

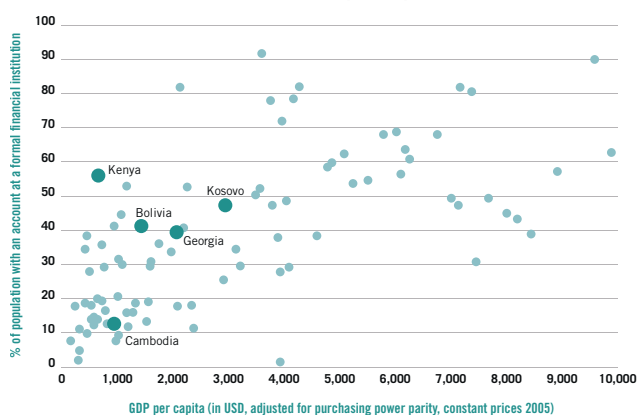
# FINANCING SOLUTIONS FOR THE FINANCIAL SECTOR

## WE FINANCE YOUR GROWTH

Through our investment products, responsAbility is one of the world's leading private investors in the financial sectors of developing economies and emerging markets. We believe that the financial industry can only play a pivotal role in driving economic growth and social progress if it has a broad reach and develops in a way that promotes financial inclusion. We therefore invest in unlisted financial institutions that offer a wide range of products and services to micro-, small and medium-sized enterprises and/or low-income clients.

In the area of private equity investments, we partner with solid financial intermediaries headed by strong management teams who share our values and can help drive the development of our target markets. We seek minority equity positions that represent a share-holding of typically 10–30% of the investee company and which can be acquired through primary and/or secondary transactions.

### RELATIONSHIP BETWEEN GDP PER CAPITA AND USE OF FORMAL FINANCIAL SERVICES (2014)



Source: World Bank, Global Findex Database and World Development Indicators Database

### BENEFITS FOR INVESTEES

- Reliable, stable and long-term partnership with the leading private player in the industry
- Active post-investment management and tangible business support
- Access to an outstanding team of industry experts
- Well-established networks and strong ties to the investor community
- Unparalleled access to global best practices
- Long-term, patient capital from open-ended investment products
- Lean and efficient processes and swift decision-making

As an active partner, we strive to support our investee companies through representation on their board and by offering them individual strategic and/or operational advice. We thereby successfully contribute to strategy development, new products and institutional transformation – and help the companies grow and realize their ambitions.

We believe that equity investments deliver the best results for our partner companies when the investor combines an in-depth understanding of local market conditions, sector-specific know-how, a rigorous investment approach and a focus on developing long-term value. To deliver on these principles, responsAbility has established an outstanding team of experts and has built a strong international network and a values-based company culture.

## INVESTMENT CRITERIA

We aim to invest capital in financial institutions that

- offer a wide range of products and services to micro-, small and medium-sized enterprises and/or low-income clients
- are supervised or intend to be supervised by regulatory authorities and operate in a sufficiently regulated environment
- are already leaders, or have the potential to become leaders, in their respective markets
- are headed by strong management teams
- have high standards of transparency
- can generate long-term growth and profitability
- have reached a good level of maturity in terms of their operating systems and processes
- have total assets of at least USD 20 million
- have financing requirements of USD 5 to 50 million
- have a business track record of at least three years

## INVESTMENT PROCESS

We apply a rigorous process that is executed rapidly – from the initial assessment of eligibility to the completion of due diligence and the conclusion of the final deal.

## KEY TEAM MEMBERS

### Rochus Mommartz, CEO &

#### Member of the Executive Management

He has 25 years of expertise as investor and consultant in the areas of financial sector development and intermediaries that target SMEs and/or low-income clients. He advised central banks, supervisory agencies and leading financial intermediaries on strategy, risk management, activity based costing and efficiency enhancement. He served as a board member of numerous microfinance and SME banks.

### Philipp Cottier, Head Equity Investments &

#### Member of the Executive Management

Philipp leads the Equity Investments teams at responsAbility. He has more than 20 years of investment experience in the fields of private equity in emerging markets. He has held wide-ranging roles in the finance industry, including as Chairman of the international asset management firm Harcourt Investment Consulting AG, Zurich, from 1998 to 2002, and CEO of the company from 2002 to 2007.

## LEGAL DISCLAIMER

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## Michael Fiebig,

### Head Financial Institutions Equity Investments

Michael leads the Equity Investments team for the financial sector. He is responsible for portfolio building and supervises the sourcing, due diligence, execution and monitoring of portfolio transactions by the team. Michael has 18 years of operational leadership, consulting, and equity investment experience in microfinance and banking. He has held board positions in microfinance and SME banks in Eastern Europe, Africa and Asia.

## WHO WE ARE (AS OF 31.12.2016)

**USD 2 billion** financial sector funding outstanding

**328** investees (MFIs) in **78** countries

**277** employees in **10** locations worldwide

Largest private player in the sector

## CONTACT

If you are interested in obtaining financing from funds managed by responsAbility, please contact us to discuss the next steps in the investment evaluation process. Please send an e-mail to one of the following addresses:

### MENA, EECA:

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