



MISSION

Shared Interest mobilizes resources for Southern Africa’s economically disenfranchised communities to sustain themselves and build equitable nations.

VISION

Shared Interest envisions just and vibrant Southern African nations that eliminate disparities, uphold their peoples’ basic human rights and serve as models of economic justice.

OBJECTIVES

Shared Interest’s objective is to effect systemic change on three levels in Southern African low-income communities:

1

Strengthen the capacity of economically marginalized communities to direct the course of their own development.

2

Engage Southern African financial institutions to change lending practices and serve previously excluded markets.

3

Build a model of international collaboration that leverages a country’s own resources.

HISTORY

Shared Interest was established in 1994 by founding partners who were deeply entrenched in the anti-apartheid movement with an unwavering passion for human rights and economic justice. The organization we envisioned would not make direct loans, but instead would facilitate guarantees. These guarantees have played a vital role not only in correcting market failure, but also in helping to dismantle apartheid era discriminatory lending practices.



THE PROBLEM

72% of adults in Southern Africa are excluded from financial services that are key to poverty reduction and region's economic growth.

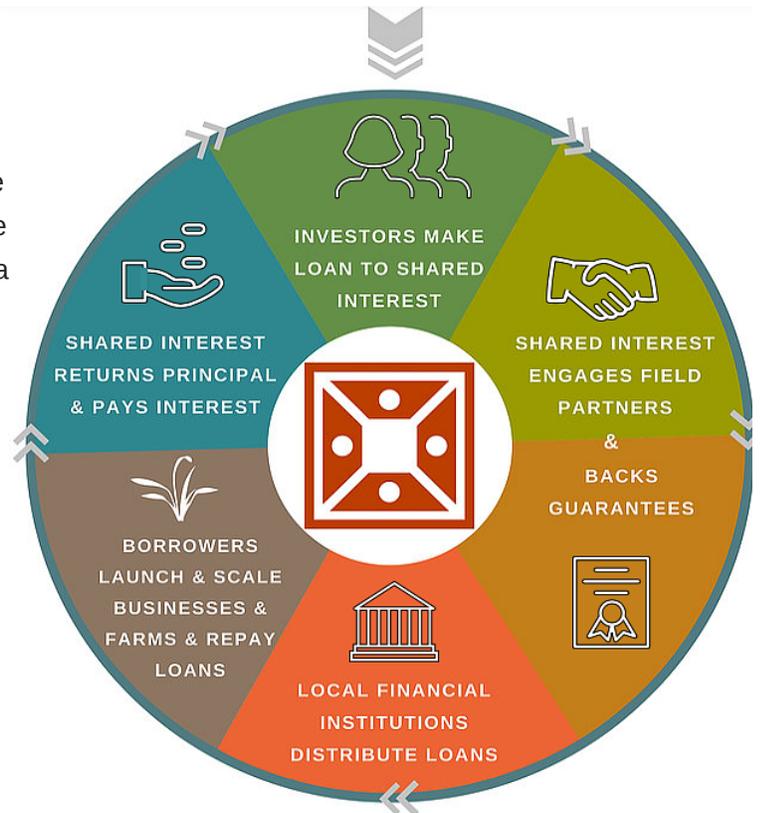


OUR SOLUTION

We guarantee Southern African bank loans to low-income communities and their own financial institutions to create businesses, jobs, affordable homes and services.

OUR APPROACH

Shared Interest borrows from institutional and individual lenders who expect interest and a return on principal, while prioritizing the impact of their investments. These funds are invested in high quality debt instruments and deposited in a U.S. bank. Upon Shared Interest's instruction, that bank issues clean standby letters of credit to Southern African banks to back loans to economically marginalized entrepreneurs, micro-enterprises and SMEs. Our on-the-ground partners, Thembani International Guarantee Fund, and Enclude, provide technical assistance to both our beneficiaries and local banks during the life of the guarantee. We also work with partners such as TechnoServe and AfricaWorks to ensure our loans are accompanied by industry-specific technical assistance, entrepreneurship training and job mentorship to achieve a larger social impact.



OUR OUR IMPACT AND REACH

2.3 Million
LIVES
BENEFITED

\$122 Million
LOANS
ISSUED

76
INSTITUTIONS
STRENGTHENED

\$29 Million
GUARANTEES

SOCIAL IMPACT: Our investments have launched and grown nearly 220,000 SMEs, providing over 1.9 million jobs. In addition, over 122,000 of our beneficiaries were able to build or fix their family's homes.

RISK MANAGEMENT: Losses on guarantees called totaled 5.7% and our risk mitigation practices have ensured no Shared Interest investor has lost any interest or principal over our entire 23-year history.

SCALABILITY: We are exponentially scaling our work **beyond South Africa**. In the past two years we've expanded our successful model to **Mozambique** and **Swaziland** and this year initiating operations in **Malawi** and **Zambia**.

THE VALUE OF OUR GUARANTEES

Shared Interest supplies a critical “missing link” in the development finance value chain: providing access to working and expansion capital from local mainstream financial institutions for micro-enterprises, smallholder farmers and small business owners. Our guarantees and technical support enable these excluded entrepreneurs to “graduate” from grants and below market loans and investments to commercial viability, the point at which they can obtain credit from local lenders on their own. In addition, our model provides a viable “exit strategy” for impact investors who supported these micro-enterprises in their earliest stages, enabling them to recover their early-stage and growth capital and use it to open other doors. As such we serve as a necessary – but often missing – complement to organizations providing small grants and credit to our priority population. In this way we strengthen three markets, creating: (1) a growing market of entrepreneurs and farmers with access to financial products and the knowledge and skills to make use of them; (2) a viable local capital market for the small and growing businesses and farms; and (3) a more robust impact investment market as investors recover their debt and equity, confident that the businesses and farms they have helped seed can continue to grow without them. This process is explained by the following chart:



Inclusive Finance Value Chain for SMEs



WHY INVEST?

* HIGH- IMPACT



* LOW-RISK

* CONSISTENT RETURNS

- Since 1994, socially responsible investors have partnered with Shared Interest to make an impact in low-income communities in Southern Africa.
- These investments provide the collateral needed to guarantee commercial loans to previously disadvantaged entrepreneurs, farmers and home-owners.
- Since inception, not one investor has lost either interest or principal as a result of a loan to Shared Interest.

HOW TO INVEST

Please contact Casey T. Cline, Director of Impact Investing and Operations at 646-442-0184 or casey@sharedinterest.org or visit our website at:



WWW.SHAREDINTEREST.ORG