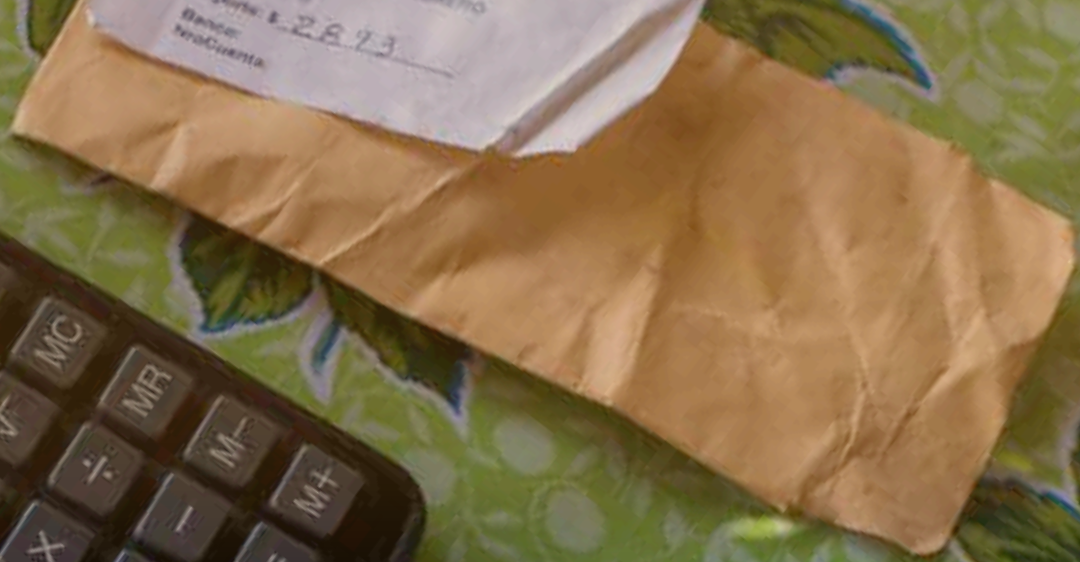
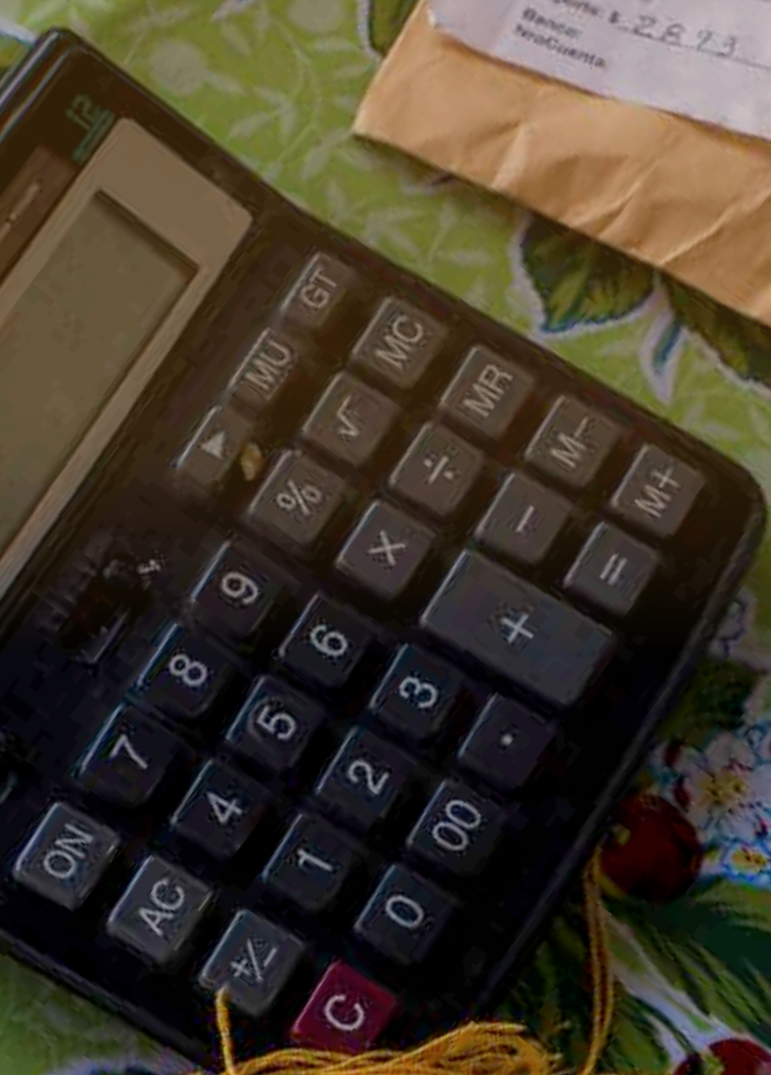


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DEDICATED TO  
INCLUSIVE AND  
SUSTAINABLE  
FINANCE IN  
EMERGING  
MARKETS

---





INVESTMENT ADVISORY  
ASSET MANAGEMENT  
CAPACITY BUILDING



VISION,  
MISSION,  
STRATEGY  
AND VALUES



## VISION

Our vision is to create value through mutually beneficial partnerships.

## MISSION

Our mission is to contribute to sustainable development by providing access to capital in underserved markets to the benefit of micro-, small and medium enterprises and low and middle income households.

## STRATEGY

Our strategy is to be a leading investment company dedicated to inclusive and sustainable finance in emerging and frontier markets.

## VALUES

Our corporate values are focused on the principles of independence, integrity and innovation. Independence towards our clients and partners, integrity of our staff and work and innovation of our products and services.

## SOCIAL CHARTER

Each investment made by Symbiotics needs to comply with the following criteria:

- Target domestic markets in emerging and frontier economies
- Invest in the real economy, promoting the social function of finance and seeking long term value creation
- Integrate sustainability and social responsibility ratings, using ESG norms, in the investment process
- Benefit low and middle income households and micro-, small and medium enterprises
- Foster job creation and access to primary goods, such as homes, food and energy

# GOVERNANCE

## SHAREHOLDERS

Symbiotics is owned by more than 60 shareholders, including many staff members but also private bankers and social investors, all motivated by a common goal and mission.

## BOARD OF DIRECTORS

Symbiotics' board is comprised of six professionals overseeing the company's activities and representing various areas of expertise.



**IVAN PICTET** *Chairman*

Former senior partner of the Banque Pictet & Cie; President of the Pictet Foundation for Development and President of the Foundation for Geneva.



**MICHEL GUILLET**

President of Adenia Partners, an Africa focused private equity firm; co-founder of BC Partners, one of the largest private equity firms worldwide; top management positions in the industrial and health sectors.



**BETH KRASNA**

Professional independent non-executive Director; currently, on the board of directors of: the Swiss Federal Institutes of Technology, COOP Group, BG Bonnard & Gardel Holding SA, Raymond Weil SA. Formerly, on the Banque Cantonale Vaudoise board.



**DAVID LEDERMANN**

Partner at Lenz & Staehlin since 2007; specialized in business law with his practice areas being: corporate, M&A, private equity, investments, contract and commercial.



**TINEKE RITZEMA**

Senior executive in the financial sector in companies such as UBP, ABN, AMRO Private Banking as well as at the ILO and various NGOs. She is a board member of the Banque Alternative Suisse and a member of the ACTARES committee.



**LORE VANDEWALLE**

Assistant Professor of Economics at the Graduate Institute of International and Development Studies (IHEID) in Geneva. Specialized in development economics as well as microfinance.

“

*Symbiotics puts a big emphasis on applying good governance principles and developing a strong corporate culture*

”



ROLAND DOMINICÉ  
*Chief Executive Officer*



VINCENT DUFRESNE  
*Chief Financial Officer*



YVAN RENAUD  
*Chief Operations Officer*

#### GENERAL MANAGEMENT

Symbiotics' General Management is comprised of three senior impact investment professionals.

The company is organised in three distinct divisions: corporate services, investment advisory and asset management; which include 83 staff in six locations.

# SYMBIOTICS AT A GLANCE

2004

ESTABLISHED

---

6

Cape Town  
Geneva  
London  
Mexico City  
Singapore  
Zurich

OFFICE LOCATIONS

---

83

WOMEN 40%

MEN 60%

STAFF MEMBERS

---

32

STAFF NATIONALITIES

---

63

41 OF WHOM  
ARE STAFF  
MEMBERS

SHAREHOLDERS

---

6

Asset Management  
Investment Advisory  
Investment Analysis  
Capacity Building  
Technical Assistance  
Research

AREAS OF EXPERTISE

---

*Symbiotics data as of June 2016*

# 2.8bn

INVESTED (USD)

---

# 60

COUNTRIES REACHED

---

# 802

FINANCIAL INSTITUTIONS ANALYZED

---

*Since inception*

# INVESTMENT STRATEGY

## TARGET CLIENTS

The firm works for a range of investment funds offered to numerous institutional investors and wealth managers seeking exposure to these markets through debt and equity instruments.

## TARGET MARKETS

We target emerging and frontier economies, with the aim of promoting the social function of finance.

## INVESTMENT UNIVERSE

We work with domestic financial institutions that focus on micro-, small and medium enterprises as well as low- and middle-income households with the aim of fostering job creation and access to goods of first necessity.

## INVESTMENT VALUE CHAIN



### FOOD

Access to food, sustainable agriculture and local retail distribution



### ENERGY

Access to household utilities, energy efficiency and green technology



### JOB

Access to education, employment and entrepreneurship



### HOMES

Access to property, housing and local infrastructure



# MARKET COVERAGE



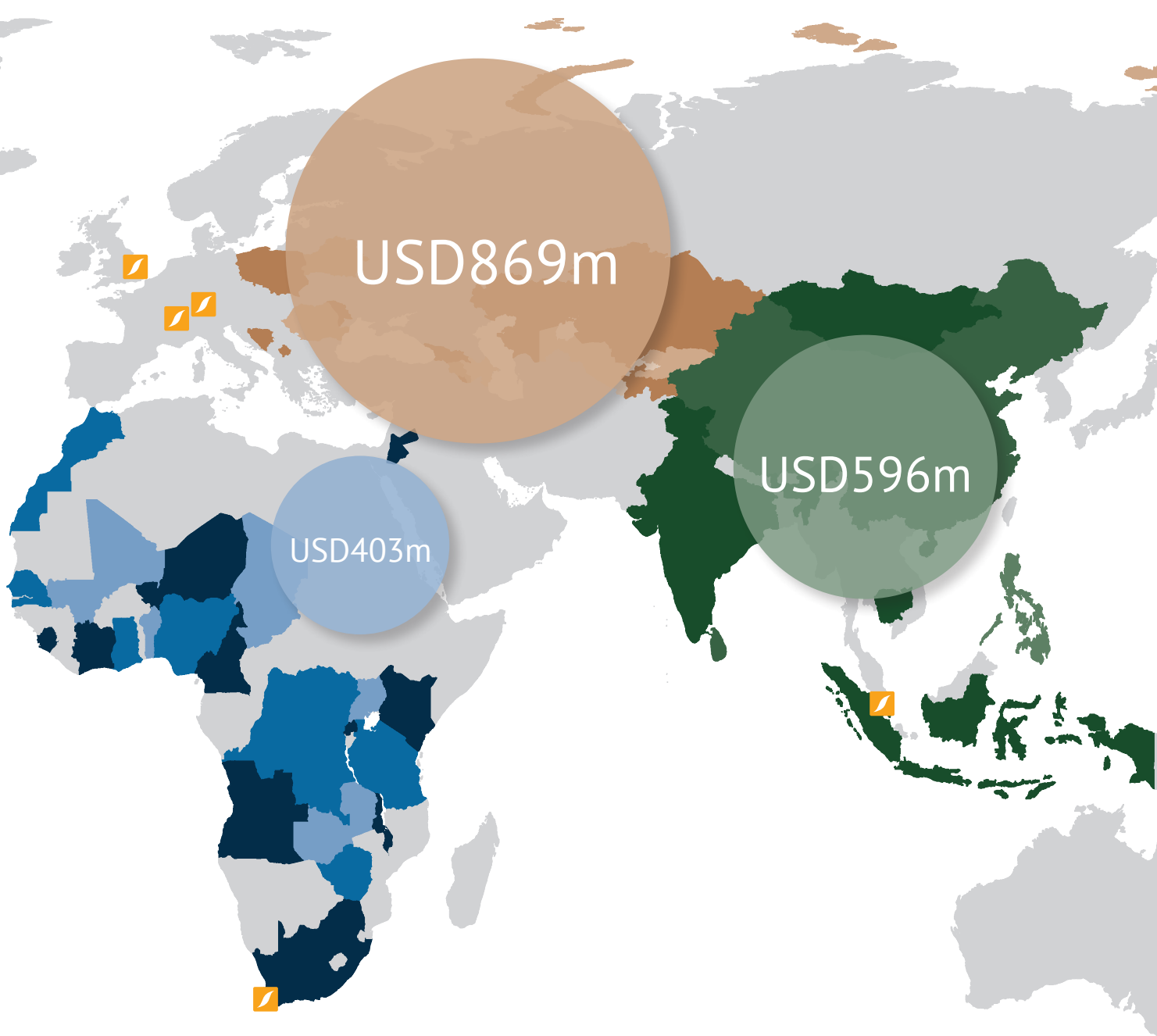
USD987m






## TRACK RECORD & CLIENTS

- We cover more than 50 emerging economies and have analyzed over 800 financial institutions.
- Today we manage a portfolio of over USD 1.3 billion through 20 different investment funds.

	Markets	Institutions	Investees	Deals (USDm)
Latin America & the Caribbean	15	362	115	987
Africa & the Middle East	26	174	71	403
Eastern Europe, Caucasus & Central Asia	18	150	70	869
South & East Asia	9	139	45	596
<b>Total</b>	<b>68</b>	<b>825</b>	<b>301</b>	<b>2,855</b>

*Data since inception  
Symbiotics data as of June 2016*



- KEY
-  SYMBIOTICS OFFICES
  -  LATIN AMERICA & THE CARIBBEAN
  -  AFRICA & THE MIDDLE EAST
  -  EASTERN EUROPE, CAUCASUS & CENTRAL ASIA
  -  SOUTH & EAST ASIA

# SOCIAL PERFORMANCE

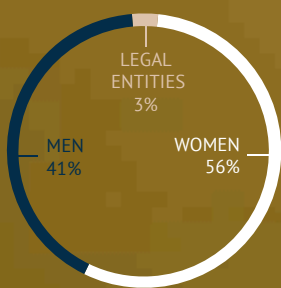
## SOCIAL RESPONSIBILITY

Each investment made by Symbiotics is filtered through a social responsibility rating, alongside traditional financial evaluations, adopting a multi-stakeholder approach (ESG norms), balancing the multiple interests at stake along the value chain in order to maximize their long term sustainability and value creation.

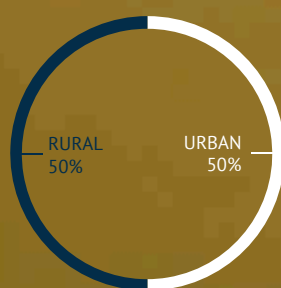
Our social responsibility rating is organized along the following dimensions:

- Social governance
- Labor climate
- Financial inclusion
- Client protection
- Product quality
- Community engagement
- Environmental policy

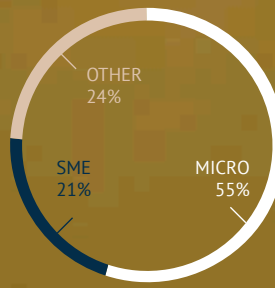
## SOCIAL OUTREACH



CLIENT GENDER



CLIENT LOCATION



MARKET SEGMENT



CLIENT ACTIVITY



#### SOCIAL IMPACT

Our total outstanding investments refinance an equivalent amount of 1.4 million loans by our partner financial institutions. These 1.4 million loans are split between 213,186 loans to low and middle income households (housing loans, basic consumption loans, education loans) and 1,194,169 loans to businesses (micro-credits, SME loans). 97.1% of these business are micro-enterprises and 2.9% are SMEs; together they employ nearly 2.5 million people at the base of the pyramid, estimating two jobs per micro-enterprise and ten per SME.

Company foundation in Geneva, Switzerland

Launch of structured bond mandates

- Microfinance Loan Obligations SA
- Microfinance Securities XXEB

Launch of investment advisory services

- responsAbility Social Investments SA
- Fundo / Finethic Microfinance Fund
- Dual Return / Vision Microfinance Fund

# CORPORATE TIMELINE

2004

2005

2006

2007

Launch of research services

- World Bank / CGAP MIV Survey
- Syminvest.com, including SMX and SYM50 benchmarks

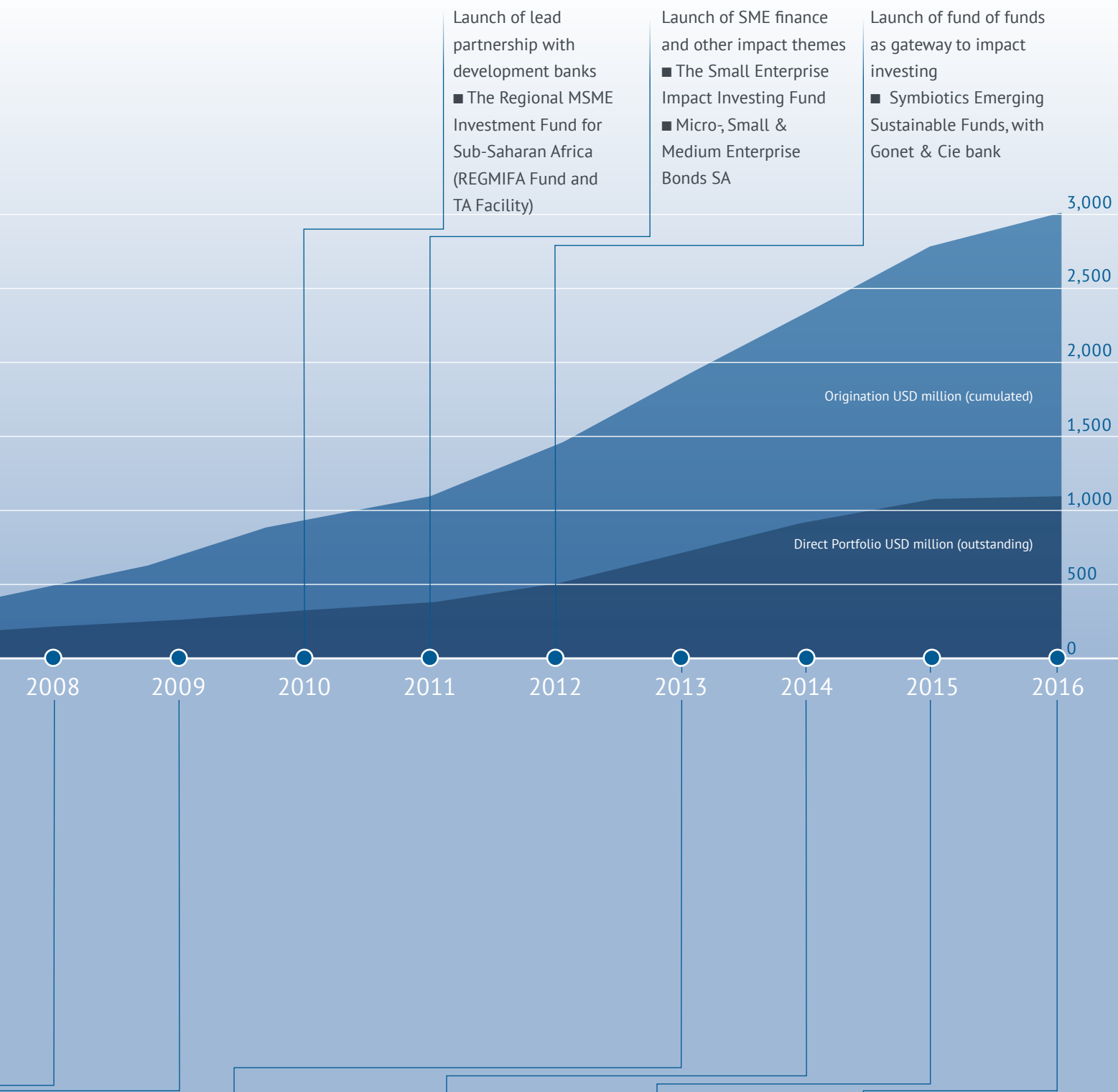
Launch of Symbiotics Asset Management

- Wallberg Global Microfinance Fund
- Enabling Microfinance Fund

First multi-fund partnership with a mainstream bank

- Banque de Luxembourg

*Symbiotics data as of June 2016*



Launch of lead partnership with development banks  
 ■ The Regional MSME Investment Fund for Sub-Saharan Africa (REGMIFA Fund and TA Facility)

Launch of SME finance and other impact themes  
 ■ The Small Enterprise Impact Investing Fund  
 ■ Micro-, Small & Medium Enterprise Bonds SA

Launch of fund of funds as gateway to impact investing  
 ■ Symbiotics Emerging Sustainable Funds, with Gonet & Cie bank

Launch of managed account mandates  
 ■ Partnership with SEB bank in Scandinavia  
 ■ Partnership with large pension funds in Switzerland

Launch of an equity investments unit  
 ■ Emerging Sustainable Africa Fund

Launch of first bond fund  
 ■ Emerging Impact Bonds Fund

Launch of multi-sector impact fund  
 ■ High Yield Fixed Income Fund

# CONTACTS

## SWITZERLAND

Symbiotics SA  
Rue de la Synagogue 31  
1204 Geneva  
t +41 22 338 15 40

Symbiotics SA  
Forchstrasse 280  
8008 Zurich  
t +41 43 499 87 89

## MEXICO

Symbiotics Mexico S de RL de CV  
Diagonal Patriotismo 12-602  
Colonia Hipódromo  
06100 México D. F.  
t +52 55 55 84 78 72

## SINGAPORE

Symbiotics (Singapore) Pte. Ltd.  
Singapore Land Tower  
50 Raffles Place, 30-28  
Singapore 048623  
t +65 66 31 27

## SOUTH AFRICA

Symbiotics I, C & S South Africa Ltd.  
4 Loop Street, Studio 502  
Cape Town 8001  
t +27 21 425 51 19

## UNITED KINGDOM

Symbiotics UK Limited  
6 Bevis Marks  
London EC3A 7BA  
t +44 203 786 1186



Symbiotics is a member of the following initiatives and associations:

- › The Association of the Luxembourg Fund Industry
- › European Microfinance Platform
- › European Venture Philanthropy Association
- › The Global Impact Investing Network
- › LuxFLAG
- › Principles for Responsible Investment
- › The Smart Campaign
- › The Social Performance Task Force
- › Sustainable Finance Geneva
- › Swiss Capacity Building Facility
- › Swiss Microfinance Platform
- › Swiss Sustainable Finance

