

# QUARTERLY REPORT Q1 2019

REGMIFA / REGIONAL MSME INVESTMENT FUND FOR SUB-SAHARAN AFRICA

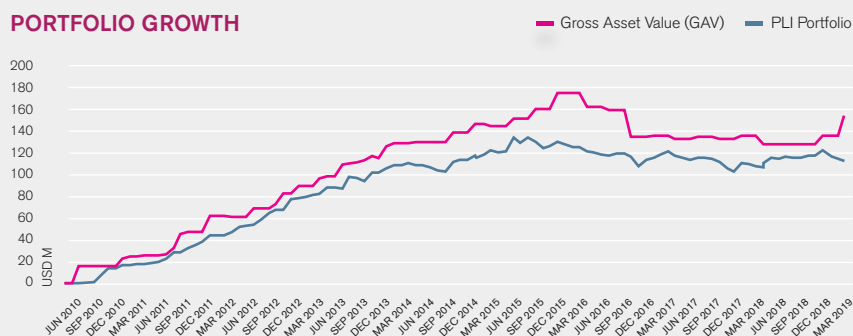
## MANAGER'S COMMENT

The Fund closed Q1 with an outstanding portfolio of USD 114.8M (up from 105.8M Q1 2018), with approximately USD 5.2M disbursed to 5 institutions across Nigeria, Mali, Zambia and Kenya. Q1 is usually a quiet quarter for the Fund, with disbursements ramping up towards the tail end of the year. The Fund maintained its presence in 20 countries, with 86 investments across 48 PLIs. The SSA regional macroeconomic outlook continued to strengthen, supported by higher capital spending and a favourable price outlook of commodities. The financial sector remained resilient, signalling improved business conditions. A continued trend of regulatory reforms, mainly through increases of minimum capital requirements and improved supervisory frameworks in the financial sector, buoyed an influx of FDI.

## FUND FACTS

GAV	USDm 147
NAV	USDm 136
PLI Portfolio	USDm 115
Senior Debt	97%
Sub Debt	3%
Cash	USDm 42
Number of Countries	20
Number of PLIs	48
Number of Investments	86
Average exposure per PLI	USDm 2.4
Maturity remaining	15.4 months

## PORTFOLIO GROWTH



## INVESTEES INDICATORS\*

Total Assets	USDm 48
Gross Loan Portfolio	USDm 37
Number of active borrowers	35 273
Asset Growth	4%
Debt/Equity Ratio	3.95
Portfolio Yield	45%
OSS	117%
ROE	13%
ROA	3%
PAR > 30	8%
CAR	27%

## NUMBER OF LOANS DISBURSED

Since Inception	294
Q1 2019	5

## LATEST INVESTMENTS

Since Inception	USDm 377
Q1 2019	USDm 5

## IMPACT MEASUREMENT

### THEMES

Microfinance	58.7%
SME finance	31.2%
Large enterprises	1.7%
Education	1.1%
Household finance	4.4%
Housing	1.9%
Other	1.0%

### SECTORS

Agriculture	9.5%
Production	4.5%
Trade	60.9%
Services	16.3%
Other	8.8%

## KEY INDICATORS

**171,199** microentrepreneurs reached

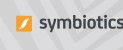
**57 %** women

**27 %** rural clients

**59 %** micro-enterprises

**77 %** individual loans

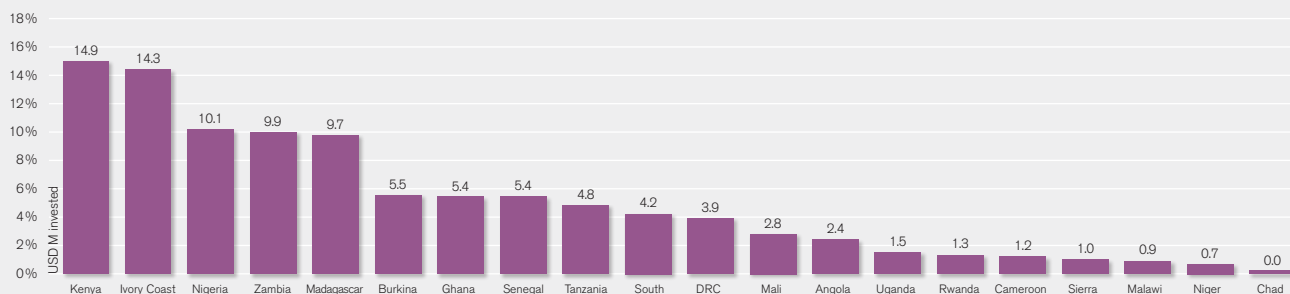
REGMIFA, a development finance initiative supported by



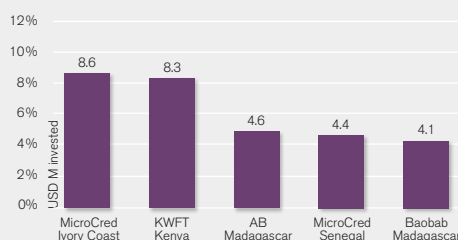
\* Data presented are averages across PLIs in the portfolio for period ending the 31 Mars 2019 from unaudited management reports as provided by PLIs.

## PORTFOLIO ANALYSIS

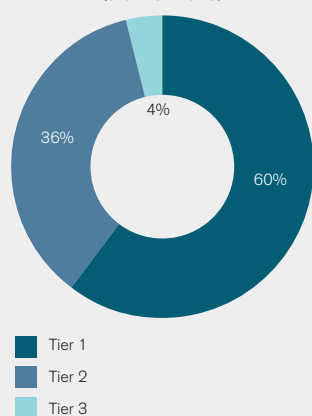
### COUNTRY BREAKDOWN (% OF PORTFOLIO)



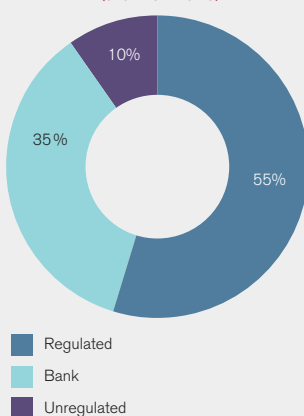
### TOP 5 EXPOSURES (% OF PORTFOLIO)



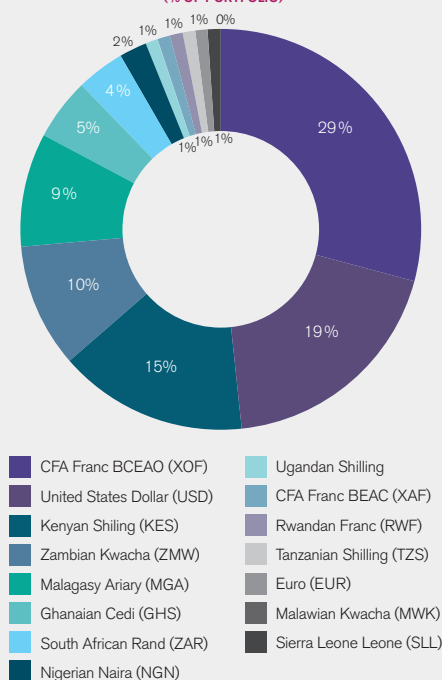
### TIER BREAKDOWN (% OF PORTFOLIO)



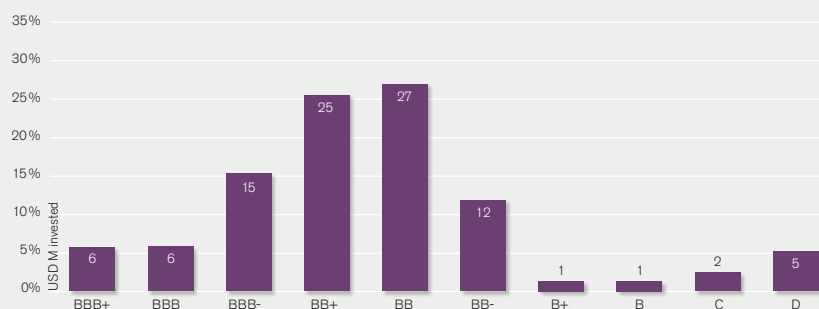
### TYPE BREAKDOWN (% OF PORTFOLIO)



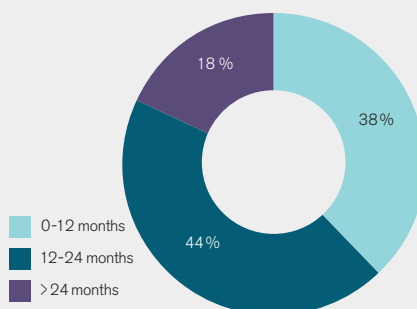
### CURRENCY BREAKDOWN (% OF PORTFOLIO)



### CREDIT RISK BREAKDOWN (% OF PORTFOLIO)



### REMAINING MATURITY BREAKDOWN (% OF PORTFOLIO)



This marketing document is issued by Symbiotics SA (registered office at 31, Rue de la Synagogue, 1204 Genève). It contains a preliminary summary of Regional MSME Investment Fund for Sub-Saharan Africa SA (registered office at 5, Rue Jean Monnet, P.O. Box 369, L-2013 Luxembourg), hereinafter "REGMIFA" or "the Fund". As per the Issue Document, the Fund qualifies as an AIF within the meaning of the Directive 2011/61/EU of 8 June 2011 on alternative investment fund managers (the "AIFM Directive") and is internally managed. As per the Issue Document, more than 50% of the members of the Board as well as of the members of the Investment Committee shall be representatives of / proposed by Public Institutions. As a result, the AIFM Directive shall not apply to the Fund in accordance with article 2(2) thereof. As a consequence, the Fund cannot benefit from the marketing passport provided under the AIFM Directive and cannot be marketed to professional investors within the European Union under said passport. In consequence, this document is neither directed to, nor intended for distribution or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation. The information and data presented in this document are not to be considered as an offer or solicitation to buy or sell REGMIFA's notes or shares. Information, opinions and estimates contained in this document reflect a judgment at the

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## GHANA

# MEET MS. AUNTIE ESTHER

### ABOUT GHANA

Ghana has remained a stable democracy since 1992. According to the International Monetary Fund, Ghana's 2019 predicted growth rate is 8.8% (5.6% in 2018), making it one of the fastest growing economies globally. Growth is predominantly due to the services sector plus continued investment in crude oil and gas sector. In 2018, gold output was high with cocoa production levels remaining stable, where Ghana is Africa's second-biggest gold producer and second-largest cocoa producer. It is also rich in diamonds, manganese ore, and bauxite. Agriculture accounts for about 20% of GDP and employs more than half of the workforce. In January 2019, the Bank of Ghana focused its attention on the savings and loan sector, where presently, the microfinance industry consists of 37 savings and loans companies. Due to the growing appetite for mobile technology to enhance money transactions, savings and loans companies are increasingly looking to expand their client base by improving outreach via more efficient means including agency banking and mobile platforms.

### MFI STORY: ADVANS GHANA

Advans Ghana Savings and Loans Limited was licensed by the central bank of Ghana in October 2008. It was the second African MFI launched by the Advans Group, which now has affiliates in Cameroon, DRC, Ivory Coast, Nigeria, Tanzania and Tunisia. Via its network, Advans International continues to provide technical assistance, including strategy and business planning, MIS development and digitization. Advans Ghana's shareholders are Advans SA, IFC, KfW and Société Générale (Ghana). Advans Ghana started its operations in Accra and has since opened 18 branches in seven regions across the country. Its mission is to respond to the need for financial services of small businesses and other populations who have ill-adapted, limited or no access to formal financial services through providing tailored financial services in a sustainable and responsible manner. Advans Ghana offers a wide range of loans and deposit products and services, including remittances, and plans to continue expanding its mobile money channels. With a new group image in place, Advans Ghana has set up a strong marketing plan intended to boost its image through radio, television, print and social media.

### MS. AUNTIE ESTHER

In 2006, "Auntie Esther" as she is known in the village where she lives and grew up, started a small shop in a container with the help of her husband. Two years later, as business grew, she had the opportunity to buy the land where her container was located and build a small shop. But it was only until 2017 that she heard about Advans through a TV advertisement. With a USD 2'000 loan from Advans, she was able to increase her stocks and diversify the products offered. "My clients can now buy with me products they used to buy elsewhere," says Auntie Esther. The teachers from the neighboring secondary school are very good clients and she allows them to buy on credit and repay at the end of each month. "We all know each other around here" she explains. Her store is so well organized and set up that clients not only keep on coming back, but she even sells to other provision shops in the area. Advans mobile money services avoid her going to the capital Accra, an hour away, to withdraw money. She now has five full time employees and plans to start catering food and beverages for weddings.

POPULATION  
**28.1 MILLION**

GDP PER CAPITA  
**USD 2,046**

REAL GDP GROWTH  
**8.1%**

POP. LIVING IN POVERTY  
**23.4 %**

HUMAN DEVELOPMENT RANK  
**140/189**



SDGs addressed by the Fund

#### Contacts

#### Registered Office

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#### Investment and TA Facility Manager

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**regmifa**  
[www.regmifa.com](http://www.regmifa.com)



## FUNDING STRUCTURE\*



## NOTES

Instituto de Crédito Oficial

Private Investors

## A SHARES

Ministerio de Asuntos Exteriores y de Cooperación

EIB

KfW

## B SHARES

FISEA

Oesterreichische Entwicklungsbank AG

EIB

FMO

Symbiotics

## C SHARES

Agence Française de Développement

KfW

Ministerio de Asuntos Exteriores y de Cooperación

Oesterreichische Entwicklungsbank AG

## FUND FACTS

Fund name	Regional MSME Investment Fund for Sub-Saharan Africa S.A., SICAV-SIF (REGMIFA)			
Fund domicile and type	Qualifies as a Société d'Investissement à Capital Variable - Fonds d'Investissement Spécialisé (SICAV - SIF) under Luxembourg Law			
Regulation	The Fund qualifies as an AIF within the meaning of the AIFM Law and is internally managed. Per the Issue Document, more than 50% of the members of the Board as well as of the members of the Investment Committee shall be representatives of / proposed by Public Institutions. As a result, the AIFM Law shall not apply to the Fund in accordance with article 2(2) thereof			
Investment Manager	Symbiotics S.A. (Geneva)			
Registered Office	5, rue Jean Monnet, L-2013 Luxembourg, Grand-Duchy of Luxembourg			
Administrative Agent	Credit Suisse Fund Services (Luxembourg) S.A.			
Custodian Bank	Credit Suisse (Luxembourg) S.A.			
Inception Date	1 December 2009			
Operation Start	5 May 2010			
Initiators	KfW Bankengruppe, supported by the German Ministry for Economic Cooperation and Development (BMZ)			
Fund currency	USD			
Distribution	Annually			
Valuation (NAV calculation)	Quarterly (last calendar day of March, June, September, and December)			
Minimum subscription	USD 500,000 across all Shares and Notes			
Fund Term	Unlimited duration			
Redemption of units	Unlimited duration for Class C Shares Fixed term (2-10 years) for Class A Shares Fixed term (4-10 years) for Class B Shares Fixed term (2-12 years) for Notes			
Classes	Notes	Class A Shares	Class B Shares	Class C Shares
Features	Fixed rate or floating rate over USD 6 months Libor plus a spread. Duration: Senior: 2-6 years Subordinated: 2-12 years	Target dividend plus complementary dividend (if target dividend exceeded). Target dividend is USD 6 months Libor plus a spread agreed with the Board of Directors. Duration: 2 – 10 years	Target dividend plus complementary dividend (if target dividend exceeded). Target dividend is USD 6 months Libor plus a spread agreed with the Board of Directors. Duration: 4 – 10 years	Fixed rate target return with target dividend set in the relevant Commitment Agreement as a percentage return on the NAV. Duration: Unlimited