

SOCIAL PERFORMANCE REPORT



Mrs. Houen Chanthu has been a client of LOLC in Cambodia since 2013. She is a widow and the breadwinner for her parents and her 10-year-old son. She took the first loan to boost her small grocery shop and the second loan to buy a small piece of land for rice-farming. Since then, LOLC has continued to support her. Today, her daily profits have doubled from USD 5 to USD 10.

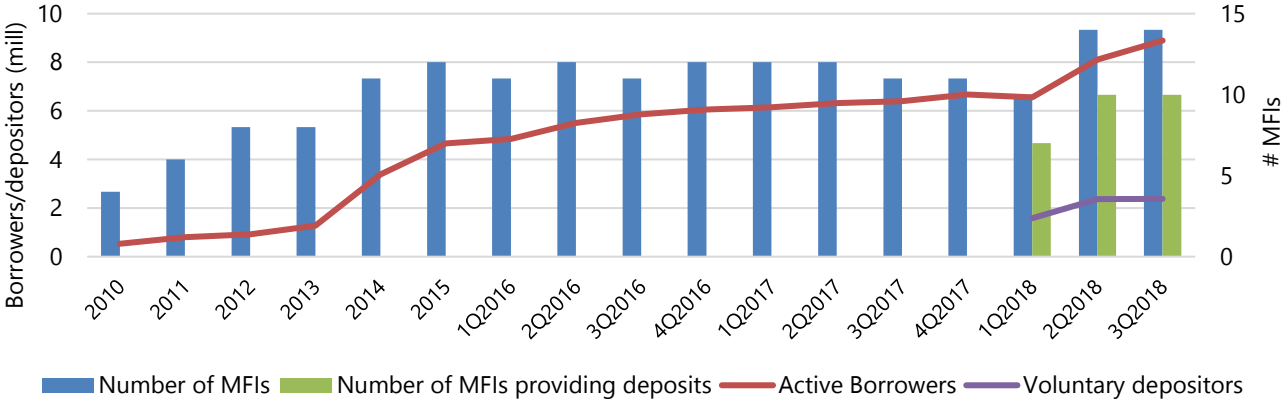
"After receiving the loans, my living conditions are better. In the future, I want to see my business grow in order to send my son to complete his education and get a job."

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COVERING DIRECT MFI INVESTMENTS IN NMI GLOBAL FUND, NMI FRONTIER FUND AND NMI FUND III, NOT INDIRECT (MIV) INVESTMENTS

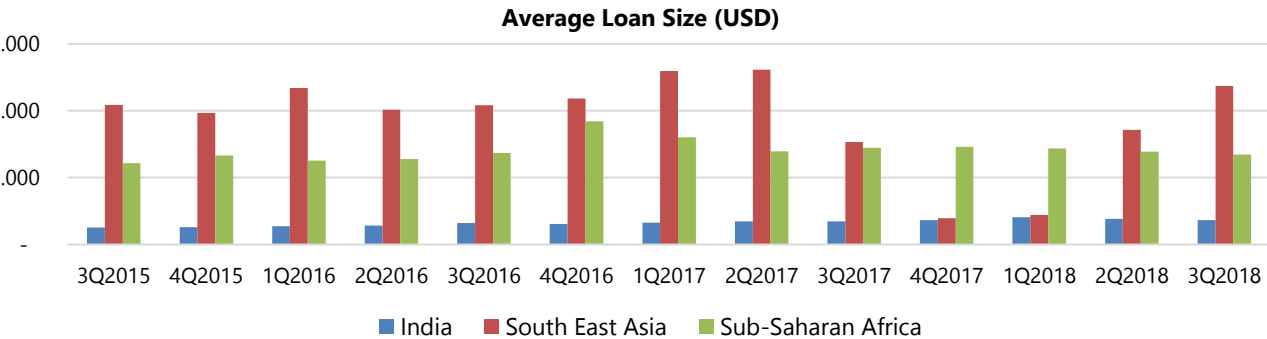
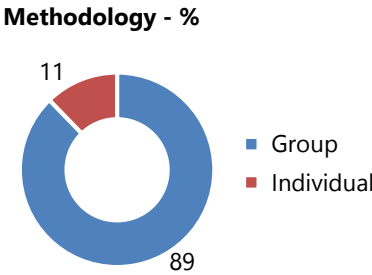
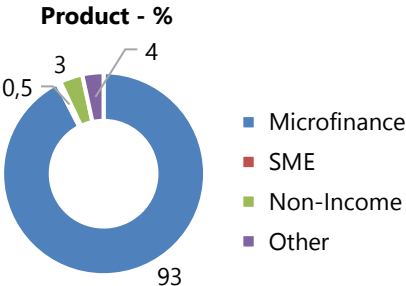
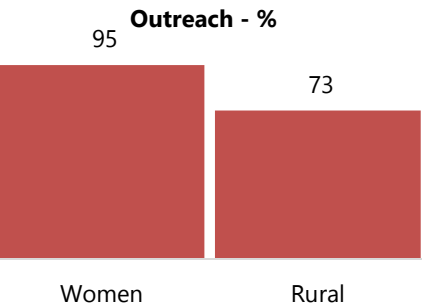
OUTREACH

Snapshot: number of MFIs, borrowers, and depositors



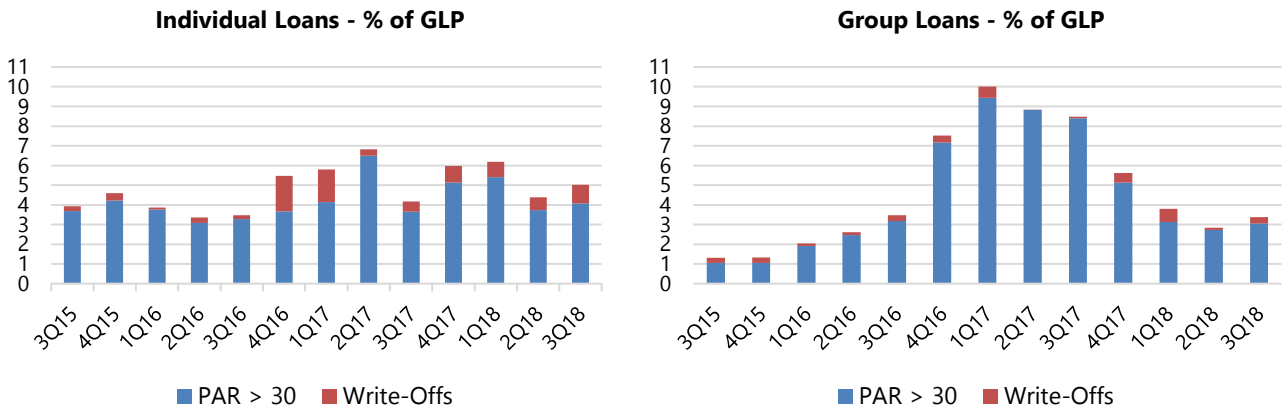
Note 3Q2018: The customers reached by the Indian MFIs under the Business Correspondent (BC) model are included from this quarter forward.

BORROWER PROFILE BY NUMBER



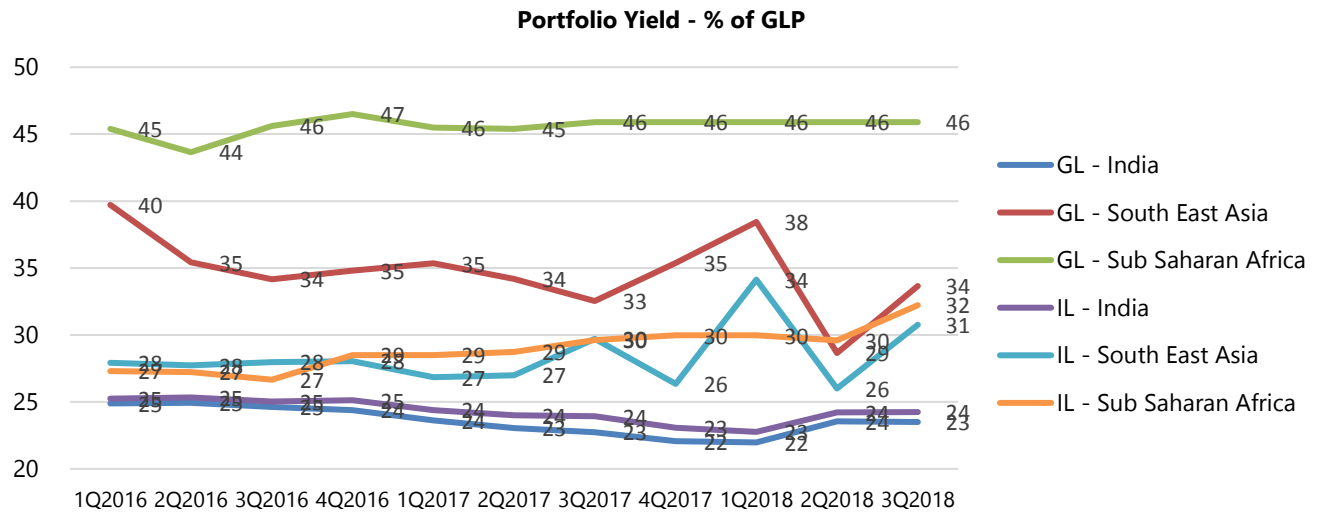
Note 3Q2018: Average loan size increased for Southeast Asia, because one investee who focus on MSME, has experienced increased demand from SMEs.

PORTFOLIO QUALITY



Note 3Q2018: The slight decrease in portfolio quality observable in the figures is a result of small decreases at several investees.

PORTFOLIO YIELD¹ FOR INDIVIDUAL (IL) AND GROUP LOANS

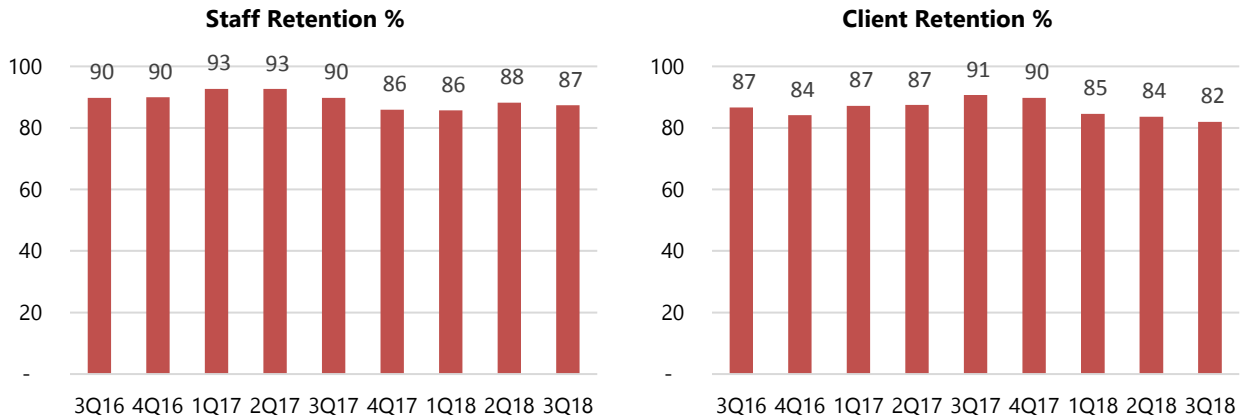


Note 3Q2018:

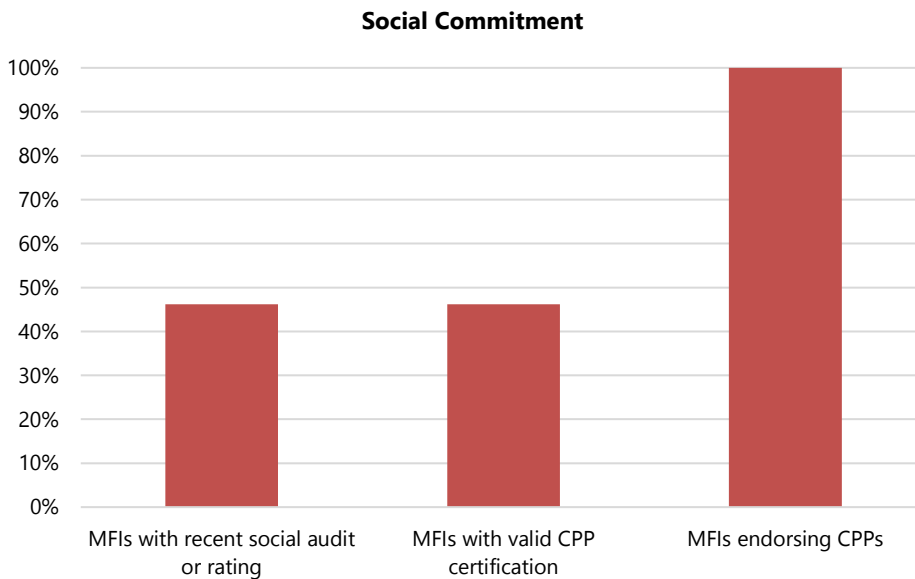
- Yields increased in Southeast, however this is due to a mistake in the first reports received in 2Q from the two new investees. In 2Q they reported portfolio yield base on interest only and did not include fees. The fees are now included.
- Interest rates in India are linked to RBI rate and is determined every quarter. In September RBI rates went up and it increased rates for MFI lending too.

¹ Portfolio yield: Financial Revenue from Loan Portfolio / Average Gross Loan Portfolio.

STAFF AND CUSTOMER SATISFACTION (%)²



SOCIAL COMMITMENT³



² Staff turnover: Number of staff exiting during the period divided by the average (number of staff at the end of the reporting period + number of staff employed for one year or more).

Client retention: Active Borrowers at the end of the reporting period divided by the sum of active borrowers at the beginning of the reporting period and new borrowers during the reporting period.

³ Recent social rating is defined as a social rating conducted by an independent rating agency within the last 3 years. CPP certification is valid for two years.