

Managing Geopolitical Risk

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Managing Geopolitical Risk



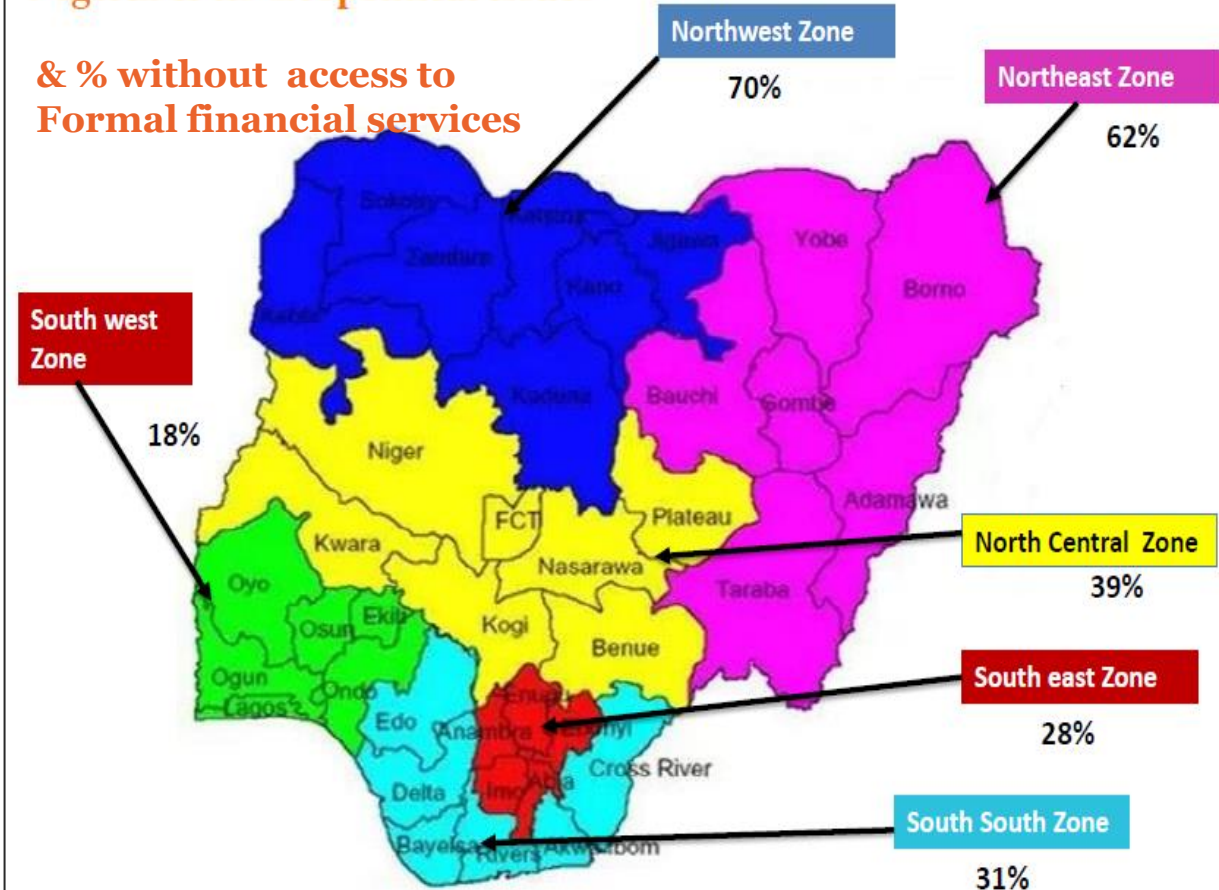
Bunmi Lawson,
MD/CEO, Accion MfB Limited

Accion MfB, Nigeria, Africa

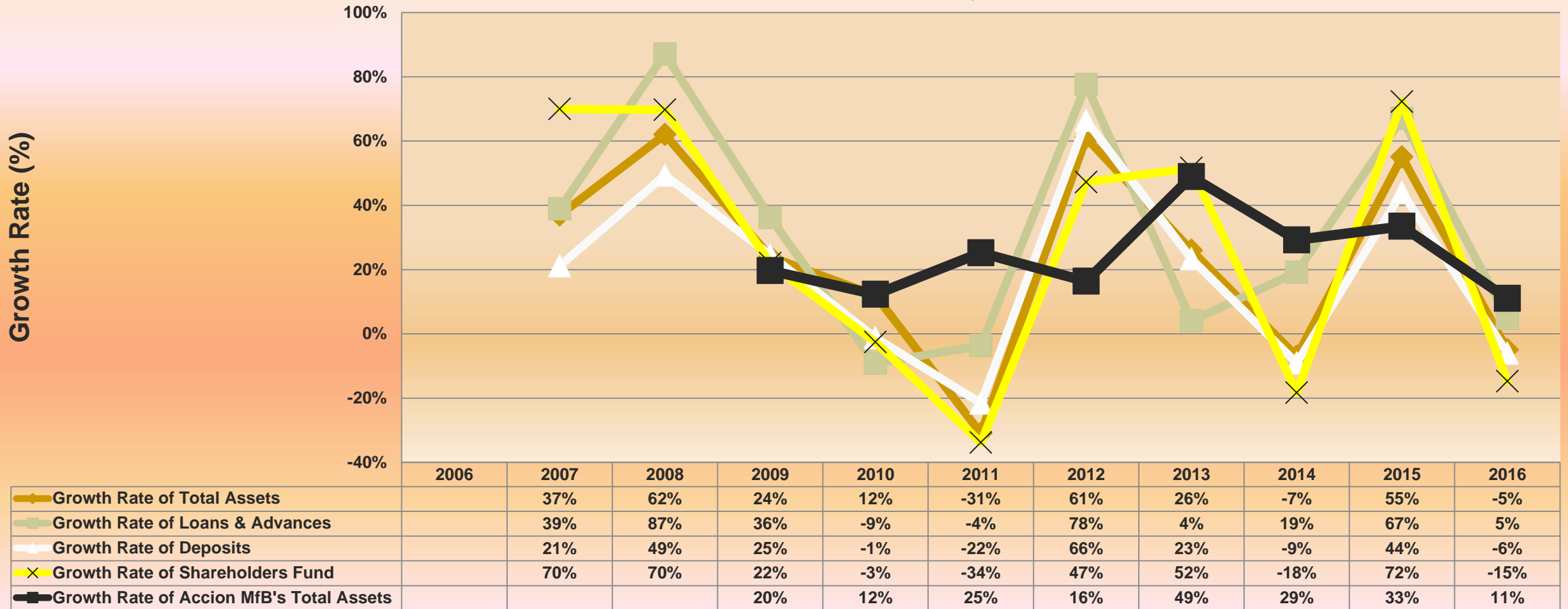
- National MfB with over 273,000 customers, 1000 plus employees in 62 operational outlets,
 - 44 Branches, 7 Cash Centres and 11 Virtual teams in six states
- License by the CBN in April 2007 and commenced business May, 2007 Shareholders include ACCION, Bamboo, IFC, Citibank, Ecobank, and Zenith Bank Plc.
- Disbursed over \$253.7n in loans over last 10 yrs
- Total assets of \$29m
- Award winning MfB
 - 4 times winner of Best MFB in Nigeria
 - EFINA Financial Inclusion Award in the Microfinance banking sector.
 - Company to Inspire the Africa 2017 by London Stock Exchange report

Nigeria & its Geopolitical Zones

& % without access to Formal financial services



Growth Rate of MfB Industry Indicators from 2006 to 2016



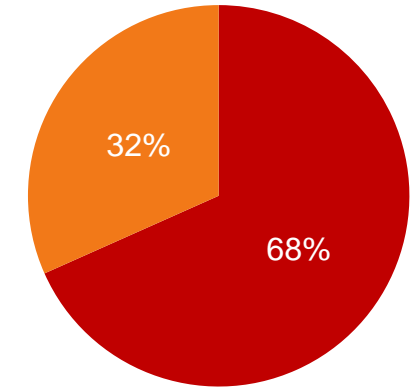
Source: 2016 CBN Statistical Bulletin & Accion MfB Annual Accounts

○ **BIO's mission is to support a strong private sector in developing and/or emerging countries, enabling them to gain access to growth and sustainable development within the framework of the Sustainable Development Goals.**

○ Outstanding investments (31.12.2016)

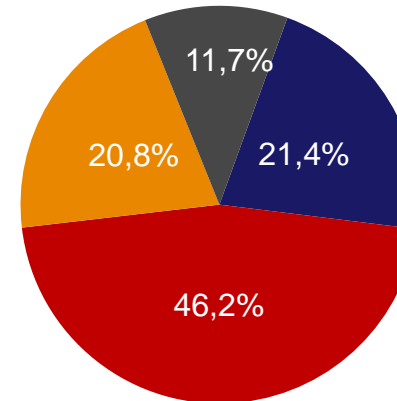
■ per instrument

■ Loan
■ Equity

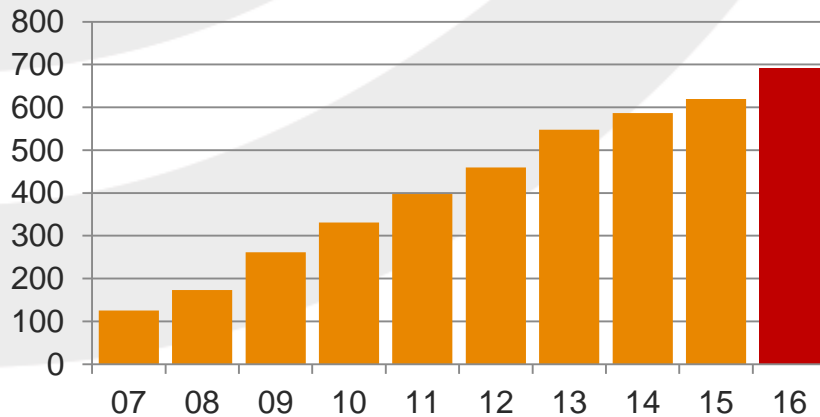


■ per sector

■ Infrastructure
■ Financial Institutions
■ Funds
■ Enterprise

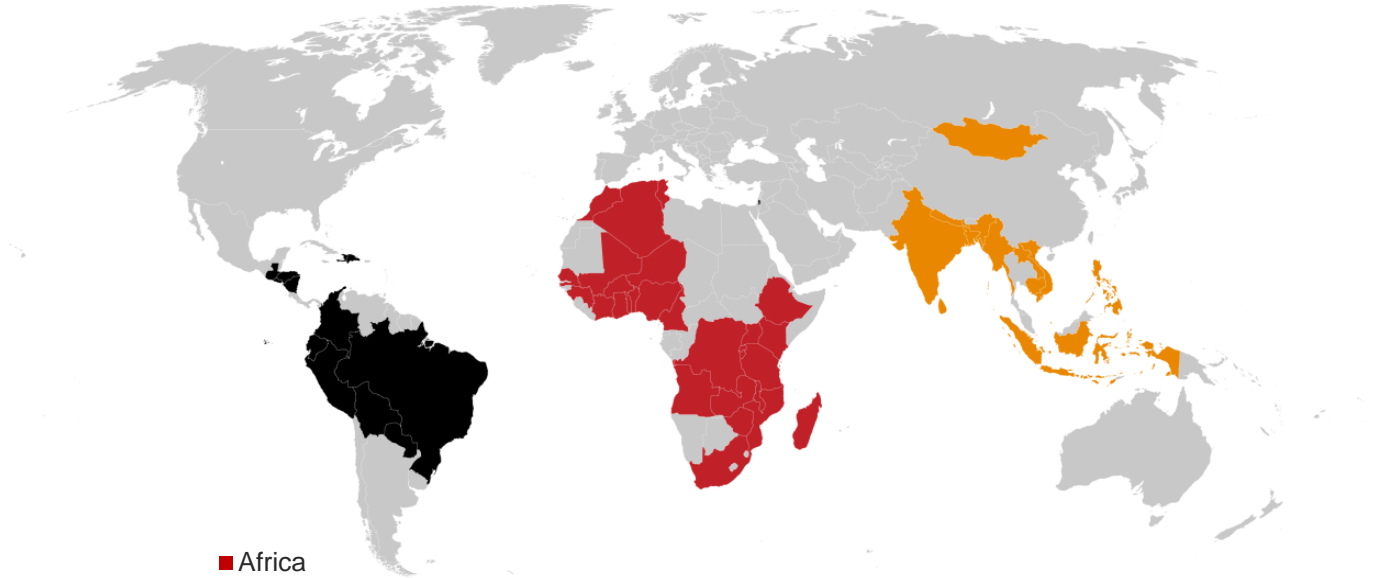


Net commitments 2006- 2016 (M €)

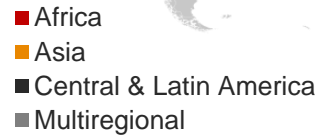


Focus - Regions

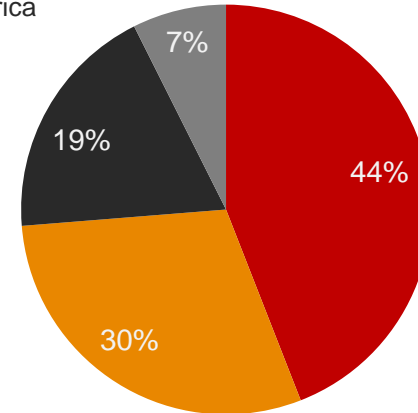
- 52 countries
- OECD Classification: LDC, LIC, lower MIC & upper MIC



Continent	Countries (top 3)
Africa	Algeria, Angola, Benin, Burkina Faso, Burundi, Cameroon, Democratic Republic of Congo , Ethiopia, Ghana, Guinea, Ivory Coast , Kenya, Madagascar, Malawi, Mali, Morocco, Mozambique, Niger, Nigeria , Rwanda, Senegal, South Africa, Tanzania, Togo, Tunisia, Uganda, Zambia, Zimbabwe
Latin America	Bolivia, Brazil, Colombia, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Honduras, Nicaragua, Paraguay, Peru
Asia	Bangladesh , Cambodia , India , Indonesia, Laos, Mongolia, Myanmar, Nepal, Philippines, Sri Lanka, Vietnam
Other	Palestine



Outstanding Investments (31.12.2016)



Nejira Nalić – Mi-Bospo
Bosnia and Herzegovina – 21 years of microcredit

- 9 microcredit organizations, 3 market leaders
- One transformed into a bank
- One transforming into a microcredit company
- One country, two different views of the same law
- Microcredit up (Euro 5,000 or Euro 25,000) is the sole service

Bosnia and Herzegovina – challenges

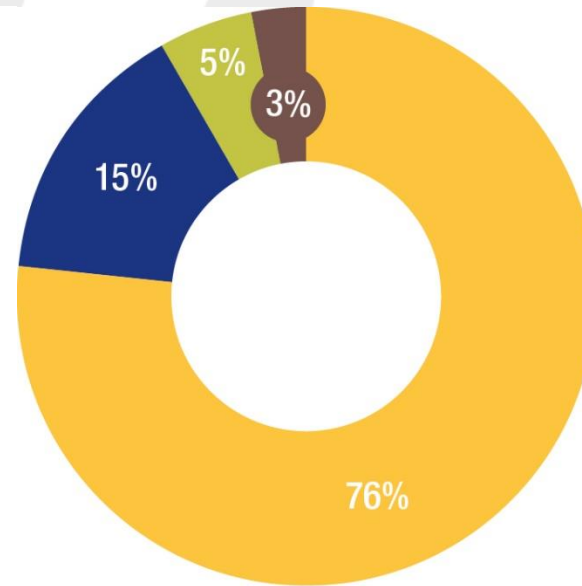
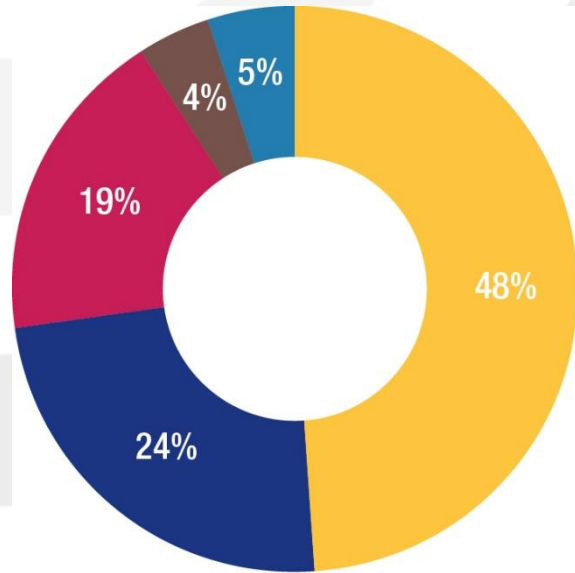
- Economic development ideas not aligned as strategic directions
- (Young) people leaving for EU countries
- Clients - businesses growth limited by administrative burden
- Access to finance is available
- Microcredit organizations are a neglected potential and seen solely as money lenders



MI-BOSPO established 1996 in Tuzla, Bosnia and Herzegovina, affiliated to Women's World Banking, SMART re-certified

- More than 21,000 clients, 65% women (previously 100%)
- Portfolio over Euro 25m
- 32 offices, 173 employees, 100 loan officers
- RoE 8,1%
- Yield 21,2%
- Operational Efficiency 19,5% - C/I 77,3%

Oikocredit – Global Exposure



* including microfinance and SME finance

- AUM of € 970 million
- Presence in 31 countries, partners in 71 countries
- 15% of portfolio in equity investments
 - Focus on growth stage companies in selected countries
 - As equity investors, we have a long term horizon and must have tolerance for risk
- Seek balanced returns in line with Oikocredit's social Mission