

FACT SHEET

BOPA IN BRIEF

- BOPA (Base of Pyramid Asia) is a Singapore based holding company that invest equity in smaller and early stage Microfinance Institutions (MFIs) in Asia.
- BOPA believes in active ownership and adds both financial resources, managerial experience and access to a large and ramified network of relationships with debt and equity funds.
- BOPA emphasizes the balance between delivering financial returns and solid social impact.
- BOPA was established in February 2013 and largest shareholders are Danish DFI; IFU and Finnish DFI; FinnFund
- BOPA is a member of Financial Inclusion Equity Council (FIEC).
- Total BOPA Assets 31.3.2018: USD 12.3 million

INVESTMENT STRATEGY

- BOPAs approach is to invest in substantial minority shareholdings and to be involved in corporate governance of the MFIs we invest in.
- BOPA typically make initial investments of USD 500,000 – 2,500,000 and seek to support the growth of the institution with follow-on investments.
- BOPA invests with a long term holding perspective.
- The goal of BOPA is to shape strong and responsible MFIs in Asia that will grow to reach over 2 million clients by 2020.

OVERVIEW – BOPA PORTFOLIO MFIS AS OF 31 MAY 2018

Company	Country	# of Clients	Loanportfolio - USD
Asian Credit Fund	Kazakhstan	21,174	12,281,413
Alliance	Myanmar	103,403	18,022,755
ELET Capital	Kyrgyzstan	13,458	8,945,724
MATIN	Tajikistan	7,569	9,269,309
KIF	Timor Leste	12,083	14,636,684
Sambandh	India	141,000	34,264,706
Chamroeun	Cambodia	24,894	11,868,185
Thanh Hoa MFI	Vietnam	20,833	12,000,491

BOPA INVESTMENTS

Vietnam (Thanh Hoa MFI - Debt)
Cambodia (Chamroeun - Debt)
East Timor (KIF - Equity)
Myanmar (Alliance - Equity)
Kazakhstan (ACF - Equity)
Kyrgyzstan (Elet Cap - Equity)
Tajikistan (Matin - Equity)
India (Sambandh - Equity)

MANAGEMENT

Christian Andersen, CEO



Christian has been involved in microfinance since 2005. He is the co-founder of BOPA and passionate about

working with smaller and mid-sized MFI's to help them improve corporate governance and grow efficiently. Christian has a MBA from IMD in Switzerland and has participated in several workshops and trainings at the Boulder Institute of Microfinance, BRAC, CGAP and HBS-Accion.

Niroshani Sawanawadu, COO



Niroshani has a background as an ICT professional and has been involved in microfinance field since 2007.

Most recently she was country manager for LOLC Myanmar and instrumental in developing one of the leading microfinance companies in Myanmar – from greenfield to sustainable operation within a short time span of 2 years. Niroshani is also a CGAP certified trainer.

CONTACT

Questions and comments please contact:

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