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)
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.

1. Pipeline Dev, TA Prioritization, TOR, Approval • 5 months (TA Unit: 22 man/days)
2. Consultant Selection • 2 months (TA Unit: 10 man/days)
3. Contracting and Legal Documents • 1 month (TA Unit: 10 man/days)
4. Implementation and Monitoring • 6 months (TA Unit: 10 man/days)
5. Evaluation and Completion • 1 month (TA Unit: 10 man/days)
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**

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<th>Fund Investors</th>
<th>TA Contributors</th>
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Symbiotics Corporate Presentation – UNECE, 20 March 2017
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

# 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
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

- 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
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

Profile of PLIs’ Social Rating

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