair trade purchases.

