

**ANNUAL REPORT 2019**  
**REGIONAL MSME INVESTMENT FUND**  
**FOR SUB-SAHARAN AFRICA S.A., SICAV-SIF**



regmif 



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# ABOUT REGMIFA

REGMIFA's mission is to foster economic development in Sub-Saharan Africa by supporting financial institutions that serve micro, small and medium sized enterprises (MSMEs) while simultaneously observing the principles of additionality and sustainability.

Launched in May 2010, the Regional MSME Investment Fund for Sub-Saharan Africa SA, SICAV-SIF, is a Luxembourg-based investment fund that seeks to foster economic development and prosperity in sub-Saharan Africa. To this end, the Fund provides medium- to long-term debt financing in local currency to Partner Lending Institutions (PLIs) that serve MSMEs.

Complementary to the Fund's investment activities, a specific Technical Assistance (TA) Facility focuses on providing technical support to client institutions. It was set up as an entity independent from the Fund and structured as a fiduciary agreement under Luxembourg law in July 2010.

Among the public investors are the French Development Agency (Agence Française de Développement - AFD), the European Investment Bank (EIB), the Netherlands Development Finance Company (Nederlandse Financierings-Maatschappij voor Ontwikkelingslanden - FMO), KfW (Kreditanstalt für Wiederaufbau) on behalf of the German Federal Ministry for Economic Cooperation and Development (Bundesministerium für wirtschaftliche Zusammenarbeit und Entwicklung – BMZ), the Spanish Ministry of Foreign Affairs and Cooperation (Ministerio de Asuntos Exteriores y de Cooperación - MAEC) (Spanish Cooperation), the Instituto de Crédito Oficial (ICO) in the name and on behalf of the Spanish Government and the Kingdom of Spain (Spanish Cooperation), the Development Bank of Austria (Oesterreichische Entwicklungsbank – OeEB) and ASN Bank.

Symbiotics, was entrusted by the Fund with the dual mandates of Investment Manager and Technical Assistance Facility Manager.

Symbiotics is the leading market access platform for impact investing, which vision is to positively impact low-and middle-income households in emerging and frontier economies in areas such as job creation, food and agriculture, housing and energy. Symbiotics has been active in Sub-Saharan Africa since 2009 through its South African subsidiary, partnering with 100 financial institutions in 26 countries.

AS OF DECEMBER 2019

GROSS ASSET VALUE  
**USD 144,483,298**

NET ASSET VALUE  
**USD 119,929,288**

OUTSTANDING PORTFOLIO  
(NOMINAL AT DISBURSEMENT)  
**USD 125,041,430**

NUMBER OF  
MICRO CLIENTS FINANCED  
**177,607**

NUMBER OF COUNTRIES  
**19**

NUMBER OF PARTNER  
LENDING INSTITUTIONS  
**50**

NUMBER OF  
OUTSTANDING INVESTMENTS  
**96**



# KEY FIGURES

SINCE INCEPTION

**USD 415 MILLION**

ORIGINATED

**10**

YEARS OF TRACK RECORD

**322**

PRIVATE DEBT TRANSACTIONS

SECTORS

**TRADE**

**AGRICULTURE**

**HOUSING**

**EDUCATION**

**85**

INSTITUTIONS FINANCED

**23**

COUNTRIES



“One of the key developments that took place in 2019 was the onboarding of private investors through the issuance of notes. With the addition of USD 17.2 million in notes raised from two investors, the public private partnership envisioned when the fund was established finally came to fruition”.



#### BOARD OF DIRECTORS 2019

Left to right:

Mr. François Lagier  
Ms. Laure Wessemius-Chibrac  
Ms. Stefan Hirche  
Mr. Karl-Heinz Fleischhacker (Chairman)  
Ms. Claudia Huber  
Dr. Giuseppe Balocchi  
(Absent: Mr. Arthur Sletteberg)

## INTRODUCTION

# LETTER FROM THE CHAIRMAN

We are pleased to submit the Annual Report for the year ended 31 December 2019 and the related Independent Auditor's Report for the Regional MSME Investment Fund for sub-Saharan Africa S.A., SICAV-SIF ("REGMIFA" or the "Fund").

### MACRO-ECONOMIC DEVELOPMENTS IN 2019

Many sub-Saharan African economies experienced another year of stable recovery and growth in 2019 with the World Bank estimating GDP growth for the year at 2.4%, down modestly from 2.5% in 2018. While the region is composed of some of the world's fastest growing economies (Ghana, Ethiopia, Cote d'Ivoire and Rwanda), the ongoing recovery of the region's largest economies – Nigeria, South Africa and Angola – continues to bring the overall average down. Indeed, generally lower oil prices in 2019 prevented heavily oil dependent countries like Nigeria and Angola from making substantial gains in stabilizing their economies. With approximately 89% of countries in sub-Saharan Africa commodity-dependent, its economies are very susceptible to global price shocks and volatility. To combat this, a number of countries, like Senegal (Emerging Senegal Plan) and Cote d'Ivoire, have prioritized investments in infrastructure to support better service delivery, job growth and ultimately diversification of their economies. Indeed, after years of private consumption driving growth in Africa, the African Development Bank notes that this has now been replaced by investment (>50%) for the first time in a decade with private consumption providing < 33% of growth.

### THE FUND'S ACTIVITIES IN 2019

From a funding needs perspective, 2019 disbursements (USD 50.9 million across 39 transactions) were lower than in the record high year of 2018 (USD 58.5 million disbursed across 44 transactions) and mainly focused on renewals of existing lines (14) and additional amounts to existing partners (17) versus loans to new partners (8). The Fund's year-end outstanding nominal loan portfolio grew slightly to USD 123<sup>1</sup> million (2018: USD 121.4 million). The lower level of disbursements reflects continued low growth for the Fund in two historically strong markets: 1) Kenya due to the interest rate cap (finally repealed in late 2019), which contributed to reduced credit growth and portfolio quality deterioration in the country over the past few years; and 2) Nigeria, which is still recovering from the 2014/2015 oil price shock, but also due to the lack of a viable hedging solution to provide local

currency loans. While the Fund did not enter any new economies (REGMIFA was invested in 19 countries at year end 2019), the Investment Manager continues to explore opportunities in new geographic regions, which includes Ethiopia and Gabon, amongst others.

### HIGHLIGHTS IN 2019

One of the key developments that took place in 2019 was the onboarding of private investors through the issuance of notes. With the addition of USD 17.2 million in notes raised from two investors, the public private partnership envisioned when the fund was established finally came to fruition.

### OUTLOOK FOR 2020

Despite the modest recovery and growth in 2019, a new challenge in the form of the global pandemic COVID 19 surfaced in early 2020. While the forecast growth for the region prior to COVID 19 was positive (3-5%), the World Bank now expects GDP growth to fall sharply to -2.1% to -5.1% in 2020 as it is expected that sub-Saharan Africa will be heavily affected by the spread of this virus, threatening the lives and livelihoods of millions of people. Indeed, the collapse of oil and commodity prices like copper and cobalt, the decline of the tourism industry and the outflow of foreign direct investments are already affecting many African economies. These effects will be exacerbated by the drastic measures taken by many African Governments to prevent the spread of the virus. Although the scale and scope of the effects from COVID 19 are not yet fully clear, we assume that these social and economic factors will negatively affect a number of the REGMIFA portfolio companies. They might also have an impact on the profit and loss of the fund potentially leading to reduced spreads, volatile local currencies and increasing hedging costs. A number of micro clients and SMEs will most likely have difficulties repaying loans to REGMIFA's partner financial institutions due to the deteriorating local economies leading to impaired portfolio quality and profitability.

### THE FUND'S SUPPORTIVE CAPITAL STRUCTURE

Given the uncertainty and potential for losses in the future, REGMIFA's layered capital structure is ready to provide its value as a stabilizing mechanism. Following solid financial performance in 2019 the target dividends for the A and B Share Classes were fully served for the ninth year in a row, while the C Share layer began to recover from the increased market and credit risk observed over the past several years. Accordingly, the Fund's Net Asset Value (NAV) of C Shares as of year-end 2019 rose to USD 56,683,511 up slightly from the value at year-end 2018 (USD 55,247,360) due to a drop in net loan losses and unrealized capital gains. The Symbiotics Team had already been actively raising new C Shares, some of which are in an advanced stage of

<sup>1</sup> Reconciliation between the outstanding portfolio value as reported above and as reported on the balance sheet of the Audited Financial Statements; the nominal value of the invested portfolio (exchange rates at disbursement) stands at USD 123 million, FX adjustments from revaluing the portfolio at current exchange rates amount to -USD 4.6 million and loan loss allowances represent USD 10.4 million, resulting in a carrying value of USD 108.3 million

# LETTER FROM THE CHAIRMAN

origination, to grow the fund and will likely come on board in late 2020. These C shares would provide further support to the A and B shareholders and improve the risk ratios. As of year-end the C Share NAV was 38.8% of the Fund's Gross Asset Value (GAV), which continues to provide a strong first loss buffer to the Fund.

## **SOCIAL IMPACT IN 2019**

From a social performance perspective, REGMIFA remained focused on its mission: 58% (USD 29.6 million) of the Fund's disbursements in 2019 were made to PLIs based in countries (13 of the 19 countries the Fund works in) classified as Least Developed Countries by the UN. The Fund continues to maintain a focus on relatively small sized PLIs, with 32% of PLIs in the Fund's 2019 outstanding portfolio classified as Tier 2 or Tier 3 institutions<sup>2</sup>.

During 2019, the REGMIFA TA Facility focused on completing all of the projects under the current TAF donors' funding as year-end coincided with the completion of the majority of the projects contracted and still ongoing. In terms of KPIs, this translates to 13 projects completed during the year 2019 valued at EUR 890,000 (118 projects completed from 2011 to date valued at EUR 6.8 million).

Additionally, the strategy that the TAF Manager put in place over time to consolidate the PLIs' ownership of the TA projects has enabled the TAF to increase the PLI co-financing share for TA projects to an average of 25.2% in 2019 and to collect additional resources that will support a couple of institutions in various domains during 2020. The Fund showed a continuous support to the mission of the TAF and committed a contribution of USD 417,000 to recapitalize the TAF's assets and to partially fund the 2020 TA pipeline.

## **CONCLUDING REMARKS**

The Board would like to thank REGMIFA's investors and service providers for their continued support and commitment to the Fund's mission and especially to the Fund manager who continued to seek growth and new opportunities whilst simultaneously working with the necessary prudence in critical situations. As we reflect on 2019 as a year of continued recovery and growth, we anticipate a very challenging 2020 ahead with REGMIFA maintaining its position as a reliable funding partner to its partner institutions with a strong focus on its mission. The Board would also like to note that 2020 marks the 10th anniversary of the Fund's launch in May 2010 after being conceived in 2007 at the G8 summit in Heiligendamm, Germany. While plans were underway to celebrate the success, the Fund has had over the past 10 years and launch an updated strategy for the next 10 years to come, the current pandemic has forced the Board to delay this celebration until a later date when the prevailing circumstances have improved.

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<sup>2</sup> REGMIFA defines small (Tier 3) institutions as those with total assets below USD 10 million, medium (Tier 2) institutions as those with total assets between USD 10 and USD 30 million, and large (Tier 1) institutions as those with total assets in excess of USD 30 million.





“REGMIFA’s track record has remained solid in 2019, with more than USD 50 million disbursed across the region. Since 2010, the fund has invested over USD 410 million through 322 loans across 23 countries in Sub-Saharan Africa. REGMIFA has financed over 80 financial institutions and helped them grow through more than 115 technical assistance projects.”.

## GREETINGS

# LETTER FROM THE INVESTMENT MANAGER

The REGMIFA fund made substantial disbursements in 2019 of USD 50.9 million across 39 transactions, although it did not reach the record level of 2018 (USD 58.5 million across 44 transactions). While activity in Kenya and Nigeria was lower, the fund was able to continue to support its existing partner lending institutions (PLIs) in other Sub-Saharan African countries as many of them posted stable results. In an environment with mixed macroeconomic conditions across a diverse region, REGMIFA remained focused on its mission to foster economic development and prosperity. Accordingly, eight new PLIs were added to the portfolio. At the end of 2019, the fund was active in 19 countries across the continent.

REGMIFA's year-end outstanding loan portfolio grew modestly to USD 123.1 million, up from USD 121.4 million in 2018. New investments mainly focused on the fund's existing PLIs that provide loans to borrowers active in trade, production and services. The fund generally disburses fixed rate local currency loans that are fully hedged against the US dollar, but approximately 10% of loans are denominated in USD. While we added fewer new institutions in 2019 (8) compared to 2018 (12), we maintained a significant level of disbursement (USD 13.6 million vs USD 19.2 million in 2018). New portfolio holdings include ACEP Senegal, ACEP Madagascar, ASA Tanzania, ASA Uganda, PAMECAS, Kafo Jiginew, Premier Credit Kenya and Tugende Uganda. In addition, we renewed or topped up 31 existing loans, for a total amount of USD 37.3 million. At year end, we held 51 PLIs in the portfolio. Since its inception, REGMIFA has disbursed over USD 410 million to PLIs across 322 loans.

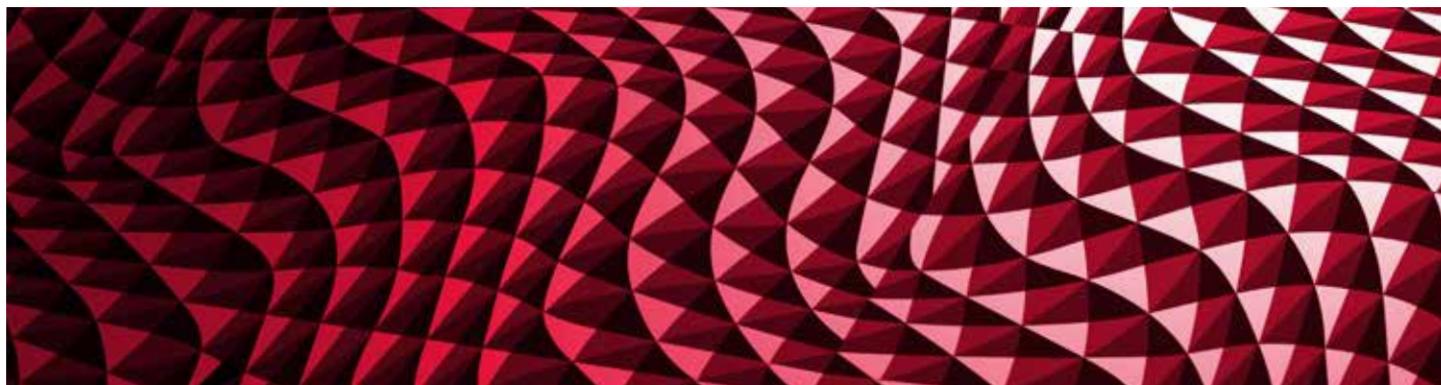
We continued our efforts to address and resolve loans in default throughout 2019. The number of loans in recovery remains at five (USD 7.7 million total in principal exposure) following the write-off of two cases. Of the three fraud cases uncovered in 2017, one remains open (USD 1.7 million or 1.5% of the loan portfolio). We are actively working to recover amounts owed.

In 2019, REGMIFA onboarded two private investors through the issuance of notes, for an amount of USD 17.2 million. With these investments, the public private partnership envisioned when the fund was established finally came to fruition.

In early 2020 a new challenge surfaced, in the form of COVID-19. Before the pandemic, GDP growth forecasts for the region were positive (+3-5%), as most countries in Sub-Saharan Africa were expected to improve and stabilize their economies. By mid-2020 the outlook had become bleaker, due to the damaging effects of the oil price war and COVID-19. It is now expected that economies in the region will shrink by 2 to 5% in 2020. As governments' handling of the pandemic has varied strongly, it is too early to assess the final toll. However, it is likely that the markets our PLIs address will show some recovery soon, although it is unclear how sustainable that will be. As in previous years, the majority of the Fund's portfolio (>50%) is expected to remain invested in West-Africa, with the remaining 50% split between Central, Southern and Eastern Africa.

The Investment Manager team would like to thank REGMIFA's governing bodies for their continued diligence and valuable guidance, as well as the Fund's shareholders for their support of the fund's mission. Despite the current outlook we expect that REGMIFA will maintain its position as a driver for financial inclusion across Sub-Saharan Africa, whilst maintaining a positive financial track record.

With kind regards,  
The Investment Manager Team



# STRATEGY

Micro, small and medium-sized enterprises (MSMEs) form the backbone of every economy; they are the engines of growth and income generation. A lack of financial resources constrains African MSMEs from realizing their full potential. Removing these obstacles and unlocking the potential of local capital markets is a priority for REGMIFA investors.

In accordance with its mission, REGMIFA's strategy is to foster economic development and prosperity, as well as employment creation, income generation and poverty alleviation in sub-Saharan Africa through the provision of innovative financial products and, where applicable, technical assistance support to eligible Partner Lending Institutions (PLIs) that serve MSMEs.

REGMIFA's development goal is to reach and support MSMEs through active partnerships with PLIs. The Fund is founded on the principles of the Paris Declaration; it seeks to increase investor effectiveness by pooling resources and harmonizing standards in REGMIFA's investment and technical assistance support activities. Thus, the Fund observes the principles of sustainability and additionality, combining public mandate and market orientation.

## FUND

REGMIFA is a debt fund with a focus on financing regulated and non-regulated microfinance institutions, local commercial banks and other financial institutions (PLIs) that are established in sub-Saharan African countries and serve MSMEs. It provides its PLIs with longer term senior loans, subordinated debt, term deposits and guarantee schemes, the majority of which are delivered in local currency.

The Fund aims to build a balanced portfolio, with small and medium-sized PLIs targeted to comprise the majority of the Fund's client mix. Small PLIs (Tier 3) include those with total assets below USD 10 million, medium PLIs (Tier 2) include those with total assets between USD 10 million and 30 million, and large PLIs (Tier1) include those with total assets exceeding USD 30 million.

## FUND STRUCTURE

Founded as a public-private partnership aimed at establishing a vehicle to combine funds from public and private investors, REGMIFA is structured as a multi-layered fund that reflects the risk/return requirements of its investors. In order to meet these requirements, three shareholder classes (A, B, C) have been established, as well as two noteholder classes (senior and subordinated), with each share and note class possessing its own risk profile and targeted return.

## LEGAL NAME

Regional Micro, Small and Medium Sized Enterprises Investment Fund for sub-Saharan Africa S.A., SICAV-SIF (REGMIFA)

## FUND TYPE

Investment public limited company under Luxembourg Law, qualified as a specialized investment fund

## REGISTERED OFFICE

5, rue Jean Monnet  
L-2180 Luxembourg  
Grand-Duchy of Luxembourg

## INCEPTION DATE

May 2010

## MAIN FINANCIAL PRODUCTS

Medium- to long-term senior loans at fixed and floating interest rates, term deposits, letters of credit, guarantees

## INVESTMENT CURRENCY

USD, EUR, local currency

## INVESTMENT MANAGER AND TA FACILITY MANAGER

Symbiotics SA

## STRUCTURING AGENT

Kreditanstalt für Wiederaufbau (KfW)

## GENERAL SECRETARY

Innpact Sàrl

## CUSTODIAN / ADMINISTRATOR

Credit Suisse (Luxembourg) S.A. and Credit Suisse Fund Services (Luxembourg) S.A.

## LEGAL COUNSEL

Linklaters LLP

## AUDITOR

Ernst & Young SA



Class C shares form the foundation of the capital structure. They are primarily subscribed by development finance institutions and comprise a mandatory minimum of 33% of REGMIFA's total assets. In addition to this core quality, by representing the first loss tranche, they provide an appropriate cushion to investors that contribute to REGMIFA's development impact by underwriting Class A senior and Class B mezzanine shares and senior and subordinated notes.

**DEBT**

Senior notes  
Subordinated notes

**EQUITY**

A shares  
B shares  
C shares

**INVESTORS**

Initiated at the G8 Summit in Heiligendamm, REGMIFA is a public-private partnership aimed at establishing a vehicle to combine funds from public and private investors. Among the investors are:

- The French Development Agency (Agence Française de Développement - AFD)
- The European Investment Bank (EIB)
- KfW (Kreditanstalt für Wiederaufbau) on behalf of the German Federal Ministry for Economic Cooperation and Development (Bundesministerium für wirtschaftliche Zusammenarbeit und Entwicklung – BMZ)
- The Spanish Ministry of Foreign Affairs and Cooperation (Ministerio de Asuntos Exteriores y de Cooperación)
- The Netherlands Development Finance Company (Nederlandse Financierings-Maatschappij voor Ontwikkelingslanden - FMO)
- Instituto de Crédito Oficial (ICO) in the name and on behalf of the Spanish Government and the Kingdom of Spain (Spanish Cooperation)
- The Development Bank of Austria (Oesterreichische Entwicklungsbank – OeEB)
- ASN Bank
- The Belgian Investment Company for Developing Countries (Belgische Investeringsmaatschappij voor Ontwikkelingslanden - BIO)
- The Nordic Microfinance Initiative (NMI)
- The French Investment and Promotions Company for Economic Cooperation (Société de Promotion et de Participation pour la Coopération Economique – Proparco).

**REGMIFA EXEMPLIFIES  
BLENDED FINANCE,  
WITH A FIRST LOSS CUSHION  
THAT CONSTITUTES A  
MANDATORY MINIMUM  
OF 33% OF FUND ASSETS.**



### TECHNICAL ASSISTANCE

Following the inception of the REGMIFA Fund, the REGMIFA Technical Assistance (TA) Facility was launched in 2011 to complement the financial services delivered to the existing investees of the Fund. The REGMIFA TA Facility is a key part of the Fund's value proposition, enabling it to provide technical support to MSME financial institutions in sub-Saharan Africa and increase their developmental impact while mitigating risk at the Fund level. The Facility's activities are specifically targeted at supporting the Fund's investment portfolio and are complementary to other industry initiatives in the region. The approach of the implementation and management of the Facility is based on the following principles:

- Delivery of high-quality consultancy services
- Fair and transparent processes and procedures
- Provision of services based on clients' needs

Despite the fact that REGMIFA operates as one partner, the REGMIFA TA Facility is a separate entity with its own oversight body—the TA Facility Committee—and is governed by its own rules and regulations, making decisions independently from the Fund. The daily operations and project implementation, including the management of the pool of more than 600 consultants, is coordinated by Symbiotics SA as the TA Facility Manager.

### CONTRIBUTORS SINCE INCEPTION

- Spanish Agency for International Development Cooperation (Agencia Española de Cooperación Internacional para el Desarrollo – AECID)
- KfW (Kreditanstalt für Wiederaufbau) on behalf of the German Federal Ministry for Economic Cooperation and Development (Bundesministerium für wirtschaftliche Zusammenarbeit und Entwicklung – BMZ)
- European Union
- European Investment Bank (EIB)
- Development Bank of Austria (Oesterreichische Entwicklungsbank – OeEB)
- REGMIFA Fund
- Government of Luxembourg

### LEGAL STRUCTURE

Fiduciary Agreement / Fiducie; under Luxembourg law on trust and fiduciary contacts

### START OF OPERATIONS OF THE TA FACILITY

January 2011

### TA FACILITY MANAGER

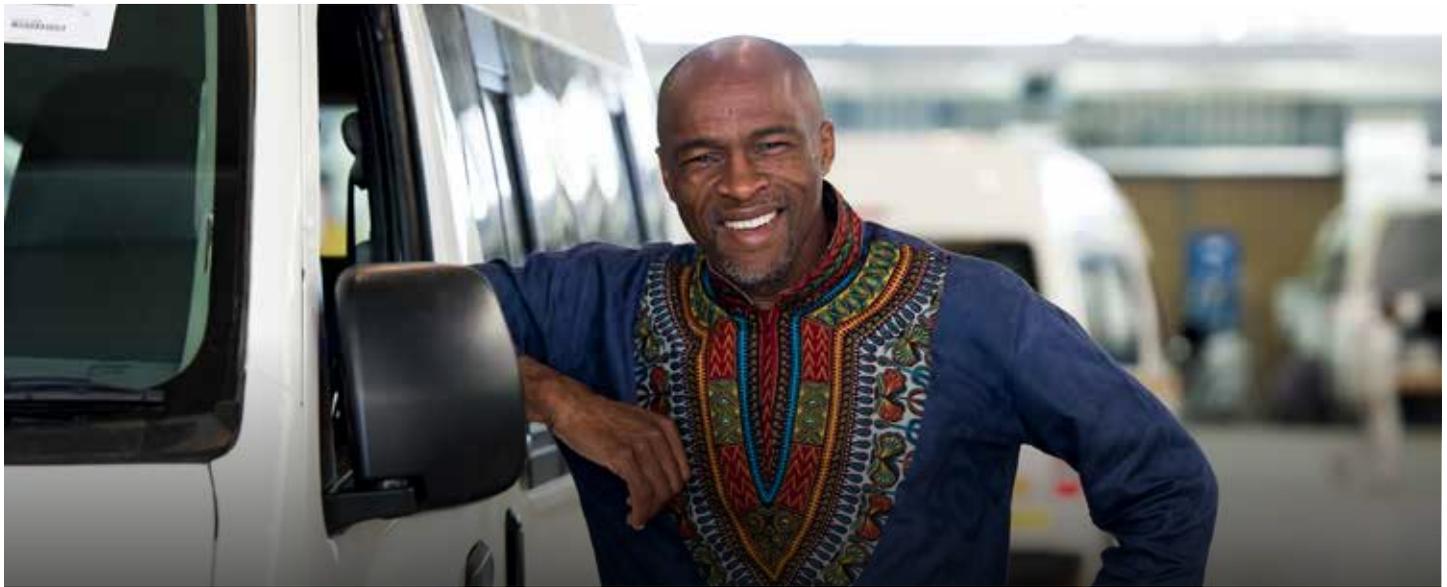
Symbiotics SA

### FIDUCIARY CUSTODIAN

Credit Suisse (Luxembourg) S.A.

### DONORS:





# 10 KEY INDICATORS (2018)\* SOUTH AFRICA



POPULATION

**57.8 M**

INFLATION RATE

**4.5%**

POPULATION LIVING IN POVERTY

**48.9%**

FOREX HEDGING COSTS (36M)

**5.2%**

HUMAN DEVELOPMENT RANK

**113/189**

PRIVATE CREDIT (% OF GDP)

**147.5%**

GDP PER CAPITA

**USD 6,374**

FOREIGN AID (USD)

**1,014 M**

REAL GDP GROWTH

**0.8%**

REMITTANCES (USD)

**928.5 M**

\*or latest available

## SOUTH AFRICA

# MEET MR MENZI JABULANI TAXI INDUSTRY

### COUNTRY: SOUTH AFRICA

South Africa is considered one of the main economic and political powers in Africa. While rich in natural resources such as gold, platinum, coal and chromium, high inequality and an increasing unemployment rate are key challenges for the country. In terms of economic growth, South African GDP grew by 1.4% in 2017 and 0.8% in 2018. The World Bank forecasted growth at 1.3% in 2019 to 1.7% by 2020. However, while the population continues to grow, GDP per capita has been stalled since 2017, which provides no opportunity for poverty reduction. The country's inflation rate is currently within the South African Reserve Bank (SARB) target range of 3-6%. According to IHS Markit, headline inflation is expected to rise in 2019 to an average of 5%, up from the 4.5% in 2018. While the financial services sector is highly developed, the majority of the South African population remains only partially served. This can be explained by the fact that most banks focus on retail banking in urban areas with limited outreach to rural households. Moreover, there is a strong concentration on large corporate business lending, leaving micro and SME clients largely underserved. MSMEs, with good growth prospects, represent an opportunity for financial institutions interested in targeting this sector. Additionally, South Africa has a sophisticated banking system, which is supported by solid regulatory and legal framework promoting systemic stability and consumer protection.

### MFI: SA TAXI

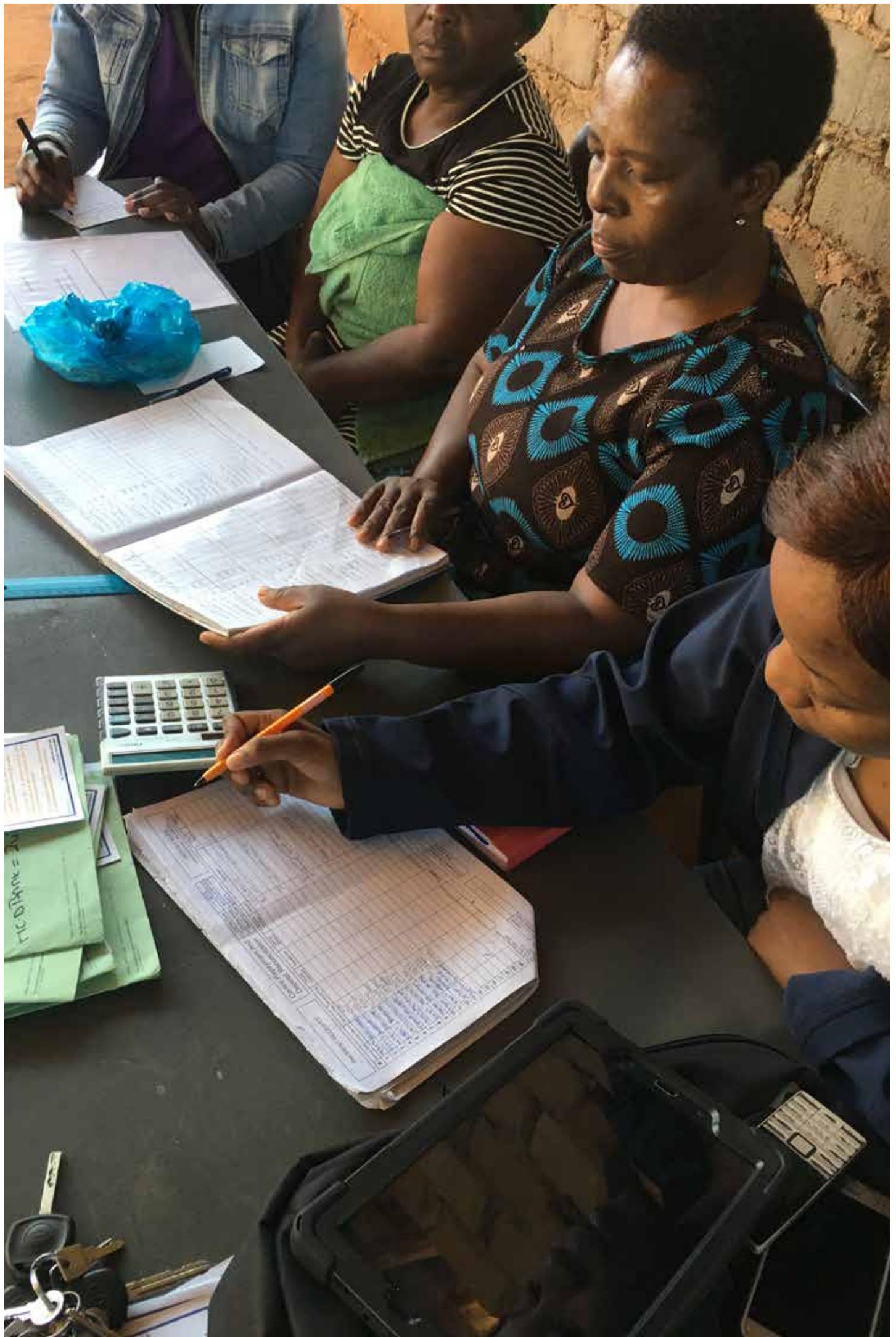
SA Taxi is part of the Transaction Capital Group and was founded in 1996. Based in Midrand, South Africa, SA Taxi has a mission to provide specialized financial services to the minibus taxi industry. It finances entrepreneurs who operate minibus taxis that may not otherwise have access to credit from traditional banks, contributing to job creation, as well as enabling and improving the safety of public transport in South Africa. The taxi industry plays an important role in the South African community considering 69% of all households use minibuses taxis as the main means of transportation and each taxi creates 2 industry-related jobs. Through their products and services, SA Taxi has helped more than 76,000 business and the associated employment creation for drivers and service providers. Moreover, out of the 250,000 minibus taxis operating in South Africa, an estimated 31,543 are financed by the institution. In addition to the financial products offered, SA Taxi offers different insurance packages aimed at protecting the taxi owners in case of an accident or loss of the vehicle. This type of insurance can be very valuable for the taxi owners as malfunctioning or inoperative vehicles can translate into financial setbacks that can negatively affect their livelihood.

Concerning their environmental impact, SA Taxi implements different initiatives such as reforestation, community greening initiatives and efficient energy use at their facilities. It also enables the replacement of old vehicles with safer, more efficient vehicles to reduce emissions and fuel consumption. In 2018, GIIRS awarded SA TAXI the Platinum Impact Model Rating, a rating that recognizes that the business model of the institution is designed to solve social or environmental problems through their products and services.

### CLIENT: MR. MENZI JABULANI

Mr. Menzi Jabulani Ntshangase, who was born and raised in the township of Alexandra in Johannesburg, is working in the minibus taxi industry in his hometown. His father was a taxi driver, and he hopes he can create a legacy for his son to continue working in this industry. He knew having his own business would most likely improve his livelihood and that of his family. Initially, Mr. Menzi attempted to get a loan through a bank. Unfortunately, his loan application was refused. Nevertheless, after this setback, he decided to try his luck and applied for a loan with SA Taxi in 2013. Unlike other financial institutions, SA Taxi offered him the precise financing solution for his taxi business and Mr. Menzi was finally able to launch his endeavor. For the past six years, he has been a client of SA Taxi, and he currently has multiple taxis, hiring six taxi drivers and two mechanics thanks to his flourishing business. In 2014, Mr. Menzi was serving as the Chairman of the Alexandra Taxi Association, which aims to ensure the safety of commuters while providing them with an accessible and affordable means of transport. Today, he is still an active member, and, with other members of the association, Mr. Menzi is working to transition the taxi industry from the informal to the formal sector, such that the rights and safety of taxi drivers, owners and commuters alike are protected.

**Unlike other financial institutions, SA Taxi offered him the precise financing solution for his taxi business and Mr. Menzi was finally able to launch his endeavor.**



# 2019 HIGHLIGHTS

The REGMIFA fund made substantial disbursements in 2019 of USD 50.9 million across 39 transactions, although it did not reach the record level of 2018 (USD 58.5 million across 44 transactions). While activity in Kenya and Nigeria was lower, the fund was able to continue to support its existing partner lending institutions (PLIs) in other Sub-Saharan African countries as many of them posted stable results. In an environment with mixed macroeconomic conditions across a diverse region.

In early 2020 a new challenge surfaced, in the form of COVID-19. Before the pandemic, GDP growth forecasts for the region were positive (+3-5%), as most countries in Sub-Saharan Africa were expected to improve and stabilize their economies. By mid-2020 the outlook had become bleaker, due to the damaging effects of the oil price war and COVID-19. It is now expected that economies in the region will shrink by 2 to 5% in 2020. As governments' handling of the pandemic has varied strongly, it is too early to assess the final toll. However, it is likely that the markets our PLIs address will show some recovery soon, although it is unclear how sustainable that will be. As in previous years, the majority of the Fund's portfolio (>50%) is expected to remain invested in West-Africa, with the remaining 50% split between Central, Southern and Eastern Africa.

## OUTREACH

REGMIFA remained focused on its mission to foster economic development and prosperity. Accordingly, eight new PLIs were added to the portfolio. At the end of 2019, the fund was active in 19 countries across the continent. REGMIFA's year-end outstanding loan portfolio grew modestly to USD 123.1 million, up from USD 121.4 million in 2018. New investments mainly focused on the fund's existing PLIs that provide loans to borrowers active in trade, production and services. While we added fewer new institutions in 2019 (8) compared to 2018 (12), we maintained a significant level of disbursement (USD 13.6 million vs USD 19.2 million in 2018). New portfolio holdings include ACEP Senegal, ACEP Madagascar, ASA Tanzania, ASA Uganda, PAMECAS, Kafo Jiginew, Premier Credit Kenya and Tugende Uganda. In addition, we renewed or topped up 31 existing loans, for a total amount of USD 37.3 million. At year end, we held 51 PLIs in the portfolio. Since its inception, REGMIFA has disbursed over USD 410 million to PLIs across 322 loans.

## IN 2019, REGMIFA:

- Disbursed USD 50.9 million
- Executed 39 transactions
- Added eight new PLIs to the portfolio

## WIDELY CONTRIBUTING TO PLIS' DIGITAL TRANSFORMATION

Digital Financial Services remain an important part of business strategy for REGMIFA's investees. Bearing in mind that over the last decade the Microfinance sector has made a case for DFS giving evidence of their contribution to financial and social inclusion, the REGMIFA TA Facility is committed to continue supporting the PLIs with further interventions in the DFS space.

In 2019, the TAFM launched 3 projects on DFS totalling EUR 232,720 with 6 PLIs in Burkina Faso, Cameroon, Ghana, Malawi and Zambia, bringing the total value of DFS projects funded by the TAF since its inception in 2011 to EUR 1 million for the benefit of 18 PLIs. The 3 DFS projects deployed in 2019 comprised of 2 TA Packages on DFS for two networks and 1 customized project. The projects' scope were along the spectrum of DFS feasibility study, DFS strategy development, and agent monetization strategy implementation as part of regional strategy implementation and client outreach for the TA recipients.

## MARKETING HIGHLIGHTS

The Fund was granted the LuxFLAG Microfinance Label for the ninth consecutive year in 2019. The Luxembourg Fund Labeling Agency (LuxFLAG) is an independent, non-profit association created in Luxembourg in July 2006. The Agency aims to promote the raising of capital for microfinance by awarding a recognizable label to eligible Microfinance Investment Vehicles (MIVs).

The Fund participated to two major conferences in 2019: the AFSIC ([www.afsic.net](http://www.afsic.net)) in May 2019, that was held in London and that gathered 1500+ of the most important Africa investors, dealmakers and business leaders and the African Microfinance Week ([www.ada-microfinance.org](http://www.ada-microfinance.org)), held in Ouagadougou in October 2019, which gathered 800+ participants, mainly from microfinance institutions from Francophone West Africa.

## 2019 ECONOMIC ENVIRONMENT

Like global and advanced markets, emerging and frontier markets assets recorded strong positive performances in a year 2019 that was marked by dovish monetary policies, easing tensions between US and China, and the confirmation of a global economic slowdown.

Hampered by the sluggish global demand for raw materials and the slow pace of reforms to enhance domestic resilience, economic growth in Sub-Saharan Africa remained subdued, with a projected performance of 2.6% in 2019 versus 2.7% in 2018.

Prices of most of Sub-Saharan Africa's commodity exports decreased since the second quarter of 2019, and prices of crude oil and base metals remained below their 2018 peak.

While global financial conditions have eased with the U.S. Federal Reserve setting the dovish tone on monetary macro-policies, capital inflows in the region have remained modest, as trade and business policy uncertainty continued to weigh on investor sentiment.

Debt vulnerabilities remained high, stemming from the high level of government debt, especially non-concessional debt, which led to a substantial rise in debt servicing costs. Meanwhile, due to a widening in the current-account deficits, foreign reserve buffers declined.

The growth performance masked substantial heterogeneity across countries. The recovery in Nigeria, South Africa, and Angola – the region's three largest economies – remained fragile. In Nigeria, growth in the non-oil sector remained sluggish, while in Angola the oil sector underperformed. In South Africa, low investment sentiment weighed on economic activity. In other countries, growth remained robust although it softened somewhat in some countries. The average growth among non-resource-intensive countries edged down, reflecting the lingering effects of tropical cyclones in Mozambique and Zimbabwe, political uncertainty in Sudan, weaker agricultural exports in Kenya, and fiscal consolidation in Senegal.

## 2020 OUTLOOK

With the Covid-19 outbreak turning into a global pandemic during Q1 2020, expectations of continued economic recovery in the SSA region have been wiped away.

In addition, slump in price of raw materials, most particularly in oil price which has halved since the end of 2019 due to expectations of economic recession across the globe, will weigh massively on revenues of commodity exporters such as Nigeria, Angola, Zambia, DRC and South Africa with its mining industry. While African governments were fast in their sanitary responses, with border closedowns, lockdowns, curfews and regional quarantines, depleted coffers and high debt-ratios leave countries

with little to no means to bail-in their economies or support their resilience in the face of recessionary headwinds. Sub-Saharan African countries are particularly vulnerable given the extent of potential capital outflows, decline in diaspora remittances and tourism receipts, high degree of primary commodity dependency, and inability to access international markets to raise funds, with some already facing high debt distress.

Governments are leading calls for access to additional, emergency financial resources from multilateral organizations, international donors and official lenders to meet public health funding needs and address balance-of-payments issues and the IMF is very likely to be positioned as the "first-step" backstop, with China seeking bilateral debt renegotiations, and private creditors remaining reluctant and uncoordinated.

## TA OUTLOOK FOR 2020

As part of its key ongoing institutional activities, the Investment Manager will further develop its efforts in fundraising to replenish the TA Facility's resources and in setting up funding partnerships with other technical assistance sources interested in combine forces in topics such as digital service, SME lending, agriculture finance or education finance.

During 2020, the TA Facility will continue supporting the Fund's strategic investments through TA using the Fund's contribution of USD 417K to fund the 2020 TA pipeline partially. Moreover, the strategy that the TAF Manager put in place over time, and continues to emphasize, i.e., consolidation of the PLIs' ownership of TA projects through PLI co-financing of TA has enabled the collection of additional resources that will support a couple of institutions in various domains during 2020.

Furthermore, the use of the TA Package, as a value-for-money product to outreach new and existing PLIs with common TA needs, remains a strategic tool for the TA Facility in 2020.





# 10 KEY INDICATORS (2018)\*

## NIGERIA



POPULATION  
**203.5 MILLION**

INFLATION RATE  
**16.6%**

POPULATION LIVING IN POVERTY  
**86.9%**

FOREX HEDGING COSTS (36M)  
**10.8%**

HUMAN DEVELOPMENT RANK  
**158/189**

PRIVATE CREDIT (% OF GDP)  
**11%**

GDP PER CAPITA  
**USD 1,968**

FOREIGN AID (USD)  
**3,359 MILLION**

REAL GDP GROWTH  
**0.8%**

REMITTANCES (USD)  
**24,311 MILLION**

# MEET MR. GBADAMOSI ADEBAYO

## ICE CREAM CREATOR

### COUNTRY: NIGERIA

With about half of Western Africa's population, Nigeria has one of the largest youth populations in the world. It is Africa's biggest oil exporter and has the largest gas reserves on the continent. The first half of 2019 was marked by high inflation with direct consequences on private consumption and domestic demand. While the economy is on a positive growth trajectory, insufficient foreign exchange supply, naira depreciation pressures, double-digit inflation and chronic fuel shortages could continue to limit the growth environment. According to the World Bank, oil price volatility continues to influence Nigeria's growth performance and growth is too low to lift the bottom half of the population out of poverty. The frailty of the agriculture sector weakens prospects for the rural poor, while high food inflation adversely impacts the livelihoods of the urban poor. The North-South divide has widened up in recent years due to the Boko Haram insurgency and a lack of economic development in the northern part of the country. The re-election of President Buhari and his government are targeting a strong boost for nonoil growth to sustain the country's economic recovery and encourage diversification away from oil and gas. In addition, the main policy priorities include fighting corruption, increasing security, tackling unemployment, enhancing climate resilience and increasing the living standards of Nigerians.

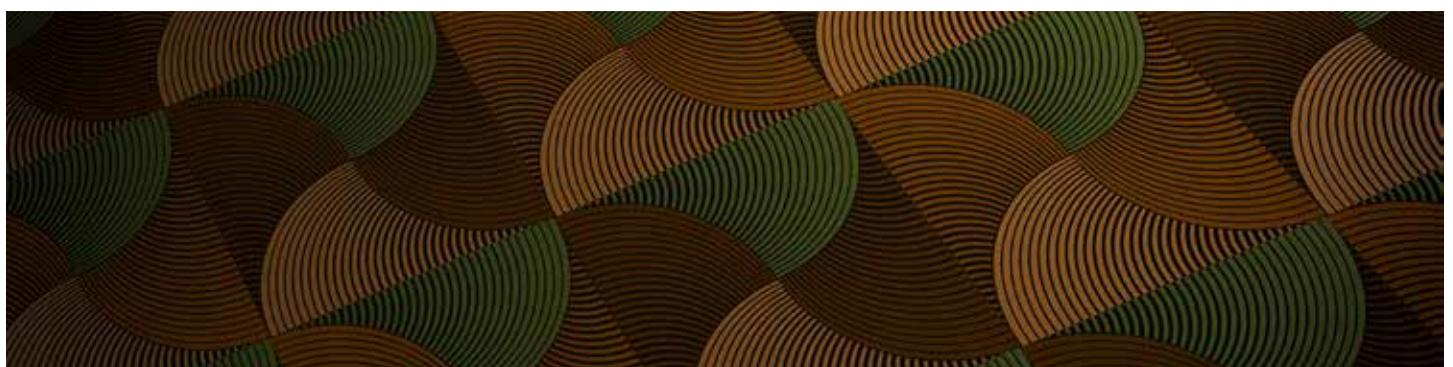
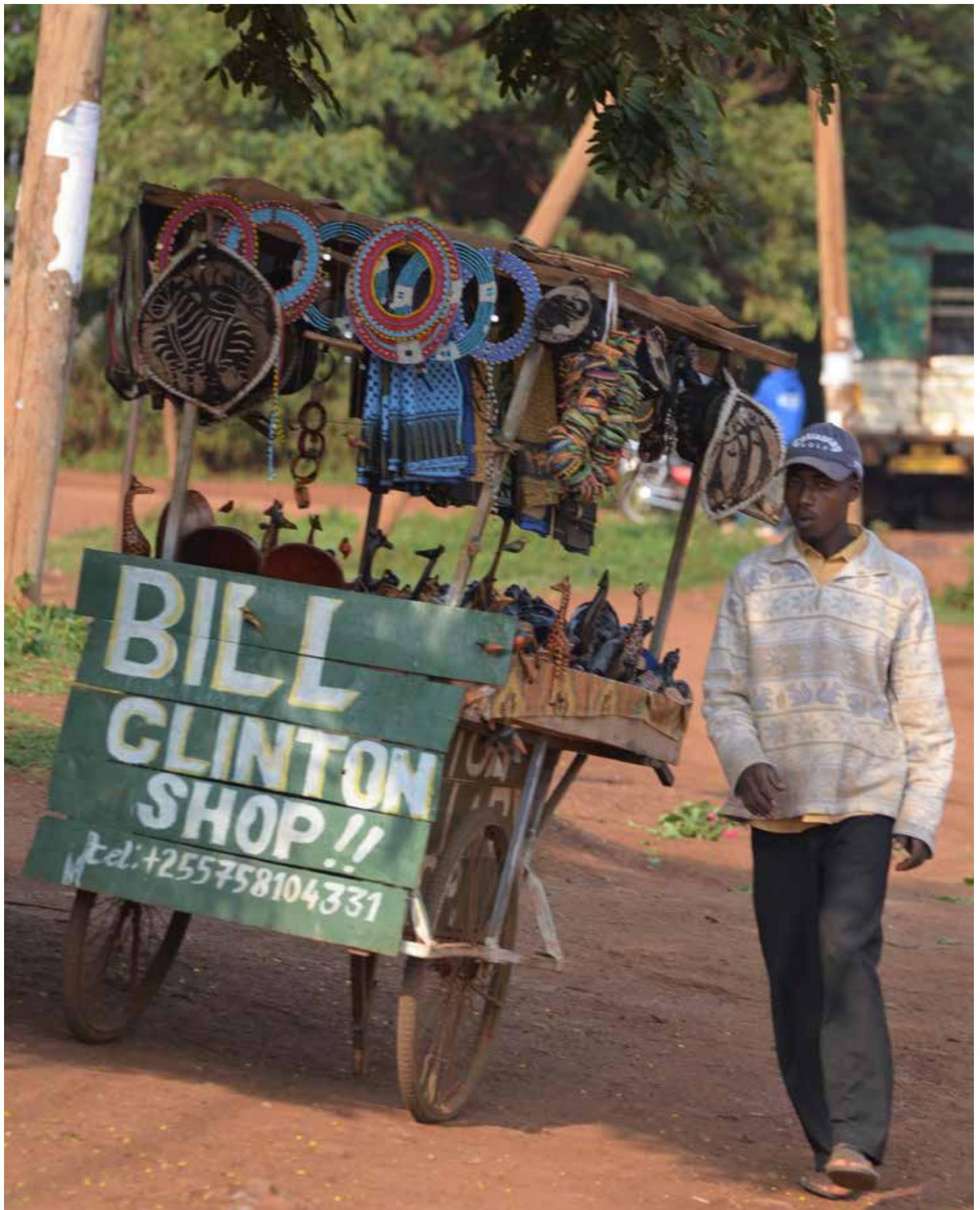
### MFI: FINCA NIGERIA

FINCA is a leading microfinance institution offering financial services to small businesses excluded from the traditional banks. Its main mission is to support low-income entrepreneurs with their business and improve their standards of living. FINCA is active in four regions (Africa, Eurasia, Latin America and Greater Middle East), reaching about 1,5mio persons. Despite its worldwide presence, FINCA adjusts its process following the country's context and requirements. It offers a range of financial products and services to its clients including enterprise financing, savings, remittance services, micro-insurance, rural/agricultural finance, sharia-compliant loans, micro-energy loans, and financial education. FINCA Africa has been active on the continent since 1992 when it launched its operations in Uganda. Since then, it has expanded its activities to Malawi, Zambia, Tanzania, Democratic Republic of Congo and finally Nigeria (in 2014). FINCA Microfinance Bank Limited in Nigeria (FINCA Nigeria) has its headquarters in Owerri Imo States and plans to expand to southeast and southwest regions of the country. According to the beneficiaries, the main reasons for choosing FINCA Nigeria are the fair and respectful treatment of their clients, the simplified and fast process to grant a loan, the fair rate of interest and the rewards for good credit and savings behaviour to the institution.

### CLIENT: MR. GBADAMOSI ADEBAYO

Prior to opening their business, Gbadamosi Adebayo was working as a sales officer at a catering company. He had a hard time finding good quality ice cream in Owerri to offer his clients, which gave him the idea to set up an ice cream factory. His wife, Elizabeth Adebayo, who at the time was a stay-at-home mum caring for their children, did a detailed background research online on how to set up such a factory (processes, machines needed, etc.). The couple started experimenting in their kitchen to develop "the perfect recipe", first testing it with friends and relatives. The factory opened its doors in 2009, producing ice cream powder mixes in different flavors. A year later, they started producing icing sugar, with a grinder that was built by Mr Adebayo inspired by designs he found online. In the following years, they developed operations, acquired several processing machines from China, increased their staff size to 40 workers. As of February 2018, they have monthly sales of around NGN 15mio (USD 40k). FINCA Nigeria has been supporting the company since 2014, with two loans of NGN 4mio (USD 11k) of 12 months tenor each. Mr and Mrs Adebayo plan to soon add bottled water to their range of products, and plan to continue taking loans from FINCA to buy the necessary machines and a truck for delivery.

**FINCA Nigeria has been supporting the company since 2014 with two loans**



# DEVELOPMENT IMPACT AND SOCIAL PERFORMANCE

The Symbiotics' 2019 MIV Survey revealed that 53 out of the 85 MIVs in the sample, had a portion of their portfolio invested in Sub-Saharan Africa, including eight MIVs investing exclusively in Sub-Saharan Africa. Although MIVs portfolios had on average 14% of their investees located in Sub-Saharan Africa, they invested a smaller amount in the region, which together represented only 8% in terms of total volume. Correspondingly, the average ticket size in Sub-Saharan Africa was USD 1,6 million, compared to USD 2,8 million overall average, reflecting differences in the investees' characteristics

## REGMIFA's 2019 Social Return at a Glance

The Fund invested USD 50.8 million in 2019, bringing the net portfolio size to USD 123.1 million

- 64% of the portfolio is invested in countries with low human development; the weighted average HDI rank is 156 out of 188.
- The Fund added 8 new PLIs in 2019. Of the 8 new PLIs, six were categorized as Tier 1 (total assets above USD 30 million), and 2 were categorized as Tier 2 (total assets between USD 10 million and USD 30 million), demonstrating a continued deepening of the Fund's stated developmental objective of increasing its outreach to less developed PLIs not commonly served by existing microfinance funders.
- REGMIFA continued to work with diverse PLIs in terms of legal status, credit risk, and age and that provide financing to the MSME sector.
- 85% of financing to PLIs was in local currency and 90% of loans had fixed interest rates.
- The Fund offered longer maturities than those available locally; the longest portfolio maturity remains 5 years.
- The Fund supported an estimated 1,315 jobs at the PLIs through its investments.
- PLIs paid a total of USD 25.1 million of taxes to national governments.
- 67% of PLIs endorsed the Smart Campaign for client protection.

ANGOLA	
2.8 USD million	
2% % of portfolio	3370 2019 GNI per capita
149 HDI rank 2019 (out of 188)	60.4 Life Expectancy
Medium Human Development	29.3% Banking Pene- tration Rate %

BURKINA FASO	
9.4 USD million	
8% % of portfolio	670 2019 GNI per capita
182 HDI rank 2019 (out of 188)	60.8 Life Expectancy
Low Human Development	43.2% Banking Pene- tration Rate %

CAMEROON	
0.9 USD million	
1% % of portfolio	1440 2019 GNI per capita
150 HDI rank 2019 (out of 188)	58.5 Life Expectancy
Medium Human Development	34.6% Banking Pene- tration Rate %

IVORY COAST	
16.0 USD million	
13% % of portfolio	1600 2019 GNI per capita
165 HDI rank 2019 (out of 188)	57 Life Expectancy
Low Human Development	41.3% Banking Pene- tration Rate %

DRC	
4.0 USD million	
3% % of portfolio	490 2019 GNI per capita
179 HDI rank 2019 (out of 188)	60 Life Expectancy
Low Human Development	25.8% Banking Pene- tration Rate %

GHANA	
10.5 USD million	
8% % of portfolio	2130 2019 GNI per capita
142 HDI rank 2019 (out of 188)	63.5 Life Expectancy
Medium Human Development	57.7% Banking Pene- tration Rate %

KENYA	
9.9 USD million	
8% % of portfolio	1620 2019 GNI per capita
147 HDI rank 2019 (out of 188)	65.9 Life Expectancy
Medium Human Development	81.6% Banking Pene- tration Rate %



MADAGASCAR	
12.7 USD million	
10% % of portfolio	510 2019 GNI per capita
162 HDI rank 2019 (out of 188)	66.3 Life Expectancy
Low Human Development	17.9% Banking Pene- tration Rate %

MALAWI	
0.5 USD million	
0% % of portfolio	360 2019 GNI per capita
172 HDI rank 2019 (out of 188)	63.3 Life Expectancy
Low Human Development	33.7% Banking Pene- tration Rate %

MALI	
6.1 USD million	
5% % of portfolio	840 2019 GNI per capita
184 HDI rank 2019 (out of 188)	58.5 Life Expectancy
Low Human Development	35.4% Banking Pene- tration Rate %

NIGER	
0.4 USD million	
0% % of portfolio	390 2019 GNI per capita
188 HDI rank 2019 (out of 188)	61.6 Life Expectancy
Low Human Development	15.5% Banking Pene- tration Rate %

NIGERIA	
9.7 USD million	
8% % of portfolio	1960 2019 GNI per capita
158 HDI rank 2019 (out of 188)	54 Life Expectancy
Low Human Development	39.7% Banking Pene- tration Rate %

RWANDA	
1.4 USD million	
1% % of portfolio	780 2019 GNI per capita
157 HDI rank 2019 (out of 188)	68.3 Life Expectancy
Low Human Development	50% Banking Pene- tration Rate %

SENEGAL	
10.4 USD million	
8% % of portfolio	1410 2019 GNI per capita
166 HDI rank 2019 (out of 188)	67.4 Life Expectancy
Low Human Development	42.3% Banking Pene- tration Rate %

SIERRA LEONE	
1.0 USD million	
1% % of portfolio	490 2019 GNI per capita
181 HDI rank 2019 (out of 188)	53.9 Life Expectancy
Low Human Development	19.8% Banking Pene- tration Rate %

SOUTH AFRICA	
10.1 USD million	
8.0% % of portfolio	5750 2019 GNI per capita
113 HDI rank 2019 (out of 188)	63.5 Life Expectancy
Medium Human Development	69.2% Banking Pene- tration Rate %

TANZANIA	
2.3 USD million	
2% % of portfolio	1020 2019 GNI per capita
159 HDI rank 2019 (out of 188)	64.5 Life Expectancy
Low Human Development	46.8% Banking Pene- tration Rate %

UGANDA	
4.9 USD million	
4% % of portfolio	620 2019 GNI per capita
159 HDI rank 2019 (out of 188)	62.5 Life Expectancy
Low Human Development	59.2% Banking Pene- tration Rate %

ZAMBIA	
10.3 USD million	
8% % of portfolio	1430 2019 GNI per capita
143 HDI rank 2019 (out of 188)	63 Life Expectancy
Medium Human Development	45.9% Banking Pene- tration Rate %

# OUTREACH TO END-BORROWERS

**In 2019, the fund financed an estimated 171,805 end-borrowers via its partner lending institutions who**

- Are a majority women (52%)
- Reside primarily in urban areas (76%)
- Live in 19 different countries, notably Ghana (26%), Kenya (13%), South Africa (8%) and Tanzania (8%)
- Are running a micro, small, or medium enterprise (91%)
- Are active in trade (59%) and also services, agriculture, and production (33%)

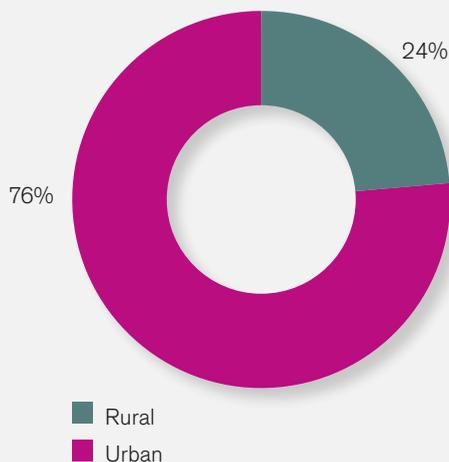
**These borrowers received loans that:**

- Averaged USD 716, representing 42% of GNI per capita on average
- Were structured as both individual and group loans (71% and 29%, respectively)
- Were repaid on time in 90% of cases

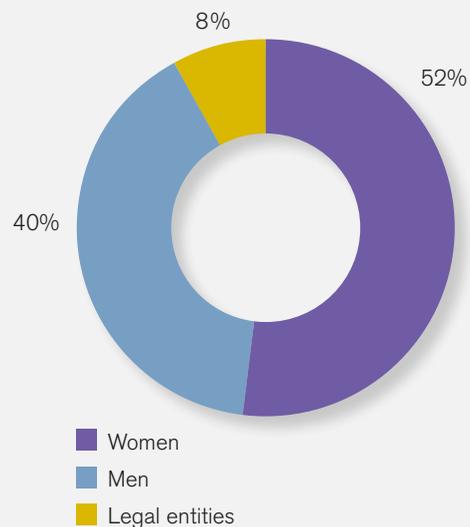
**REGMIFA's end borrowers have access to a wide range of services via PLIs, including:**

- Savings products, including time and sight deposits, checking accounts, and special purpose accounts; 88% of PLIs offered some type of savings product other than compulsory savings
- Insurance products (offered by 78% of PLIs), most commonly credit insurance, though some PLIs also offered life insurance or other types
- Other financial services, such as payment services (76%)
- Non-financial services (43%), such as business development, health, or education services

**DISTRIBUTION BY LOCATION**

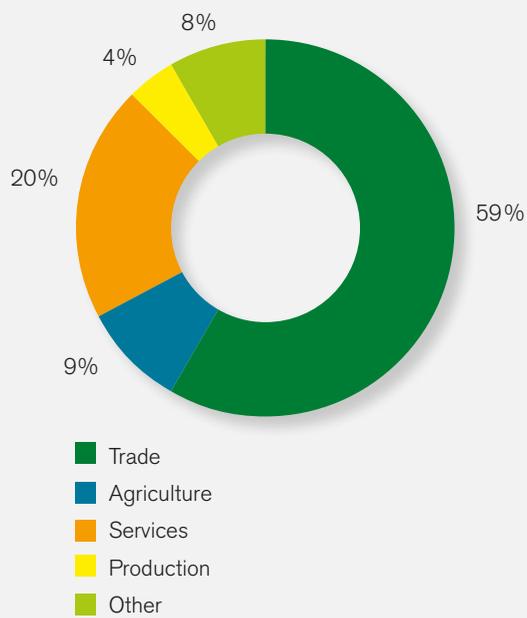


**DISTRIBUTION BY GENDER**

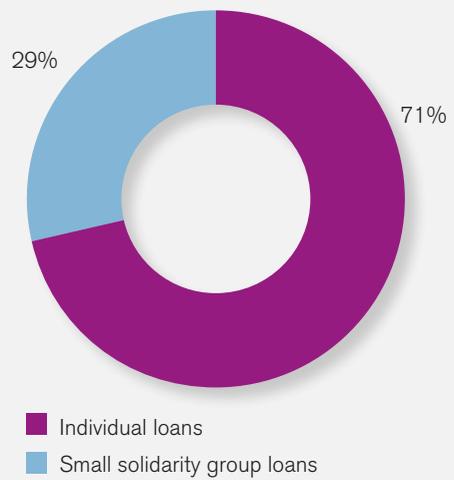


# PORTFOLIO CHARACTERISTICS OF PLIS FINANCED BY REGMIFA

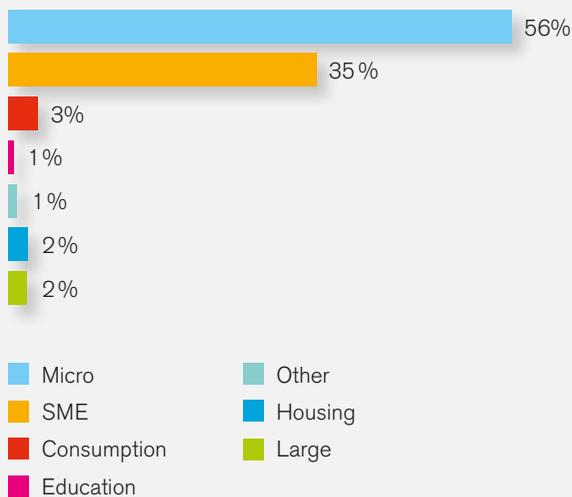
**DISTRIBUTION BY ACTIVITY**



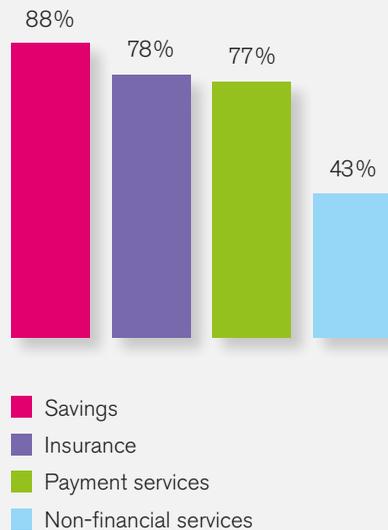
**LENDING METHODOLOGY**



**CREDIT PRODUCTS**



**NON-CREDIT SERVICES**



# PORTFOLIO ENVIRONMENTAL AND SOCIAL RESPONSIBILITY RATING 2019

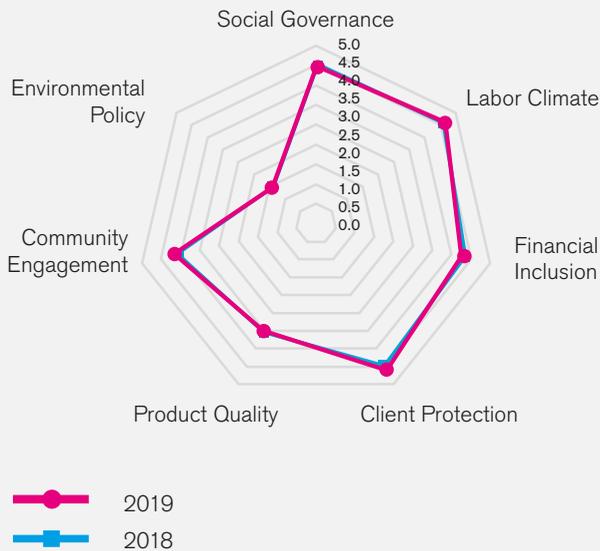
## AVERAGE PORTFOLIO SOCIAL SCORE: 3.6 STARS

PLI's social ratings are key parameters in investment decisions. REGMIFA invests in PLIs that are socially oriented and have a score of 2.5 stars or higher. REGMIFA's investees had an average social rating of 3.6 stars in 2019 (2017: 3.6 stars), which translates into "a strong likelihood of contributing to sustainable development; a low risk of having a negative social impact". As institutions mature, improvements in ESR management are expected. Although there is no systematic correlation between size or financial performance and social performance, many of the top-rated institutions in REGMIFA's portfolio (4 out of 6) fall into the Tier 1 category (large institutions with more than USD 30 million in assets).

## METHODOLOGY

The Fund uses a social rating tool to rate PLIs according to their commitment to social and environmental goals and distinguishes the most socially oriented institutions from those that adhere to less ethical business models. The main purpose of the tool is to assess a PLI's commitment to and capacity for sustainable development, the effectiveness of the institution's systems and services in this area, and its results. The Fund measures a PLI's performance on seven dimensions: social governance, labor climate, financial inclusion, client protection, product quality, community engagement, and environmental policy. A weighted average system based on the Fund's exposure to each PLI is used to compute the ESR indicators contained in this report.

## SOCIAL RESPONSIBILITY RATING (PORTFOLIO-WEIGHTED)

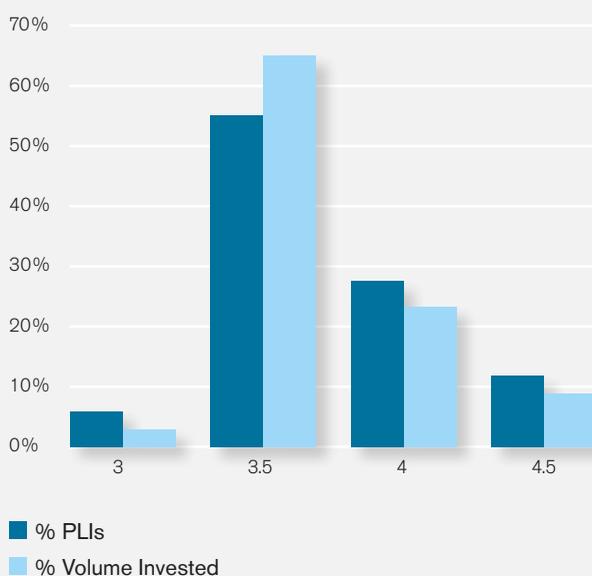


- ★★★★★ Extremely strong likelihood of contributing to sustainable development; Extremely low risk of having negative social impact
- ★★★★☆ Very strong likelihood of contributing to sustainable development; Very low risk of having negative social impact
- ★★★☆☆ Strong likelihood of contributing to sustainable development; Low risk of having negative social impact
- ★★☆☆☆ Moderate likelihood of contributing to sustainable development; Moderate risk of having negative social impact
- ★☆☆☆☆ Low likelihood of contributing to sustainable development; High risk of having negative social impact
- ☆☆☆☆☆ Very low likelihood of contributing to sustainable development; Very high risk of having negative social impact

**PORTFOLIO DISTRIBUTION OF PLIS' ESR RATINGS**

REGMIFA's portfolio is almost exclusively invested with institutions demonstrating a "strong likelihood of contributing to sustainable development" (score of 3 or above).

**ESR RATING BY NUMBER OF PLIS AND VOLUME**



**THE SOCIAL RESPONSIBILITY POLICY INCLUDES:**

- The Fund's environmental and social responsibility (ESR) procedures defining its ESR strategy
- The ethical chart based on the Client Protection Principles to which the Fund adheres
- The regular training of REGMIFA staff on ESR and client protection issues
- The social rating tool used to assess and select PLIs, identify needs for technical assistance, and monitor results
- The systematic incorporation of ESR issues in investment decision-making and loan agreements
- The annual ESR report enabling investors to be informed about the Fund's ESR performance level
- The Fund income distribution mechanism, which includes a contribution to the TA Facility
- Regular external ESR assessments of the Fund's activities, including a social audit undertaken in 2012 and an impact assessment of the REGMIFA intervention on PLIs, which was concluded in 2014

**SOCIAL RESPONSIBILITY POLICY**

REGMIFA pursues a triple bottom line strategy as it aims to actively promote sustainable development in Sub-Saharan Africa. The governance of the Fund ensures that each step of the investment process reflects this strategy.

## PERFORMANCE

# FUND INVESTMENT AND PARTNER LENDING INSTITUTION DEVELOPMENT

The loan portfolio grew modestly in 2019 to USD 123.1 million from USD 121.4 million in 2018 reflecting both the ongoing slow recovery in several key markets (e.g. Kenya and Nigeria) as well as relatively strong demand from a number of West African markets.

Of the 39 investments made during 2019, 31 of them were made to existing PLIs for a total of USD 37.3 million. Of the eight investments in new PLIs made in 2019 (totalling USD 13.6 million), 31% were to PLIs in Senegal, 23% in Mali, 19% in Uganda, 11% in Tanzania with the remaining 16% split between Madagascar and Kenya.

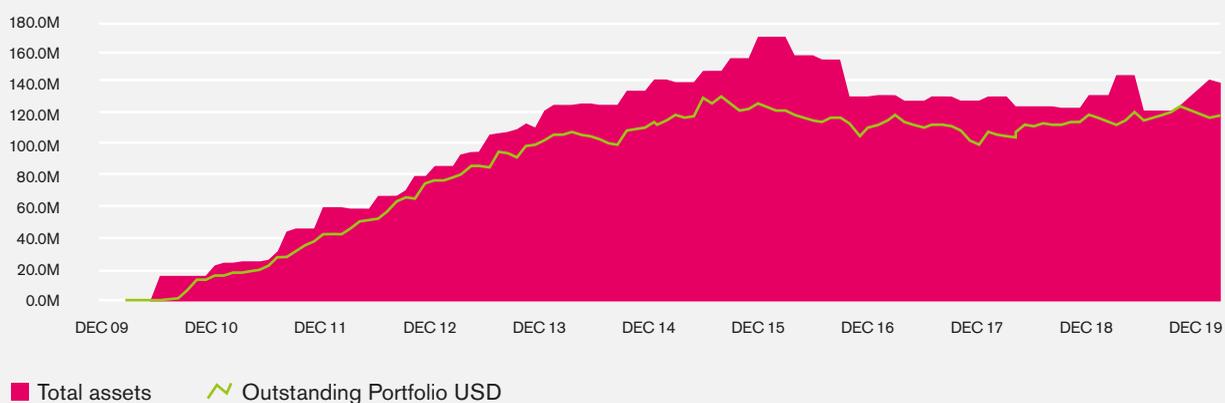
The Investment Manager continues to search for ways to support the Fund's mission of increasing financial inclusion by: expanding its geographic outreach (new markets may include Benin, Gabon and Ethiopia in the near future); in depth prospecting in existing markets; and providing support through technical assistance when possible.

### EVOLUTION IN KEY PORTFOLIO STATISTICS BETWEEN 2017 AND 2018

	2019	2018
Outstanding portfolio (USD M)	123.1	121.4
Average investment amount (USD)	1.3	1.3
Average investment amount (USD M) per PLI	2.4	2.3
Number of outstanding investments	96	92
Number of investees	51	53
Number of countries	19	20
Number of currencies	14	15
Average maturity at closing (months)	32.1	32.6

### FUND PORTFOLIO AND TOTAL ASSET GROWTH

#### GROSS LOAN PORTFOLIO, USD

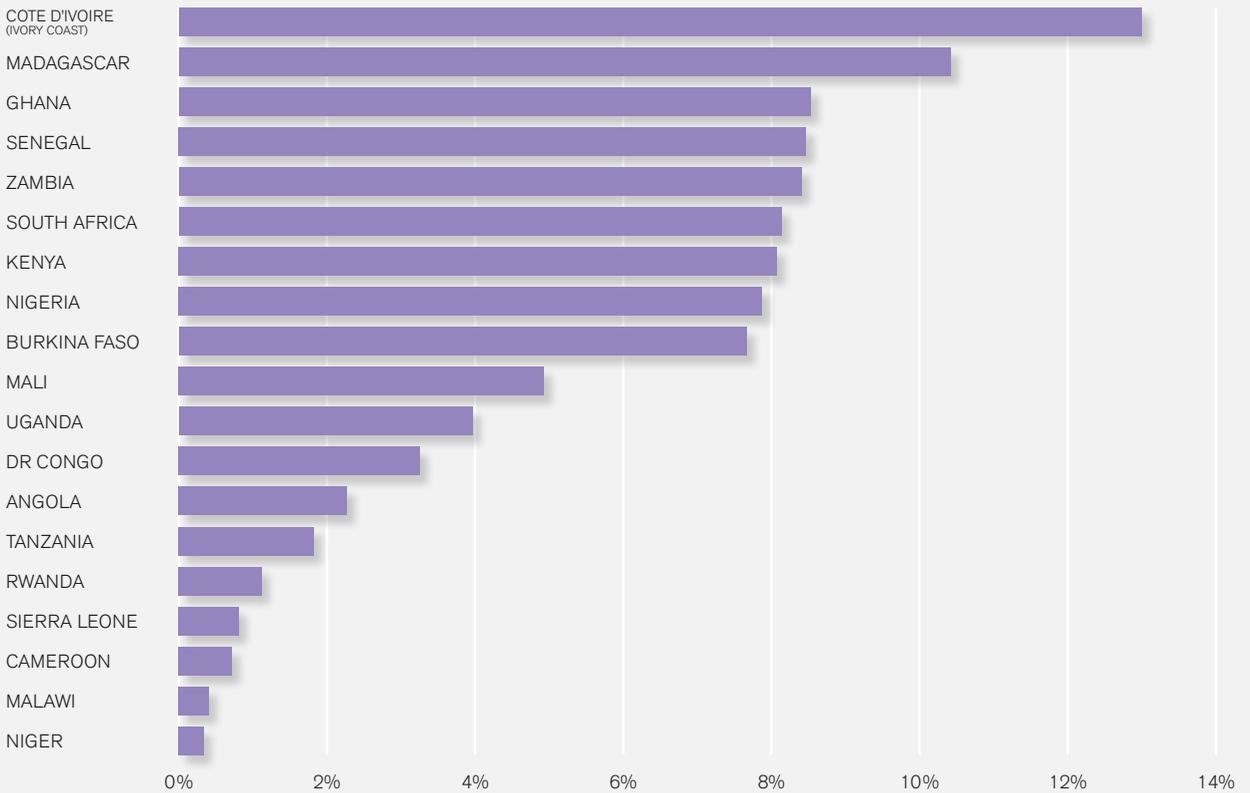


**INVESTED PORTFOLIO PER COUNTRY**

By year-end 2019, approximately 13.0% of investments were made in Ivory Coast, 10.4% in Madagascar and 8.5% in both Ghana and Senegal. In 2019 the Fund executed 39 transactions

across multiple markets in sub-Saharan Africa. The table below shows the Fund's country exposure as a % of the portfolio at year-end 2019.

**OUTSTANDING PRINCIPAL (% OF PORTFOLIO)**

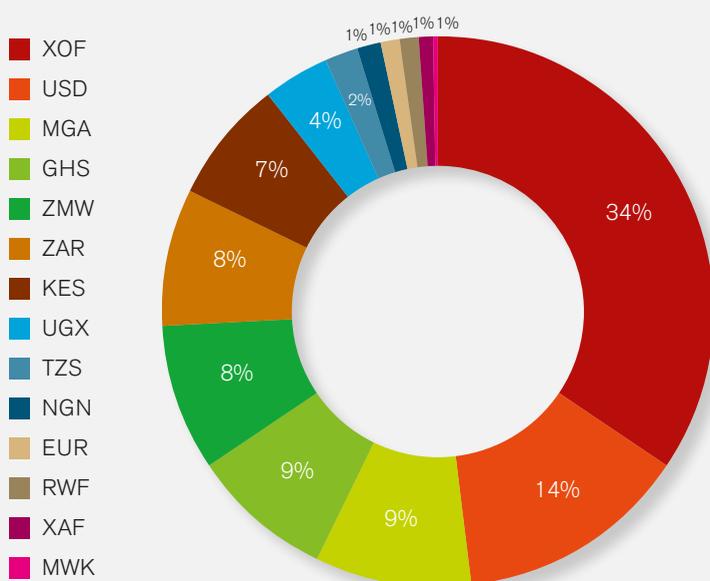


**CURRENCY RISK MANAGEMENT**

The Fund has continued to adhere to a fully hedged strategy in light of significant FX market volatility, protecting its assets from depreciation while allowing it to ensure a steady income

stream from the currency of the portfolio, USD. Economically viable hedging opportunities are available to the Fund through its main counterparties TCX and ICBC Standard Bank.

**CURRENCY EXPOSURES (% OF PORTFOLIO)**



**TOP 5 PLI EXPOSURES (% OF PORTFOLIO)**

PLI	COUNTRY	Currency	VOLUME (USD M)	% OF PORTFOLIO
Baobab CI	Ivory Coast	EUR/XOF	9.9	8.0%
SA Taxi	South Africa	ZAR	5.5	4.5%
AB Madagascar	Madagascar	EUR/MGA	5.4	4.4%
Baobab Madagascar	Madagascar	EUR/MGA	4.6	3.7%
ASA Ghana	Ghana	USD/GHS	4.2	3.4%

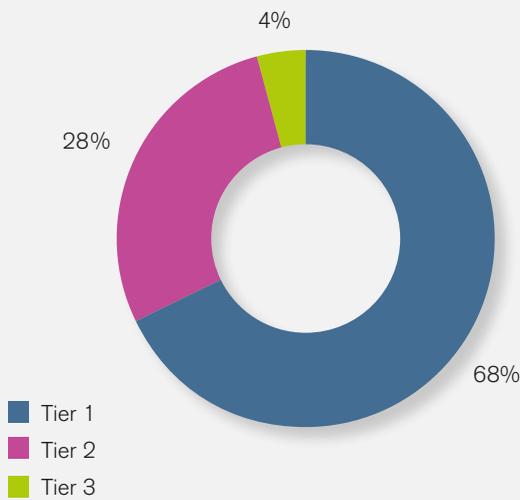
## INVESTED PLI PROFILE: TEN KEY PLI INDICATORS

	REGMIFA PORTFOLIO WEIGHTED AVERAGE	REGMIFA MEDIAN	SYM50 SIMPLE AVERAGE
<b>Total Assets (USD M)</b>	55.6	32.2	652.1
<b>Gross loan portfolio (USD M)</b>	41.4	24.1	474.4
<b>Number of active borrowers</b>	45,620	22,184	184,071
<b>Average Loan Balance (USD)</b>	4,710	956	3,765
<b>Debt/equity ratio</b>	4.02	4.06	4.7
<b>Portfolio yield</b>	42.6%	39.4%	23.9%
<b>Portfolio operating expense ratio</b>	28.4%	28.5%	13.2%
<b>Operational self-sufficiency</b>	117.9%	112.1%	119.6 %
<b>Return on equity</b>	16.9%	12.6%	13.5%
<b>PAR&gt;30 days</b>	6.6%	4.6%	5.3%

The "ultimate target group" being served by REGMIFA's Partner Lending Institutions ("PLIs") consists of micro-entrepreneurs and SME clients, including the "missing middle" enterprises: engines of growth and income generation in the region. As there is no standard accepted definition in the industry of MSME, REGMIFA uses the size of the loans provided by the PLIs to these clients as a proxy definition, with "micro" up to USD 5,000, "small" up to USD 50,000 and "medium" up to USD 250,000, with these broad thresholds varying according to country to reflect local conditions. Most PLIs report an average

loan balance below USD 5,000. On average, REGMIFA works with institutions with a balance sheet and a loan portfolio size that is significantly smaller than the SYM50 index, illustrating both REGMIFA's target region as well as the Fund's focus on lower tier institutions. Institutions also tend to be less leveraged compared to the SYM50 average. Further, higher portfolio yield and higher opex ratios compared to the SYM50 are illustrative of the challenging operating environment in the Fund's target countries compared to a globally diversified microfinance portfolio.

**PORTFOLIO BREAKDOWN BY CURRENT TIER, % PORTFOLIO**



**PORTFOLIO BREAKDOWN BY TIER, NUMBER OF PLIS**

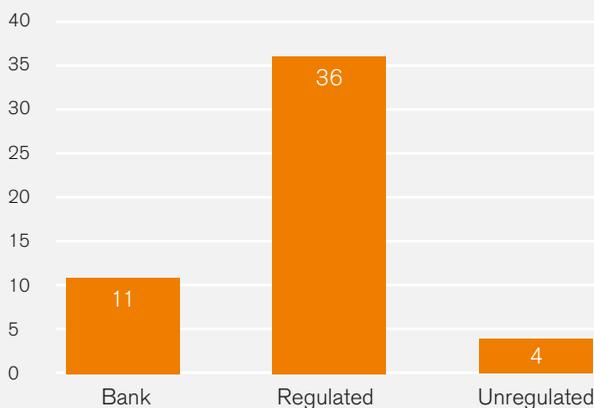


The Fund's portfolio is composed mainly of maintained a balance of small, medium, and large PLIs in 2019. Small (Tier 3) PLIs have total assets below USD 10 million, medium (Tier 2) PLIs have total assets between USD 10 and 30 million, and large (Tier 1) PLIs have total assets in excess of USD 30 million.

As institutions grow and mature, they gradually shift to an upper tier. REGMIFA accompanies investees in this growth. This effect is illustrated in the "Portfolio Breakdown by Tier, Number of PLIs" figure. Many of the Fund's investees remain long-term partners and obtain repeat funding, often at increasing volumes, as they grow and increase their balance sheets. As of December 2019, approximately 53% of PLIs were Tier 1, 37% Tier 2 and 10% Tier 3.

**LEGAL STATUS, % PORTFOLIO**

**NUMBER OF INVESTEES BY REGULATORY STATUS**



REGMIFA promotes inclusive financial systems by financing a wide range of PLIs of various legal statuses such as non-governmental organizations (NGOs), cooperatives, non-bank financial institutions (NBFIs) and banks. Often, PLIs start out as small NGOs or cooperatives and transform into NBFIs or small banks as they grow and mature.



**The REGMIFA Technical Assistance Facility  
A consolidated TA initiative in Sub-Saharan Africa**

## PERFORMANCE

# TECHNICAL ASSISTANCE FACILITY

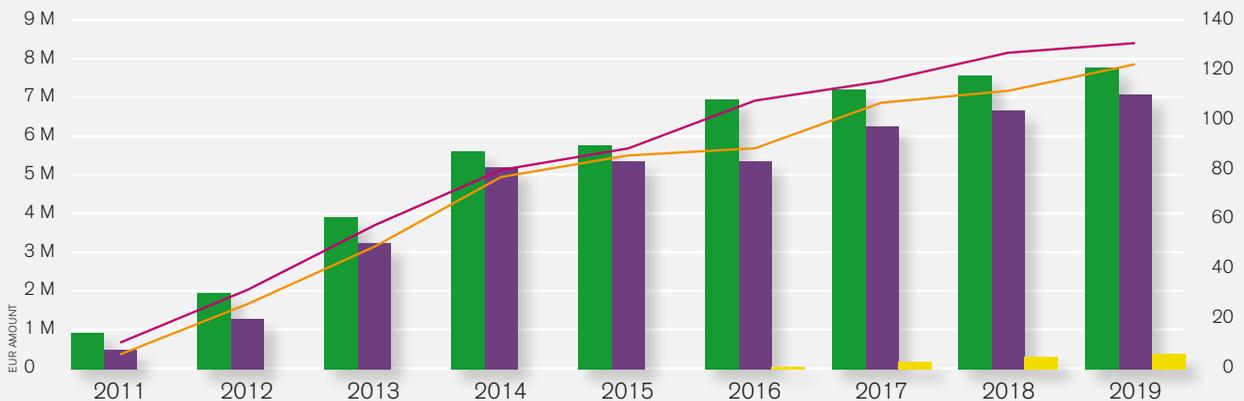
### KEY ACCOMPLISHMENTS

For over eight years and on a cumulative point of view, 130 projects totalling a volume of EUR 7,7 million have been approved since 2011, of which three projects evaluated at EUR 214,000 in 2019. The TAF Manager focused on ensuring proper project allocation and monitoring with regards to the balance of the available donors' funding committed in late 2016. In 2019, two Technical Assistance Packages on Digital Financial

Services were approved and successfully implemented for the ACEP International and FINCA International affiliates respectively.

A total of nine Projects amounting to EUR 415,000 were contracted, whilst 13 projects valued at EUR 890,000 were monitored to completion in 2019. The table below summarizes the TAFs overall performance since inception.

### OVERALL TAF PERFORMANCE SINCE INCEPTION - CUMULATED DATA



	942 922	1 968 030	3 890 215	5 595 814	5 739 344	6 912 942	7 163 883	7 524 906	7 739 139
	496 156	1 282 458	3 226 903	5 186 135	5 345 918	5 324 716	6 236 404	6 627 399	7 042 178
						1	3	5	6
	11	32	57	79	88	107	115	126	130
	6	26	49	76	85	88	106	111	121

- Volumes Approved
- Volumes contracted
- Cancelled projects
- # approved Projects
- # Contracted projects



# 10 KEY INDICATORS (2019)\*

## KENYA



POPULATION  
**48.4 MILLION**

INFLATION RATE  
**8%**

POPULATION LIVING IN POVERTY  
**36.1%**

FOREX HEDGING COSTS (36M)  
**10.3%**

HUMAN DEVELOPMENT RANK  
**147/189**

PRIVATE CREDIT (% OF GDP)  
**29.9%**

GDP PER CAPITA  
**USD 1,595**

FOREIGN AID (USD)  
**2.4 BILLION**

REAL GDP GROWTH  
**4.9%**

REMITTANCES (USD)  
**2.7 BILLION**

# MEET MR. JASON KIMOTHO FARMER

## COUNTRY: KENYA

Kenya, the regional hub for trade and finance, has averaged over 5% growth for the last decade (5,7% in 2019), placing the country as one of the fastest-growing economies in Sub-Saharan Africa. The economic outlook for Kenya has been improving since 2018 as the post-election tensions in the aftermath of the disputed presidential election from 2017 have started to dissipate. The recent economic expansion has been supported by improved domestic business conditions following a broadly re-established political stability, continued public investment, and good agricultural performance via tea, coffee, and horticulture cultivation. Agriculture remains the backbone of the Kenyan economy, contributing to one-third of GDP. About 75% of Kenya's population of roughly 48,5 million people work at least part-time in the agricultural sector, including livestock and pastoral activities. Over 75% of agricultural output is from small-scale, rain-fed farming or livestock production. Despite having been a target of terrorist activity for a long time, tourism remains an important sector. As for the Kenyan microfinance sector, it has grown continuously during the past 15 years. Although commercial banks are by far the most important players, microfinance services are also provided by a variety of micro banks, NBFIs, and NGOs. The Kenyan microfinance sector is highly competitive, especially in urban areas, and is mostly funded by savings. Kenya is a leader in mobile banking services.

## MFI: JUHUDI KILIMO LIMITED

Juhudi Kilimo Limited (JKL), which means agriculture efforts in Swahili, is a company that addresses rural economic development in Kenya by providing innovative, agriculture-based, micro-asset financing loans. These specialized loans assist smallholder farmers in acquiring productive assets such as dairy cows, chickens, and irrigation equipment. Juhudi's product lines bring added value to agriculture, the largest economic field in rural Kenya, by financing assets that offer long-term gains in productivity and provide sustainable wealth creation. All loans are complemented with credit life insurance and asset life insurance (against theft and some livestock disease). Given the focus on smallholder farmers, JKL has established its branch network in the main agriculture regions in Kenya, such as the Rift Valley and Mount Kenya. The nearest branch to the Nairobi city center is 40 km away in Thika. Despite the challenging economic and political context in Kenya in 2017 with droughts, rising inflation, and weak economic activity, the loan portfolio started picking up again in 2018.

There is a wide range of competitors in Kenya, including informal money lenders but JKL maintains a relatively strong position given its niche market and a fairly wide geographic presence. The outlook is positive based on JKL's measured expansion goals, good access to capital, and the improving economy.

## CLIENT: MR. JASON KIMOTHO

Mr. Jason Kimotho is a smallholder farmer from Kutus, a little town in central Kenya. He is married and has six children. For the past four decades, Mr. Kimotho has been practicing small scale mixed farming. His first attempts at farming were unsuccessful due to limited capital and lack of planting skills. In 2013, Mr. Kimotho heard about Juhudi Kilimo from one of the members of a group loan he was active in. After a fruitful engagement with Juhudi's officers, Mr. Kimotho and other members joined Juhudi Kilimo and they underwent a series of training. In 2014, through the group, Mr. Kimotho took his first loan of KES 65,000 (USD 600) to purchase seeds and fertilizer. With the second loan of KES 90,000 (USD 840), he could purchase a high breed dairy cow. His third loan of KES 150,000 (USD 1,400) was used to purchase an additional high breed dairy cow as well as purchasing seeds for planting cow feeds. Mr. Kimotho has been able to diversify his farming activities, he now practices tree tomato farming, he also does banana farming and sells most of his products at the local market. He recently purchased building materials and plans to build a modern permanent house for his family. Mr. Kimotho also plans to construct a bigger dairy unit as he is planning to expand his dairy farming venture. Mr. Kimotho considers his life has improved greatly since he got a financial boost from Juhudi Kilimo. He is very optimistic and ambitious about building a better future for his family.

**Mr. Kimotho considers his life has improved greatly since he got a financial boost from Juhudi Kilimo.**

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today.**



**Tuma!**



Time  
Tap/Sales

Send Receive Money.



**Dial \*778#**



**4G**

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# AUDITED FINANCIAL STATEMENTS

## GENERAL INFORMATION

### BOARD OF DIRECTORS

**Mr. Karl-Heinz Fleischhacker** (Chairman)  
**Mr. Ruurd Brouwer** (Chairman) (until 31/05/2019)  
**Mrs. Laure Chibrac-Wessemsius** (since 31/05/2019)  
**Dr. Marcel Gérard Gounot** (until 24/12/2019)  
**Mr. Stefan Hirche**  
**Mr. Arthur Sletteberg**  
**Dr. Giuseppe Ballocchi**  
**Mr. François Lagier**  
**Mrs. Huber Claudia** (since 24/12/2019)

### REGISTERED OFFICE

5, rue Jean Monnet  
L-2180 Luxembourg, Grand-Duchy of Luxembourg

### INVESTMENT MANAGER AND PLACING AGENT

**Symbiotics S.A.**  
31, rue de la Synagogue  
CH - 1204 Geneva, Switzerland

### CUSTODIAN

**Credit Suisse (Luxembourg) S.A.**  
5, rue Jean Monnet  
L - 2180 Luxembourg, Grand-Duchy of Luxembourg

### ADMINISTRATIVE AGENT

**Credit Suisse Fund Services (Luxembourg) S.A.**  
5, rue Jean Monnet  
L-2180 Luxembourg, Grand-Duchy of Luxembourg

### INDEPENDENT AUDITOR

**Ernst & Young S.A.**  
35E, Avenue John F. Kennedy  
L - 1855 Luxembourg, Grand-Duchy of Luxembourg

### LEGAL ADVISERS

**Linklaters LLP**  
35, Avenue John F. Kennedy  
B.P. 1107  
L - 1011 Luxembourg, Grand-Duchy of Luxembourg

## REPORT OF THE BOARD OF DIRECTORS

We are pleased to submit the Annual Report for the year ended 31 December 2019 and the related Independent Auditor's Report for the Regional MSME Investment Fund for sub-Saharan Africa S.A., SICAV-SIF ("REGMIFA" or the "Fund").

### MACRO-ECONOMIC DEVELOPMENTS IN 2019

Many sub-Saharan African economies experienced another year of stable recovery and growth in 2019 with the World Bank estimating GDP growth for the year at 2.4%, down modestly from 2.5% in 2018. While the region is composed of some of the world's fastest growing economies (Ghana, Ethiopia, Cote d'Ivoire and Rwanda), the ongoing recovery of the region's largest economies – Nigeria, South Africa and Angola – continues to bring the overall average down. Indeed, generally lower oil prices in 2019 prevented heavily oil dependent countries like Nigeria and Angola from making substantial gains in stabilizing their economies. With approximately 89% of countries in sub-Saharan Africa commodity-dependent, its economies are very susceptible to global price shocks and volatility. To combat this, a number of countries, like Senegal (Emerging Senegal Plan) and Cote d'Ivoire, have prioritized investments in infrastructure to support better service delivery, job growth and ultimately diversification of their economies. Indeed, after years of private consumption driving growth in Africa, the African Development Bank notes that this has now been replaced by investment (>50%) for the first time in a decade with private consumption providing < 33% of growth.

### THE FUND'S ACTIVITIES IN 2019

From a funding needs perspective, 2019 disbursements (USD 50.9 million across 39 transactions) were lower than in the record high year of 2018 (USD 58.5 million disbursed across 44 transactions) and mainly focused on renewals of existing lines (14) and additional amounts to existing partners (17) versus loans to new partners (8). The Fund's year-end outstanding nominal loan portfolio grew slightly to USD 123.1<sup>1</sup> million (2018: USD 121.4 million). The lower level of disbursements reflects continued low growth for the Fund in two historically strong markets: 1) Kenya due to the interest rate cap (finally

<sup>1</sup> Reconciliation between the outstanding portfolio value as reported above and as reported on the balance sheet of the Audited Financial Statements; the nominal value of the invested portfolio (exchange rates at disbursement) stands at USD 123.1 million, FX adjustments from revaluing the portfolio at current exchange rates amount to -USD 4.6 million and loan loss allowances represent USD 10.4 million, resulting in a carrying value of USD 108.3 million.

repealed in late 2019), which contributed to reduced credit growth and portfolio quality deterioration in the country over the past few years; and 2) Nigeria, which is still recovering from the 2014/2015 oil price shock, but also due to the lack of a viable hedging solution to provide local currency loans. While the Fund did not enter any new economies (REGMIFA was invested in 19 countries at year end 2019), the Investment Manager continues to explore opportunities in new geographic regions, which includes Ethiopia and Gabon, amongst others.

#### HIGHLIGHTS IN 2019

One of the key developments that took place in 2019 was the onboarding of private investors through the issuance of notes. With the addition of the USD 17.2 million in notes raised from two investors, the public private partnership envisioned when the fund was established finally came to fruition.

#### OUTLOOK FOR 2020

Despite the modest recovery and growth in 2019, a new challenge in the form of the global pandemic COVID 19 surfaced in early 2020. While the forecast growth for the region prior to COVID 19 was positive (3-5%), the World Bank now expects GDP growth to fall sharply to -2.1% to -5.1% in 2020 as it is expected that sub-Saharan Africa will be heavily affected by the spread of this virus, threatening the lives and livelihoods of millions of people. Indeed, the collapse of oil and commodity prices like copper and cobalt, the decline of the tourism industry and the outflow of foreign direct investments are already affecting many African economies. These effects will be exacerbated by the drastic measures taken by many African Governments to prevent the spread of the virus. Although the scale and scope of the effects from COVID 19 are not yet fully clear, we assume that these social and economic factors will negatively affect a number of the REGMIFA portfolio companies. They might also have an impact on the profit and loss of the fund potentially leading to reduced spreads, volatile local currencies and increasing hedging costs. A number of micro clients and SMEs will most likely have difficulties repaying loans to REGMIFA's partner financial institutions due to the deteriorating local economies leading to impaired portfolio quality and profitability.

#### THE FUND'S SUPPORTIVE CAPITAL STRUCTURE

Given the uncertainty and potential for losses in the future, REGMIFA's layered capital structure is ready to provide its value as a stabilizing mechanism. Following solid financial performance in 2019 the target dividends for the A and B Share Classes were fully served for the ninth year in a row, while the C Share layer began to recover from the increased market and credit risk observed over the past several years.

Accordingly, the Fund's Net Asset Value (NAV) of C Shares as of year-end 2019 rose to USD 56,683,511 up slightly from the value at year-end 2018 (USD 55,247,360) due to a drop in net loan losses and unrealized capital gains. The Symbiotics Team had already been actively raising new C Shares, some of which are in an advanced stage of origination, to grow the fund and will likely come on board in late 2020. These C shares would provide further support to the A and B shareholders and improve the risk ratios. As of year-end the C Share NAV was 38.8% of the Fund's Gross Asset Value (GAV), which continues to provide a strong first loss buffer to the Fund.

#### SOCIAL IMPACT IN 2019

From a social performance perspective, REGMIFA remained focused on its mission: 58% (USD 29.6 million) of the Fund's disbursements in 2019 were made to PLIs based in countries (13 of the 19 countries the Fund works in) classified as Least Developed Countries by the UN. The Fund continues to maintain a focus on relatively small sized PLIs, with 32% of PLIs in the Fund's 2019 outstanding portfolio classified as Tier 2 or Tier 3 institutions.<sup>2</sup>

During 2019, the REGMIFA TA Facility focused on completing all of the projects under the current TAF donors' funding as year-end coincided with the completion of the majority of the projects contracted and still ongoing. In terms of KPIs, this translates to 13 projects completed during the year 2019 valued at EUR 890,000 (118 projects completed from 2011 to date valued at EUR 6.8 million).

Additionally, the strategy that the TAF Manager put in place over time to consolidate the PLIs' ownership of the TA projects has enabled the TAF to increase the PLI co-financing share for TA projects to an average of 25.2% in 2019 and to collect additional resources that will support a couple of institutions in various domains during 2020. The Fund showed a continuous support to the mission of the TAF and committed a contribution of USD 417,000 to recapitalize the TAF's assets and to partially fund the 2020 TA pipeline.

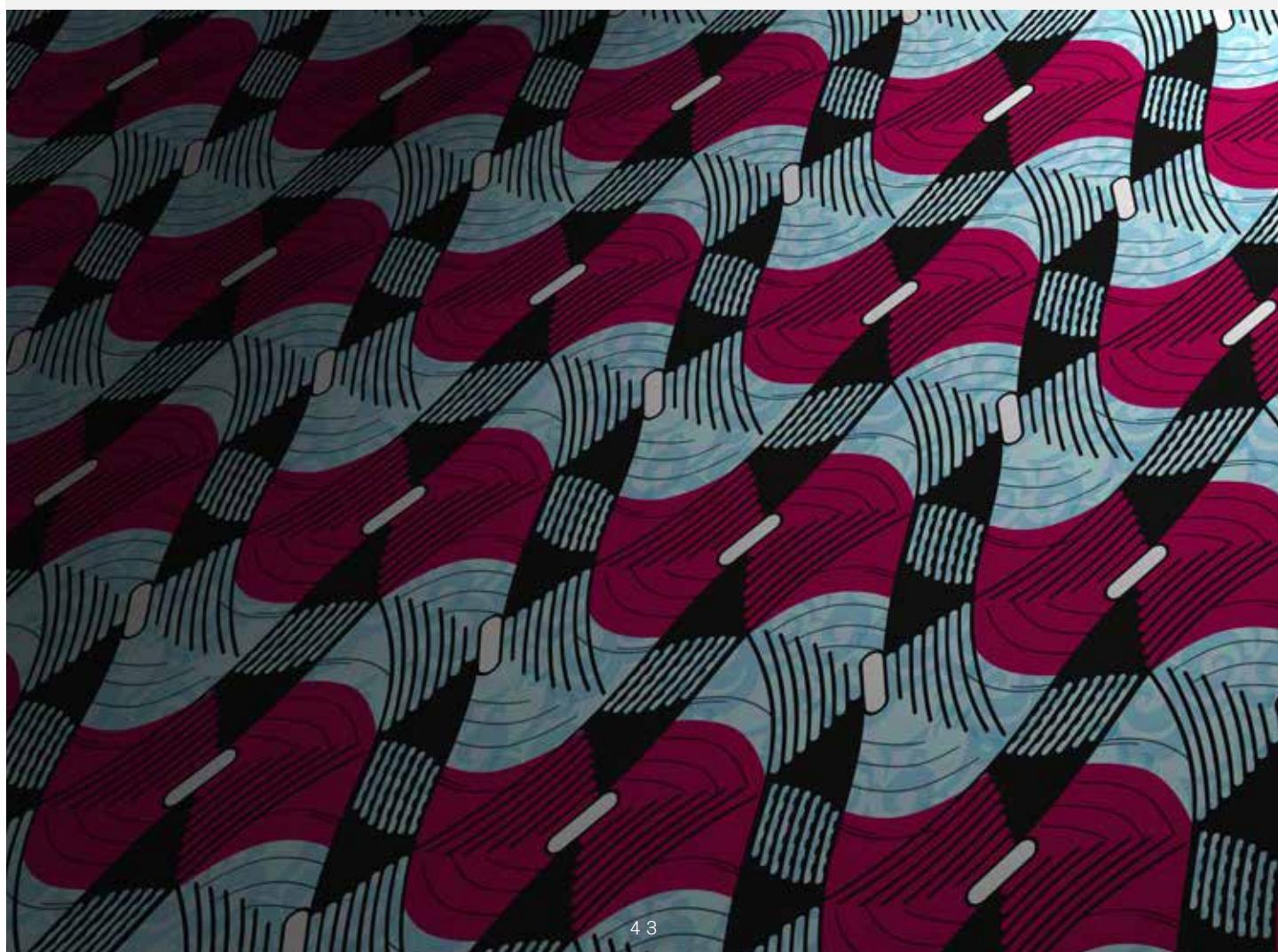
<sup>2</sup> REGMIFA defines small (Tier 3) institutions as those with total assets below USD 10 million, medium (Tier 2) institutions as those with total assets between USD 10 and USD 30 million, and large (Tier 1) institutions as those with total assets in excess of USD 30 million.

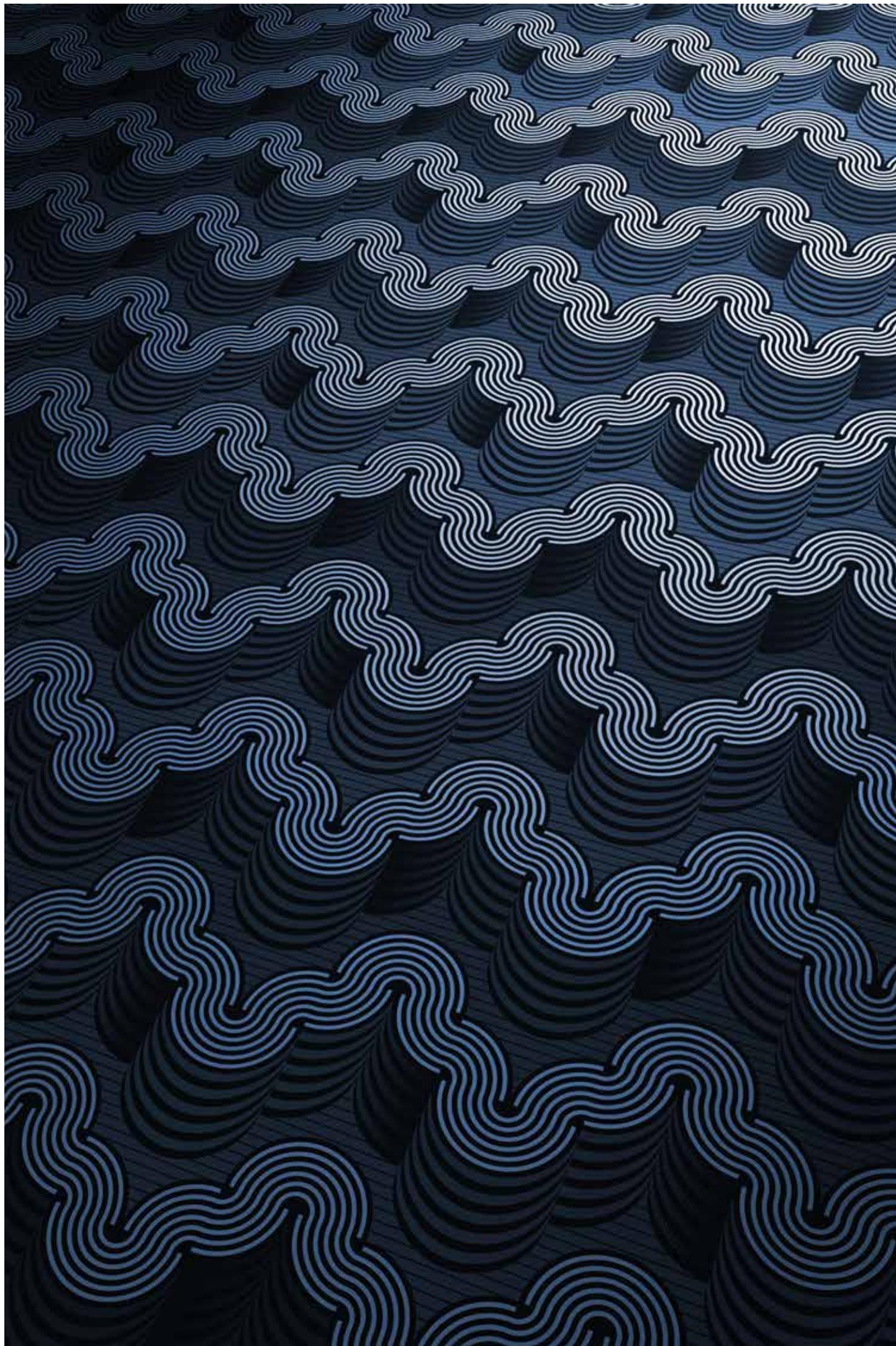
**CONCLUDING REMARKS**

The Board would like to thank REGMIFA's investors and service providers for their continued support and commitment to the Fund's mission and especially to the Fund manager who continued to seek growth and new opportunities whilst simultaneously working with the necessary prudence in critical situations. As we reflect on 2019 as a year of continued recovery and growth, we anticipate a very challenging 2020 ahead with REGMIFA maintaining its position as a reliable funding partner to its partner institutions with a strong focus on its mission. The Board would also like to note that 2020 marks

the 10th anniversary of the Fund's launch in May 2010 after being conceived in 2007 at the G8 summit in Heiligendamm, Germany. While plans were underway to celebrate the success, the Fund has had over the past 10 years and launch an updated strategy for the next 10 years to come, the current pandemic has forced the Board to delay this celebration until a later date when the prevailing circumstances have improved.

The Board of Directors  
May 2020





## Independent auditor's report

To the Shareholders of  
Regional MSME Investment Fund for Sub-Saharan Africa S.A., SICAV-SIF  
5, rue Jean Monnet  
L-2180 Luxembourg

### Opinion

We have audited the financial statements of Regional MSME Investment Fund for Sub-Saharan Africa S.A., SICAV-SIF (the "Fund"), which comprise the statement of financial position as at 31 December 2019, and the statement of comprehensive income, the statement of changes in net assets attributable to holders of redeemable shares and in equity and the statement of cash flows for the year then ended, and the notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements give a true and fair view of the financial position of the Fund as at 31 December 2019, and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards ("IFRS") as adopted by the European Union.

### Basis for Opinion

We conducted our audit in accordance with the law of 23 July 2016 on the audit profession (the "Law of 23 July 2016") and with International Standards on Auditing ("ISAs") as adopted for Luxembourg by the "Commission de Surveillance du Secteur Financier" ("CSSF"). Our responsibilities under those Law of 23 July 2016 and ISAs as adopted for Luxembourg by the CSSF are further described in the « responsibilities of the "réviseur d'entreprises agréé" for the audit of the financial statements » section of our report. We are also independent of the Fund in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants ("IESBA Code") as adopted for Luxembourg by the CSSF together with the ethical requirements that are relevant to our audit of the financial statements, and have fulfilled our other ethical responsibilities under those ethical requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Other information

The Board of Directors of the Fund is responsible for the other information. The other information comprises the information included in the annual report but does not include the financial statements and our report of the "réviseur d'entreprises agréé" thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

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In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report this fact. We have nothing to report in this regard.

#### **Responsibilities of the Board of Directors of the Fund and those charged with governance for the financial statements**

The Board of Directors of the Fund is responsible for the preparation and fair presentation of these financial statements in accordance with IFRS as adopted by the European Union, and for such internal control as the Board of Directors of the Fund determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Board of Directors of the Fund is responsible for assessing the Fund's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors of the Fund either intends to liquidate the Fund or to cease operations, or has no realistic alternative but to do so.

#### **Responsibilities of the "réviseur d'entreprises agréé" for the audit of the financial statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue a report of the "réviseur d'entreprises agréé" that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Law of 23 July 2016 and with ISAs as adopted for Luxembourg by the CSSF will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with the Law of 23 July 2016 and with ISAs as adopted for Luxembourg by the CSSF, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Fund's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors of the Fund.



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- Conclude on the appropriateness of Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Fund's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our report of the "réviseur d'entreprises agréé" to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our report of the "réviseur d'entreprises agréé". However, future events or conditions may cause the Fund to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Ernst & Young  
Société anonyme  
Cabinet de révision agréé

A handwritten signature in blue ink, appearing to be 'Alain Kinsch', is written over the printed name. The signature is stylized with loops and a long horizontal stroke.

Alain Kinsch

Luxembourg, 14 May 2020

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A member firm of Ernst & Young Global Limited

## STATEMENT OF FINANCIAL POSITION

AS AT 31 DECEMBER 2019 (EXPRESSED IN USD)

<b>ASSETS</b>	<b>NOTES</b>	<b>31/12/2019</b>	<b>31/12/2018</b>
Loans to Partner Lending Institutions	4	108,274,941	103,598,724
Interest receivable on loans	4	2,945,965	3,753,408
Derivative financial instruments	5	4,607,248	3,940,017
Other receivables		4,217,304	1,093,174
Prepaid expenses		6,664	6,790
Cash and cash equivalents		26,017,377	23,549,257
<b>Total Assets</b>		<b>146,069,499</b>	<b>135,941,370</b>
<b>LIABILITIES</b>			
Derivative financial instruments	5	1,579,538	1,856,635
Accrued expenses	9.5	555,927	1,026,089
Other payables		84,423	534,006
Contribution to the technical assistance facility		1,079,842	483,294
Notes issued	6	19,824,294	5,248,588
Distribution payable to holders of redeemable shares	11	3,016,183	2,740,447
Net assets attributable to:			
- holders of redeemable Class A Shares	7	43,704,908	37,704,908
- holders of redeemable Class B Shares	7	19,540,873	31,070,380
<b>Total Liabilities</b>		<b>89,385,988</b>	<b>80,664,347</b>
<b>EQUITY</b>			
Share capital	7	62,314,790	62,314,790
Retained earnings		(5,631,279)	(7,037,767)
<b>Total Equity attributable to holders of Class C shares</b>		<b>56,683,511</b>	<b>55,277,023</b>
<b>Total Liabilities and Equity</b>		<b>146,069,499</b>	<b>135,941,370</b>

## STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 31 DECEMBER 2019 (EXPRESSED IN USD)

INCOME	NOTES	2019	2018
Interest income on loans		14,100,619	14,160,287
Interest income on bank deposits		354,844	383,948
Net realised loss on derivative financial instruments		(3,034,930)	(3,277,002)
Net change in unrealised gain/(loss) on derivative financial instruments		944,328	(693,547)
Net realised foreign exchange loss on loans to Partner Lending Institutions		(6,771,764)	(6,506,751)
Net change in unrealised foreign exchange loss on loans to Partner Lending Institutions		(1,055,466)	(920,457)
Net change in loan loss allowance	4	3,691,890	3,332,952
Other income		40,623	40,208
<b>Total net investment income</b>		<b>8,270,144</b>	<b>6,519,638</b>
<b>EXPENSES</b>			
Management fees	9.1	(2,225,256)	(2,252,579)
Secretary fees	9.3	(94,773)	(129,221)
Legal and audit fees		(142,935)	(158,071)
Administration, custodian and domiciliation fees	9.4	(202,892)	(196,580)
Other administrative expenses		(116,065)	(320,905)
Marketing and promotion expenses		(38,805)	(32,200)
<b>Total operating expenses</b>		<b>(2,820,726)</b>	<b>(3,089,556)</b>
<b>Operating profit</b>		<b>5,449,418</b>	<b>3,430,082</b>
Other net foreign exchange loss		(76,070)	(178,273)
Interest expense on notes		(173,877)	(229,920)
Bank charges		(23,346)	(10,826)
<b>Profit before performance allocation</b>		<b>5,176,125</b>	<b>3,011,063</b>
Distribution to holders of redeemable shares	11.3	(3,016,183)	(2,740,447)
Contribution to the technical assistance facility	11.3	(643,978)	(483,294)
Investment Manager incentive bonus	9.2, 11.3	(109,476)	(82,160)
<b>Profit/(loss) before tax</b>		<b>1,406,488</b>	<b>(294,838)</b>
Taxation		-	-
<b>Profit/(loss) for the year</b>		<b>1,406,488</b>	<b>(294,838)</b>
Other comprehensive income		-	-
<b>Total comprehensive income for the year</b>		<b>1,406,488</b>	<b>(294,838)</b>

## STATEMENT OF CASH FLOWS

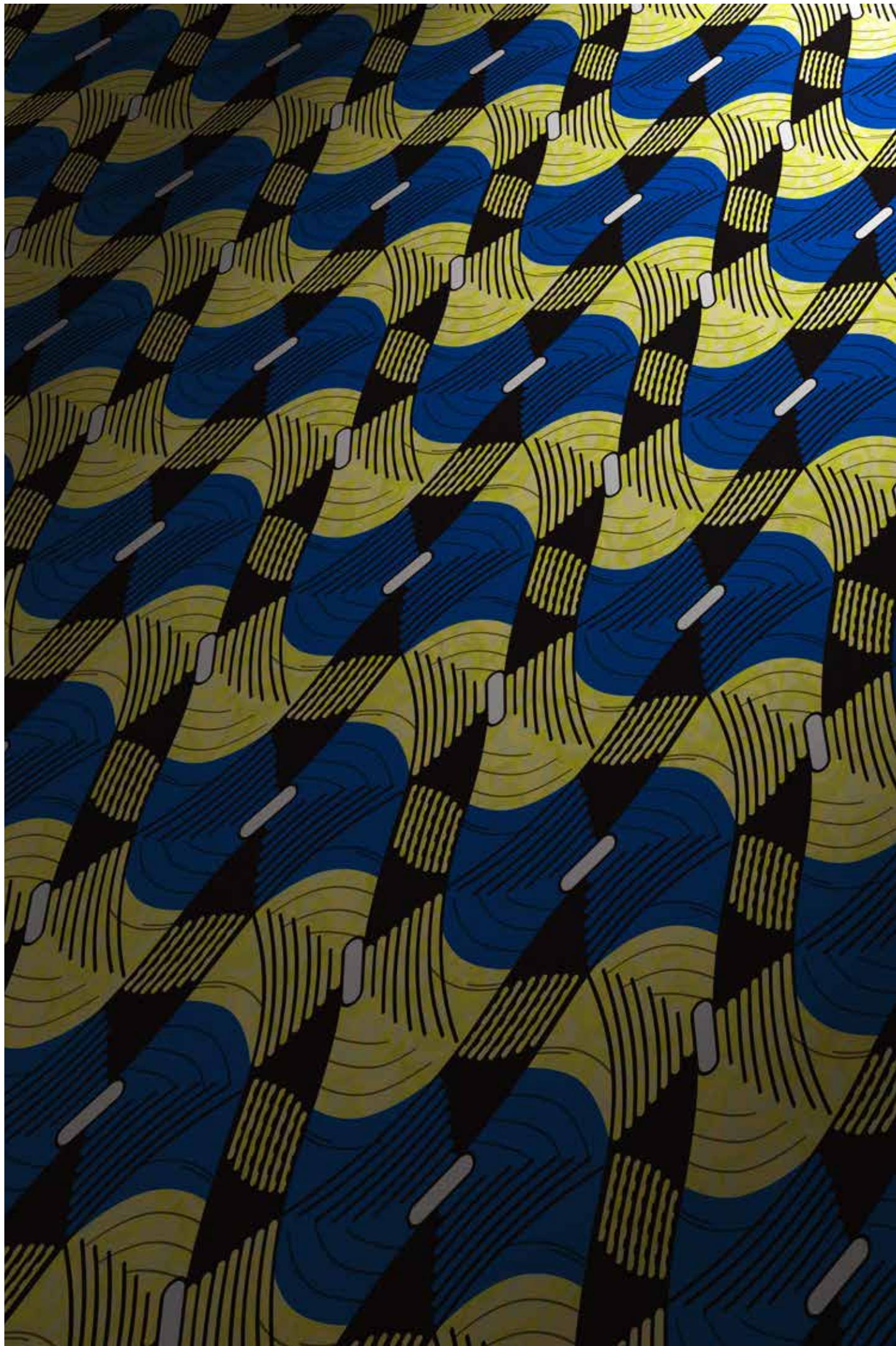
FOR THE YEAR ENDED 31 DECEMBER 2019 (EXPRESSED IN USD)

OPERATING ACTIVITIES	NOTES	2019	2018
Profit/(loss) before tax		1,406,488	(294,838)
<i>Adjustments to reconcile profit/(loss) before tax to net cash flows:</i>			
Interest income on loans to Partner Lending Institutions		(14,100,619)	(14,160,287)
Interest expense on notes		173,877	229,920
Distribution to holders of redeemable shares	11.3	3,016,183	2,740,447
Contribution to the technical assistance facility	11.3	643,978	483,294
Investment Manager incentive bonus	9.2, 11.3	109,476	82,160
Net change in unrealised foreign exchange loss on loans to Partner Lending Institutions		1,055,466	920,457
Net change in unrealised (gain)/loss on derivative financial instruments		(944,328)	693,547
Net change in loans loss allowance	4	(3,691,890)	(3,332,952)
		<b>(12,331,369)</b>	<b>(12,638,252)</b>
<i>Working capital adjustments:</i>			
Net decrease/(increase) in other receivables and prepaid expenses		(3,124,004)	(360,679)
Net increase/(decrease) in accrued expenses and other payables		(1,042,240)	571,985
<b>Net cash flows used in operating activities</b>		<b>(16,497,613)</b>	<b>(12,426,946)</b>
<b>INVESTING ACTIVITIES</b>			
Net (increase)/decrease in loans to Partner Lending Institutions		(2,039,792)	(10,966,529)
Interest received on loans to Partner Lending Institutions		14,908,062	13,804,770
<b>Cash flows from investing activities</b>		<b>12,868,270</b>	<b>2,838,241</b>
<b>FINANCING ACTIVITIES</b>			
Proceeds from issue of shares	8	16,082,160	12,000,000
Payments on redemption of shares	8	(21,611,667)	-
Proceeds from issue of notes	8	17,200,000	-
Payments on redemption of notes	8	(2,624,294)	(2,624,294)
Distribution paid to holders of redeemable shares	8	(2,740,447)	(2,063,183)
Contribution paid from the technical assistance facility	8	(47,430)	-
Interest paid on notes	8	(160,859)	(229,920)
<b>Cash flows from financing activities</b>		<b>6,097,463</b>	<b>7,082,603</b>
<b>Net (decrease)/increase in cash and cash equivalents</b>		<b>2,468,120</b>	<b>(2,506,102)</b>
<b>Cash and cash equivalents at the beginning of the year</b>		<b>23,549,257</b>	<b>26,055,359</b>
<b>Cash and cash equivalents at the end of the year</b>		<b>26,017,377</b>	<b>23,549,257</b>

**STATEMENT OF CHANGES IN NET ASSETS ATTRIBUTABLE  
TO HOLDERS OF REDEEMABLE SHARES (CLASS A AND CLASS B)  
AND IN EQUITY (CLASS C)**

FOR THE YEAR ENDED 31 DECEMBER 2019 (EXPRESSED IN USD)

	NOTES	CLASS A	CLASS B	CLASS C
<b>AS AT 31 DECEMBER 2017</b>		<b>25,704,908</b>	<b>31,070,380</b>	<b>63,124,648</b>
Loan loss allowance (IFRS 9 Transition impact)		-	-	(7,552,787)
<b>AS AT 1 JANUARY 2018</b>		<b>25,704,908</b>	<b>31,070,380</b>	<b>55,571,861</b>
Issuance of shares	7	12,000,000	-	-
Allocation of net income and capital gains and losses	11.3	1,051,100	1,689,347	(294,838)
Distribution payable to holders of redeemable Class A and Class B shares	11	(1,051,100)	(1,689,347)	-
<b>AS AT 31 DECEMBER 2018</b>		<b>37,704,908</b>	<b>31,070,380</b>	<b>55,277,023</b>
Issuance of shares	7	6,000,000	10,082,160	-
Redemption of shares	7	-	(21,611,667)	-
Allocation of net income and capital gains and losses	11.3	1,740,634	1,275,549	1,406,488
Distribution payable to holders of redeemable Class A and Class B shares	11	(1,740,634)	(1,275,549)	-
<b>AS AT 31 DECEMBER 2019</b>		<b>43,704,908</b>	<b>19,540,873</b>	<b>56,683,511</b>



## NOTES TO THE FINANCIAL STATEMENTS

AS AT 31 DECEMBER 2019 (EXPRESSED IN USD)

### NOTE 1 DESCRIPTION

#### 1.1. CORPORATE INFORMATION

Regional MSME Investment Fund for Sub-Saharan Africa S.A., SICAV-SIF (the "Fund") is a closed-ended investment company with variable capital (société d'investissement à capital variable), incorporated as a public limited company (société anonyme) on 1 December 2009, and organized under the laws of Luxembourg as a specialized investment fund (fonds d'investissement spécialisé).

The Fund is registered pursuant the law of 13 February 2007 on specialized investment funds (the "SIF Law").

The Fund was set up for an unlimited duration.

The Fund's financial year starts on 1 January and ends 31 December of each year.

The Articles of Incorporation of the Fund ("Articles") were published in Mémorial C, Recueil des Sociétés et Associations. The Fund is registered with the Luxembourg Company Register under Number B 150.766.

The registered office of the Fund is established in Luxembourg, Grand Duchy of Luxembourg and its address is set at 5, rue Jean Monnet L-2180 Luxembourg.

The mission of the Fund is to build a unique public private partnership between donors, development finance institutions and international finance institutions, private investors and African stakeholders to foster economic development and prosperity in Sub-Saharan Africa through the provision of demand-oriented financing to qualified and, to the extent necessary, technically supported Partner Lending Institutions ("PLIs") serving micro, small and medium sized enterprises ("MSMEs").

The Fund is exempt from the scope of the Luxembourg Alternative Investment Fund Managers Law (the "AIFM Law") of 12 July 2013 pursuant to article 2(2) thereof. The exemption is based on the fact that more than 50% of the members of the Board as well as of the members of the Investment Committee, respectively, shall be representatives of proposed by Public Institutions that may be subsumed under the entities listed in article 2(2) of the AIFM Law.

#### 1.2. INVESTMENT OBJECTIVES

The Fund seeks to invest in a balanced portfolio of regulated and/or non-regulated micro finance institutions and/or local commercial banks and/or other financial institutions, established in Sub-Saharan African countries providing funding to MSMEs (each a PLI).

### NOTE 2 SIGNIFICANT ACCOUNTING POLICIES

#### 2.1. STATEMENT OF COMPLIANCE

The Fund's financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") issued by the International Accounting Standards Board ("IASB"), and interpretations issued by the International Financial Reporting Interpretations Committee ("IFRIC") of the IASB as adopted by the European Union ("EU").

#### 2.2. BASIS OF PREPARATION

The financial statements have been prepared on a going concern basis, applying the historical cost convention, except for the derivative financial instruments that have been measured at fair value through profit and loss.

The preparation of financial statements in conformity with IFRS requires the Board of Directors to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. The Board of Directors believes that the estimates utilized in preparing its financial statements are reasonable and prudent. Actual results could differ from these estimates and the differences may be material to the financial statements. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements are disclosed in Note 3.

The Fund presents its statement of financial position in order of liquidity. An analysis in respect of recovery or settlement within 12 months after the reporting date (current) and more than 12 months after the reporting date (non-current) is presented in Note 11.

Except as described below, the accounting policies used to prepare these financial statements are consistent with those applied for the year ended 31 December 2018.

### 2.2.1 NEW AND AMENDED STANDARDS AND INTERPRETATIONS MANDATORY FOR THE FIRST TIME FOR THE FINANCIAL YEAR BEGINNING ON 1 JANUARY 2019 IFRIC 23, 'Uncertainty over income tax treatments'

The Interpretation addresses the accounting for income taxes when tax treatments involve uncertainty that affects the application of IAS 12, 'Income Taxes'. The Fund has not identified any material impact on the financial statements following the implementation of IFRIC 23.

### Amendments to IFRS 9: 'Prepayment features with negative compensation'

These amendments clarify that a debt instrument measured at amortized cost or at fair value through comprehensive income passes the 'solely payments of principal and interest on the principal amount outstanding' (SPPI) criterion regardless of an event or circumstance that causes the early termination of the contract and irrespective of which party pays or receives reasonable compensation for the early termination of the contract. These amendments had no impact on the financial statements of the Fund.

### 2.2.2. NEW STANDARDS, AMENDMENTS AND INTERPRETATIONS ISSUED BUT NOT EFFECTIVE FOR THE FINANCIAL YEAR BEGINNING 1 JANUARY 2019 (INCLUDING THOSE PENDING EU ENDORSEMENT) AND NOT EARLY ADOPTED BY THE FUND AS FAR AS PERMITTED

Certain new accounting standards and interpretations have been published that are not mandatory for 31 December 2019 reporting periods and have not been early adopted by the Fund. These amendments and new standards are not expected to have a material impact on the Fund in the current or future reporting periods and on foreseeable future transactions.

## 2.3. FOREIGN CURRENCY TRANSLATION

### 2.3.1. FUNCTIONAL CURRENCY

The functional currency is the currency of the primary economic environment in which the Fund operates. The Fund's majority of returns are US Dollar (USD) based, the capital is raised in USD and the performance is evaluated and its liquidity is managed in USD. Therefore, the Fund concludes that the USD is its functional currency.

The Fund's presentation currency is the USD.

### 2.3.2. TRANSACTIONS AND BALANCES

Foreign currency transactions are translated, in accordance with IAS 21, at the exchange rate prevailing on the date of the transaction.

Assets and liabilities denominated in currencies other than in USD are translated into USD at the exchange rate prevailing at the reporting date.

Exchange differences arising on the settlement of transactions at rates different from those at the date of the transaction, and unrealized foreign exchange differences on unsettled foreign currency monetary assets and liabilities, are recognized in the statement of comprehensive income.

## 2.4. FINANCIAL INSTRUMENTS

### 2.4.1. CLASSIFICATION OF FINANCIAL ASSETS

The Fund classifies its financial assets as measured at amortized cost or at fair value through profit or loss ("FVPL") on the basis of:

- The business model for managing the financial assets; and
- The contractual cash flow characteristics of the financial assets.

#### *Financial assets measured at amortized cost*

A financial asset is measured at amortized cost if it is held within a business model whose objective is to hold financial assets in order to collect contractual cash flows and its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. The Fund includes in this category the loans to Partner Lending Institutions (PLIs), interest receivable on loans, other receivables and cash and cash equivalents.

#### *Financial assets measured at FVPL*

A financial asset is measured at FVPL if:

- Its contractual terms do not give rise to cash flows on specified dates that are solely payments of principal and interest (SPPI) on the principal amount outstanding; or
- It is not held within a business model whose objective is either to collect contractual cash flows or to both collect contractual cash flows and sell; or
- At initial recognition, it is irrevocably designated as measured at FVPL when doing so eliminates or significantly reduces a measurement or recognition inconsistency that would otherwise arise from measuring assets or liabilities or recognizing the gains and losses on them on different bases.

The Fund includes in this category derivative financial instruments in an asset position, being when the fair value is positive.

#### 2.4.2. CLASSIFICATION OF FINANCIAL LIABILITIES

The Fund classifies its financial liabilities as measured at amortized cost or measured at FVPL.

##### *Financial liabilities measured at FVPL*

A financial liability is measured at FVPL if it meets the definition of held for trading. The Fund includes in the category derivative financial instruments in a liability position, being when the fair value is negative.

##### *Financial liabilities measured at amortized cost*

This category includes all financial liabilities other than those measured at FVPL. The Fund includes in this category accrued expenses, other payables, contributions to the technical assistance facility, notes issued, distributions to holders of redeemable shares and net assets attributable to holders of redeemable shares.

#### 2.4.3. RECOGNITION

The Fund recognizes a financial asset or a financial liability when it becomes a party to the contractual provisions of the instrument. Purchases or sales of financial assets that require delivery of assets within the time frame generally established by regulation or convention in the market place (regular way trades) are recognized on the trade date, i.e., the date that the Fund commits to purchase or sell the asset. Loans to PLIs are recognized when cash is advanced to the PLIs.

#### 2.4.4. INITIAL MEASUREMENT

Financial assets and financial liabilities at FVPL are recorded in the statement of financial position at fair value. All transaction costs for such instruments are recognized directly in the statement of comprehensive income.

Financial assets and liabilities, other than those classified as at FVPL, are measured initially at their fair value plus any directly attributable incremental costs of acquisition or issue.

Loans to PLIs are measured initially at the net disbursed amount which is the fair value of the cash given to originate the loan, including any transaction costs that are directly attributable to the acquisition or issue.

#### 2.4.5. SUBSEQUENT MEASUREMENT

After initial measurement, the Fund measures financial instruments which are classified as at FVPL at fair value.

Subsequent changes in the fair value of those financial instruments are recorded in 'Net gain/(loss) on derivative financial instruments' in the statement of comprehensive income.

Financial assets in the form of debt instruments are measured at amortized cost using the effective interest method less any allowance for impairment. Gains and losses are recognized in profit or loss when the debt instruments are derecognized or impaired, as well as through the amortization process.

Financial liabilities, other than those classified as at FVPL, are measured at amortized cost using the effective interest method. Gains and losses are recognized in profit or loss when the liabilities are derecognized, as well as through the amortization process.

The effective interest method is a method of calculating the amortized cost of a financial asset or a financial liability and of allocating and recognizing the interest income or interest expense in profit or loss over the relevant period.

The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial asset or financial liability to the gross carrying amount of the financial asset or to the amortized cost of the financial liability.

When calculating the effective interest rate, the Fund estimates cash flows considering all contractual terms of the financial instruments, but does not consider expected credit losses. The calculation includes all fees paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts.

#### 2.4.6. DE-RECOGNITION

A financial asset (or, where applicable, a part of a financial asset or a part of a group of similar financial assets) is de-recognized where the rights to receive cash flows from the asset have expired, or the Fund has transferred substantially all of the risks and rewards of the asset.

The Fund de-recognizes a financial liability when the obligation under the liability is discharged, cancelled or expired.

#### 2.4.7. IMPAIRMENT OF FINANCIAL ASSETS MEASURED AT AMORTIZED COST

The Fund assesses on a forward-looking basis the expected credit losses associated with the debt instruments measured at amortised cost, including loans to PLIs.

The impairment model applies to all financial assets measured at amortised cost and requires the recognition of impairment provisions based on expected credit losses (ECL).

At each reporting date, the Fund shall measure the loss allowance on loans to PLIs and other financial assets measured at amortised cost at an amount equal to the lifetime expected credit losses if the credit risk has increased significantly since initial recognition. If, at the reporting date, the credit risk has not increased significantly since initial recognition, the Fund shall measure the loss allowance at an amount equal to 12-month expected credit losses.

The Fund measures credit risk and expected credit losses using probability of default ("PD"), exposure at default ("EAD") and loss given default ("LGD"). The Board of Directors considers both historical analysis and forward-looking information in determining any expected credit loss based on the models used.

Significant financial difficulties of a debtor, probability that a debtor will enter bankruptcy or financial reorganization, and default in payments are all considered indicators that a loss allowance may be required.

If the credit risk increases to the point that it is considered to be credit impaired, interest income will be calculated based on the gross carrying amount adjusted for the loss allowance. Regardless of the change in credit rates, if any contractual payment is more than 30 days past due or a counterparty credit rating which has fallen below the lowest rating of the "Investment Grade" category. Any contractual payment which is more than 90 days past due is considered credit impaired. The ECLs are calculated on an individual basis.

#### 2.5. CASH AND CASH EQUIVALENTS

Cash and cash equivalents in the statement of financial position comprise cash on hand and short-term deposits in banks that are readily fixed rate to known amounts of cash and which are subject to an insignificant risk of changes in value, with original maturities of three months or less.

#### 2.6. DERIVATIVE FINANCIAL INSTRUMENTS

The Fund may engage, for the proportion of its portfolio which is invested in a currency other than USD, in currency hedging operations with a view to manage exposures to foreign currency risk. These hedging operations are assimilated as economic hedging. The Fund does not apply hedge accounting and the derivative financial instruments are classified as held for trading. See Note 2.4.

#### 2.7. NOTES ISSUED

Notes issued are recognized initially at fair value including any transaction costs that are directly attributable to their acquisition or issue. Subsequently, they are measured at amortized cost using the effective interest rate method. If redemption is expected in one year or less, notes issued are considered as current liabilities.

#### 2.8. SHARES ISSUED

##### 2.8.1. CLASS A AND CLASS B SHARES

The Class A and Class B shares are redeemable at the maturity of the relevant tranches of classes of shares and are classified as financial liabilities. The liabilities arising from these shares are carried at the redemption amount being the net asset value calculated in accordance with the Issue Document. Proposed distributions to the holders of redeemable shares are recognized in the statement of comprehensive income as finance costs.

##### 2.8.2. CLASS C SHARES

The Class C shares are classified as equity instruments for the following reasons:

- the shares entitle the holder to a pro rata share of the Fund's net assets in the event of the Fund's liquidation;
- the shares are in the class of instruments that is subordinate to all other classes of instruments;
- all shares in the class of instruments that is subordinate to all other classes of instrument have identical features;
- the shares do not include any contractual obligation to deliver cash or another financial asset other than the holder's rights to a pro rata share of the Fund's net assets;
- the total expected cash flows attributable to the shares over the life of the instrument are based substantially on the profit or loss, the change in the recognized net assets or the change in the fair value of the recognized and unrecognized net assets of the Fund over the life of the instrument.

The net allocation of income and capital gains and losses on Class C shares are accounted for as an increase or a decrease of retained earnings. The Fund continuously assesses the classification of Class C shares. If Class C shares cease to have all the features, or meet all the conditions as set out, to be classified as equity, the Fund will reclassify them as financial liabilities and measure them at fair value at the date of reclassification.

### 2.9. INTEREST INCOME AND EXPENSES

Interest income and expenses are recognized in the statement of comprehensive income for all interest-bearing financial instruments using the effective interest method.

### 2.10. EXPENSES

Expenses, including management fees, are recognized in the statement of comprehensive income on an accrual basis.

### 2.11. TAXATION

The Fund is not subject to any tax. In accordance with the "Règlement grand-ducal" dated 14 July 2010, the Fund is exempted from the subscription tax since 23 May 2011.

PLIs may be subject to withholding tax payable on the interest expense made to the Fund. However, the responsibility of such withholding tax payment lies with the PLIs at local level and has thus no impact to the financial statements of the Fund.

## NOTE 3 SIGNIFICANT ACCOUNTING JUDGEMENTS, ESTIMATES AND ASSUMPTIONS

The preparation of the Fund's financial statements requires the Board of Directors to make judgements, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the disclosure of contingent liabilities, at the reporting date. However, uncertainty about these assumptions and estimates could result in outcomes that could require a material adjustment to the carrying amount of the asset or liability affected in future periods. Estimates and underlying assumptions are reviewed on an ongoing basis.

### 3.1. CLASSIFICATION OF DEBT INSTRUMENTS

IFRS 9 requires that the classification of debt instruments is determined based on the business models that the Fund has in place for managing those assets.

There are three business models available under IFRS 9:

- "Hold to collect" model;
- "Hold to collect and sell" model;
- Models that do not meet the criteria of either "Hold to collect" or "Hold to collect and sell".

The Board of Directors, upon recommendation of the Investment Manager, determines the business model based on relevant evidence including quantitative factors (e.g., the expected frequency and volume of sales) and qualitative factors such as :

- how the performance of the business model and the financial assets held within that business model are evaluated and reported to key management personnel;
- the risks that affect the performance of the business model and the financial assets held within that business model, in particular, the way in which those risks are managed; and
- how managers of the business are compensated (e.g., whether the compensation is based on the fair value of the assets managed or on the contractual cash flows collected).

For those assets that are not held for trading or managed on a fair value basis, such as the loans to PLIs, a further assessment has been undertaken of the contractual cash flows that were in place at the time of their origination to determine if they are consistent with those of a basic lending arrangement. That is, whether they have cash flows that are solely payments of principal and interest (SPPI). Where the cash flows are consistent with SPPI, assets are classified at amortized cost or at fair value through other comprehensive income (FVOCI).

As the debt instruments of the Fund have SPPI characteristics and are held within a business model whose objective is to hold them to collect contractual cash flows ("Hold to collect" model), the Directors concluded that the debt portfolio meets the conditions to be classified at amortized cost.

### 3.2. IMPAIRMENT LOSSES ON DEBT INSTRUMENTS

Expected credit losses ("ECL") are determined for debt instruments that are classified at amortized cost.

The measurement of impairment losses under IFRS 9 requires judgement, in particular the estimation of the amount and timing of future cash flows and collateral values when determining losses and the assessment of a significant increase in credit risk. These estimates are driven by a number of factors, changes in which can result in different levels of allowances.

The Fund's ECL calculations are outputs of complex models with a number of underlying assumptions. The significant judgements and estimates in determining ECL include:

- the Company's criteria for assessing if there has been a significant increase in credit risk; and
- the development of ECL models, including the choice of inputs relating to macroeconomic variables.

In determining ECL, the directors are required to exercise judgement in defining what is considered to be a significant increase in credit risk and in making assumptions and estimates to incorporate relevant information about past events, current conditions and forecasts of economic conditions. The PD, LGD and EAD models which support these determinations are reviewed regularly in light of differences between loss estimates and actual loss experience.

The exercise of judgement in making estimations requires the use of assumptions which are highly subjective and very sensitive to the risk factors, in particular to changes in economic and credit conditions across a number of sectors and geographical areas.

### 3.3. FAIR VALUE OF FINANCIAL INSTRUMENTS

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorized within the fair value hierarchy, described as follows, based on the lowest input that is significant to the fair value measurement as a whole:

- Level 1 – Valuations based on quoted prices in active markets for identical assets or liabilities;
- Level 2 – Valuations based on quoted prices in markets that are not active or for which all significant inputs are observable, either directly (as prices) or indirectly (derived from prices); and
- Level 3 – Valuations based on inputs that are unobservable and significant to the overall fair value measurement.

Where the fair values of financial instruments cannot be derived from active markets, they are determined using a variety of valuation techniques that include the use of mathematical models.

The input to these models is taken by observable markets where possible, but where this is not feasible, a degree of judgment is required in establishing fair values. The determination of the adequate valuation method and of underlying assumptions requires significant estimation. For further details, see Note 4 and Note 5.

**NOTE 4**  
**LOANS TO PARTNER LENDING INSTITUTIONS**

	<u>31/12/2019</u>	<u>31/12/2018</u>
Gross loans to PLIs	118,641,869	117,657,542
Cumulated loan loss allowance	(10,366,928)	(14,058,818)
<b>Carrying value of PLIs (excluding interests)</b>	<b>108,274,941</b>	<b>103,598,724</b>
Accrued interests	2,737,285	2,613,309
Interests receivable	208,680	1,140,099
<b>Carrying value of PLIs (including interests)</b>	<b>111,220,906</b>	<b>107,352,132</b>
<b>Fair value of loans to PLIs</b>	<b>125,433,444</b>	<b>120,247,798</b>

Movements in the accumulated impairment losses on loans to PLIs were as follows:

	<u>31/12/2019</u>	<u>31/12/2018</u>
<b>Accumulated impairment losses as at opening</b>	<b>14,058,818</b>	<b>9,838,983</b>
IFRS 9 transition impact upon adoption	-	7,552,787
Additional/(reversal) of impairment losses recognised during the year, net	354,438	(218,844)
Amount written off during the year as uncollectible	(4,046,028)	(3,114,108)
<b>Accumulated impairment losses as at year-end</b>	<b>10,366,928</b>	<b>14,058,818</b>

The fair value of loans is calculated by using valuation techniques based on non-observable data in emerging markets and corresponds to level 3 of IFRS 13 fair value hierarchy. The estimated fair value of loans is based on a discounted cash flow model taking into account the impact from the evolution of (1) foreign exchange rates, (2) changes in local risk-free yield curves (i.e. T-bills and T-bonds) and (3) changes in the internal credit rating on each loan since disbursement date. The impact from the evolution of (1) foreign exchange rates and (2) changes in local yield curves (i.e. T-bills and T-bonds) is estimated based on the valuation of derivatives provided by the Fund's hedge counterparties. Individual discount rates for each loan

are based on an estimation of the average reference rate during the remaining lifetime of each loan and a market-based margin taking into account changes in country risk, credit risk, institutional status (bank, non-bank financial institution, cooperative, NGO) and remaining maturity since the disbursement date of each loan.

For the year ended 31 December 2019, there were no transfers into and out of level 3 fair value measurement.

As at 31 December 2019, the portion of gross loans to PLIs falling due within one year amounts to USD 52,072,977 (2018: USD 45,521,908).

AUDITED FINANCIAL STATEMENTS

The table hereafter shows the credit quality and maximum exposure to credit risk based on the Bank's internal credit rating system and year-end stage classification. The amounts presented are gross of impairment allowances.

CURRENT CREDIT RATING	STAGE 1	STAGE 2	STAGE 3	CARRYING VALUE 31/12/2019
D	-	-	1,675,420	1,675,420
C	-	-	1,381,165	1,381,165
B	-	-	4,552,425	4,552,425
B+	1,683,750	1,819,298	-	3,503,048
BB-	6,998,436	8,547,360	-	15,545,796
BB	18,949,662	2,000,000	-	20,949,662
BB+	18,343,975	18,111,471	-	36,455,446
BBB-	11,331,241	6,029,336	-	17,360,577
BBB	6,599,149	-	-	6,599,149
BBB+	10,619,180	-	-	10,619,180
<b>Grand Total</b>	<b>74,525,393</b>	<b>36,507,466</b>	<b>7,609,010</b>	<b>118,641,869</b>

CURRENT CREDIT RATING	STAGE 1	STAGE 2	STAGE 3	CARRYING VALUE 31/12/2018
D	-	-	5,904,108	5,904,108
C	-	-	2,799,614	2,799,614
B	-	-	1,929,987	1,929,987
B+	-	1,815,823	-	1,815,823
BB-	404,199	14,101,437	-	14,505,636
BB	9,679,143	23,252,514	-	32,931,656
BB+	25,233,904	4,458,205	-	29,692,109
BBB-	15,282,114	-	-	15,282,114
BBB	6,342,461	-	-	6,342,461
BBB+	6,454,033	-	-	6,454,033
<b>Grand Total</b>	<b>63,395,854</b>	<b>43,627,979</b>	<b>10,633,709</b>	<b>117,657,542</b>

AUDITED FINANCIAL STATEMENTS

An analysis of changes in the gross carrying amount is as follows:

GROSS CARRYING AMOUNT	STAGE 1	STAGE 2	STAGE 3	TOTAL
As at 1 January 2019	63,395,854	43,627,979	10,633,709	117,657,542
New assets purchased	41,107,763	9,562,773	-	50,670,536
Assets derecognized or matured*	(24,953,291)	(18,671,160)	(2,015,729)	(45,640,181)
Transfers to Stage 1	3,771,626	(3,771,626)	-	-
Transfers to Stage 2	(7,179,651)	7,179,651	-	-
Transfers to Stage 3	(1,616,907)	(1,420,151)	3,037,058	-
Amounts written off	-	-	(4,046,028)	(4,046,028)
<b>At 31 December 2019</b>	<b>74,525,393</b>	<b>36,507,466</b>	<b>7,609,010</b>	<b>118,641,869</b>

GROSS CARRYING AMOUNT	STAGE 1	STAGE 2	STAGE 3	TOTAL
As at 1 January 2018	61,249,409	29,352,234	16,469,469	107,071,112
New assets purchased	49,903,361	6,757,321	-	56,660,682
Assets derecognized or matured*	(21,031,720)	(16,085,515)	(5,842,999)	(42,960,234)
Transfers to Stage 1	3,203,687	(3,203,687)	-	-
Transfers to Stage 2	(29,689,546)	29,689,546	-	-
Transfers to Stage 3	(239,337)	(2,881,920)	3,121,257	-
Amounts written off	-	-	(3,114,018)	(3,114,018)
<b>At 31 December 2018</b>	<b>63,395,854</b>	<b>43,627,979</b>	<b>10,633,709</b>	<b>117,657,542</b>

\* excluding write-offs

AUDITED FINANCIAL STATEMENTS

An analysis of changes in the corresponding ECLs is as follows:

ECLS	STAGE 1	STAGE 2	STAGE 3	TOTAL
As at 1 January 2019	2,072,508	3,971,758	8,014,552	14,058,818
New assets purchased	1,341,789	885,470	-	2,227,259
Assets derecognized or matured*	(830,958)	(1,949,350)	907,187	(1,873,121)
Transfers to Stage 1	594,123	(594,123)	-	-
Transfers to Stage 2	(197,742)	197,742	-	-
Transfers to Stage 3	(92,931)	(55,074)	148,005	-
Amounts written off	-	-	(4,046,028)	(4,046,028)
<b>At 31 December 2019</b>	<b>2,886,789</b>	<b>2,456,424</b>	<b>5,023,714</b>	<b>10,366,928</b>

ECLS	STAGE 1	STAGE 2	STAGE 3	TOTAL
As at 1 January 2018	2,078,088	3,349,589	11,964,092	17,391,770
New assets purchased	1,844,838	822,018	-	2,666,857
Assets derecognized or matured*	(792,416)	(1,220,725)	(872,650)	(2,885,791)
Transfers to Stage 1	68,906	(68,906)	-	-
Transfers to Stage 2	(1,126,909)	1,126,909	-	-
Transfers to Stage 3	-	(37,127)	37,127	-
Amounts written off	-	-	(3,114,018)	(3,114,018)
<b>At 31 December 2018</b>	<b>2,072,508</b>	<b>3,971,758</b>	<b>8,014,552</b>	<b>14,058,818</b>

\* excluding write-offs

## NOTE 5 DERIVATIVE FINANCIAL INSTRUMENTS

As part of its asset and liability management, the Fund uses forward foreign exchange contracts and cross currency swaps for the proportion of its loan portfolio which is invested in currencies other than USD in order to simultaneously reduce its exposure to foreign exchange risk.

The notional amounts of certain types of derivative financial instrument (e.g. futures, swaps and forward contracts) provide a basis for comparison with instruments recognized on the statement of financial position, but they do not necessarily indicate the amounts of future cash flows involved or the current fair value of the instruments and therefore do not indicate the Fund's exposure to credit or market price risk. These derivative instruments become favorable (assets) or unfavorable (liabilities) as a result of fluctuations in market prices, market interest rates or foreign exchange rates relative to their terms.

The aggregate contractual or notional amount of derivative financial instruments on hand, the extent to which instruments are favorable or unfavorable, and thus the aggregate fair value of derivative financial assets and liabilities can fluctuate significantly from time to time.

The fair values of forward foreign exchange contracts and cross currency swaps are calculated by reference to current exchange rates for contracts with similar maturity and risk profiles and so involved valuation techniques where all the model inputs are observable (either directly or indirectly) in the market. It corresponds to level 2 of the IFRS 13 fair value hierarchy. The Fund does not apply hedge accounting and therefore the fair value of such derivative financial instruments might result in a mismatch with the value of the related financial assets recognized at amortized cost. This effect is unrealized and temporary.

During the year ended 31 December 2019 and 2018, there were no transfers between level 1 and level 2 fair value measurements.

### 5.1. SWAP CONTRACTS

As at 31 December 2019, the Fund holds 90 cross currency swaps (2018: 84) with notional amount of USD 101,735,236 (2018: USD 92,777,958), which have a positive fair value of USD 4,585,521 and a negative fair value of USD 1,579,538 as at 31 December 2019 (2018: a positive fair value of USD 3,908,030 and a negative fair value of USD 1,853,865).

### 5.2. FORWARD FOREIGN EXCHANGE CONTRACTS

As at 31 December 2019, the Fund has the following forward foreign exchange contracts outstanding:

CURRENCY PURCHASED	CURRENCY SOLD	AMOUNT PURCHASED	AMOUNT SOLD	MATURITY DATE	UNREALISED GAIN
USD	RWF	1,210,205	1,215,204,100	28/09/2021	18,800
USD	ZMW	400,749	5,670,600	10/01/2020	2,927
					<b>21,727</b>

As at 31 December 2019, the Fund has the following forward foreign exchange contracts outstanding:

CURRENCY PURCHASED	CURRENCY SOLD	AMOUNT PURCHASED	AMOUNT SOLD	MATURITY DATE	UNREALISED GAIN
USD	ZAR	1,334,739	19,500,000	23/04/2019	(2,770)
USD	EUR	1,978,630	1,700,000	07/01/2019	31,987
					<b>29,217</b>

**NOTE 6  
NOTES ISSUED**

The Fund may from time to time issue notes in the form of subordinated notes ("Subordinated Notes") and senior notes ("Senior Notes") (together the "Notes").

The Notes may be issued in successive series, each with its own duration and coupon determined at the discretion of the Board of Directors at the time the relevant series of Notes is being placed:

- The entitlements of holders of Senior Notes to receive interest payments and repayments of principal rank junior to other creditors of the Fund but senior to all Shareholder payment entitlements and senior to all payment entitlements of holders of Subordinated Notes.
- The entitlements of holders of Subordinated Notes to receive interest payments and principal repayments rank junior to other creditors of the Fund and junior to all payment entitlements of holders of Senior Notes but senior to all Shareholder payment entitlements.

As at 31 December 2019, the Notes issued by the Fund amount to USD 19,824,294 (2018: USD 5,248,588) and are fully drawn. The portion of Notes issued having a maturity within one year amounts to USD 5,324,294 as of 31 December 2019 (2018: USD 2,624,294).

The Subordinated Notes receive a semi-annual coupon payment of USD 6 months Libor + 1%. The general level of interest rates, including the 6 month Libor rate, has decreased since the issuance of the floating rate Subordinated Notes, with a corresponding impact on the semi-annual coupon payments. However, the premium of 1% is estimated to continue to reflect market conditions and as such has not changed since the issuance of the Subordinated Notes. The Investment Manager considers that the amortized cost of USD 19,824,294 is the best estimate of fair value.

**NOTE 7  
SHARE CAPITAL AND NET ASSETS ATTRIBUTABLE  
TO HOLDERS OF REDEEMABLE CLASS A AND  
CLASS B SHARES**

The Fund may issue various classes of shares (each a "Class"), each evidencing a different level of risk.

- The first loss Class C shares ("Class C Shares"), which may be issued in successive series, bear all unrealized/realized capital losses of the Fund (e.g. foreign exchange loss, deterioration in credit quality or defaults with respect to the investments of the Fund) until the Net Asset Value ("NAV") of Class C Shares has been fully depleted. Write backs on unrealized investments and any realized or unrealized capital gains shall be allocated to the Class C Shares in the order of priority as detailed in Note 10. The Class C Shareholders' dividend entitlements rank junior to the dividend entitlements of the Class A and Class B Shareholders as per the waterfall model detailed in Note 10. The NAV of all C Shares must represent at least 33% of the total assets of the Fund at all times.
- The mezzanine Class B shares ("Class B Shares"), which may be issued in successive series, bear unrealized/realized capital losses of the Fund only if the NAV of the Class C Shares has been reduced to zero. Write backs on unrealized investments and any realized or unrealized capital gains shall be allocated to the Class B Shares in the order of priority as detailed in Note 10. The Class B Shareholders' dividend entitlements rank senior to the dividend entitlements of the Class C Shareholders but junior to the dividend entitlements of the Class A Shareholders as per the waterfall model detailed in Note 10. The sum of the NAVs of the C Shares and the B Shares must represent at least 50% of the total assets of the Fund at all times.
- The senior Class A shares ("Class A Shares"), which may be issued in successive series, are insulated against unrealized/realized capital losses of the Fund, bearing such losses only if the NAV of both the Class C Shares and the Class B Shares has been reduced to zero. Write backs on unrealized investments and any realized or unrealized capital gains shall be allocated to the Class A Shares in the order of priority as detailed in Note 10. The Class A Shareholders' dividend entitlements rank senior to the dividend entitlements of the Class B and Class C Shareholders as per the waterfall model detailed in Note 10.

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As at 31 December 2019, the outstanding and uncalled commitments are as follows:

	<b>Senior Class A Shares</b>	<b>Mezzanine Class B Shares</b>	<b>First Loss Class C Shares</b>
<b>As at 31 December 2019</b>	in USD	in USD	in USD
Total outstanding commitment (USD)	29,715,122	19,540,873	-
Total outstanding commitment (EUR)*	13,989,786	-	62,314,790
Amount called (USD)	(29,715,122)	(19,540,873)	-
Amount called (EUR)*	(13,989,786)	-	(62,314,790)
<b>Uncalled commitment (USD)</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Uncalled commitment (EUR)*</b>	<b>-</b>	<b>-</b>	<b>-</b>

\* Called commitment amounts denominated in EUR are translated into USD at the exchange rate prevailing as of the subscription date. Uncalled commitment amounts denominated in EUR are translated into USD at the exchange rate prevailing as of the statement of financial position date.

As at 31 December 2018, the outstanding and uncalled commitments are as follows:

	<b>Senior Class A Shares</b>	<b>Mezzanine Class B Shares</b>	<b>First Loss Class C Shares</b>
<b>As at 31 December 2018</b>	in USD	in USD	in USD
Total outstanding commitment (USD)	29,715,122	32,179,443	-
Total outstanding commitment (EUR)*	13,989,786	8,890,937	62,314,790
Amount called (USD)	(23,715,122)	(22,179,443)	-
Amount called (EUR)*	(13,989,786)	(8,890,937)	(62,314,790)
<b>Uncalled commitment (USD)</b>	<b>6,000,000</b>	<b>10,000,000</b>	<b>-</b>
<b>Uncalled commitment (EUR)*</b>	<b>-</b>	<b>-</b>	<b>-</b>

\* Called commitment amounts denominated in EUR are translated into USD at the exchange rate prevailing as of the subscription date. Uncalled commitment amounts denominated in EUR are translated into USD at the exchange rate prevailing as of the statement of financial position date.

The total outstanding commitment amounts presented above may decrease from one year to another following either the redemption of certain tranches of Class A and Class B shares or the maturity of the uncalled commitment, therefore considered as no longer outstanding.

**NOTE 8**  
**RECONCILIATION OF FINANCING LIABILITIES**

	<b>1 January 2019</b>	<b>Cash flows</b>	<b>Non-cash flows</b>	<b>31 December 2019</b>
Contribution from the technical assistance facility	483,294	(47,430)*	643,978	1,079,842
Distribution payable to holders of redeemable shares	2,740,447	(2,740,447)	3,016,183	3,016,183
Notes issued	5,248,588	14,575,706	-	19,824,294
Net assets attributable to:				
■ holders of redeemable Class A shares	37,704,908	6,000,000	-	43,704,908
■ holders of redeemable Class B shares	31,070,380	(11,529,507)	-	19,540,873

	<b>1 January 2018</b>	<b>Cash flows</b>	<b>Non-cash flows</b>	<b>31 December 2018</b>
Contribution to the technical facility assistance	-	-	483,294	483,294
Distribution payable to holders of redeemable shares	2,063,183	(2,063,183)	2,740,447	2,740,447
Notes issued	7,872,882	(2,624,294)	-	5,248,588
Net assets attributable to:				
■ holders of redeemable Class A shares	25,704,908	12,000,000	-	37,704,908
■ holders of redeemable Class B shares	31,070,380	-	-	31,070,380

\*On 21 June 2019, the Board of Directors ratified the decision to finance the impact study out of the new REGMIFA's technical facility assistance allocation.

## NOTE 9 EXPENSES

### 9.1. FUND MANAGEMENT FEES

In consideration for its services to be provided to the Fund, the Investment Manager is entitled to a management fee payable by the Fund which shall be the aggregate of:

(i) a percentage of the outstanding capital invested by the Fund ("Invested Capital") in PLI Investments as at the end of any calendar month determined as follows:

- 2% per annum for the first USD 50 million of Invested Capital invested in PLI Investments at the end of such calendar month; plus
- 1.75% per annum for the amount of Invested Capital invested in PLI Investments at the end of such calendar month exceeding USD 50 million up to the amount of USD 100 million; plus
- 1.50% per annum for the amount of Invested Capital invested in PLI Investments at the end of such calendar month exceeding USD 100 million up to the amount of USD 200 million; plus
- 1.25% per annum for the amount of Invested Capital invested in PLI Investments at the end of such calendar month exceeding USD 200 million; and

(ii) 0.2% per annum of the amount of Invested Capital invested in Investments other than PLI investments at the end of such calendar month.

The Fund management fee amounted to USD 2,225,256 for the year ended 31 December 2019 (2018: USD 2,252,579).

### 9.2. INVESTMENT MANAGER INCENTIVE BONUS

Depending on the performance of the Fund and the attainment of certain performance targets by each Class of Shares determined by the Board of Directors, the Investment Manager might be entitled to additional performance-based remuneration ("Investment Manager Incentive Bonus"), calculated as a percentage of the year-to-date amount remaining available for allocation of the Income Waterfall, as defined in Note 10.

The Investment Manager Incentive Bonus accrued for as at 31 December 2019 amounted to USD 109,476 (2018: USD 82,160).

### 9.3. SECRETARY FEES

The secretary fees are paid on a monthly basis upon receipt of the invoice.

For the year ended 31 December 2019, the secretary fees amount to USD 94,773 (2018: USD 129,221).

### 9.4. ADMINISTRATION, CUSTODIAN AND DOMICILIATION FEES

The Fund pays an administration fee to Credit Suisse Fund Services (Luxembourg) S.A., which is based on the total net assets including the aggregate issue amount of the Notes issued by the Fund in accordance with the following scale, payable quarterly:

- 0.10% per annum on the first amount of USD 100 million,
- 0.08% per annum on the next amount of USD 100 million,
- 0.04% per annum on the amount above USD 200 million.

A minimal amount of USD 60,000 of administration fee is applied per annum.

For the year ended 31 December 2019, the administration fee amounted to USD 132,232 (2018: USD 126,921).

The Fund pays a custodian fee to Credit Suisse (Luxembourg) S.A., which is based on the total net assets including the aggregate issue amount of the Notes issued by the Fund in accordance with the following scale, payable quarterly:

- 0.03% per annum on the first amount of USD 100 million,
- 0.02% per annum on the next amount above USD 100 million.

A minimal amount of USD 20,000 of custodian fee is applied per annum.

For the year ended 31 December 2019, the custodian fee amount to USD 40,660 (2018: USD 39,658).

The Fund pays an annual lump sum domiciliation fee to Credit Suisse Fund Services (Luxembourg) S.A. For the year ended 31 December 2019, the domiciliation fee amounts to USD 15,000 (2018: USD 15,000).

For the year ended 31 December 2019, the registrar and the compliance monitoring fees amount to USD 15,000 (2018: USD 15,000).

### 9.2 INVESTMENT MANAGER INCENTIVE BONUS

As at 31 December 2019, the accrued expenses mainly relate to Fund management fees and direct operating expenses and amount to USD 555,927 (2018: USD 1,026,089).

**NOTE 10**  
**ALLOCATION AND DISTRIBUTION WATERFALLS**

At each date on which a net asset value ("NAV") calculation is made ("NAV Calculation Date"), the year-to-date cumulative net income ("Net Income") of the Fund for the relevant calendar year is determined. The Net Income equals the sum of (i) the Fund's cumulative year-to-date income (received and/or accrued) in the relevant calendar year less the year-to-date cumulative Fund Expenses (including, but not limited to, operating expenses and Management Fees) for the calendar year, plus (ii) any year-to-date interest payments on the Notes for the calendar year. For the purposes of this computation: (i) all realized and unrealized (i.e. accrued) interest owed to the Fund are included in the Fund's Net Income (if any interest is not received by the Fund or if previously accrued interest is not paid to the Fund, such amounts come in deduction of the Fund's Net Income) and (ii) the portion of the value of any related derivative financial instrument which is linked to the accrued interest on any loan is allocated to the Net Income of the Fund.

At each NAV Calculation Date, the year-to-date positive Net Income of the Fund is allocated according to the Fund waterfall mechanism as set forth in the Issue Document, which is designed to compensate investors based on their respective investment risk and provide the necessary funding for the Fund's ongoing operations. The amount of dividend distributable to Class A, B and C Shares at each NAV Calculation Date is limited to a level of target dividend whose determination is defined in the relevant subscription agreements. Operational aspects of the Fund compensated through the waterfall structure include i) the Foreign Exchange Currency ("FX") reserve payment, which is allocated annually to the Class C Shares to protect against an erosion of value due to FX losses; ii) a component of the overall funding for a technical assistance facility ("TA Facility") established in parallel with the Fund to provide technical assistance to PLIs in their development and growth as well as to prepare and to support PLI Investments; and iii) the Investment Manager Incentive Bonus, as described in Note 8.2, included to align the interests of the Investment Manager with those of the Fund's investors.

The TA Facility and Investment Manager Incentive Bonus are accrued for throughout the year based on the performance of the Fund and on the remaining amounts available subsequent to the allocation of target dividends. In the context of the preparation of the financial year-end net asset value, the Board of Directors approves the final amounts based on the performance of the Fund during the first meeting subsequent to the financial year-end. The accrual is therefore adjusted accordingly at year-end.

All amounts exceeding target dividends and contributions to operational aspects are used to pay out complementary dividends to shareholders in accordance with the terms and conditions stated in the Fund's Issue Document.

At each NAV Calculation Date, in case the year-to-date Net Income of the Fund is negative, it will be allocated in the following order of priority:

- Class C Shares up to the total NAV of the Class C Shares, pro rata to the NAV of each Series of Class C Shares,
- Class B Shares up to the total NAV of the Class B Shares, pro rata to the NAV of each Series of Class B Shares,
- Class A Shares up to the total NAV of the Class A Shares, pro rata to the NAV of each Series of Class A Shares.

In addition, at each NAV Calculation Date, once the allocation of Net Income has been made, the amount available for allocation through the Capital Waterfall of the period is determined as follows:

- any year-to-date write backs on unrealized Investments, plus
- any impairment allowances due to the deterioration in credit quality or defaults with respect to the Investments of the Fund, plus
- any realized and unrealized gains and losses on local currency loans to PLIs due to changes in the value of the local currency, plus
- any other year-to-date realized or unrealized capital gains and losses on foreign exchange (other than on local currency loans to PLIs), plus
- the foreign exchange compensation amount ("FX Compensation Amount"), which protects the C Share class against expected FX depreciation on unhedged investments, plus
- realized and unrealized gains or losses from the value of derivative financial instruments held by the Fund. This is calculated as the portion of the value of derivative financial instruments held by the Fund other than the portion of the value of the related derivative financial instruments which is linked to the accrued interest on the loans (this accounting rule has been defined after the Fund's inception, which explains why no reference to it is made in the Fund's Issue Document).

The Capital Waterfall is allocated in the following order of priority:

- if positive Capital Waterfall, first to Class A Shares showing a positive difference between the issue price and their NAV (the "NAV Deficiency") at period ends,
- if positive Capital Waterfall, then to Class B Shares showing a NAV Deficiency at period ends,
- further and either positive or negative Capital Waterfall, to Class C Shares pro rata to their NAV at period ends.

**NOTE 11  
CALCULATION OF DISTRIBUTABLE INCOME  
AND CAPITAL GAINS AND LOSSES**

**11.1. CALCULATION OF DISTRIBUTABLE INCOME  
(INCOME WATERFALL)**

	<b>31/12/2019</b>	<b>31/12/2018</b>
Interest income on loans	14,100,619	14,160,287
Interest income on bank deposits	354,844	383,948
Other income	40,623	40,208
Management fees	(2,225,256)	(2,252,579)
Secretary fees	(94,773)	(129,221)
Legal and audit fees	(142,935)	(158,071)
Administration, custodian and domiciliation fees	(202,892)	(196,580)
Other administrative expenses	(116,065)	(320,905)
Marketing and promotion expenses	(38,805)	(32,200)
Interest expenses on Notes	(173,877)	(229,920)
Bank charges	(23,346)	(10,826)
Net loss on derivative financial instruments (interest portion)	(5,674,000)	(5,755,456)
<b>Total</b>	<b>5,804,137</b>	<b>5,498,685</b>

**11.2. CALCULATION OF CAPITAL GAINS AND LOSSES  
SPECIFIC TO CLASS C SHARES (CAPITAL WATERFALL)**

In addition to the above, capital gains and losses are allocated only to Class C Shares, pro rata to the NAV of each Series of Class C Shares as follows:

	<b>31/12/2019</b>	<b>31/12/2018</b>
Net foreign exchange loss on loans to PLIs	(7,827,230)	(7,427,208)
Other net foreign exchange loss	(76,070)	(178,273)
Net gain on derivative financial instruments (notional portion)	3,583,398	1,784,908
Loan loss allowance	3,691,890	3,332,952
<b>Total</b>	<b>(628,012)</b>	<b>(2,487,621)</b>

### 11.3. ALLOCATION OF DISTRIBUTABLE INCOME AND CAPITAL GAINS AND LOSSES

As a result of the above-mentioned calculation, the total allocation waterfall is as follows:

	31/12/2019	31/12/2018
Target dividend on Class A Shares	1,654,491	1,012,201
Complementary dividends on Class A Shares	86,143	38,899
Target dividend on Class B Shares	1,180,344	1,599,851
Complementary dividends on Class B Shares	95,205	89,496
<b>Total dividends distributable to Class A Shares and Class B Shares</b>	<b>3,016,183</b>	<b>2,740,447</b>
<b>Contribution to the technical assistance facility</b>	<b>643,978</b>	<b>483,294</b>
<b>Investment Manager incentive bonus</b>	<b>109,476*</b>	<b>82,160</b>
Target dividend on Class C Shares	1,681,345	1,920,043
Complementary dividends on Class C Shares	353,155	272,740
Capital gains and losses specific to Class C Shares	(628,012)	(2,487,621)
<b>Total allocated to Class C Shares</b>	<b>1,406,488</b>	<b>(294,838)</b>
Profit before performance allocation	5,176,125	3,011,063

\*out of which USD 87,581 was subsequently approved by the Board of Directors.

As a result, for the year ended 31 December 2019, a total amount of USD 1,740,634 is payable to the holders of Class A Shares (2018: USD 1,051,101), a total amount of USD 1,275,549 is payable to the holders of Class B Shares (2018: USD 1,689,347), and a total amount of USD 1,406,488 has been capitalized to the Class C Shares, pro rata to the NAV of each Series of Class C Shares (2018: negative amount of USD 294,838).

## NOTE 12 RISK MANAGEMENT

The Fund is mainly exposed to credit risk, market risk (which includes mainly currency risk and interest rate risk) and liquidity risk arising from the financial instruments it holds.

### 12.1. CREDIT RISK

Credit risk is the risk that an issuer or counterparty will be unable to meet a commitment that it has entered into with the Fund.

The insolvency or other business failure of any one or more of the PLIs in which the Fund has invested could have a material and adverse effect on the Fund's performance and ability to achieve its objectives. The Fund runs the risk of any one or more of the PLIs defaulting on their borrowings from the Fund. Such PLIs may default on their interest and/or on their principal repayment. The Fund mitigates this risk by carefully selecting the PLIs and then by closely monitoring them on a quarterly basis.

Prior to submitting a PLI Investment to the Fund's Investment Committee, the Investment Manager, through its Sub Saharan Africa-based team, performs a detailed country analysis, a PLI credit risk assessment, a PLI social responsibility evaluation, a PLI monthly monitoring report and an Anti-Money Laundering assessment. The outcomes of all above checks are reported in a detailed report presented to the Investment Committee.

In addition, in order to be selected as suitable PLIs, financial institutions should meet a number of criteria at the time of investment by the Fund (in each case as reasonably determined by the Investment Committee upon recommendation by the Investment Manager). Such criteria relate to a wide array of PLI dimensions, but not limited to the legal, operational, social, governance, and environmental aspects.

On the monitoring side, the Investment Manager reviews on a monthly basis the credit quality and financial reporting of each PLI based on the monthly financial data that is reported by the PLI directly in the Investment Manager's information system at the end of each month. In addition, the Investment Analysis team of the Investment Manager performs an in-depth and on-site review of each PLI on an annual basis (or more frequently in case of material change). Each analyst remains in constant

interaction with the PLI through its monthly processes and signals any material change to the Investment Services team which could affect any given transaction with such PLI, similarly at the country level. Portfolio valuation and covenant monitoring is performed on an ongoing basis. This close monitoring of the financial performance of investees enables the team to detect as early as possible any negative trend that would negatively impact the PLI's ability to reimburse a loan or enter into a breach of covenants. In addition, the Investment Manager performs the legal risk management process, reviewing each loan covenant of each given transaction on a monthly basis.

For all outstanding investments in the loan portfolio, the Investment Manager performs the following:

- Legal and financial covenants monitoring: The Investment Services team reviews all legal covenants and obligations related to each transaction for material events on a monthly basis, validating their compliance and reporting to the lender. Any material event triggers a risk management process for the underlying obligation which involves challenging and questioning by the Investment Analysis team over and beyond the monthly and annual monitoring.
- Quarterly Investment valuation: Pursuant to the legal covenant review and risk management process, the Investment Services team proposes quarterly valuation guidance for each transaction to the Investment Manager based on predefined rules and criteria.
- Payment collection: On each payment date, the Investment Services team sends out reminders and confirmation receipts to the PLI and custodian bank. The team supervises and assists throughout the payment collection process.

### 12.1.1. MAXIMUM EXPOSURE TO CREDIT RISK

The table below shows the maximum exposure to credit risk of the Fund. The maximum exposure is shown gross, before the effect of mitigation through the use of collaterals and loan loss allowance.

	31/12/2019	31/12/2018
<b>Statement of financial position</b>		
Loans to PLIs	118,641,869	117,657,542
Derivative financial instruments (*)	4,607,248	3,940,017
Interest receivable on loans to PLIs	3,717,460	5,672,103
Other receivables	4,217,304	1,093,174
Cash and cash equivalents	26,017,377	23,549,257
<b>Total</b>	<b>157,201,258</b>	<b>151,912,093</b>
<b>Off-balance sheet</b>		
Committed undisbursed amounts on loans to PLIs	-	-
<b>Total</b>	<b>-</b>	<b>-</b>
<b>Total gross maximum exposure</b>	<b>157,201,258</b>	<b>151,912,093</b>

(\*) See Note 5 for further details.

### 12.1.2. RISK CONCENTRATION OF LOAN PORTFOLIO TO CREDIT RISK

*Risk concentration by PLI*

In the context of the credit risk analysis, the concentration risk analysis of the Fund's gross loans portfolio by PLI as of 31 December 2019 and 2018 is as follows:

31 DECEMBER 2019	AMOUNTS IN USD	%	31 DECEMBER 2018	AMOUNTS IN USD	%
Top 1	9,765,750	8.23%	Top 1	9,945,404	8.45%
Top 3	20,384,930	17.18%	Top 3	24,375,509	20.72%
Top 5	28,786,175	24.26%	Top 5	33,973,961	28.88%
Top 10	48,241,929	40.66%	Top 10	54,776,611	46.56%
Top 20	77,642,115	65.44%	Top 20	81,363,593	69.15%
Top 30	96,142,250	81.04%	Top 30	97,413,554	82.79%
Top 40	110,651,199	93.26%	Top 40	109,294,596	92.89%
Top 50	118,404,089	99.80%	Top 50	117,034,008	99.47%
Top 51	118,641,869	100.00%	Top 53	117,657,542	100.00%

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*Risk concentration by geographical regions*

The table below shows the credit risk analysis of the Fund's gross loan portfolio per geographical region as of 31 December 2019 and 2018:

	31 DECEMBER 2019		31 DECEMBER 2018	
	Amounts in USD	%	Amounts in USD	%
Ivory Coast	15,636,459	13.18%	16,267,023	13.83%
Madagascar	11,916,363	10.04%	10,848,753	9.22%
Senegal	10,327,004	8.70%	7,356,174	6.25%
South Africa	10,259,779	8.65%	4,720,352	4.01%
Kenya	9,814,292	8.27%	16,441,447	13.97%
Nigeria	9,675,420	8.16%	11,608,080	9.87%
Burkina Faso	9,305,525	7.84%	6,333,051	5.38%
Ghana	9,090,386	7.66%	6,705,175	5.70%
Zambia	8,424,662	7.10%	9,856,371	8.38%
Mali	6,117,625	5.16%	3,772,395	3.21%
Uganda	4,890,723	4.12%	4,874,871	4.14%
Democratic Republic of Congo	4,000,050	3.37%	4,500,000	3.82%
Angola	2,791,852	2.35%	2,799,614	2.38%
Tanzania	2,241,690	1.89%	5,453,579	4.64%
Rwanda	1,381,165	1.16%	1,420,151	1.21%
Sierra Leone	1,000,000	0.84%	1,172,958	1.00%
Cameroon	881,817	0.74%	1,714,725	1.46%
Malawi	508,214	0.43%	995,171	0.85%
Niger	378,844	0.32%	771,626	0.66%
Chad	-	-	46,028	0.04%
<b>Total</b>	<b>118,641,869</b>	<b>100.00%</b>	<b>117,657,542</b>	<b>100.00%</b>

The above risk concentrations reflect the Fund's exposures by market and PLI, including amounts that are currently impaired for which recovery efforts are ongoing. The portfolio value in the risk concentration tables differs from the portfolio value in the statement of financial position by USD 10,366,928, which consists of the loan loss allowance as of 31 December 2019 (2018: USD 14,058,818).

### 12.1.3. CREDIT QUALITY

*Credit risk exposure for each internal risk rating.*

The institutional risk of PLIs is closely monitored by the Investment Manager's professional, independent central and local risk experts using internal credit ratings.

The current methodology takes into account quantitative and qualitative factors, the degree of maturity of the PLI, as well as monthly monitoring and annual visits. The methodology is based both on a credit risk and performance assessment. The performance assessment reviews three years of past audited and operational quantitative information, divided into three analytical dimensions: operational efficiency, financial results, and social impact, and about thirty indicators.

The credit risk assessment is focused on future outlook; there are five key dimensions, divided into about twenty five qualitative indicators: strategy and governance, people and organization, products and services, financial management, and control and systems. The outcome of the scoring methodology is a credit risk scoring and rating grade that reflects the specific risk of an institution. It does not include any systematic risk aspects (i.e. industry, currency, political risk among others). The rating scale grades from AAA to D, subdivided into 10 levels, each divided into three subsets of plus (+), neutral and minus (-).

The Fund rating's categories are as follows:

SCALING	QUALIFIER	RATING GRADE
97% - 100%	Extremely strong repayment capacity	AAA
88% - 97%	Very strong repayment capacity	AA
79% - 88%	Strong repayment capacity	A
70% - 79%	Moderate repayment capacity	BBB
61% - 70%	Questionable repayment capacity	BB
52% - 61%	Weakened repayment capacity	B
43% - 52%	Vulnerable to non-payment	CCC
37% - 43%	High vulnerable to non-payment	CC
31% - 37%	Very high vulnerable to non-payment	C
0% - 31%	Payment default	D

The table below is a credit rating analysis of the Fund's loan portfolio as of 31 December 2019 and 2018 based on the Fund's credit rating system:

	31 DECEMBER 2019		31 DECEMBER 2018	
	Amounts in USD	%	Amounts in USD	%
AAA	-	-	-	-
AA	-	-	-	-
A	-	-	-	-
BBB	34,578,906	29.15%	28,078,608	23.86%
BB	72,950,904	61.49%	77,129,402	65.55%
B	8,055,473	6.79%	3,745,810	3.18%
CCC	-	-	-	-
CC	-	-	-	-
C	1,381,165	1.16%	2,799,614	2.38%
D	1,675,420	1.41%	5,904,108	5.02%
<b>Total</b>	<b>118,641,869</b>	<b>100.00%</b>	<b>117,657,542</b>	<b>100.00%</b>

*Credit risk exposure to counterparties from cash deposits*

As at 31 December 2019, the Fund holds cash in current accounts of USD 23,048,430 (2018: USD 18,538,901) and is mainly exposed to the credit risk with Credit Suisse, whose rating is P-1 according to Moody's and A-1 according to Standard & Poor's. As at 31 December 2019, cash for a total amount of USD 577,487 (2018: USD 588,111) has been pledged as collateral with ICBC Standard Bank rated BBB+ according to Standard & Poor's.

As at 31 December 2019, collateral had been posted with TCX acting as a hedge counterparty with the Fund for USD 2,968,947 (2018: USD 3,179,874), rated A- according to Standard & Poor's. As at 31 December 2018, collateral was posted with ICBC Standard Bank for an amount of USD 1,830,481, rated BBB+ according to Standard & Poor's. The account with ICBC Standard Bank has been closed during 2019.

*Impairment assessment*

The Investment Manager monitors on a monthly basis whether each investee of the Fund is in compliance with all financial and non-financial covenants per the respective loan contract. In case of a breach of financial covenant with no perspective of resolution through improvement of the situation over the next quarter, the Investment Manager will make an impairment recommendation to the Fund Investment Committee for the next quarterly NAV calculation. In case of payment default (as defined in each loan agreement), the Investment Manager will make an impairment recommendation to the Fund Investment Committee for the next quarterly NAV calculation if the carrying amount of the relevant loan exceeds its recoverable amount.

The Fund recognizes expected credit losses on loans to PLIs based on its own probability of default model. As at 31 December 2019, loan loss allowance on principal amounts to USD 10,366,928 (2018: USD 14,058,818), which represents 8.74% (2018: 11.95%) of the gross portfolio.

IFRS 9 impairment methodology is forward looking, factoring in all future principal and interest cash flows. The loan loss allowance is applied to the entire portfolio (including non-workout institutions). Partner lending institutions are separated into Stage 1, 2 and 3 loans depending on changes to credit quality at year-end relative to credit quality at loan's disbursement. As of 31 December 2019, Stage 1 loans, having a loan loss allowance of USD 2,886,789 (2018: USD 2,072,508) determined at a 12 month ECL, reflect the stable credit quality. Stage 2 loans, having a loan loss allowance of USD 2,456,424 (2018: USD 3,971,758) determined at

a lifetime ECL, reflect a deterioration of credit quality, as a result of country risk and institutional risk increase. Stage 3 loans, having a loan loss allowance of USD 5,023,714 (2018: USD 8,014,552) determined at a lifetime ECL, indicate a default situation.

The ECL model is sensitive to the determined staging of each PLI. Should all PLIs be reallocated from stage 1 to stage 2, the negative impact on credit loss allowance would amount to USD 1.4 million.

As regards cash and cash equivalents, the policy of the Fund is to book allowance for expected credit loss if the counterparty concerned has a long-term issue credit rating from Standard & Poor's below A and the amount at stake is deemed significant.

**12.2. LIQUIDITY RISK**

The Fund may invest in loans or other debt instruments issued by PLIs most of which will neither be listed on a stock exchange nor dealt in on another regulated market. The issuance of such instruments may not be subject to any control, review or oversight by a regulatory authority. In most cases there is no secondary market for the trading of the debt instruments issued by PLIs. Thus, such instruments will generally be illiquid. Such illiquidity may affect the Fund's ability to vary its portfolio or dispose or liquidate part of its portfolio in a timely fashion and at satisfactory prices in response to changes in economic or other conditions and this could have an adverse effect on the Fund's financial condition and results of operations.

In order to manage the liquidity of the Fund and address the above risks, the following rules are applied:

- Excess cash liquidity is temporarily deposited with international investment grade banks or invested in money-market instruments.
- The Investment Manager shall strive to maintain cash on hand that represents the greater of 5% of the Fund Total Assets or a 120% of the Fund's projected 30-day liabilities. As soon as liquidity falls below this percentage, the Investment Manager shall notify the Board and Investment Committee immediately.
- In addition, the Fund may at any time draw down from existing commitments on Class A Shares and Class B Shares or Notes and on a quarterly basis on Class C Shares. There were no existing uncalled commitments from Shareholders to the Fund as at 31 December 2019 (2018: USD 16 million).

AUDITED FINANCIAL STATEMENTS

The following table demonstrates the forecasted cash flows of the Fund per maturity band:

<b>31 DECEMBER 2019</b>	<b>LESS THAN 3 MONTHS</b> <small>(in USD)</small>	<b>3 MONTHS TO 1 YEAR</b> <small>(in USD)</small>	<b>1 YEAR TO 5 YEARS</b> <small>(in USD)</small>	<b>MORE THAN 5 YEARS</b> <small>(in USD)</small>	<b>UNDEFINED MATURITY</b> <small>(in USD)</small>	<b>TOTAL</b> <small>(in USD)</small>
Loans to PLIs*	18,672,695	74,803,943	76,577,979	-	-	170,054,617
Other receivables	3,639,816	577,487	-	-	-	4,217,303
Cash and cash equivalents	26,017,377	-	-	-	-	26,017,377
<b>Total financial assets</b>	<b>48,329,888</b>	<b>75,381,430</b>	<b>76,577,979</b>	<b>-</b>	<b>-</b>	<b>200,289,297</b>
Undrawn capital commitments	-	-	-	-	-	-
<b>Total financial assets and undrawn capital commitments</b>	<b>48,329,888</b>	<b>75,381,430</b>	<b>76,577,979</b>	<b>-</b>	<b>-</b>	<b>200,289,297</b>
Notes**	-	6,025,058	13,198,143	2,796,246	-	22,019,447
Derivative financial instruments**	4,077,390	15,752,086	12,911,908	-	-	32,741,384
Accrued expenses	555,927	-	-	-	-	555,957
Other payables	84,423	-	-	-	-	84,243
Distribution payable to holders of redeemable shares	-	3,016,183	-	-	-	3,016,183
Net assets attributable to Class A and Class B Shares	-	8,715,100	44,530,681	10,000,000	-	63,245,781
<b>Total financial liabilities</b>	<b>4,717,740</b>	<b>33,508,427</b>	<b>70,640,732</b>	<b>12,796,246</b>	<b>-</b>	<b>121,663,145</b>
Committed undisbursed amounts on loans to PLIs	-	-	-	-	-	-
<b>Total financial liabilities and committed undisbursed amounts on loans to PLIs</b>	<b>4,717,740</b>	<b>33,508,427</b>	<b>70,640,732</b>	<b>12,796,246</b>	<b>-</b>	<b>121,663,145</b>

\* Based on principal amounts at historical cost, considering hedging with derivative financial instruments, and including future interest income

\*\* Including future interest expenses

AUDITED FINANCIAL STATEMENTS

The following table demonstrates the forecasted cash flows of the Fund per maturity band:

<b>31 DECEMBER 2018</b>	<b>LESS THAN 3 MONTHS</b> <small>(in USD)</small>	<b>3 MONTHS TO 1 YEAR</b> <small>(in USD)</small>	<b>1 YEAR TO 5 YEARS</b> <small>(in USD)</small>	<b>MORE THAN 5 YEARS</b> <small>(in USD)</small>	<b>UNDEFINED MATURITY</b> <small>(in USD)</small>	<b>TOTAL</b> <small>(in USD)</small>
Loans to PLLs*	17,530,724	43,367,205	77,672,483	4,252,764	-	142,823,176
Other receivables	505,063	-	-	-	-	505,063
Cash and cash equivalents	24,137,368	-	-	-	-	24,137,368
<b>Total financial assets</b>	<b>42,173,155</b>	<b>43,367,205</b>	<b>77,672,483</b>	<b>4,252,764</b>	<b>-</b>	<b>167,465,607</b>
Undrawn capital commitments	16,000,000	-	-	-	-	16,000,000
<b>Total financial assets and undrawn capital commitments</b>	<b>58,173,155</b>	<b>43,367,205</b>	<b>77,672,483</b>	<b>4,252,764</b>	<b>-</b>	<b>183,465,607</b>
Notes**	-	2,778,484	2,701,671	-	-	5,480,155
Derivative financial instruments**	2,505,576	8,703,739	9,096,848	-	-	20,306,163
Accrued expenses	1,026,089	-	-	-	-	1,026,089
Other payables	534,009	-	-	-	-	534,009
Distribution payable to holders of redeemable shares	-	2,740,447	-	-	-	2,740,447
Net assets attributable to Class A and Class B Shares	-	24,821,100	43,954,119	-	-	68,75,219
<b>Total financial liabilities</b>	<b>4,065,674</b>	<b>39,043,770</b>	<b>55,752,638</b>	<b>-</b>	<b>-</b>	<b>98,862,082</b>
Committed undisbursed amounts on loans to PLLs	-	-	-	-	-	-
<b>Total financial liabilities and committed undisbursed amounts on loans to PLLs</b>	<b>4,065,674</b>	<b>39,043,770</b>	<b>55,752,638</b>	<b>-</b>	<b>-</b>	<b>98,862,082</b>

(\*) Based on principal amounts at historical cost, considering hedging with derivative financial instruments, and including future interest income

(\*\*) Including interest expenses

## 12.3. MARKET RISK

### 12.3.1. INTEREST RATE RISK

Interest rate risk arises from the possibility that changes in interest rates will affect future cash flows of financial instruments.

The Fund may be exposed to interest rate risks to the extent that the rate basis for its assets and liabilities do not fully match. The Fund seeks to reduce this risk and to match the rate basis on its assets and liabilities. As of 31 December 2019, 89.4% (2018: 81.1%) of the portfolio yields floating interest rates with USD 6-month Libor as the rate basis (local currency denominated loans hedged for both currency and interest rate risk). 10.6% of the portfolio is denominated in USD (2018: 19.03%), the functional currency of the Fund, yielding a fixed USD rate.

Investor returns for Notes and redeemable shares are based on floating interest rates with USD 6-month Libor as the rate

basis, with the exception of the Class C Shares. Due to the structure of the Fund and the unlimited maturity of Class C Shares, perfect matches are not achievable by the Fund.

Investors must also be aware that changes in interest rates will affect the relative value of the Fund's investments. In general, if interest rates increase, it is expected that the relative value of the Fund's existing investments will decrease, and conversely, if interest rates decrease, it is expected that such relative value will increase.

The level of prevailing interest rates also may affect the economies of the target countries and any applicable markets outside of the target countries, and, in turn, the value of the Fund's investments.

Interest rate risk also arises from the possibility that changes in interest rates will affect future cash flows of financial instruments as well as the Fund's profitability.

INCREASE (in bps)	31 DECEMBER 2019		31 DECEMBER 2018	
	EFFECT ON PROFIT BEFORE TAX (in USD)	EFFECT ON PROFIT BEFORE TAX (in %)	EFFECT ON PROFIT BEFORE TAX (in USD)	EFFECT ON PROFIT BEFORE TAX (in %)
10	17,957	0.9%	16,313	0.6%
50	89,787	4.6%	81,564	3.0%
100	179,574	9.2%	163,128	6.0%

### 12.3.2. CURRENCY RISK

Currency risk is the risk that the value of financial instruments fluctuates due to changes in foreign exchange rates. As at 31 December 2019, all of the Fund's financing instruments (notes and redeemable shares) are denominated in the functional currency of the Fund (2018: 100%). 16.7% of the Fund's PLI investments are denominated in USD (2018: 19.03%), 83.3% are denominated in local currency and hedged for both currency and interest rate risk (2018: 81.1%), and nil are denominated in EUR and unhedged.

As at 31 December 2019, the Fund's total unhedged open currency exposure amounts to USD nil (2018: USD 54,504).

The table below indicates the currencies to which the Fund had significant exposure at 31 December 2019 and 2018 on its PLIs investments. The analysis calculates the effect of a reasonably possible movement of the currency rates against the USD on the net assets and the net equity, with all other variables held constant.

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CURRENCY	31 DECEMBER 2019		31 DECEMBER 2018	
	CHANGE IN CURRENCY RATE	EFFECT ON THE NET ASSETS/ NET EQUITY	CHANGE IN CURRENCY RATE	EFFECT ON THE NET ASSETS/ NET EQUITY
Currency	(in USD)	(in %)	(in USD)	(in %)
EUR	10%	(256,556)	10%	(447,573)
EUR	5%	(128,278)	5%	(223,787)

An equivalent increase would have resulted in an equivalent but opposite impact.

The possible 5% and 10% shift in currency rates represent management's best estimate, having regards to historical volatility

As at 31 December 2019 and 2018, the split of the loan portfolio by currency is as follows:

AS AT 31 DECEMBER 2019				AS AT 31 DECEMBER 2018			
	Number of loans	Total amount* USD	% of net assets		Number of loans	Total amount* USD	% of net assets
XOF	28	41,765,456	34.83%	XOF	21	31,785,288	25.62%
USD	22	20,330,963	16.95%	USD	19	23,607,694	19.03%
MGA	5	10,232,613	8.53%	MGA	4	9,705,603	7.82%
ZAR	9	10,259,779	8.55%	ZAR	6	4,720,352	3.81%
GHS	7	9,090,386	7.58%	GHS	6	6,705,175	5.41%
KES	7	8,814,292	7.35%	KES	11	16,441,447	13.25%
ZMW	9	7,942,186	6.62%	ZMW	9	9,856,371	7.95%
UGX	6	4,890,723	4.08%	UGX	5	4,874,871	3.93%
EUR	2	2,565,567	2.14%	EUR	6	4,475,735	3.61%
TZS	1	2,241,690	1.87%	TZS	1	1,453,579	1.17%
MWK	1	508,214	0.42%	MWK	1	995,171	0.80%
RWF	-	-	-	RWF	1	1,420,151	1.14%
XAF	-	-	-	XAF	1	1,143,150	0.92%
SLL	-	-	-	SLL	2	472,958	0.38%
NGN	-	-	-	NGN	-	-	-
	<b>97</b>	<b>118,641,869</b>	<b>98.93%</b>		<b>93</b>	<b>117,657,542</b>	<b>94.46%</b>

(\*) net of the effect of the forward exchange transactions as of 31 December 2019 and 2018.

**12.3.3. OPERATIONAL RISK**

Operational risk is the risk of loss arising from systems failures, human errors, fraud or external events. When controls fail to perform, operational risk can cause damage to reputation, have legal or regulatory implications, or lead to financial loss. The Fund cannot expect to eliminate all operational risks, but through a control framework and by monitoring and responding to potential risks, the Fund is able to manage the risks. Controls include effective segregation of duties, access, authorization and reconciliation procedures, staff education and assessment processes, including the use of internal audit.

**NOTE 13  
CAPITAL MANAGEMENT**

The Fund is not subject to externally imposed capital requirements and has no restrictions on the issue, repurchase and resale of shares.

The Fund's objectives for managing capital are:

- To invest the capital in investments meeting the description, risk exposure and expected return indicated in its prospectus.
- To achieve consistent returns while safeguarding capital by investing in diversified portfolio, by participating in derivative and other advanced capital markets and by using various investment strategies and hedging techniques.
- To maintain sufficient liquidity to meet the expenses of the Fund and fulfill all financial obligations.
- To maintain sufficient size to make the operation of the Fund cost efficient.

**NOTE 14  
RELATED PARTY TRANSACTIONS**

Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial or operational decisions or is part of key management of the Fund.

**BOARD OF DIRECTORS**

During the year ended 31 December 2019, an amount of USD 25,710 of travel expenses was reimbursed to the Directors (2018: USD 20,392). Directors' and IC member fees for the year ended 31 December 2019 amounted to USD 137,761 (2018: USD 152,545). The listing of the members of the Board of Directors is shown on page 3 of the annual report.

**INVESTMENT MANAGER***Management fee and Incentive Bonus*

Symbiotics S.A. serves as the Investment Manager of the Fund. The Investment Manager is entitled to a management fee. In addition, depending on the performance of the Fund, the Investment Manager might be entitled to additional performance-based remuneration. See Note 9.1, 9.2, 10 and 11 for further details.

**NOTE 15  
APPROVAL OF THE FINANCIAL STATEMENTS**

On 14 May 2020, the Board of Directors resolved to authorize the issuance of the financial statements of the Fund for the year ended 31 December 2019 and decided to submit them to the Annual General Meeting of Shareholders for approval.

**NOTE 16  
SUBSEQUENT EVENTS**

The coronavirus disease 2019 (COVID-19) was first identified in December 2019 in Wuhan, the capital of China's Hubei province. Since that time COVID-19 spread across China and the world and on 11 March 2020 the World Health Organization (WHO) officially declared COVID-19 a pandemic.

While the spread of the disease to the sub-Saharan African (SSA) countries where the Fund invests was initially slower than to other parts of the world, by the end of the first quarter 2020 a number of countries in SSA were implementing restrictions on the mobility of their citizens and on operation of businesses. These restrictions were implemented to varying degrees to help control the spread of the disease in countries where most public healthcare systems are very underdeveloped. The results of these measures have varied from country to country, but for a number of SSA's larger economies it has created severe disruption to personal activities and economic activity across most sectors. At this time, it is not possible to predict the duration of these mitigating actions nor the full economic effect on the Fund's partner lending institutions (PLIs) and the Fund itself.

As disclosed within Note 2.4.7 and Note 3 the Fund assesses on a forward-looking basis the expected credit losses (ECLs), which are composed of the probability of default (PD), loss

AUDITED FINANCIAL STATEMENTS

given default (LGD) and exposure at default (EAD) taking into account several different factors related to credit risk and country risk relative to the underlying debt instruments. While these factors are reviewed regularly, they have not been adjusted at 31 December 2019 to take into account the potential effects of COVID-19 as there was no indication that it would be needed: none of the countries in which the Fund invests had been affected by COVID-19 and none of the Fund's PLIs had provided notice that they were affected by COVID-19 or expected to be in the future. Indeed, all financial obligations owing to the Fund on performing loans had been paid as of the

date of the preparation of these financial statements. Given the inherent uncertainties surrounding the pandemic, it is not practicable at this time to determine the impact of COVID-19 on the Fund or to provide a quantitative estimate of this impact.

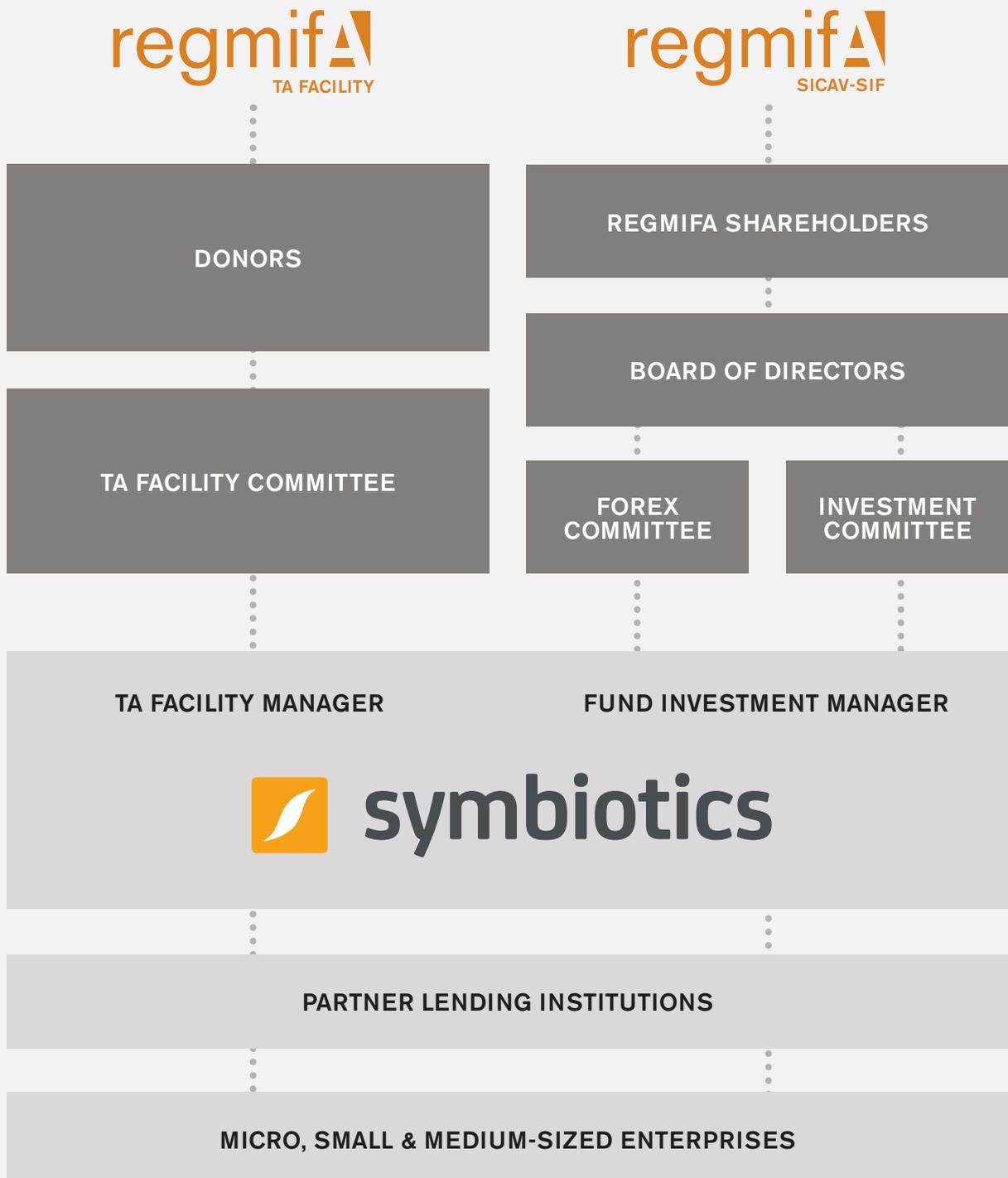
Accordingly, given the aforementioned reasons, the Fund considers the emergence and spread of COVID-19 to be a non-adjusting post balance sheet event at 31 December 2019 that has not impeded its ability to operate on a going concern basis. Furthermore, the fair value measurements and ECLs do not reflect the possible credit losses related to COVID-19.

<b>NUMBER OF SHARES OUTSTANDING</b>	<b>31/12/2019</b>	<b>31/12/2018</b>
Number of shares outstanding at the beginning of the year:		
Class A	377,049	257,049
Class B	1,242,813	1,242,813
Class C	1,117,091	1,117,091
Number of shares issued during the year:		
Class A	60,000	120,000
Class B	403,286	-
Class C	-	-
Number of shares redeemed during the year:		
Class A	-	-
Class B	(864,467)	-
Class C	-	-
<b>Number of shares outstanding at the end of the year:</b>		
<b>Class A</b>	<b>437,049</b>	<b>377,049</b>
<b>Class B</b>	<b>781,632</b>	<b>1,242,813</b>
<b>Class C</b>	<b>1,117,091</b>	<b>1,117,091</b>

<b>CLASS OF SHARES</b>	<b>31 DECEMBER 2019</b>	<b>31 DECEMBER 2018</b>	<b>31 DECEMBER 2017</b>
<b>Class A</b>	100,000.00	100,000.00	100,000.00
<b>Class B</b>	25,000.00	25,000.00	25,000.00
<b>Class C</b>	50,742.13	49,483.07	56,508.06



# ORGANIZATIONAL STRUCTURE AND INVESTMENT MANAGER





# GOVERNANCE

## BOARD OF DIRECTORS

The following persons served as Directors of the Fund during the year:

**MR. KARL-HEINZ FLEISCHHACKER**  
Chairman

**MR. RUURD BROUWER**  
(resigned on 31 May 2019)

**MS. LAURE WESSEMIUS-CHIBRAC**  
(nominated on 31 May 2019)

**DR. MARCEL GERARD GOUNOT**  
(resigned on 20 September 2019)

**MS. CLAUDIA HUBER**  
(nominated on 20 September 2019)

**MR. STEFAN HIRCHE**

**MR. ARTHUR SLETTEBERG**

**DR. GIUSEPPE BALLOCCHI**

**MR. FRANCOIS LAGIER**

## INVESTMENT COMMITTEE

The following persons served as members of the Investment Committee of the Fund and their alternate during the year:

**MR. KARL-HEINZ FLEISCHHACKER**  
**MR. STEFAN HIRCHE** (alternate)

**MR. NJORD ANDREWES** (resigned on 31 March 2019)  
**MR. OLE SANDSBRATEN** (alternate)

**MS. CHRISTINE LIER-TOMOWSKI**  
**DR. GIUSEPPE BALLOCCHI** (alternate)

**MR. YVES FERREIRA**  
**MR. ENRICO PINI** (alternate)

**MS. PETRA ZEIER** (until August 2019)  
**MS. VALERIE DUJARDIN** (alternate)

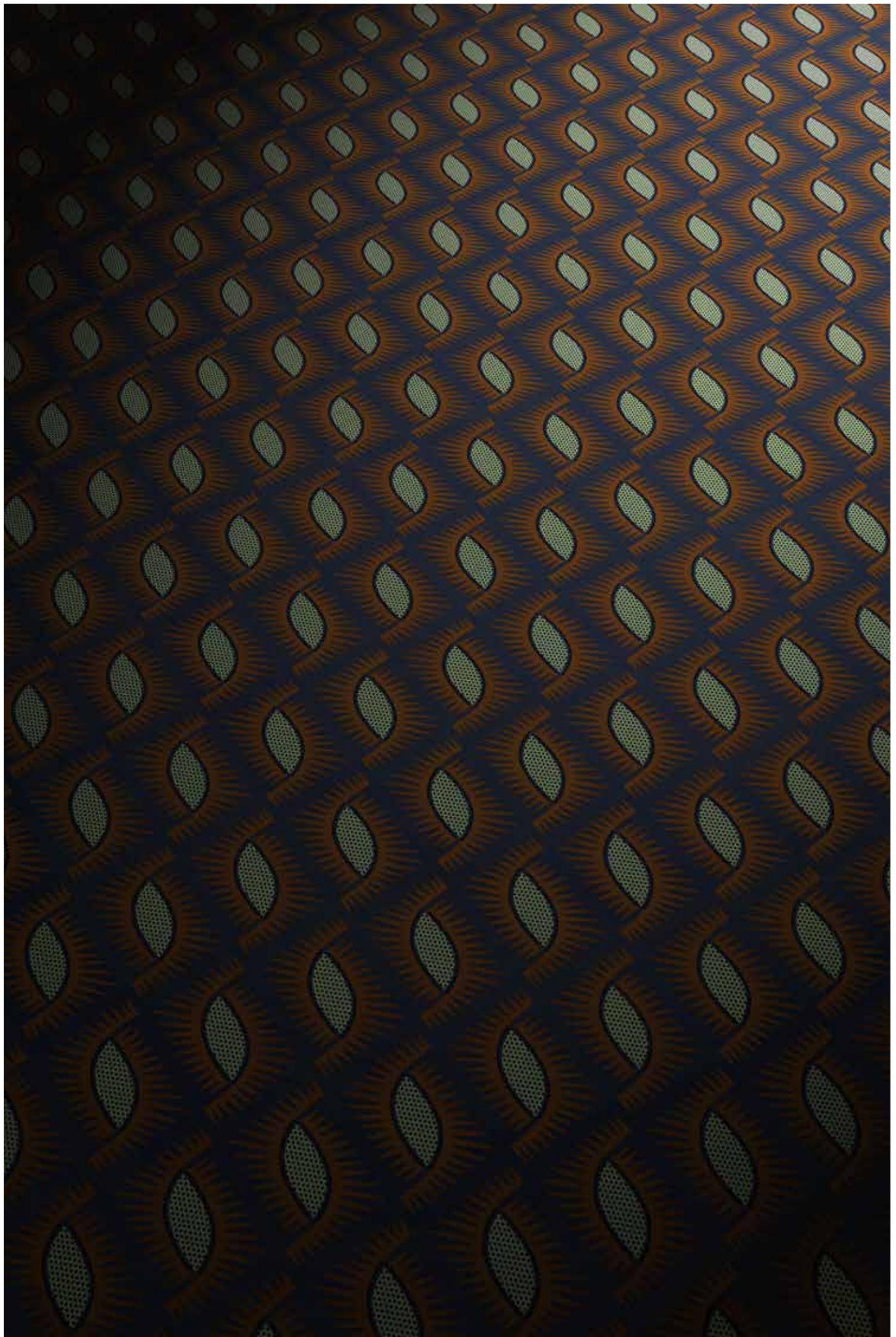
## TA FACILITY COMMITTEE

The following persons served as members of TA Facility Committee of the Fund during the year:

**MS. KLAUDIA BERGER**

**MR. SAMI MASRI**

**DR. GIUSEPPE BALLOCCHI**



# CONTACTS

## INVESTMENT MANAGER AND TA FACILITY MANAGER

### **symbiotics**

**Symbiotics S.A.**  
31, rue de la Synagogue  
CH-1204 Geneva  
Switzerland

**MS. PETRA ZEIER** (until August 2019)  
Head of Development Finance Mandates

**MR. RYAN ANDERSEN** (since October 2019)  
Portfolio Manager

**MS. VALERIE DUJARDIN-DENOUVILLIEZ**  
Head of Portfolios Division

**MR. MARIANO LARENA**  
Head of Impact Division

**MS. NELLY ELIMBI**  
Head of Capacity Building Unit

**MR. JACOBUS RUST** (until May 2019)  
Portfolio Manager

**MS. LAURA MULLER** (until July 2019)  
Portfolio Manager

### **symbiotics**

**Symbiotics Information, Consulting and Services**  
South Africa (PTY) Limited  
4 Loop street – Studio 502  
Cape Town  
South Africa 8001

**MR. DUNCAN FRAYNE**  
Regional Director

**MR. RYAN ANDERSEN** (until September 2019)  
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## ABBREVIATIONS

### **AECID**

Agencia Española de Cooperación Internacional para el Desarrollo; Spanish Agency for International Cooperation for Development

### **AfD**

Agence Française de Développement; French Development Agency

### **BCEAO**

Banque Central des Etats de L'Afrique de L'Ouest; Central Bank of West African States

### **BIO**

Belgische Investeringsmaatschappij voor Ontwikkelingslanden; Belgian Investment Company for Developing Countries

### **BMZ**

Bundesministerium für wirtschaftliche Zusammenarbeit und Entwicklung; German Ministry for Economic Cooperation and Development

### **EIB**

European Investment Bank

### **ESR**

Environmental and Social Responsibility

### **FMO**

Nederlandse Financierings-Maatschappij voor Ontwikkelingslanden; Development Bank of the Netherlands

### **FX**

Foreign exchange

### **GAV**

Gross Asset Value (total assets of the Fund)

### **GNI**

Gross National Income

### **ICO**

Instituto de Crédito Oficial; Spanish Development Bank

### **KfW**

Kreditanstalt für Wiederaufbau

### **LuxFLAG**

Luxembourg Fund Labeling Agency

### **MAEC**

Ministerio de Asuntos Exteriores y de Cooperación; Spanish Ministry of Foreign Affairs and Cooperation

### **MFI**

Microfinance Institution

### **MIS**

Management information system

### **MIV**

Microfinance investment vehicle

### **MSME**

Micro, small and medium-sized enterprise

### **NBFI**

Non-bank financial institution

### **NGO**

Non-governmental organization

### **PLI**

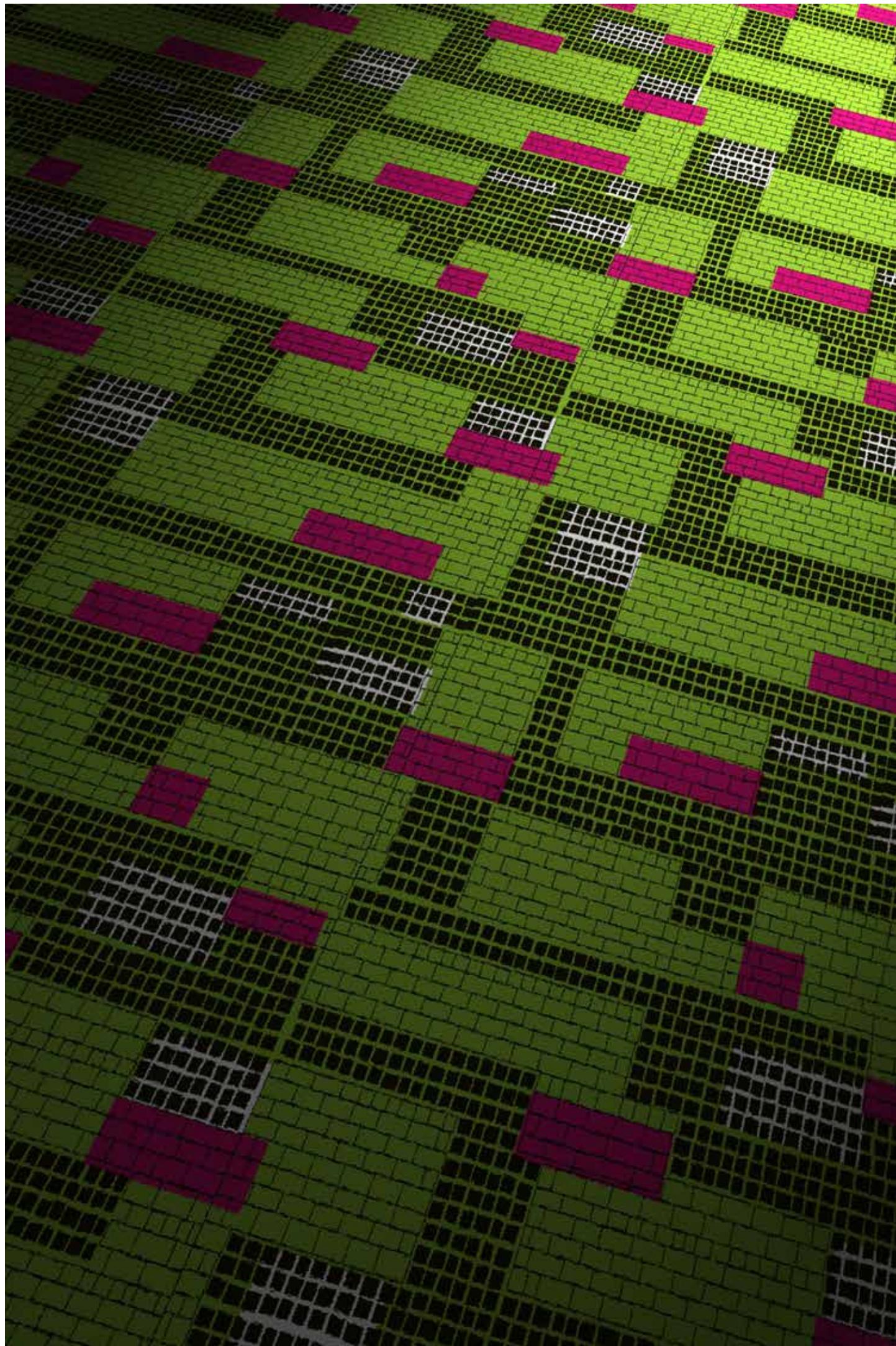
Partner Lending Institution

### **TA**

Technical Assistance

### **TAF**

Technical Assistance Facility





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