

SOCIAL PERFORMANCE REPORT



Raymond is a client of Baobab. He started his business 2 years ago and now employs 12 people in his workshop. He has become a loyal customer of Baobab Bank Madagascar because the loan conditions are adapted to his needs. Raymond received a first loan of €1,300 in 2016 that he reimbursed early in August 2017. He just received his second loan of €2,600 that he will use to purchase new sewing machines.

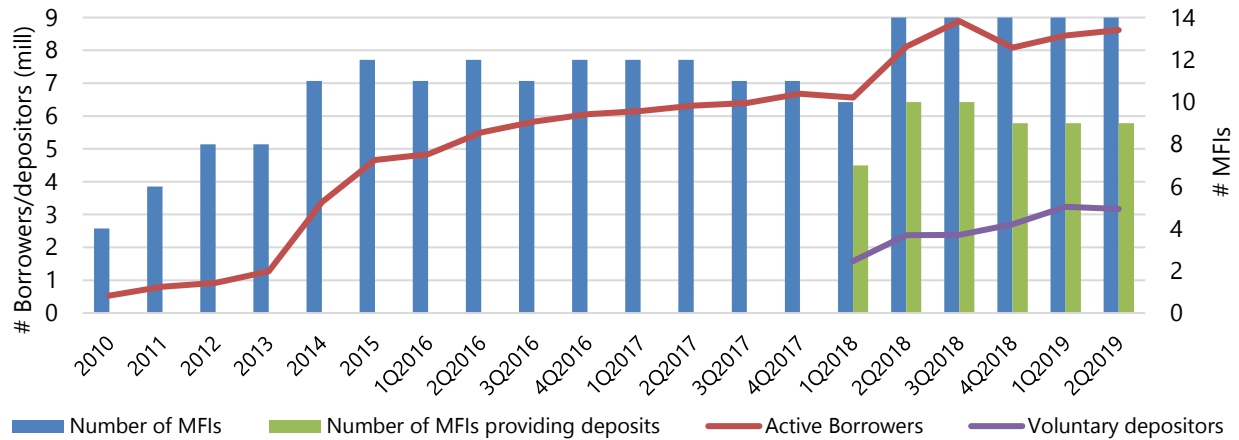
Reference: <https://baobab.bz/stories/>

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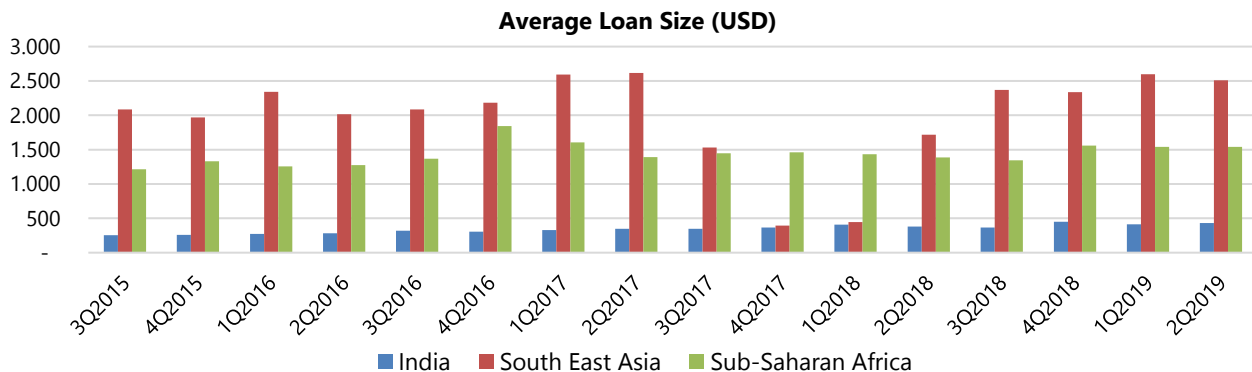
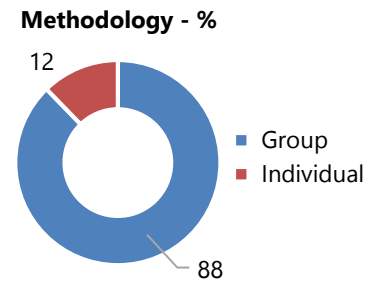
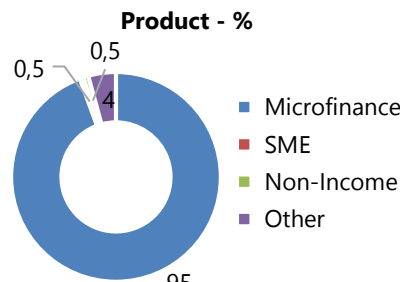
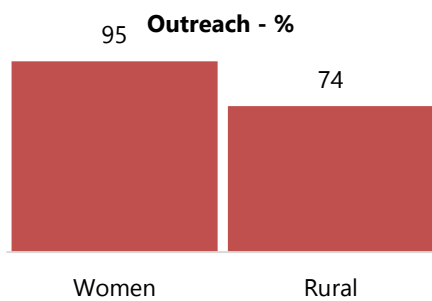
COVERING DIRECT MFI INVESTMENTS IN NMI GLOBAL FUND, NMI FRONTIER FUND AND NMI FUND III, NOT INDIRECT (MIV) INVESTMENTS

OUTREACH

Snapshot: number of MFIs, borrowers, and depositors

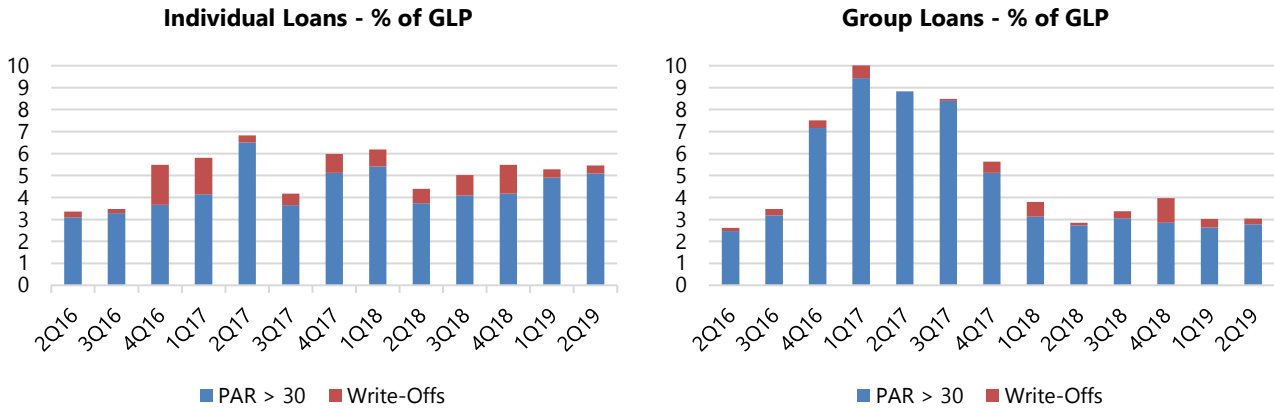


BORROWER PROFILE BY NUMBER

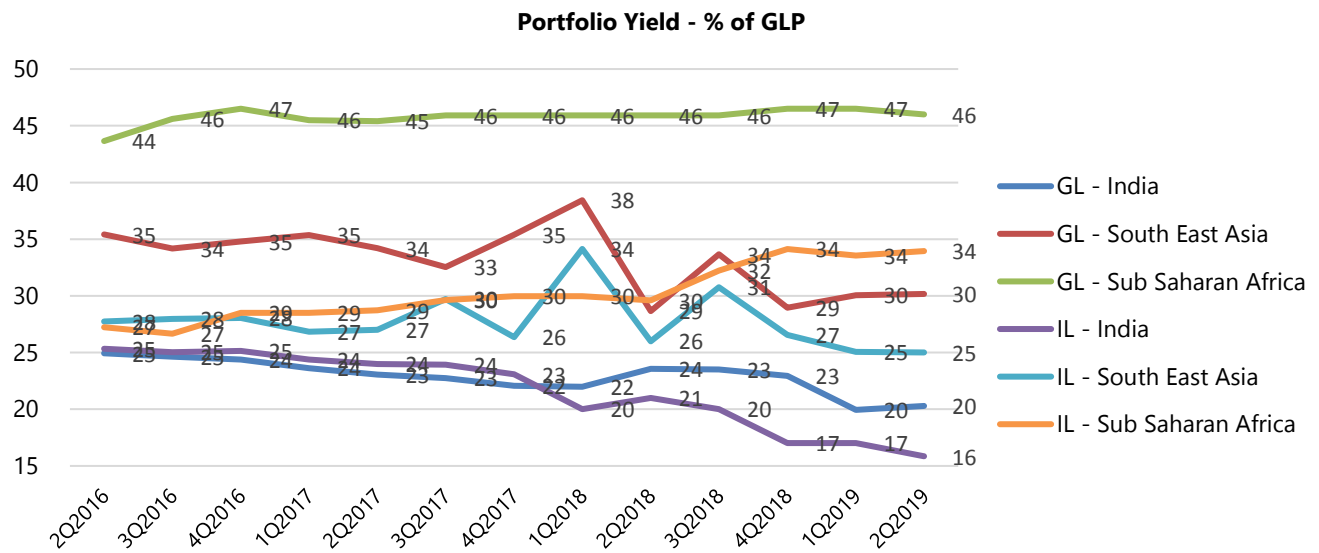


Note: Since 1Q2018 the average loan size has increased. This is mainly caused by some of the new investments in the portfolio, which have a specific market focus on MSMEs and relatively higher average loan sizes.

PORTFOLIO QUALITY



PORTFOLIO YIELD¹ FOR INDIVIDUAL (IL) AND GROUP LOANS (GL)

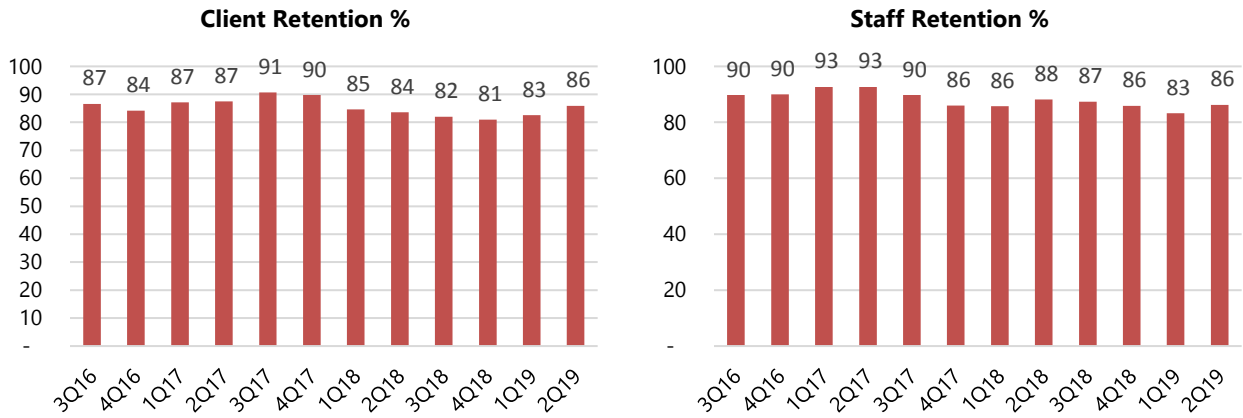


Note:

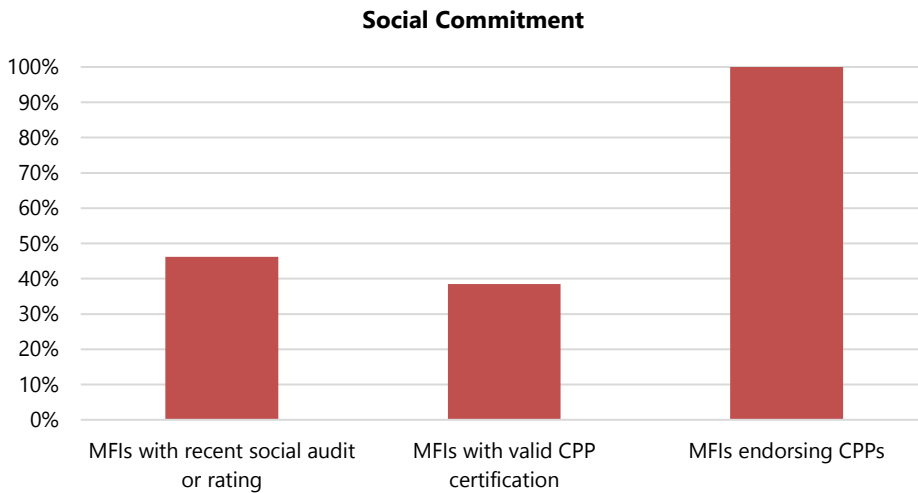
- The fluctuations in yield in South East Asia are caused by 1) adding new investment in the portfolio and 2) by regulators introducing or changing caps on interest rates or fees e.g. in Cambodia during 2017.
- The increase in yield for individual loans in Sub-Saharan Africa is caused by adding new investments to the portfolio
- Portfolio yield for individual loans in India declined in 2018. This is caused by an SFB in the portfolio, offering a broader range of individual products

¹ Portfolio yield: Financial Revenue from Loan Portfolio / Average Gross Loan Portfolio.

STAFF AND CLIENT RETENTION²



SOCIAL COMMITMENT³



² Staff retention: $100\% - \text{staff turnover}$. Staff turnover: number of staff exiting during the period divided by the average of number of staff at the end of the reporting period + number of staff employed for one year or more.

Client retention: Active Borrowers at the end of the reporting period divided by the sum of active borrowers at the beginning of the reporting period and new borrowers during the reporting period.

³ Recent social rating is defined as a social rating conducted by an independent rating agency within the last 3 years. CPP certification is valid for two years.