

Symbiotics

INCLUSIVE AND SUSTAINABLE FINANCE
IN EMERGING AND FRONTIER MARKETS

Presentation UNECE – Impact Investing, PPPs and Capacity Building

Geneva, 20 March 2017

Symbiotics: The Leading Investment Advisor in Microfinance

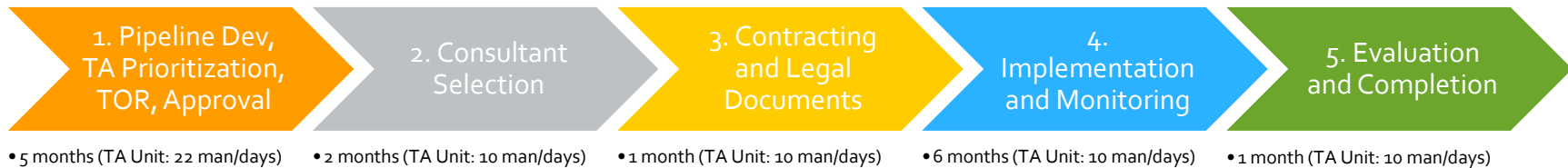
12-Year Track Record

- >USD 3.4 bn of transactions
- 3,050 deals, 71 frontier markets
- DD on 863 MFIs, 332 investees
- 25 advised funds
- SMX and SYM 50 benchmark indices
- Regulated Asset Manager
- >90 staff (32 nationalities)
- 6 offices (Geneva, Zurich, London, Mexico City, Cape Town, Singapore)



Symbiotics: Client Focus in CB&TA

- **Why CB&TA?** Hand-in-hand with investment activities (maximizing impact, strengthening capacity)
- **Which CB&TA?** Client-centered (customized design and structuring)
 - ✓ Areas: operations & reporting, SPM/CPPs, product dvlpmnt., governance, risk mgmt., digital services.
- **To Whom CB&TA?**
 - ✓ Beneficiary Investee Companies (financial and non-financial)
 - Needs identification; cost-sharing basis; high quality services.
 - ✓ Public and private donors:
 - Tailored projects; best practices, transparent processes.
 - ✓ World-wide project pipeline; consultant database.



Symbiotics: REGMIFA, Inception

- Launched in May 2010 as a financial sector PPP.
- Mission: Foster economic development in SSA by supporting FIs which serve MSMEs.
- Two arms: The **Investment Fund** (layered structure) and the **TA Facility**

Fund Investors

TA Contributors



THE GOVERNMENT
OF THE GRAND-DUCHY OF LUXEMBOURG
Ministry of Finance



Symbiotics: REGMIFA, Portfolio 28.02.2017

Current Country Exposures



(14 of 20 countries in the portfolio are LDCs)

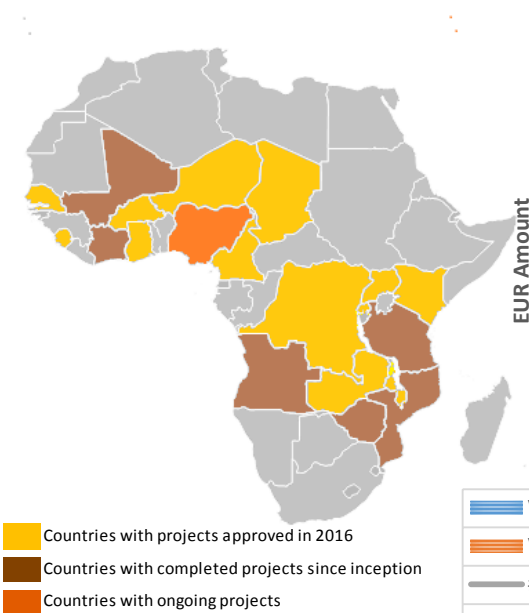
Outstanding (USDm)	120.6
Avg. investment (USDm)	1.15
Avg. invt. (USDm) per PLI	2.28
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# Investments	105
# Investees	53
# Countries	20
# Currencies	12
Avg. maturity at closing	34.6 mths

Since Fund Inception

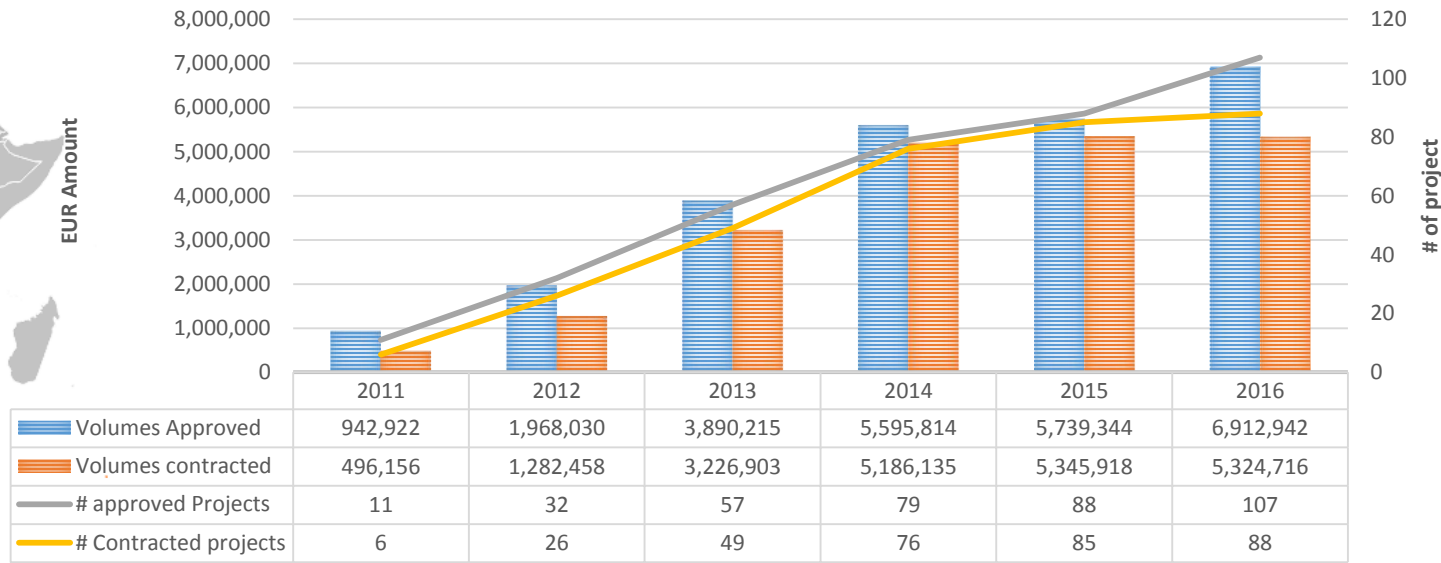
Total disbursed	USD 286m
Loan repayments	USD 165m
Institutions funded	68
# of loans disbursed	220



Symbiotics: TAF REGMIFA, Performance



OVERALL TAF PERFORMANCE SINCE INCEPTION - CUMULATED DATA

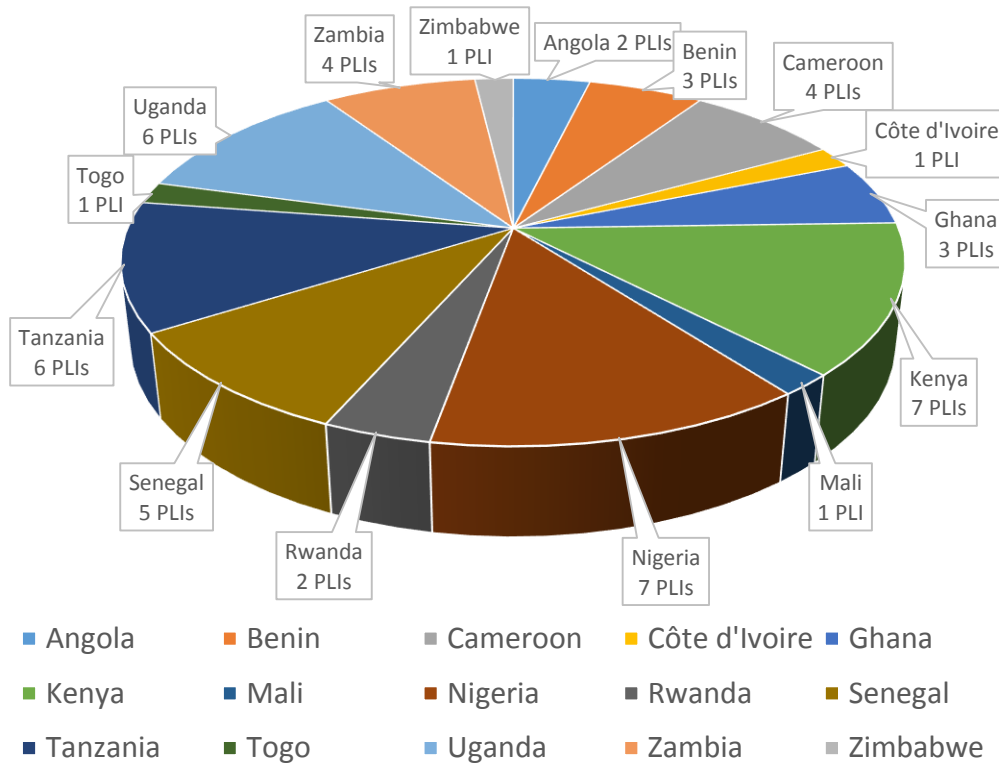


- Total committed: EUR 8.1m
- Inception 2011 - 31 Dec. 2016: 107 projects approved, EUR 5.3m contracted volume, 20 countries in SSA
- Co-Financing share: appr. 22%
- Average project size: EUR 64,607



Symbiotics: TAF REGMIFA, TA Packages

TA Packages Outreach by Country



- Successful TA Package 1 (round 1 and round 2) on Soft Skills Training - 38 PLIs
- Innovative TA Package 2 on Brand Communication - Advans Group, 4 PLIs
- Recently completed TA Package 3 on SPM and CPPs - 14 PLIs
- Total TA volume approved for the 4 TA interventions: appr. EUR 1.5m
- Total countries outreached: **15**
- Total PLIs outreached: **58** different subprojects under management and monitoring
- Next launch: TA Package 4 on Risk Management – 13 PLIs, 9 countries

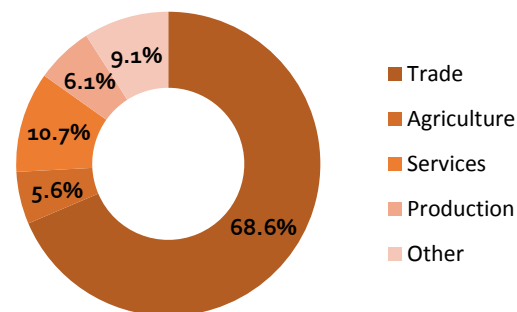


Symbiotics: REGMIFA, ESR Report 2015

Profile of 197,637 end-borrowers

- Live in 18 frontier markets, primarily in urban areas (75%)
- Are a majority women (56%)
- Are primarily running a MSME (88%)
- Borrowed individual & group loans (74% and 26%, resp.)
- Avg. Loan balance USD 650

Distribution by Activity



Profile of PLIs' Social Rating

- Stable investment-weighted rating at 3.5 stars.
- 29% invested volume in PLIs with 4 or more stars.

