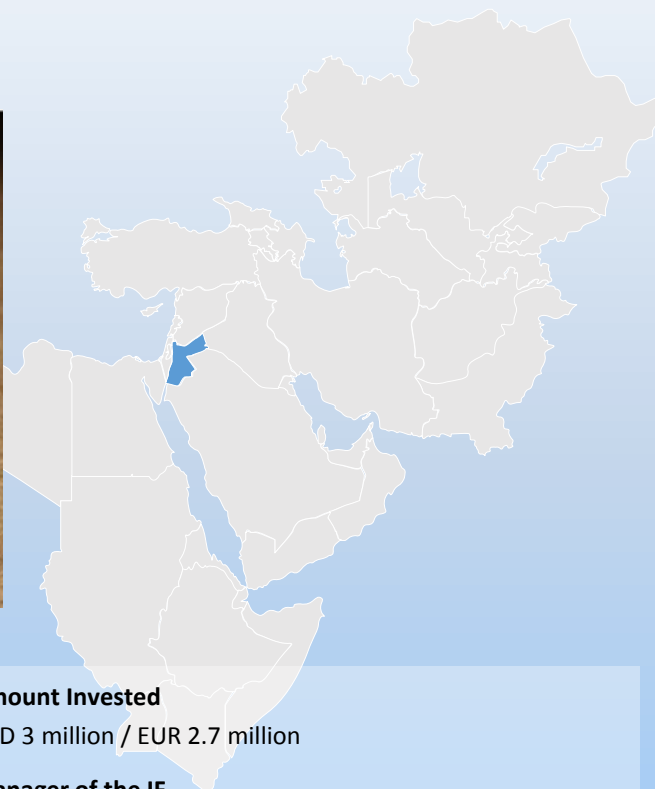


Dutch Good Growth Fund



Ministry of Foreign Affairs of the Netherlands

Dutch Good Growth Fund



Nomou Jordan

GroFin Managers ('GroFin') is one of the pioneers in Mezzanine SME financing in Africa and increasingly in the Middle East. In 2012, GroFin set up operations in Jordan- an important country for the development of the Middle East. Similar to GroFin's operations in Africa, GroFin Jordan extends long-term debt financing to small businesses which need riskier capital and more value add services (e.g. business support) than traditional banks can provide, while they are too small to get financing from private equity funds. Typical loan sizes vary between USD 150 thousand and 2 million. GroFin Jordan's loan portfolio reached USD 11 million allocated to over 20 SMEs by the end of the first quarter 2016. Loans are balanced across sectors - the top three sectors are manufacturing (39%), medical services (19%) and food & beverage (16%). GroFin Jordan has recently developed a product that is compliant with Islamic law. This product avoids interest payments, and instead SMEs pay installments for fixed assets that GroFin Jordan has financed. In addition, GroFin Jordan provides a range of pre-investment business support services such as review and guidance on business plans thereby reaching greater number of SMEs. Over 150 local companies have received business support from GroFin Jordan to date. Of these the most promising SMEs are selected to receive financing from GroFin Jordan.

Sector(s)

E.g. manufacturing, healthcare and food & beverage

Amount Invested

USD 3 million / EUR 2.7 million

Manager of the IF

GroFin Managers (Private Company Limited by Shares) is a regional organization, domiciled in Mauritius, with head offices in South Africa and Mauritius. It has local investment offices in 9 countries across Africa and 5 countries in the Middle East.

Impact

During the next five years GroFin Jordan is expected to finance more than 70 SMEs and contribute to the creation of 3000 new jobs. The proposed investment is DGGF's first investment in the Middle East. Jordan plays a stabilizing role in the region and is a host country for 3 million refugees and migrants, close to a third of the population. This leads to economic challenges such as high unemployment rate. Due to the geopolitical situation, GroFin Jordan is a high risk high impact initiative and as such needs investors with greater risk tolerance such as DGGF to further expand its financing to SMEs in the country. The types of SMEs targeted are usually overlooked by private equity funds and banks. Through the investment in GroFin Jordan DGGF is expected to reach out to a significant number of SMEs, generate above average employment growth and stimulate significant transfer of knowledge to SMEs via the business support and development services provided by GroFin.

Website: <http://www.nomou-mena.com/>