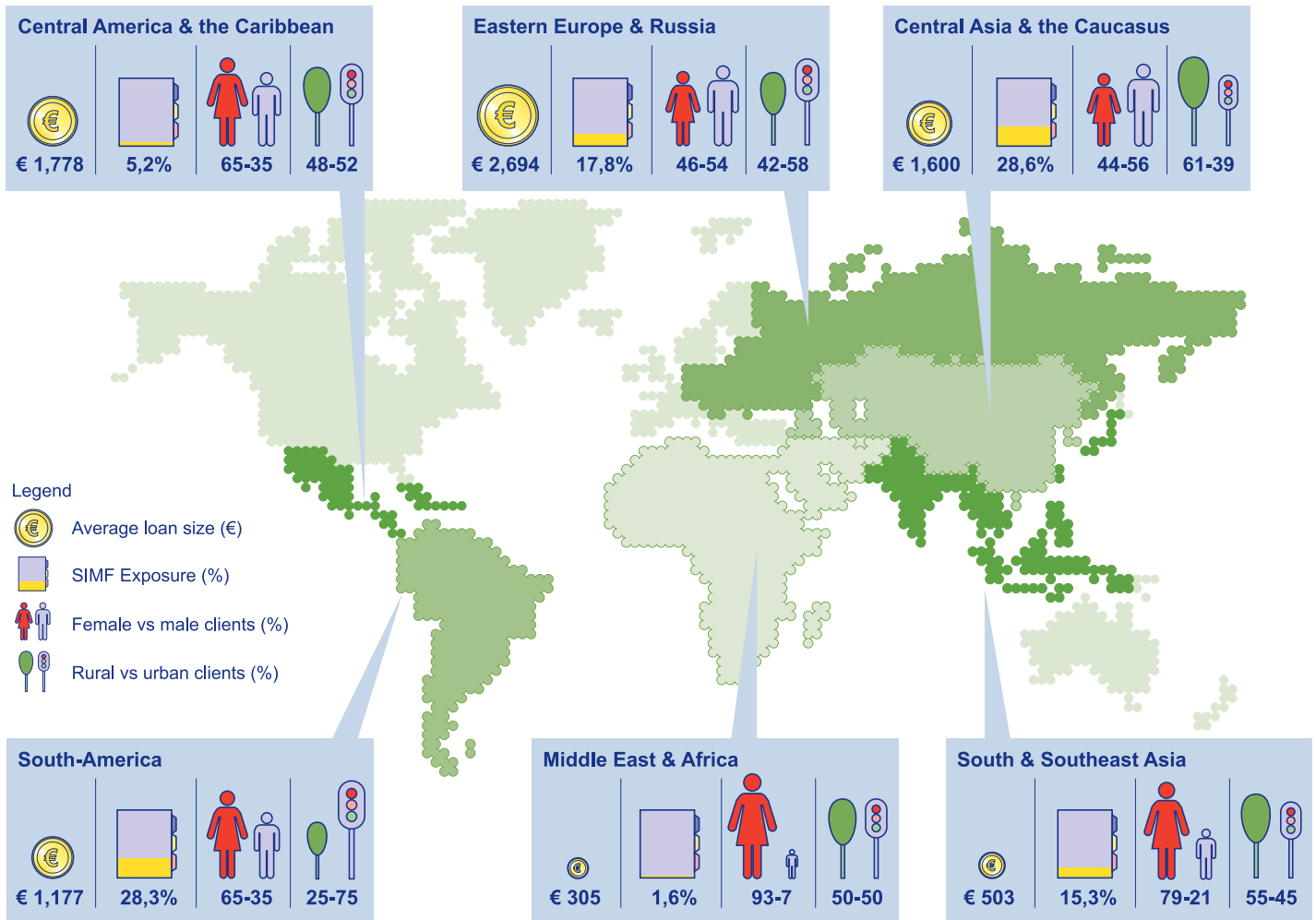


# SNS Institutional Microfinance Fund I

The Fund's premise is capital appreciation and, without sacrificing investment returns, contributing to the development of an inclusive financial sector in the developing world by providing capital needed to expand the positive impact of microfinance institutions in serving the financial needs of the lowest income households, who like anyone else, should have the right of access to loans, savings, insurance and other related products in order to run businesses, deal with risks, build assets and smooth income.

Cumulative Borrower Outreach 2007-2011 (estimation)



## KEY FACTS

Nr of MFIs reached



120

Nr of people reached



802,490

Average loan size



€ 1,445

Female vs male clients



59%-41%

Rural vs urban clients



45%-55%

# The Principles for Investing in Inclusive Finance (PIIF) in SIMF I investments



## Principle 2

“Client Protection.

We believe that client protection is crucial for low income clients. Therefore we will integrate client protection in our investment policies and practices.”

SNS Impact Investing included key client protection covenants in all loan agreements with microfinance institutions and is monitoring these on a regular basis. The clauses include a requirement for MFIs to endorse the Client Protection Principles, to be fully transparent about their costs and prices towards their clients, and to make use of credit bureaus to prevent over-indebtedness of clients.

## Principle 5

“Transparency.

We will actively promote transparency in all aspects.”

SNS Impact Investing encourages MFIs to report social performance data to MIX Market, the premier source for microfinance performance data and analysis. Banco Solidario, a microfinance institution from Ecuador which is included in the SNS Institutional Microfinance Fund has been awarded for its transparency with the Gold MIX Social Performance Reporting Award 2011. Banco Solidario completed the MIX report, provides data on poverty measurement, has a social rating, is showing social change related to their mission, and Banco Solidario shows high levels of client retention.