







Mobile for Development
Utilities

Investor Roundtable : Funding Platforms

17th November 2016

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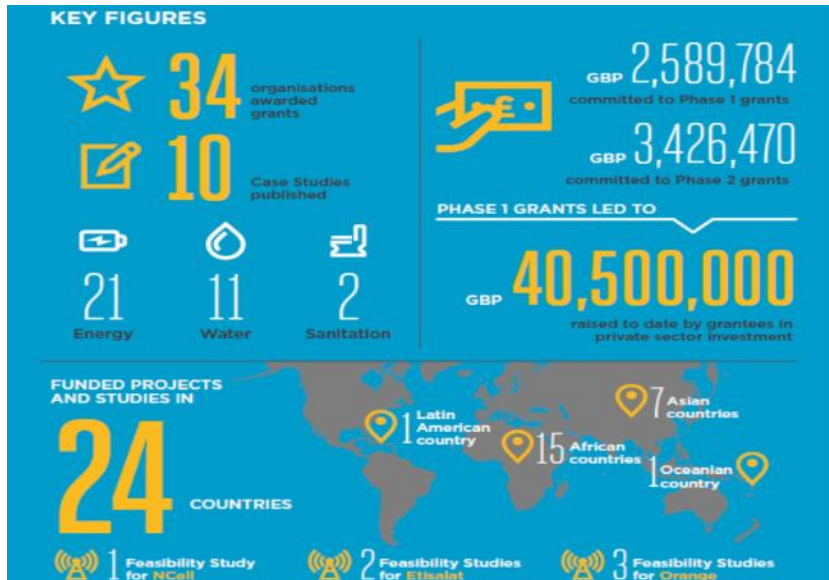
GSMA Mobile for Development Utilities

Our mission is to unlock commercially sustainable business models that leverage mobile to deliver affordable and improved energy, water and sanitation services in emerging markets.

Programme Activities

- Knowledge Sharing and Convening
- Advisory Services
- Innovation Fund
- Market Building

M4D Utilities programme is supported by the UK Government



Why is M4D Utilities hosting the **investor roundtable series**?

To facilitate better communication between entrepreneurs (leveraging mobile) and funders, the webinar series aims to:

- Highlight the differences between funders
- Emphasise the need for entrepreneurs to research and know more about funders
- Improve the understanding of the investment process

This is the last webinar in the series. The other webinars focussed on Foundations and Impact Funds. Webinar recordings are available on the GSMA website.



Carlos Pierre, Senior Manager, Strategic Initiatives, Kiva.org

Before joining Kiva in 2012, Carlos worked for nearly a decade in investment banking in Tokyo, London and New York for both Deutsche Bank and Citigroup. He grew up seeing firsthand the extreme social inequality of Mexico and developed a passion for economic development.

Carlos' focus is expanding the Kiva crowdfunded loan model to better serve social enterprises.



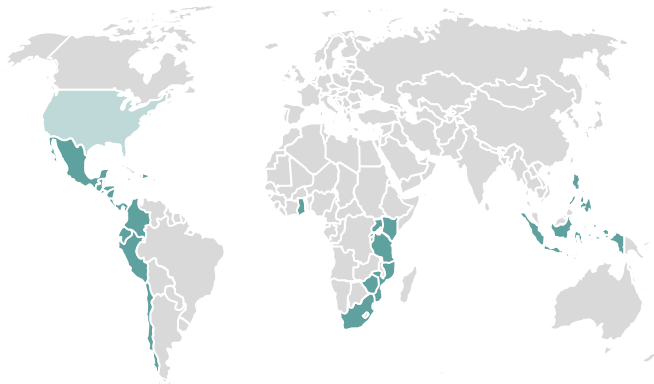


Mission statement & impact

Mission: Connecting people through lending to alleviate poverty

Kiva's Direct to Social Enterprise (DSE) program aims to finance the "missing middle" for social enterprises - too big for microfinance but too small for traditional financing.

Geography



HQ in USA

Lending in Chile, Guatemala, Burundi, Tanzania, Colombia, Honduras, Ghana, Uganda, Costa Rica, Mexico, Kenya, Zimbabwe, Dom Republic, Nicaragua, Mozambique, Ecuador, Panama, Rwanda, Indonesia, El Salvador, Peru, South Africa, Philippines

Sectors

- Clean Energy,
- Agriculture,
- Financial Inclusion,
- Education
- ICT,
- Environmental Conservation

Stage

Kiva requires sales revenue.
Profitability is a plus.

Duration

Maximum Tenor is 18 months.
Kiva is looking for working
capital/short terms loans.

Size & structure

Loan range is USD 10k to 50k.
Repayments are tailored to underlying
cash flows.
Grace period up to 6 months.

Successful campaigns - Started in July 2016

8 Enterprises Supported (Total - USD 337,000)



Return expectation

0% financial return.
Socially, Kiva expects the loan to
help scale innovative business
model that impact the base of the
pyramid.



What are the main things you look for in an organisation before initiating discussion?

1. Referral from Kiva Partner Organization (e.g. Village Capital, Echoing Green, GSBI, GACC, Root Capital, Vital Voices, Ashoka, Bankable Frontier Associates...)
2. Clear social impact in application
3. Clear loan use and repayment logic

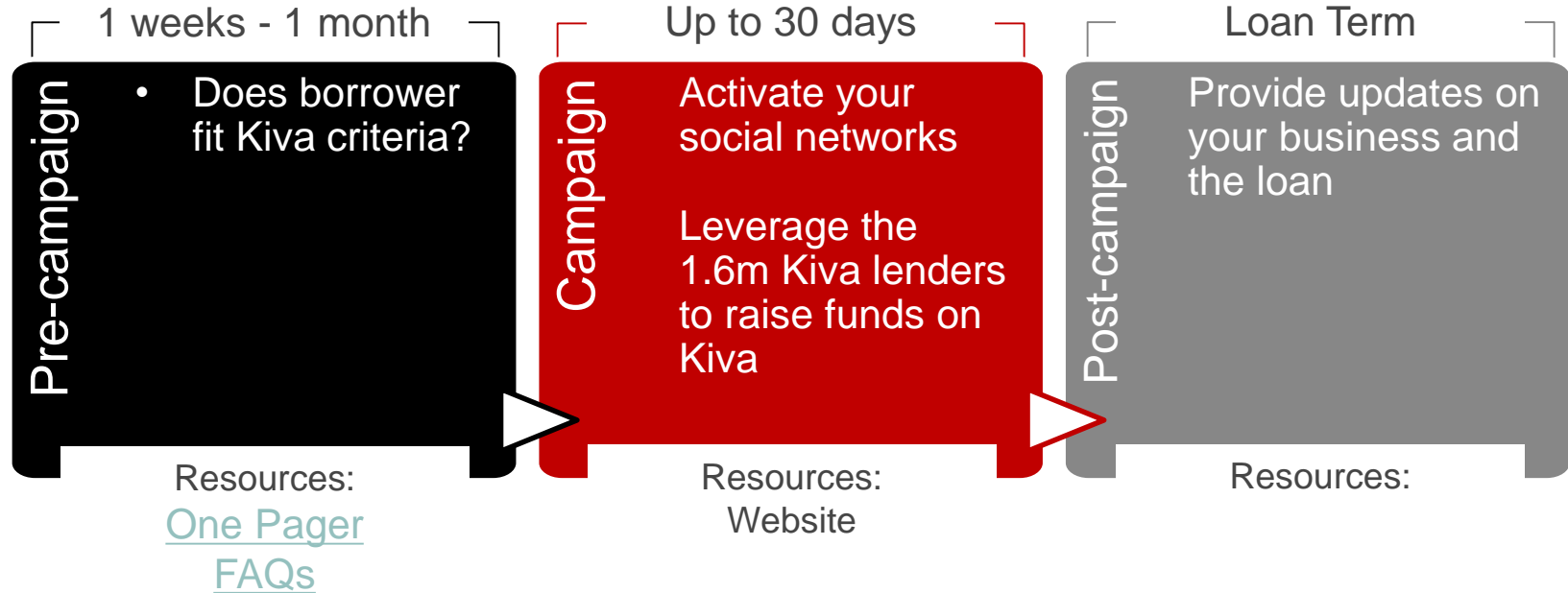


What advice would you like to give entrepreneurs to help them avoid common mistakes?

1. Make sure to measure your impact.
2. Your revenues should prove you can meet our short term loan tenors.
3. Be as specific as possible when detailing the use of the loan.



Process





Tobias Grinwis

Investment Ranger @ Lendahand

A self proclaimed wildlife ranger...

Now part of the impact investment team at Lendahand, and thus.....



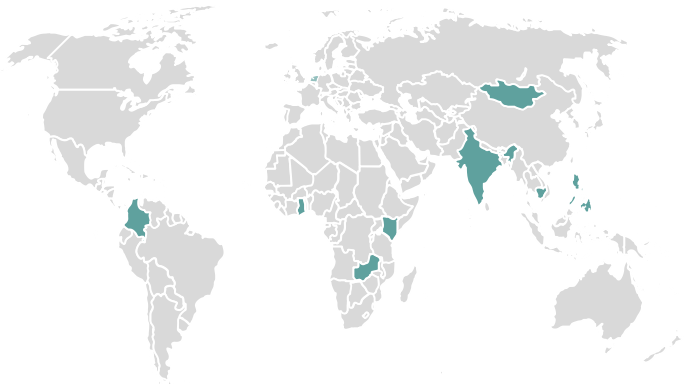


Mission statement & impact

Lendahand is an online lending platform where socially minded savers & investors can fund SMEs and sustainable initiatives in emerging economies.

We want to create value for all stakeholders, but more than that we want to alleviate poverty.

Geography



HQ in the Netherlands

Lending in Kenya,
Zambia, Ghana,
Mongolia, Cambodia,
the Philippines, India
and Colombia.

Sectors

None in specific, we have funded many sectors on the platform

As of recently, we have increased our focus on renewable energy and clean drinking water campaigns

Stage

- 2-3 years, ready to scale up
- Looking for working capital

Maturity of loans

6 – 48 months
Semi annual repayments
We offer flexible funding and hope to see investees come back for more

Size & structure

Campaign size up to EUR 250K
Max per year per organisation EUR 2.5m
Loans in EUR, USD and GBP (soon)
Debt only

Successful campaigns

Over 1,300 campaigns; cassava farmers, to SHS, to mini grids
100% got fully funded and 100% has been repaid.
Over EUR 11m in total volumes and growing fast

Return expectation

Between approx. 6-12%
But more importantly, we expect shiploads of impact!

Partners:





What are the main things you look for in an organisation before initiating discussion?

1. Ambitious and skilled management team
2. Solid social impact, while having a valid business model
3. Strong track record and ambitious but realistic projections

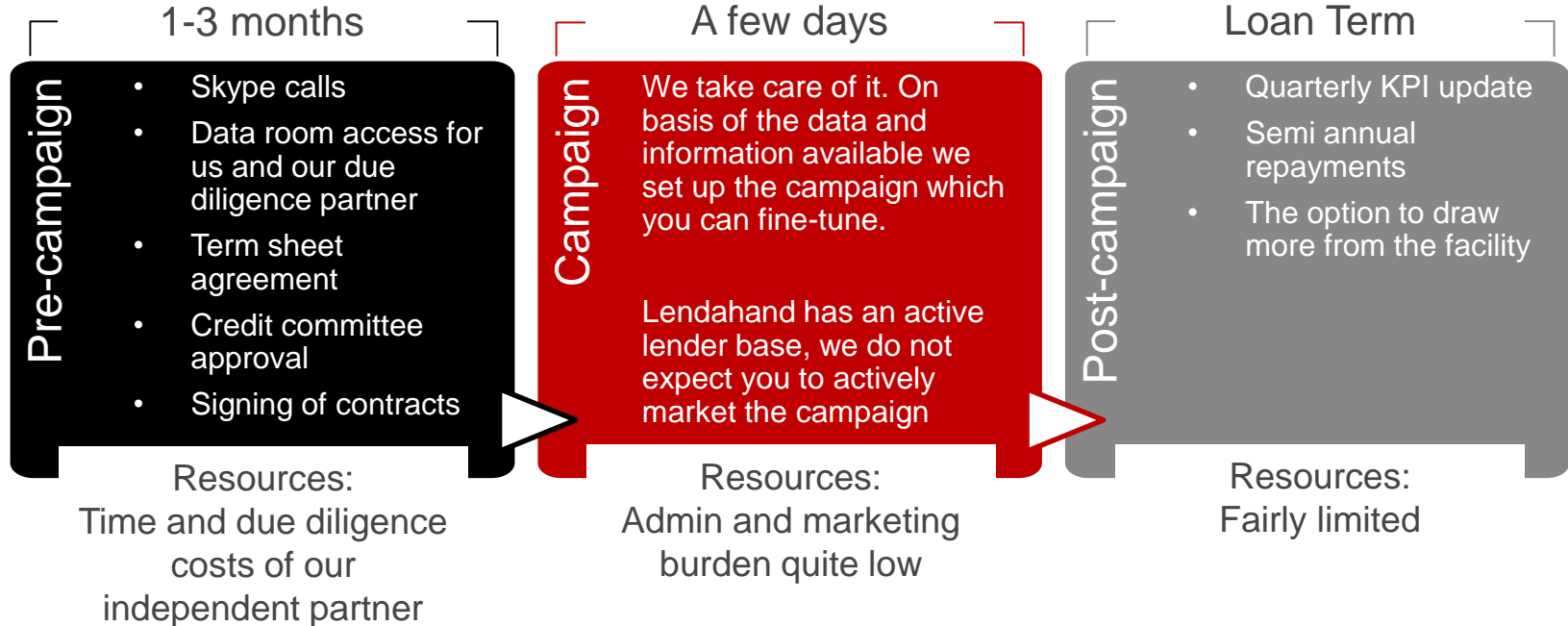


What advice would you like to give entrepreneurs to help them avoid common mistakes?

1. Make lots of (small) mistakes
2. Seek out partnerships with like minded people/organizations, but seek advice from parties with a totally different mindset
3. Your team is your everything



Process





Q&A

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