

## 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 exercises active ownership and adds both financial resources, managerial experience and access to a large network of relationships with debt and equity funds.
- BOPA emphasizes the balance between delivering financial returns and solid social impact. We target to deliver an average return of 10-15% in USD to our investors.
- BOPA was established in February 2013 and largest shareholders are IFU and FinnFund
- Total BOPA Equity 31.7.2019: USD 19 mio

### 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 support the growth of the institutions with selective follow-on investments.
- The goal of BOPA is to shape strong and responsible MFIs in Asia that will grow to reach over 2 million clients by 2022.

### OVERVIEW – BOPA MFI PORTFOLIO

Description	31-Dec-15	31-Dec-16	31-Dec-17	31-Dec-18	31-Jul-19
<b>Total BOPA Assets (USD)</b>	<b>4,083,813</b>	<b>6,417,345</b>	<b>11,977,396</b>	<b>16,381,113</b>	<b>19,785,671</b>
<b>Loan Portfolio of Investees (USD)*</b>	<b>49,583,217</b>	<b>58,221,703</b>	<b>81,244,333</b>	<b>185,233,684</b>	<b>229,345,794</b>
<b>PAR 30**</b>	<b>2.30%</b>	<b>2.53%</b>	<b>2.32%</b>	<b>1.26%</b>	<b>0.89%</b>
<b>Portfolio Companies</b>	<b>7</b>	<b>7</b>	<b>7</b>	<b>9</b>	<b>9</b>
<b>Client Outreach</b>	<b>112,682</b>	<b>135,769</b>	<b>191,654</b>	<b>605,745</b>	<b>735,187</b>

### 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 is an investor panelist at the Boulder Institute of Microfinance.

Christian is focusing on managing stakeholder relationships and board oversight in portfolio companies.

#### 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 spending the majority of her time supporting BOPA portfolio companies with technology decisions and overseeing implementation.

### CONTACT

Questions and comments please contact:

Christian Andersen, CEO

E: [ca@bopa-microfinance.com](mailto:ca@bopa-microfinance.com)