



2015 Microfinance Investment Vehicles Survey

Market Data & Peer Group Analysis

September 2015

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1. About the Survey

1.1 Overview

About the Survey

The 2015 Symbiotics MIV Survey, produced on an annual basis, aims to provide comprehensive market trends and peer group analysis on microfinance off-shore investments. It allows microfinance investors and fund managers to benchmark themselves and improve their knowledge of the industry.

The Survey, in its ninth edition, is based on December 2014 financial and social performance indicators reported by a large number of microfinance investment vehicles (MIVs). Participating MIVs report their data based on the [CGAP MIV Disclosure Guidelines \(2010\)](#) that serve as the industry standards for MIV reporting. This year, participants also followed new guidelines, developed in 2015 by Symbiotics in collaboration with other microfinance asset managers, which track a set of additional key performance indicators.

The Survey offers two levels of analysis:

1. Key market trends and figures;
2. Benchmarks and peer group analysis.

The Survey focuses on two dimensions:

1. Financial performance, with a focus on growth, risk, return, efficiency and funding patterns;
2. Social performance, with a focus on commitment to Environmental, Social and Governance (ESG) practices and reporting.



1.2 Survey Scope

Sample Characteristics

This year's sample compiles data from the following types of vehicles:

- Independent investment entities with more than 50% of their non-cash assets invested in microfinance and open to multiple investors;
- Microfinance investment funds that are not open to multiple investors. These are classified as “Other Microfinance Investment Intermediaries (MIIs)” as per the CGAP MIV Disclosure guidelines*.

The Survey sample does not include microfinance funds of funds as to avoid any double counting of microfinance investment volumes.

The benchmark and peer groups

The 2015 Symbiotics MIV Survey offers a benchmark comprising of **84 MIVs**. Initially, 86 funds had submitted their data to Symbiotics but two of them were removed from the final benchmark because they did not match the inclusion criteria.

The 84 MIVs are categorized in the following peer groups:

- **Fixed Income Funds:** Investment funds and vehicles of which the core activity, defined as more than 85% of their total non-cash assets, is to invest in debt instruments.
- **Mixed Funds:** Investment funds and vehicles that invest in both debt and equity with more than 15% and less than 65% of their total non-cash assets invested in equity investments.
- **Equity Funds:** Investment funds and vehicles of which the core activity, defined as more than 65% of their total non-cash assets, is to invest in equity instruments.

* For simplicity reasons, the terms Microfinance Investments Vehicles (MIVs) and Microfinance Investment Intermediaries (MIIs) are used interchangeably in this paper as MIIs represent only 7% of the total estimated market size.

2. Main Results at a Glance

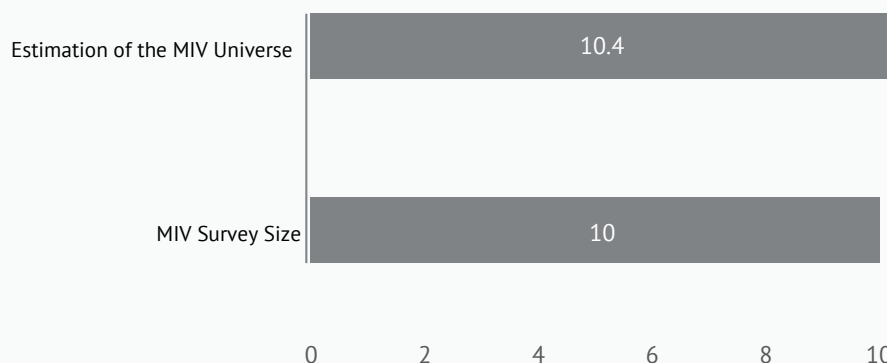
2. Main Results at a Glance

Survey Coverage

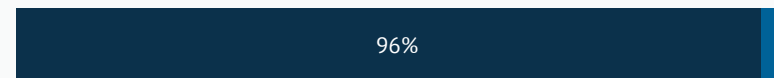
- Out of the 110 MIVs identified, 84 were included in the benchmark.
- These 84 MIVs have crossed the USD 10 billion mark of total assets under management as of December 31st, 2014.
- They represent 96% of the MIV market asset base, currently estimated at USD 10.4 billion.
- Out of the participating MIVs (84): 49 are Fixed Income Funds, 21 are Mixed/Hybrid Funds and 14 are Equity Funds.

For the first time since 2010, the MIV Survey also aggregates data from investment funds that are not open to multiple investors (7). Their combined total assets amount to USD 667.5 million and represent 7% of the benchmark volume.

Assets Under Management (USD billion)



Market Share of Survey Participants



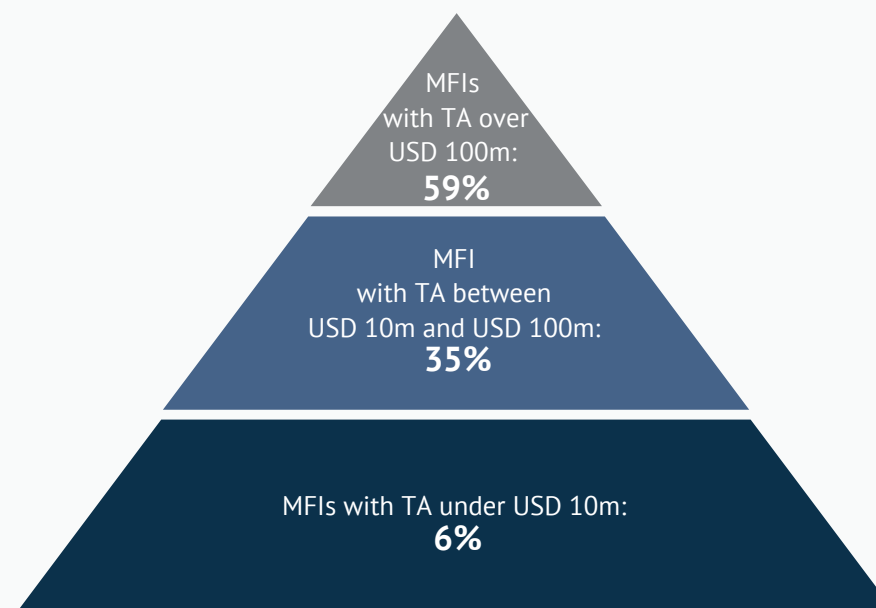
2. Main Results at a Glance (continued)

MIV Market

- Participating MIVs are managed by 43 different asset managers located in 16 countries. The top 3 asset managers are managing 43% of the sample's total assets.
- Growth in 2014 was lower than in 2013 but all MIVs still recorded a steady growth of 13% in total assets and 16% in microfinance portfolio.
- The microfinance portfolio of MIVs is channelled mainly to “large microfinance investees”, those with USD assets above 100 million (59%).
- Volumes channelled to the region of Africa have seen the fastest growth over the past 5 years while in terms of countries, Cambodia received the largest share of direct microfinance investments in 2014 (8%).
- Client Protection Principles from the Smart Campaign have been largely endorsed by participating MIVs (99%) whereas only a small portion of their investees (25%) have undergone a Smart Assessment.

102

Number of Countries
Survey Participants Invest In

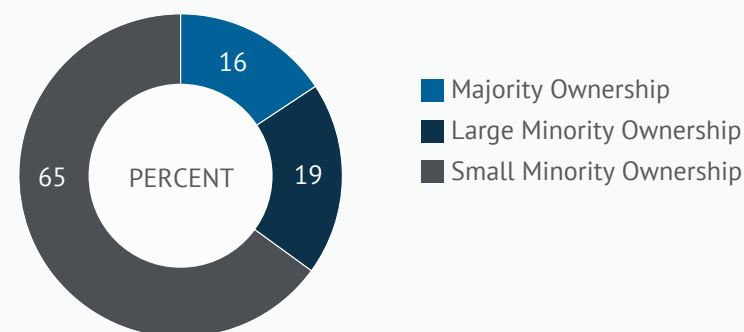


2. Main Results at a Glance (continued)

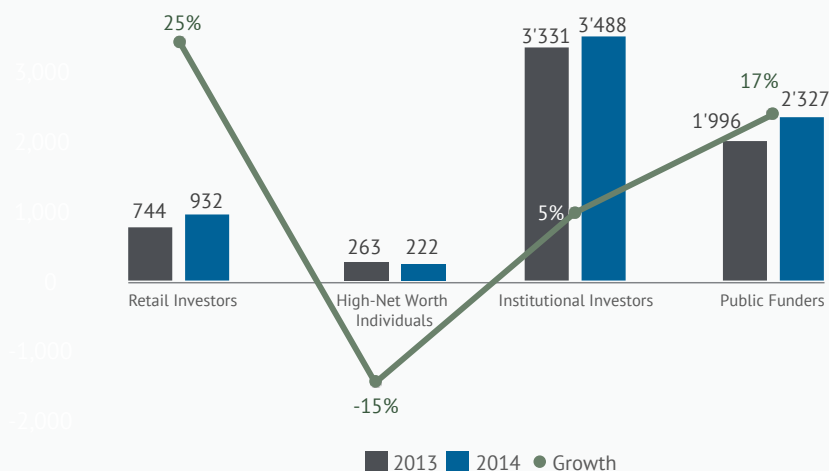
Peer Group Analysis

- Fixed Income Funds still represent close to 75% of the benchmark volume.
- Equity Funds witnessed the largest growth in terms of total assets (+16%) and are also the peer group forecasted to grow the fastest in 2015.
- The majority of direct microfinance equity investments (65%) enabled Equity Funds to take a “Small minority” stake in the microfinance investees (under 25% ownership).
- While the top 10 countries exhibit some similarities between Fixed Income Funds and Mixed Funds, the distribution is much different for Equity Funds that mostly target India (51%).
- Institutional investors remain the prime funding resource for MIVs (51%) but capital from the public sector has grown significantly in 2014 (+17%).
- Management fees and Total Expense Ratio (TER) remain stable while slightly decreasing across the 2013-2014 period for a constant sample of 44 MIVs.
- Overall, net returns to investors have increased as unlevered vehicles performed over the 3% mark in 2014 for USD, EUR, and CHF share classes.

Equity Funds' Percentage Ownership in Microfinance Investees



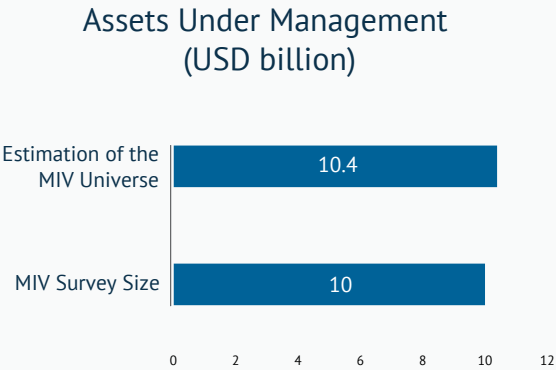
Growth (in %) and Funding Sources Volume in USDm (All MIVs)



3. Key Market Characteristics

3.1 Market Size

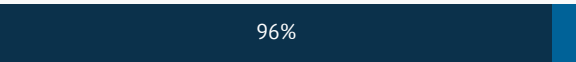
Out of 110 vehicles that form the identified universe, 84 participated in the 2015 Survey (76%). The size of these 84 MIVs combined amounts to slightly more than USD 10 billion which represents 96% of the entire market size, estimated at USD 10.4 billion.



84
Survey Participants

110
Total Number of MIVs

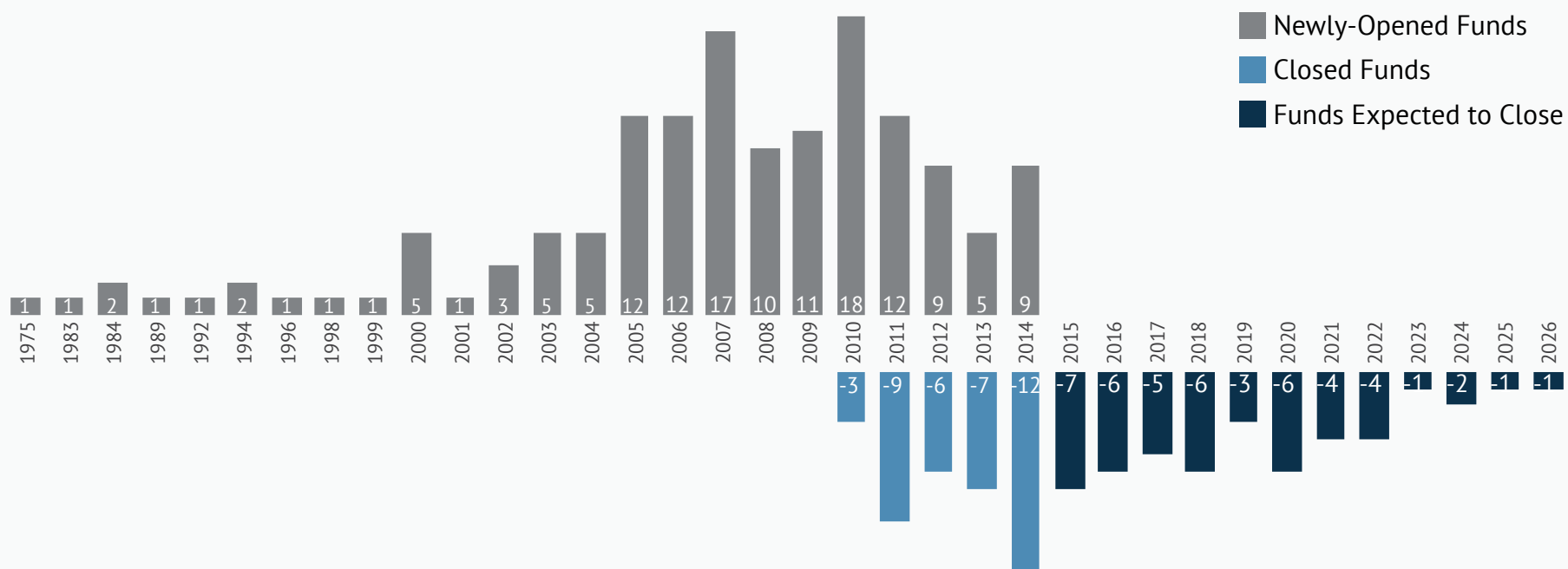
Market Share of MIVs
Participating in the Survey



3.2 Number of Funds

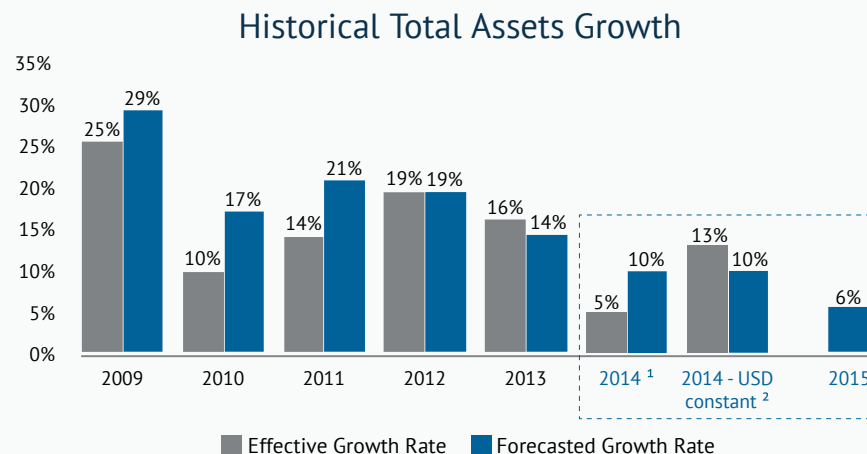
In 2014, 9 new MIVs were created and 12 ceased activities either because they matured/wound-down (9 out of 12) or because they were incorporated into another entity (3 out of 12).

MIV Inception and Targeted Closing Dates

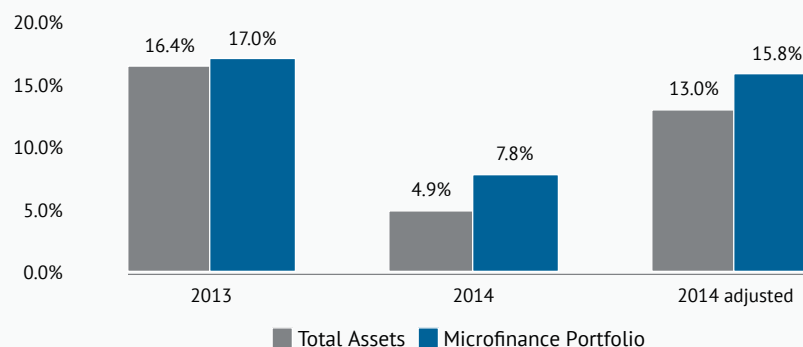


3.3 Growth of Total Assets and Microfinance Portfolio

Growth in total assets turned out to be higher than what MIVs had forecasted for 2014 (i.e. 13% using a USD constant FX rate vs. 10% forecasted). Still, it remains lower than in past years and this trend is expected to continue as MIVs forecast a 6% total asset growth in 2015. The microfinance portfolio (MFP) has increased faster than total assets (i.e. 15.8%) in 2014. On a constant sample basis, Microfinance Portfolio has increased by 78% since 2010.



Total Assets and Microfinance Portfolio Growth (2013-2014)³



1. All funds' accounting currencies converted to USD using their respective FX rates as of December 2014. Total Assets Growth is different from the online benchmarking tool due to manual readjustment of the data of two outliers.

2. All funds' accounting currencies converted to USD using their respective FX rates as of December 2013.

3. For the period 2013-2014, growth rate is calculated on a constant sample of 66 MIVs. The figure shows as well Total Asset and Microfinance Portfolio growth adjusted for currency fluctuation using a constant rate as of December 2013.

3.4 Market Concentration

The microfinance investment market remains concentrated both in terms of total assets and microfinance portfolio. The top 5 MIVs maintained their market share level in 2014 (45%). The microfinance portfolio was more concentrated than in 2013 as the top 20 MIVs now represent 77% of the market (vs. 71% in 2013).

	Total Assets (USDm)	%	Annual Change in Asset Concentration	MFP (USDm)	%	Annual Change in MFP Concentration
All participating MIVs	10,013	100%	4.9% ⁴	7,904	100%	7.8% ⁴
Top Five	4,492	45%	No change	3,462	44%	No change
Top Ten	5,850	58%	↓ -2%	4,626	59%	↑ +2%
Top Twenty	7,521	75%	No change	6,093	77%	↑ +6%
Top Fifty	9,502	95%	↑ +2%	7,556	96%	↑ +3%

4. Annual growth calculation is based on MIV accounting currencies translated into USD using the respective December 2014 FX rates. Further adjustments were made for the 2014 growth rate following revised values of two underlying funds. If a constant USD rate is applied (December 2013), the growth amounts to 13% for total assets and 15.8% for microfinance portfolio. Annual Growth is calculated on the basis of a constant sample of 66 MIVs.

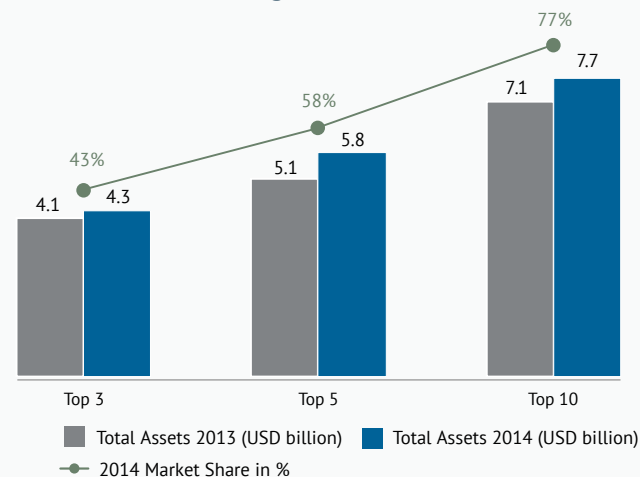
3.5 Asset Managers

The 84 MIVs from the benchmark are managed by 43 different asset managers located in 16 countries⁵. Close to one third of microfinance assets are managed from Switzerland while the Netherlands manage a quarter of the volume as of December 2014. American asset managers have the largest number of MIVs under management (23%). The asset managers' universe remains highly concentrated with the top 3 entities representing 43% of the benchmark volume.

Asset Managers' Domicile: Top 5

	Total Assets (USDm)		Microfinance Portfolio (USDm)		No of MIVs per Asset Manager Location
	2013	2014	2013	2014	
Switzerland	28%	30%	33%	32%	17
Netherlands	28%	25%	25%	24%	10
Germany	17%	17%	14%	17%	8
USA	9%	8%	10%	7%	19
Luxembourg	7%	7%	7%	8%	3

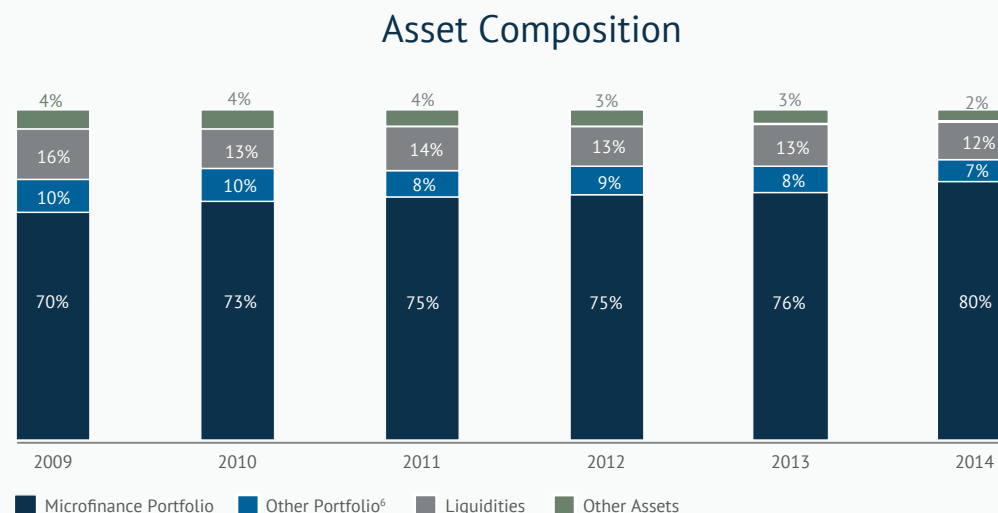
Asset Manager Concentration



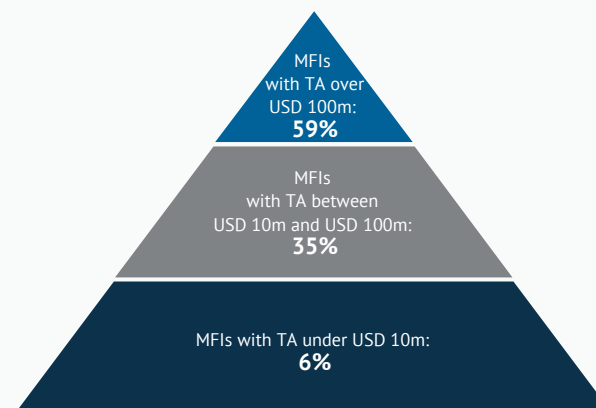
5. One entity's management mandate over an MIV determines its allocation to a country. Advisory mandates are not taken into consideration.

3.6 Asset Composition and Investee Size

The proportion of the microfinance portfolio as a percentage of total assets has steadily been increasing over the past years. The ratio has gone from 70% in 2009 to 80% as of December 2014. MIVs have gradually reduced their share of liquidities which stands at 12% in 2014 (vs. 16% in 2009). In terms of target investees, MIVs mostly finance “large” microfinance investees, those that have more than USD 100 million in total assets. Only 6% of the microfinance portfolio of MIVs was allocated to microfinance investees with less than USD 10 million in total assets.



Repartition of MIVs' Microfinance Portfolio According to Investee Size

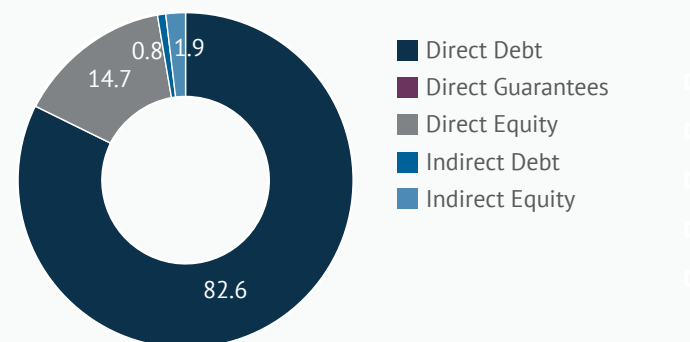


6. For more details, please see [Slide 19](#)

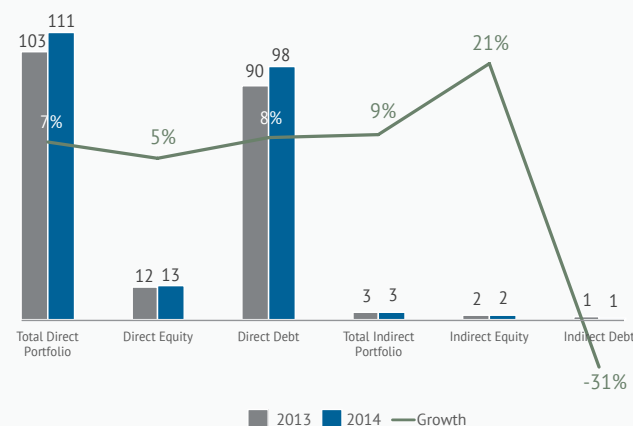
3.7 Financial Instruments

As of December 2014, MIVs continue to channel their microfinance portfolio mainly through debt instruments invested directly in microfinance investees (82.6%). Getting exposure through other microfinance investment intermediaries (i.e. indirect microfinance portfolio) remains a tiny portion of the MIVs' total microfinance portfolio (3%). Compared to five years ago, the MIVs have reduced their use of indirect investments (-31%) and have grown their total direct portfolio by 86%. Direct equity investments more than doubled in the period 2010-2014 (+106%).

Financial Instruments as % of Total Microfinance Portfolio



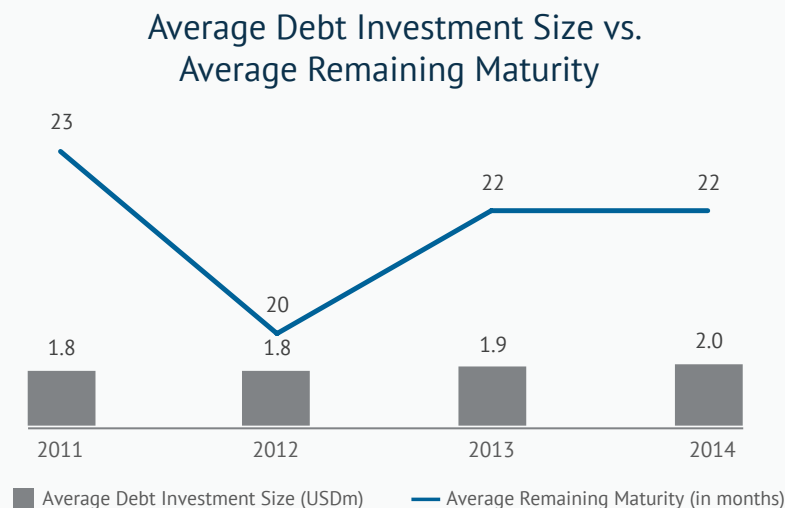
Growth (in %) and Average Volume of Financial Instruments (USDm) 2013-2014⁷



7. Growth rate calculated on a constant sample of 62 MIVs.

3.8 Direct Debt Investments

The characteristics of direct debt investments are very stable when comparing the snapshots of 2013 and 2014. At the end of 2014, MIVs had a higher currency risk exposure with the unhedged portion of local currency debt investments amounting to 16.1% of direct debt investments (vs. 13.2% in 2013). Another indicator that increased is the percentage of loan loss provisions which represented 2.6% at the end of 2014 compared to 1.1% as of December 2013.



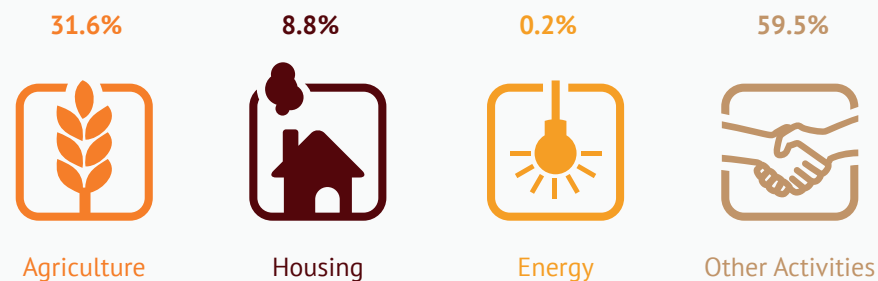
Direct Debt Investment Characteristics

	2013	2014
Average Debt Investment Size	USD 1.9 million	USD 2 million
Average Number of Investees	34	35
Average Remaining Maturity	22 months	22 months
Share of Local Currency	31.0%	30.8%
Unhedged Portion	13.2%	16.1%
Outstanding Loan Loss Provisions	1.1%	2.6%
Loans Written-off	0.1%	0.1%

3.9 Zoom on “Other Portfolio”

The portfolio of all the MIVs that also engaged in other investment themes than microfinance amounts to USD 7.9 million on average, representing 7% of MIVs' total assets. Close to 60% of this volume is targeted at financing “Other Activities” such as SMEs, education, healthcare, fair trade and investments in other market instruments. Additionally, one third of the “Other Portfolio” finances organizations involved in agriculture-related activities.

Other Portfolio Characteristics⁸

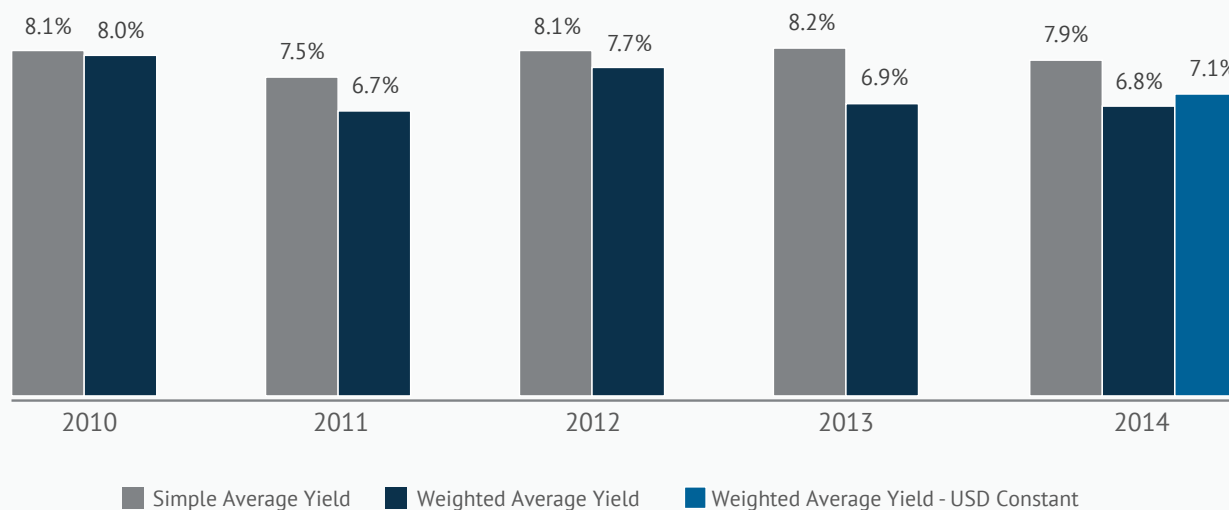


8. Other Portfolio breakdown is computed on a weighted average basis. For more details on MIV's total assets, please see [slide 16](#). Due to rounding, the sum is not equal to 100%.

3.10 Net Yield on Direct Debt Investments

MIVs' yield on their direct debt microfinance portfolio have shown to be stable in 2014 on a weighted average basis (6.8% vs. 6.9% the previous year). If a constant exchange rate is applied to the income and debt portfolio figures, the weighted average yield for 2014 is above the 7% level.

Historical Simple and Weighted Average Yield on Direct Microfinance Debt Portfolio⁹

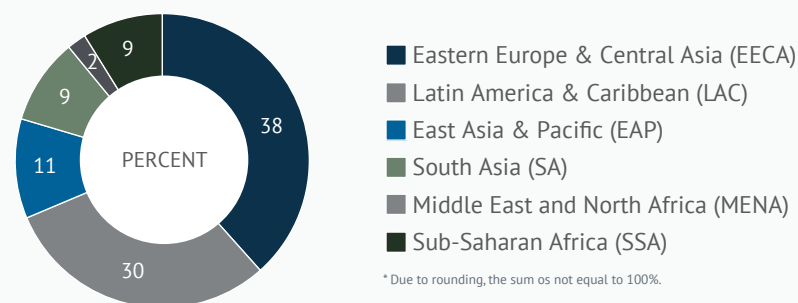


9. All income figures are converted to USD to compute the average yields.

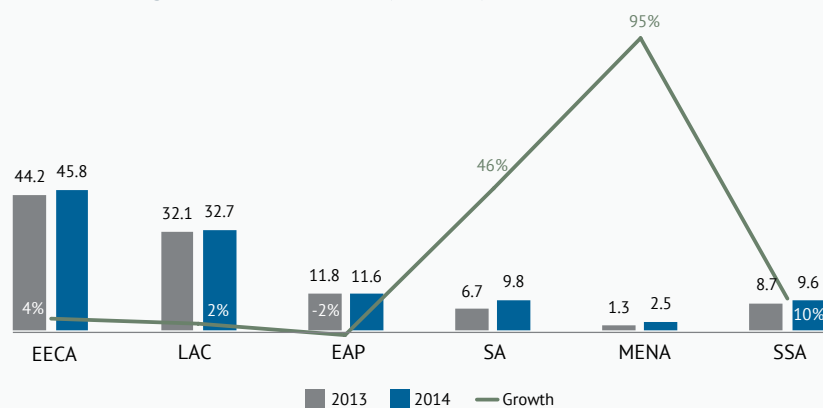
3.11 Regional Allocation

As of December 2014, Eastern Europe & Central Asia is the largest regional exposure of all MIVs as the geographical allocation remains in line with last year. Africa (Sub-Saharan Africa + Middle East & North Africa) is the fastest growing continent measured on an annual basis (21%) as well as in a 5-year timeframe (+211% since 2010).

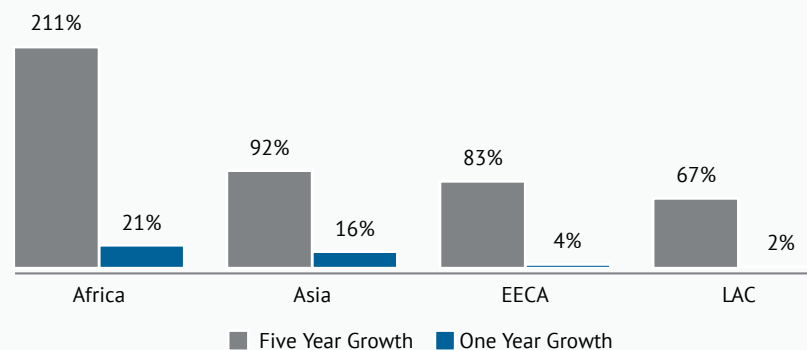
Portfolio Regional Breakdown as % of Direct Microfinance Portfolio*



Growth (%) and Average Volume of Regional Exposure (USDm) 2013-2014¹⁰



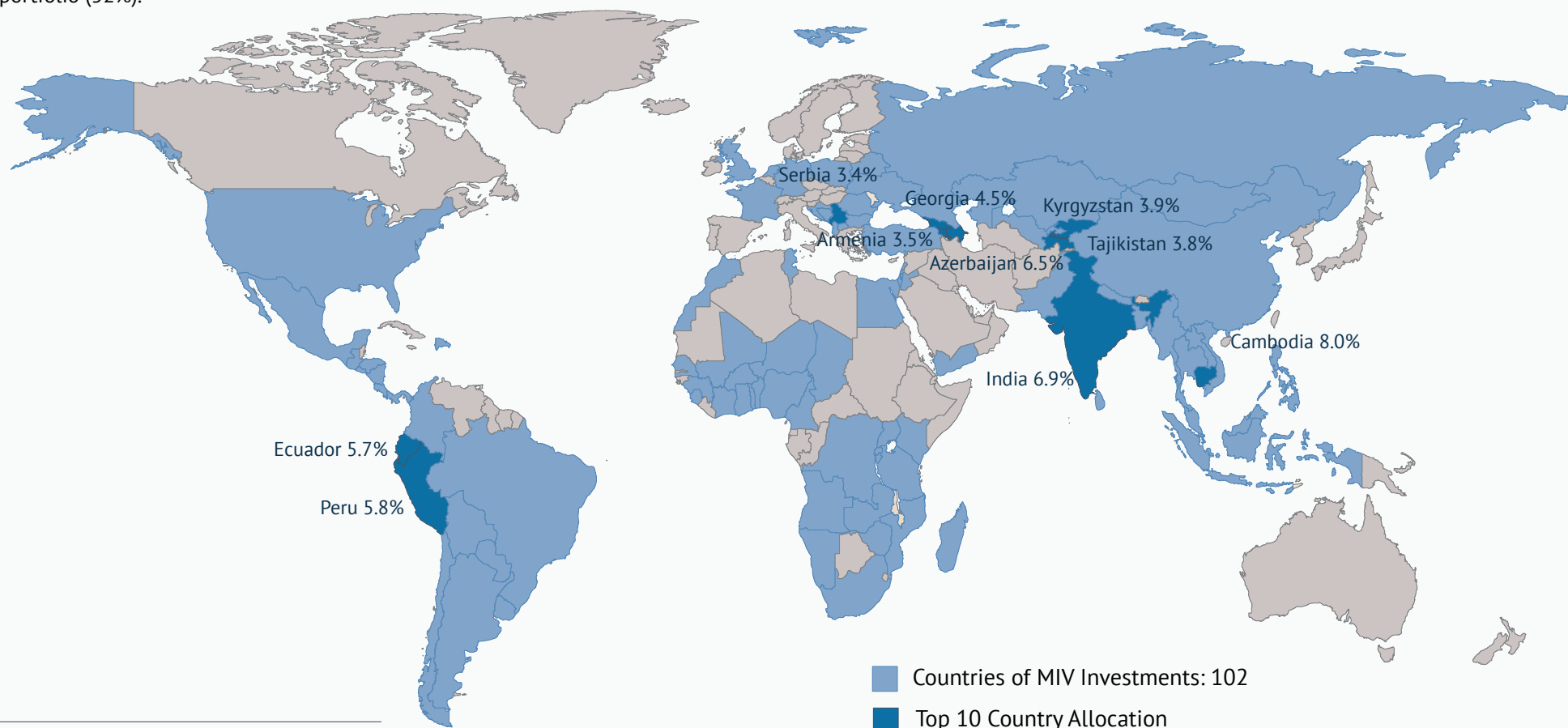
Growth in Regional Allocation¹⁰



10. One-year growth is calculated on a constant sample of 61 MIVs while the five-year growth is calculated on a constant sample of 38 MIVs only.

3.12 Country Allocation: Top 10

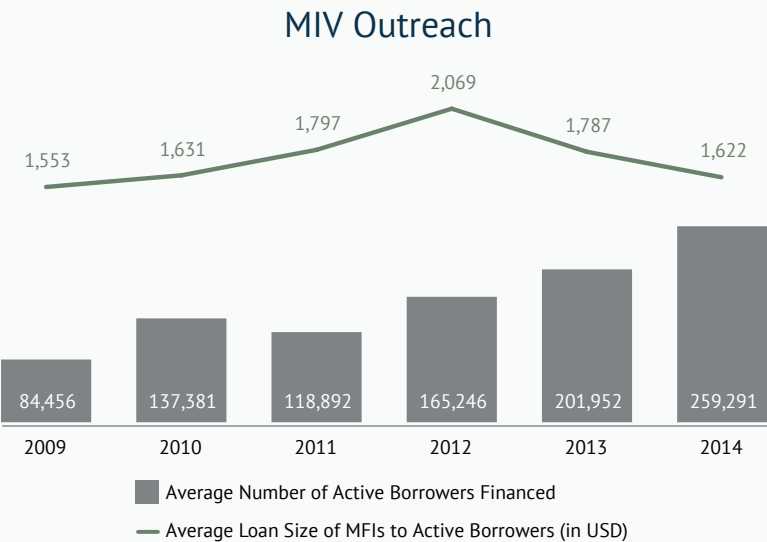
Cambodia was the country in which MIVs invested the most, representing 8% of their direct microfinance portfolio, followed by India (6.9%) and Azerbaijan (6.5%)¹¹. Together, the top 10 countries receive more than half of MIVs' direct microfinance portfolio (52%).



11. Country exposure and regional exposure might not always coincide as certain MIVs only reported on their regional exposure but not on their country exposure.

3.13 ESG¹² Analysis: Social Outreach

MIV outreach continues its upward trend since 2011 with the number of active borrowers financed close to 260,000 as of December 2014. Microfinance investees from an MIV portfolio display an average loan size to end-clients of USD 1,622, an indicator that has been decreasing since 2012 and stands at its lowest level since 2009 (USD 1,553).



66%

Female Borrowers

49% 2% 49%

Rural

Semi-urban

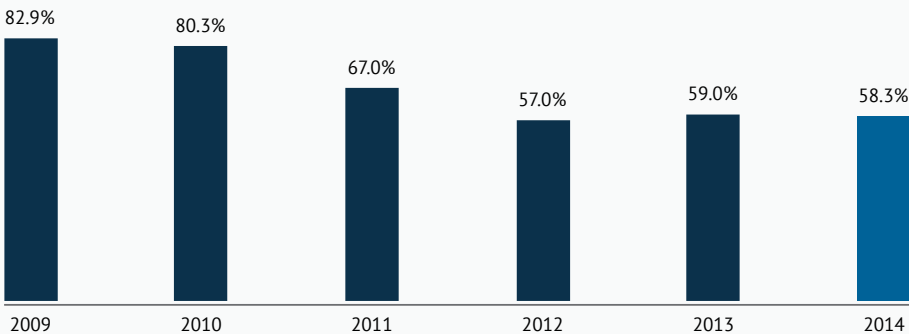
Urban

12. For more information on ESG, please click [this link](#)

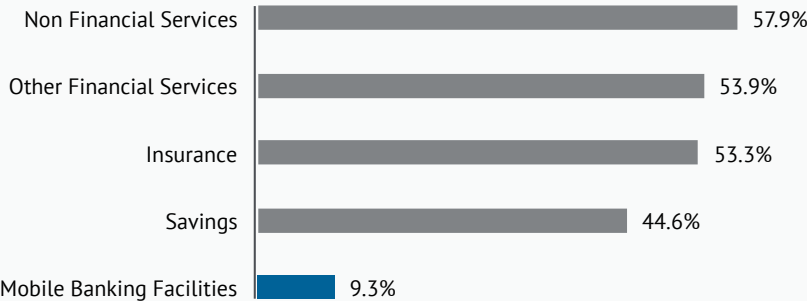
3.13 ESG Analysis: Investee Product Range

At the end of 2014, voluntary savers represent 58% of microfinance investees' active borrowers. Micro-enterprise loans remain the prime product offering of microfinance investees while loans for immediate household needs slightly increased from 11% in 2013 to 13% in 2014. As for other types of products, only 9.3% of microfinance investees from the MIV portfolio make use of mobile banking, either by incorporating it in their business process or by acting as agents of mobile money providers¹³.

Voluntary Savers as a % of Active Borrowers



Other Product Offerings (% of Microfinance Investees)

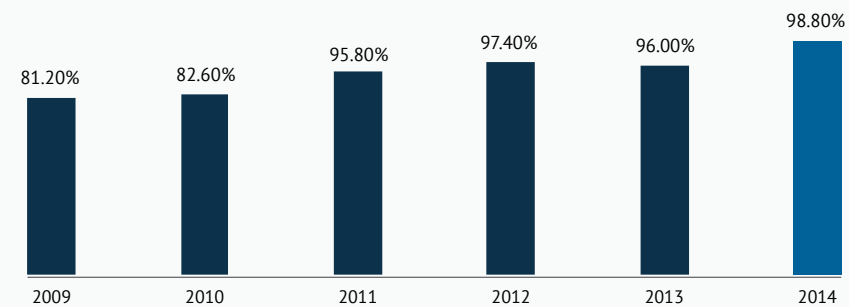


13. Mobile banking % is computed on a weighted average basis while the rest of the product offerings are calculated using a simple average methodology.

3.13 ESG Analysis: Client Protection

To this date, the Client Protection Principles (CPPs)¹⁴ have been endorsed by 1,600 microfinance investees¹⁵. At the MIV level, nearly all Survey participants have also endorsed the CPPs (98.9%). While the commitment from the industry is high, only one-fourth of microfinance investees from MIVs’ direct microfinance portfolio have undergone a Smart Assessment¹⁶ which is an intermediate step in the aim towards becoming “Client Protection Certified”.

Endorsement of the Client Protection Principles (% of MIVs)



25%
Smart Assessment

14. For more information on CPP, please click [this link](#).

15. Idem.

16. Percentage computed on a weighted average basis

4. Peer Group Analysis

4.1 Segmentation

Fixed Income remains the primary strategy type of participating MIVs (49 out of 84 MIVs). These MIVs represent approximately three-fourths of the benchmark both in terms of total assets and microfinance portfolio. Mixed Funds have increased their share of the benchmark volume compared to last year as more entities with this type of strategy took part in the 2015 MIV Survey¹⁷.

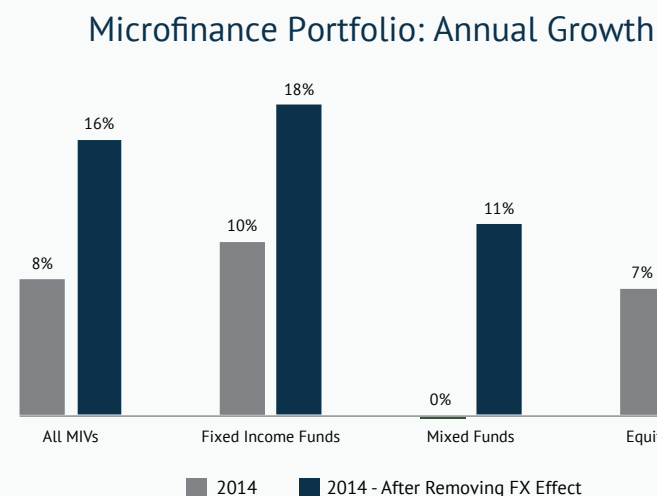
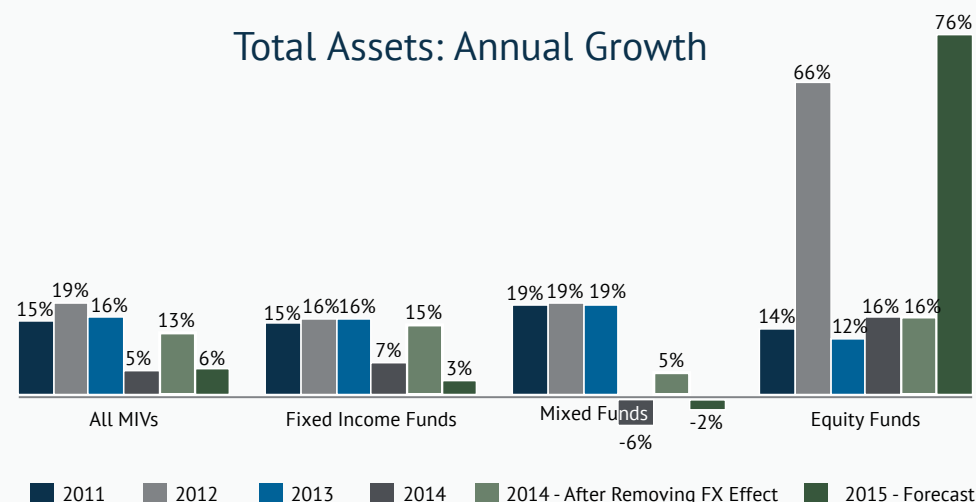
2014 MIV Market Segmentation

	Number of MIVs	%	Total Assets (USDm)	%	Microfinance Portfolio (USDm)	%
All participating MIVs	84	100%	10'013	100%	7'904	100%
Fixed Income Funds	49	58%	7'450	74%	5'773	73%
Mixed Funds	21	25%	1'746	17%	1'466	19%
Equity Funds	14	17%	818	8%	665	8%

17. Some MIVs have been re-classified from one peer group to another compared to previous Surveys. All following growth figures are based on the new classification.

4.2 Growth of Total Assets and Microfinance Portfolio

The growth rates in total assets and microfinance portfolio for all MIVs have been led by Fixed Income Funds which grew respectively by 15% and 18% on an USD-constant basis¹⁸. Their growth percentage was higher than what they had forecasted in 2013 (5% for total assets). Mixed Funds and Equity Funds grew less than forecasted in 2013.

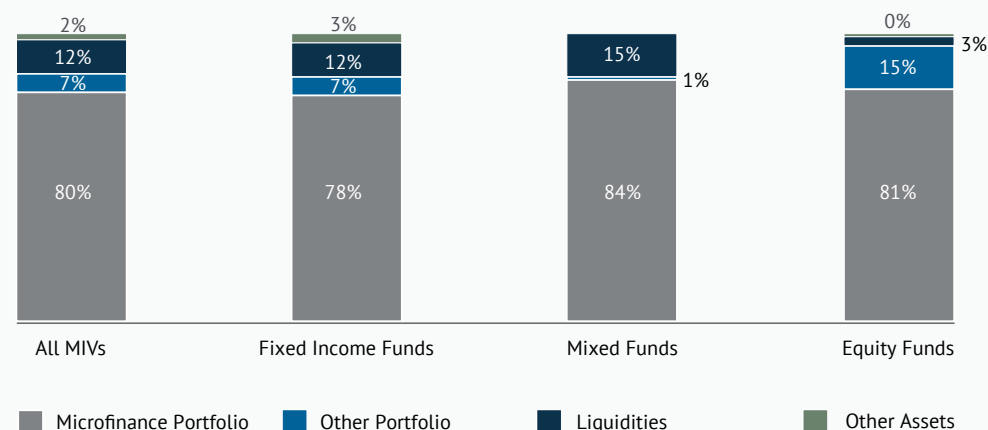


¹⁸. December 2013 FX rate applied to all currencies against the USD.

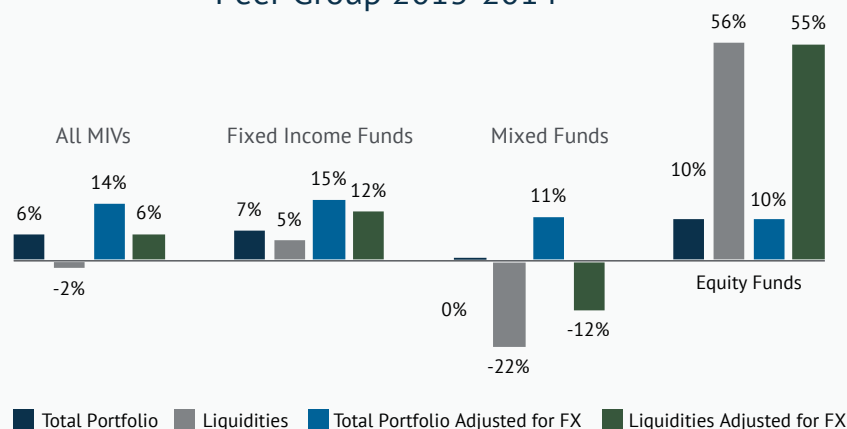
4.3 Total Portfolio and Liquidities Growth

Looking at the entire investment activities of MIVs, which include microfinance as well as other impact theme related investments, growth has been positive in 2014 although slower than in 2013 across the different strategies. Following last year's pattern, Equity Funds have significantly increased their liquidities (55%) but this high growth can be attributed to a low initial base volume¹⁹.

Total Asset Composition by Peer Group



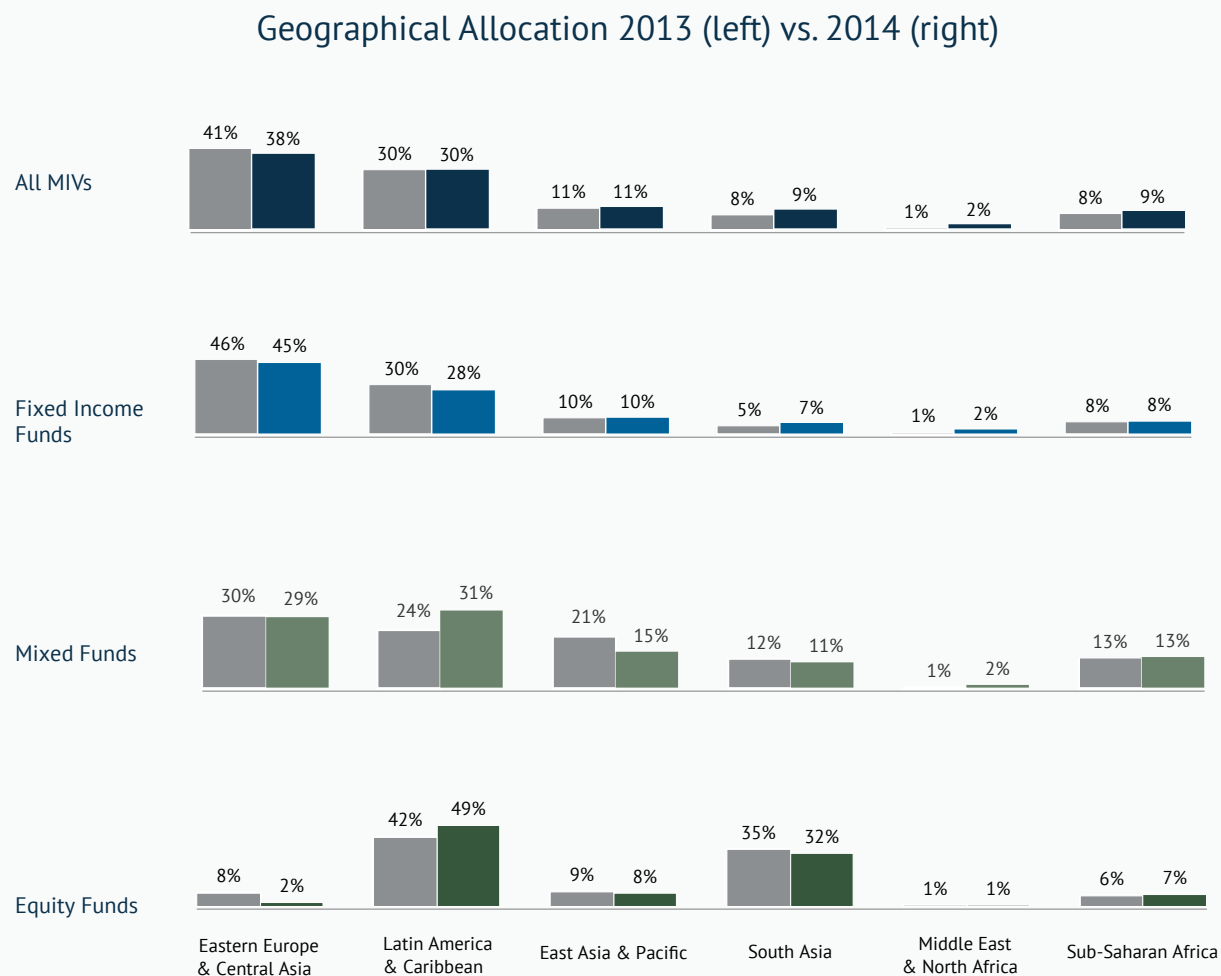
Annual Portfolio and Liquidities Growth by Peer Group 2013-2014



¹⁹ December 2013 FX rate applied to all currencies against the USD. Constant sample of 64 MIVs across different strategies.

4.4 Regional Allocation: Volume

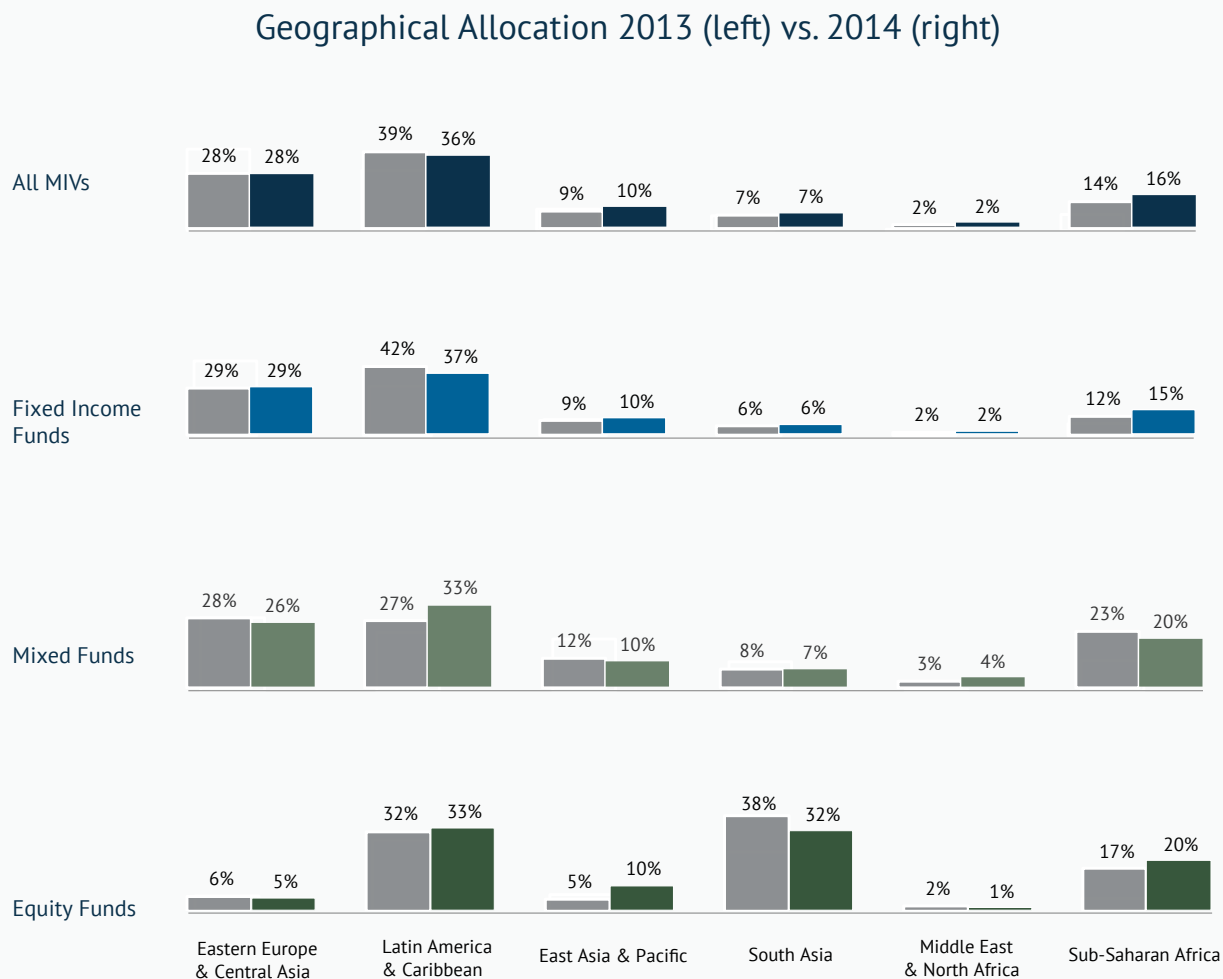
As in previous years, Eastern Europe & Central Asia as well as Latin America & the Caribbean (LAC) remain the prime regional targets of Fixed Income and Mixed Funds while LAC and South Asia were favored by Equity Funds ²⁰.



²⁰. As some MIVs were reclassified in different peer groups in 2014, any conclusions as per the comparison of regional exposure on a snapshot basis would not be accurate.

4.5 Regional Allocation: Number of Investees

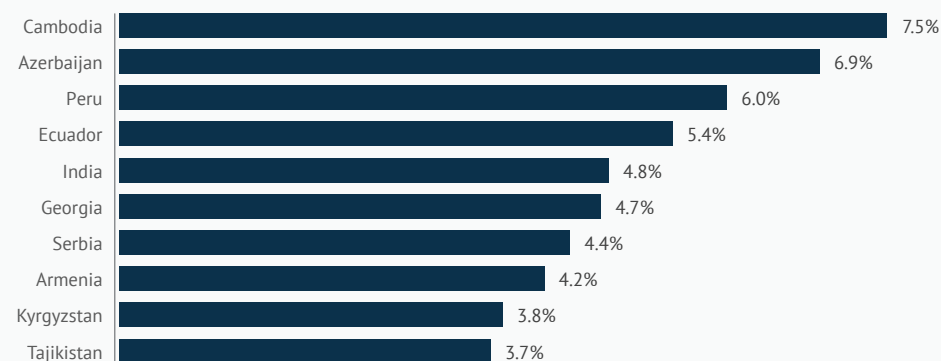
While volumes are in majority directed towards Eastern Europe & Central Asia, most of the microfinance investees from MIVs' portfolio remain located in Latin America & the Caribbean for all strategy types. Sub-Saharan Africa, while still relatively low in volumes, has a significant percentage of microfinance investees (16%), implying that a large number of institutions attract a low amount of volume.



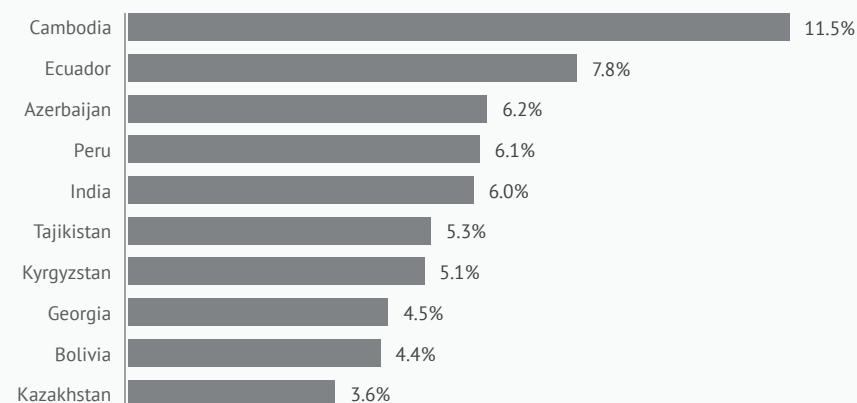
4.6 Country Allocation

The country exposure for Fixed Income Funds and Mixed Funds is a reflection of the entire benchmark in terms of the top 10 countries. For Equity Funds, the situation is altered as a number of countries from diversified regions form the top 10²¹. Exposure in India is significant for Equity Funds (over 50%) as some of these have a regional strategy of targeting the Indian market.

Fixed Income Funds



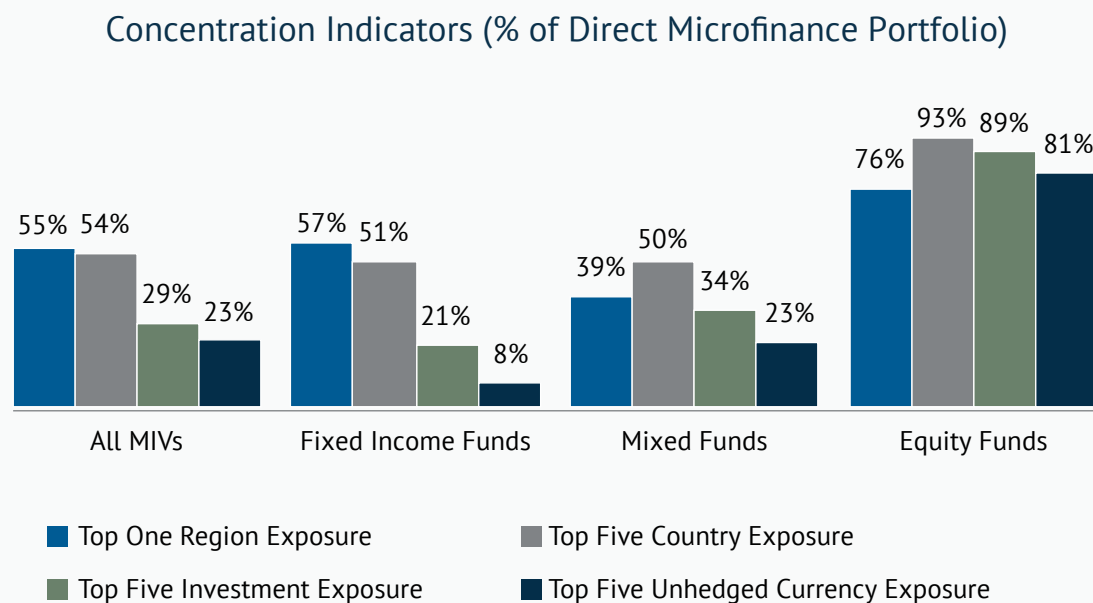
Mixed/Hybrid Funds



21. Country exposure and regional exposure might not always match as certain MIVs only reported on their regional exposure but not on their country exposure.

4.7 Risk Concentration

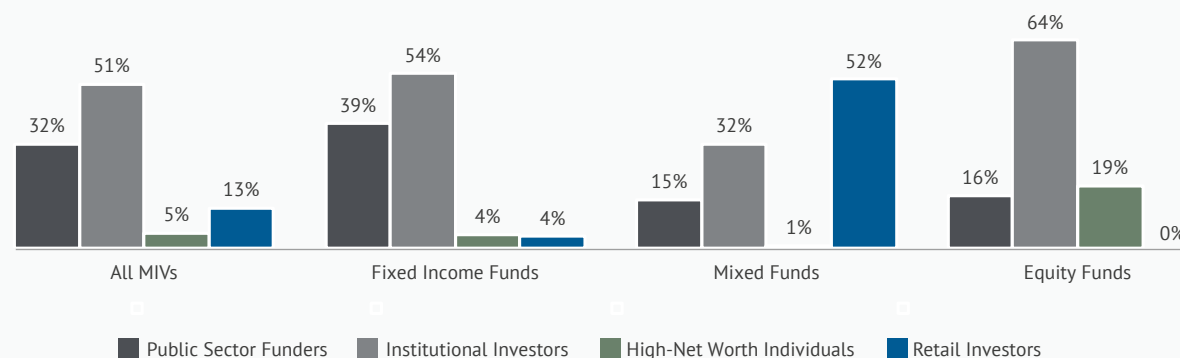
The MIVs' Direct Microfinance Portfolio is for most part less concentrated at the end of 2014 compared to a year ago. The top 5 unhedged currency exposure has witnessed a significant reduction (29% in 2013 vs. 23% in 2014) attributable to Equity Funds' ratio which dropped from 94% in 2013 to 81% in 2014. Equity Funds also exhibit, in 2014, a far more diversified portfolio beyond their top region, countries, and investees.



4.8 Funding Sources

MIVs on average raise more than 50% of their capital from private institutional sources. This is the case for all strategy types except Mixed Funds for whom the main source of funding are retail investors (52%). Public sector investors are active suppliers of capital to MIVs, more specifically to Fixed Income Funds (39%). In terms of growth, based on a sample of 56 MIVs, public sector funding has rapidly increased on an annual basis across all strategy types (+17% for the benchmark). Retail investors have also significantly grown (25%) but their volume was lower from the onset²².

Sources of MIV Funding

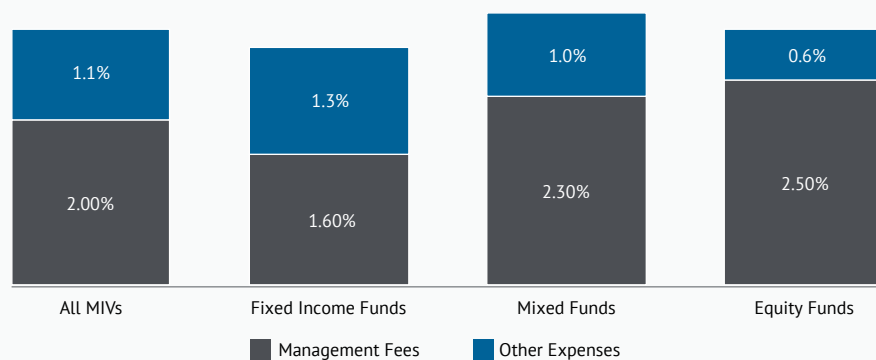


²². All funds' accounting currencies converted to USD using a constant rate as of December 2013.

4.9 Cost Structure

Compared to the snapshot as of December 2013, the total expense ratio (TER) of all MIVs was slightly lower at 3.1% (vs. 3.2% the previous year). Fixed Income funds have a lower TER than the overall benchmark, due to their lower management fees. While Equity Funds' fees remain the highest, these vehicles incurred a much lower management fee in 2014 (2.5% vs. 3.5% in 2013). In terms of growth, based on a sample of 44 MIVs, both management fees and TER are very stable for all strategies. The largest variation is negative 20 basis points.

Total Expense Ratios and Management Fees



Management Fees and TER Comparison

Management Fees	2013		2014		Change ²³
	Simple Average	Weighted average	Simple Average	Weighted average	
All MIVs (40)	2.3%	1.4%	2.1%	1.4%	No change
Fixed Income (19)	1.7%	1.0%	1.7%	1.0%	No change
Mixed (14)	3.0%	2.3%	2.5%	2.1%	- 20 bps
Equity (7)	3.1%	2.8%	2.8%	2.7%	- 10 bps

TER	2013		2014		Change ²³
	Simple Average	Weighted average	Simple Average	Weighted average	
All MIVs (46)	3.4%	2.4%	3.2%	2.3%	- 10 bps
Fixed Income (25)	2.9%	2.3%	3.0%	2.2%	- 10 bps
Mixed (14)	4.2%	2.8%	3.6%	2.6%	-20 bps
Equity (7)	3.8%	3.4%	3.4%	3.2%	-20 bps

²³. Change in basis points based on the weighted average figures.

4.10 Financial Performance

When sub-categorizing the different MIVs of the Survey sample between levered vehicles (i.e. those who issue Notes to investors) and unlevered vehicles, the latter exhibit a net return of above 3% on a weighted average basis for USD, EUR and CHF denominated share classes. The return for leveraged vehicles on their equity tranche is lower than 2013, both for MIVs reporting in USD (2.17% vs. 2.60% in 2013) and in EUR (2.76% vs. 4.28% in 2013).

2014 Financial Performance - Unleveraged Vehicles

	USD		EUR		CHF	
	Simple Average	Weighted Average	Simple Average	Weighted Average	Simple Average	Weighted Average
Fixed Income Funds	3.06% (10)	3.43% (10)	3.06% (13)	4.06% (13)	2.49% (7)	3.54% (7)
Mixed Funds	--	--	3.64% (5)	4.85% (5)	--	--
Equity Funds	--	--	--	--	--	--

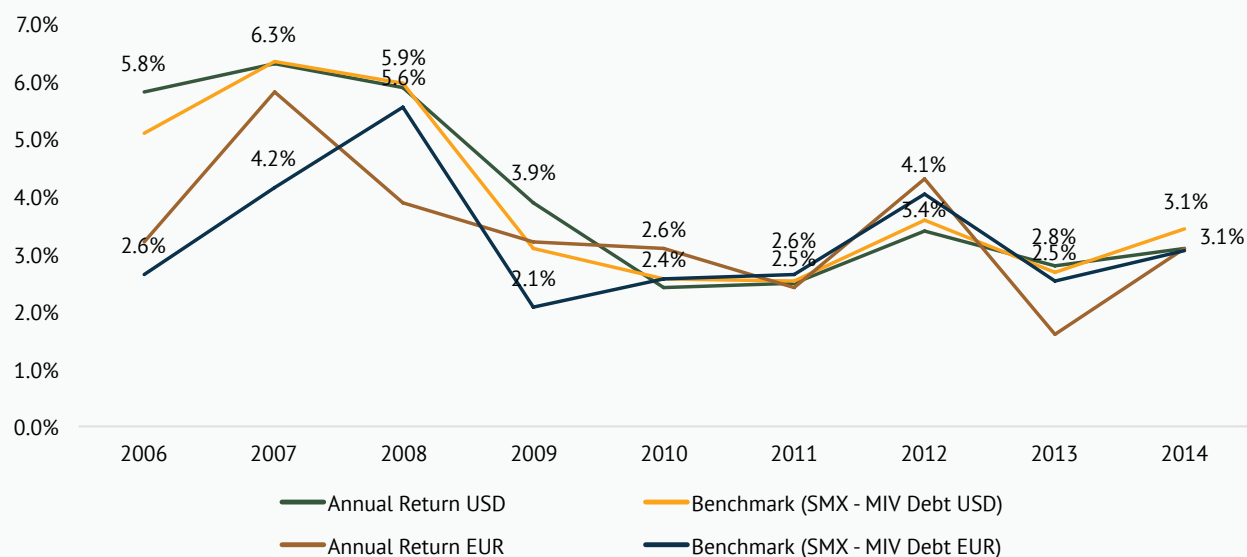
2014 Financial Performance - Leveraged Vehicles

	USD		EUR		CHF	
	Simple Average	Weighted Average	Simple Average	Weighted Average	Simple Average	Weighted Average
Fixed Income Notes	3.68% (8)	3.65% (8)	2.86% (4)	2.47% (4)	2.49% (7)	3.54% (7)
Equity Tranche (ROE)	0.55% (6)	2.17% (6)	2.79% (4)	2.76% (4)	--	--

4.11 Fixed Income Funds' Performance

In terms of net returns to investors, the NAV Share Price Performance has increased in 2014 as Fixed Income funds registered a yearly return of 3.1% (simple average) for both USD and EUR denominated share classes. This performance is in line with the yearly performance of the SMX-MIV debt index²⁴, in EUR but lower than the index return in USD: 3.4%.

Fixed Income MIVs: NAV Share Price Performance



24. The SMX - MIV Debt USD, EUR and CHF indexes are Symbiotics' in-house indexes which track, on a monthly basis, the NAV of a selection of funds with a majority of assets invested in fixed income instruments. The funds are equally weighted. The index has been available on syminvest.com in USD, EUR and CHF since 2004.

4.12 Governance in ESG Practices

Governance indicators related to the reporting of ESG practices to investors or the requirement of anti-corruption policies are both on the high-end and have increased in comparison to December 2013 ratios. In an MIV-microfinance investee relationship, less than half (43%) of MIVs actually disclose, as a single percentage figure, the total annual cost incurred by the investee when contracting a loan with the MIV²⁵.

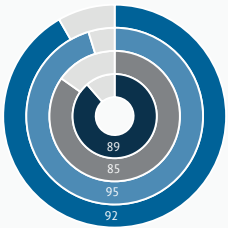
USD 406k

Average Annual Technical Assistance Cost

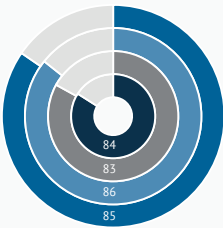
43%

Annual Percentage Rate Disclosure

Requirement of Anti-Corruption Policies (% MIVs)



Reporting of ESG Information to Investors (% of MIVs)



■ All MIVs ■ Fixed Income Funds ■ Mixed Funds ■ Equity Funds

25. 53 MIVs have reported on this indicator.

4.13 Focus on Equity Funds' Characteristics

These funds have 65% of their direct microfinance portfolio in equity invested in small minority ownership (under 25%). However, Equity Funds represent close to 60% of the Board Structure of their portfolio holdings. Half of the microfinance portfolio is channelled to “large” microfinance investees (i.e. those that have over USD 100 million in total assets). Out of 8 sample observations, the average microfinance investee valuation on a price-to-book value multiple amounts to 1.86.

Equity Fund: Asset Base

- Committed Capital: USD 68.2m
- Paid-in: 81%
- Total Assets: USD 58.4m
- 81.3% in Microfinance

Investee Valuation

- Average Price to Book Value 1.86x

Equity Fund Term Sheet

- Vintage Year (Median): 2009
- Investment Period: 5 years
- Carried Interest: 20%
- Hurdle Rate: 7.4%

Funding Sources

- Private Institutional: 64%
- High-Net Worth Individual: 19%
- Public: 16%
- Retail: 1%

Ownership

- Majority Ownership (>50%): 15.7%
- Large Minority Ownership (25-50%): 19.3%
- Small Minority Ownership (<25%): 65%
- Board representation of the MIV: 57.8%

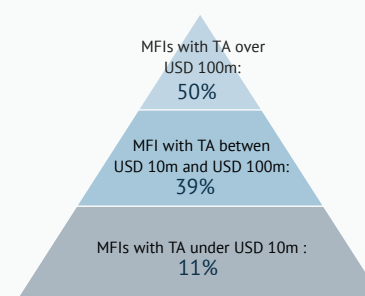
ESG Practices

Number of investees for which the MIV was the **First International Institutional Investor**: 3.3

Investees of the portfolio with **Minority Shareholder Protection Provisions**: 5

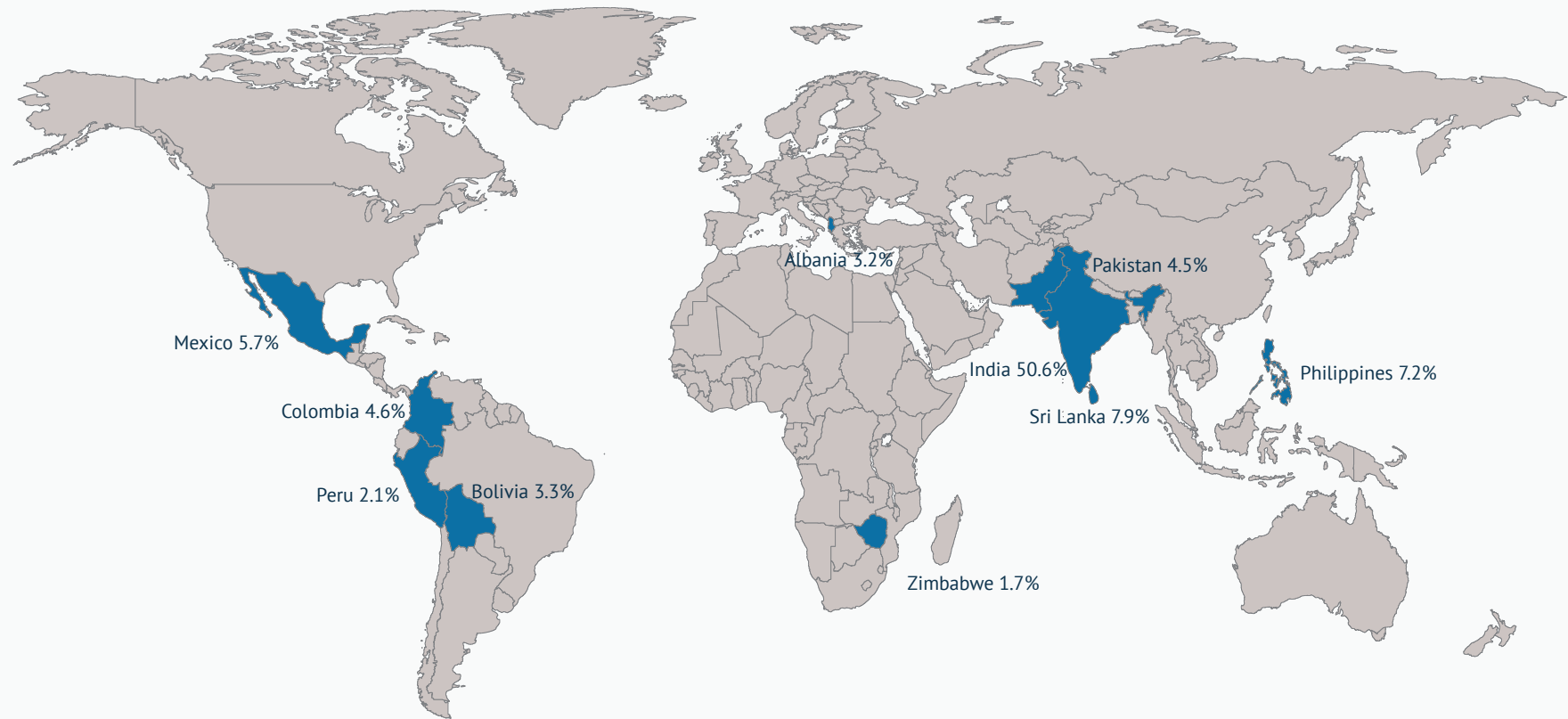
Number of **Social Performance Management Committees** in which the board appointee of the MIV is part of: 1

Investee Size





4.14 Equity Funds: Geographical Concentration per Country²⁶



26. Country concentration differs from the Regional concentration for Equity Funds as some MIVs had reported only on the latter.

5. Annexes



5.1 Annexes - Participants and Peer Group Composition

	Fixed Income Funds	Mixed/Hybrid Funds	Equity Funds	
Public Placement Fund	BlueOrchard Microfinance Fund Dual Return Fund - Vision Microfinance Developing World Markets Microfinance Fund-J IIV-Mikrofinanzfonds responsAbility Global Microfinance Fund responsAbility Mikrofinanz-Fonds	ASN-Novib Microcredit Fund Triodos Fair Share Fund Triodos Microfinance Fund		27. Other MILs from this list include: Microfinance investment funds that are not open to multiple investors, Fund of funds, and Vehicles with less than 50% of their non-cash assets invested in microfinance.
Private Placement Funds	Accion Bridge Guarantee Program Fund Actiam Institutional Microfinance Fund II CoopEst CreSud SpA Dual Return Fund - Vision Microfinance Local Currency EMF Microfinance Fund AGmV Envest Microfinance Fund LLC European Fund for Southeast Europe FEFISOL FINCA Microfinance Fund B.V. Finethic Microfinance Global Commercial Microfinance Consortium II BV Global Partnerships Social Investment Fund 2010 Global Partnerships Social Investment Fund 5.0 KCD Mikrofinanzfonds I KCD Mikrofinanzfonds II Kolibri Kapital ASA LocFund LocFund II Luxembourg Microfinance and Development Fund Microfinance Challenge Fund Rwanda Microfinance Enhancement Facility Microfinance Growth Fund Microfinance Initiative for Asia Debt Fund MicroVest Short Duration Fund MicroVest+Plus ProPulse Fund Regional MSME Investment Fund for Sub-Saharan Africa SANAD fund for MSME SEB Microfinance Fund SEB Microfinance Fund II The Small Enterprise Impact Investing Fund Wallberg Global Microfinance Fund	Access Africa Fund LLC Actiam Institutional Microfinance Fund I Developing World Markets Microfinance Fund I Fonds Desjardins pour la Finance Inclusive Gawa Microfinance Fund Global Financial Inclusion Fund Impulse Microfinance Investment Fund N.V. NMI Frontier Fund NMI Fund 3 Prospero Microfinanzas Fund responsAbility Microfinance Leaders Rural Impulse Fund Rural Impulse Fund II	Aavishkaar Goodwill India Microfinance Development Company Bamboo Financial Inclusion Fund Bridge Philippines Catalyst Microfinance Investors Creation Investments Social Venture Fund I Creation Investments Social Venture Fund II Developing World Markets Microfinance Equity Fund I Elevor Equity II India Financial Inclusion Fund Microvest II - LP Shore Cap II Unitus Equity Fund Women's World Banking Capital Partners	28. Not included in the benchmark because of its important portfolio invested in other themes than microfinance. 29. Microfinance Fund of Funds, not included in the benchmark.
Cooperative Companies NGOs	Alterfin C.V.B.A. Capital for Communities Fund Fonds International de Garantie Global Commercial Microfinance Consortium II BV MCE - Social Capital Oikocredit	Incofin CVSO SIDI "Solidarité Internationale pour le Développement et l'Investissement"		
CDOs	MFLQ3- Sub Debt			
Other MILs ²⁷	Global Microfinance Fund Grameen Credit Agricole Microfinance Foundation Local Credit Fund ²⁸ responsAbility Financial Inclusion Fund Symbiotics Emerging Sustainable Funds	Did Partnership Fund Hivos-Triodos Foundation NMI Global Fund ²⁹ Triodos Sustainable Finance Foundation	Accion Gateway Fund	



5.2 Online Benchmarks

Additional information about the 2015 Symbiotics MIV Survey is available at www.syminvest.com, Symbiotics' Online Platform for Microfinance and Small Enterprise Impact Investments. Online benchmarks are accessible by creating a free research account on Syminvest: <http://www.syminvest.com/research-account>.



Annual Benchmarking 2015

This online tool is based on data collected during the 2015 Symbiotics MIV Survey conducted by Symbiotics Research and Analysis. It allows interactive comparisons between MIV peer groups. All figures are as of December 31, 2014. Please, select the relevant peer group and click on show to access the benchmarks.

Benchmark Participating MIVs Methodology

Peer Groups: 1 peer group(s) checked [Show](#)

Structure Table Performance Table ESG Table

All MIVs ?

1. Assets Value (\$ million)		%TA
Total Capital Committed	58.2 (13)	-
"Paid in" Capital	55.2 (13)	-
Total Assets (TA)	119.2 (84)	100.0%
Microfinance Portfolio (MP)	95.1 (83)	79.8%
% of MP in Investees with assets > 100 mUSD	43.9% (75)	-
% of MP in Investees with assets >10 and < 100 mUSD	42.8% (75)	-
% of MP in Investees with assets <10 mUSD	13.3% (75)	-
Other Portfolio	7.9 (83)	6.6%
% Invested in Agriculture	20.7% (32)	-
% Invested in Housing	2.9% (32)	-
% Invested in Energy	2.0% (32)	-
% Invested in Other Activities	85.4% (32)	-
Total Liquid Assets	14.0 (83)	11.7%
Other Assets	2.5 (83)	2.1%
Annual TA growth	1.7% (87)	-
Annual MP growth	4.1% (86)	-
Assets Currently under Commitments (undisbursed inflows)	8.2 (82)	7.9%
2. Microfinance Portfolio (MP) (\$ million)		%MP
Portfolio Structure		
Direct Microfinance Portfolio (DMP)	92.7 (83)	97.4%
Direct Microfinance Portfolio in Equity	14.0 (83)	14.7%
With Majority Ownership	8.4 (13)	-
With Large Minority Ownership	7.8 (13)	-
With Small Minority Ownership	20.4 (13)	-
Board Representation in %	57.8% (12)	-
Direct Microfinance Portfolio in Debt (DDMP)	78.5 (83)	82.6%
Direct Microfinance Portfolio in Guarantees	0.4 (83)	0.4%
Number of Direct Microfinance Providers (NDMP)	40.1 (83)	-
Number of Direct Microfinance Providers in Equity	3.4 (82)	-
Number of Direct Microfinance Providers in Debt	34.5 (82)	-
Number of Direct Microfinance Providers in Guarantees	0.4 (82)	-
Indirect Microfinance Portfolio in MIVs	2.5 (81)	2.6%
Indirect Microfinance Portfolio in Debt - Notes	0.7 (80)	0.8%
Indirect Microfinance Portfolio in Equity - Shares	1.6 (80)	1.9%
Number of Indirect Microfinance Providers/Recipients	1.1 (80)	-
Regional Distribution		%NDMP
Number of Direct Microfinance Providers in East Europe/Central Asia	10.4 (81)	27.5%
Number of Direct Microfinance Providers in Latin America/Caribbean	13.7 (81)	36.4%
Number of Direct Microfinance Providers in Latin America/Caribbean	3.9 (81)	10.3%
Number of Direct Microfinance Providers in Latin America/Caribbean	2.8 (81)	7.3%



5.3 About Symbiotics

Symbiotics, incorporated in 2004 in Geneva, is an investment company specialized in emerging, sustainable and inclusive finance which offers market research, investment advisory and asset management services. It is an asset manager of collective investment schemes regulated by FINMA, the Swiss Financial Market Supervisory Authority and has an advisory license from the FCA, the Financial Conduct Authority, through its subsidiary in the UK. The company is headquartered in Geneva, with offices in Cape Town, London, Zurich, Mexico City and Singapore with a staff of over eighty professionals.

