

FUND OVERVIEW

MESSAGE FROM THE CIO & IE



Ashraf Esmael

Chief Investment Officer - Middle East

The Nomou Jordan Fund made a profit of USD 335K before grants and taxation in the fourth quarter. The Fund succeeded in picking up its investment pace during the last quarter of 2019 and closed the year with a total of USD 1.6m disbursed and funds on commitment of USD 1.3m. This brought the Fund’s total investments to date to USD 22.5m. The Nomou Jordan investment team is now functioning at full capacity after earlier vacancies were filled. The outlook for Q1 2020 is upbeat and the Fund is actively driving the implementation of the new business plan approved at the last AC meeting in November.



Alfinaz Murad

Investment Executive - Jordan

Nomou Jordan’s portfolio quality improved during the quarter, with the UPIs declining from 43% to 28%. This was mostly as a result of the restructuring of a key exposure, Hiba Hospital, and the successful rehabilitation of three clients, Orbit MyRay, Sindbad and Al-Rubaya. These clients performed consistently after the readjustment of their repayment terms.

The Fund’s impact profile showed further improvement with 1,501 direct jobs sustained based on a portfolio of 40 SGBs, among which 8 are refugee owned/managed and 17 SGBs providing direct employment opportunities for 114 refugees and migrants. The Fund also contributes towards tackling the country’s high unemployment rates, namely among women and the youth, with investees including 40% women and an estimated 25% youth in their workforce.

QUARTERLY HIGHLIGHTS

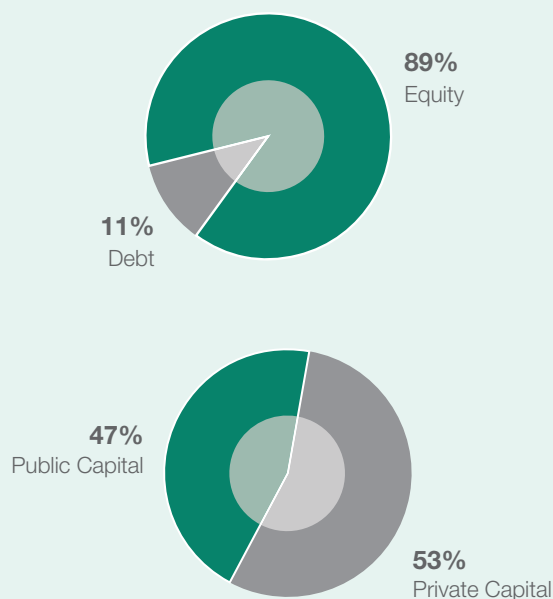
- Portfolio Growth**
 The Fund disbursed USD 1.6m during 2019 and holds funds on commitment of USD 1.3m.
- Marketing Activities**
 Nomou Jordan implemented direct marketing campaigns to strengthen its investment pipeline for 2020. To date, direct canvassing of potential clients has yielded over 80 prospects and resulted in disbursement to three new clients, with another disbursement expected in Q1 2020.
- Business Support**
 GroFin appointed Marius Ittmann as Business Support Executive, who has joined in January 2020, to further strengthen the implementation of our business support programme and enhance the quality of our support to investee businesses, including Nomou Jordan clients.

CAPITAL OVERVIEW

As at Q4 2019

Capital raised.....**USD 26.9M**
 Number of Investors & Funders**5**

Capital Structure



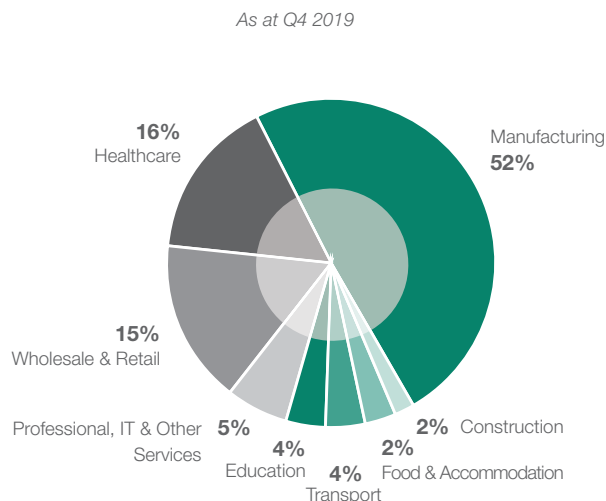


PORTFOLIO

OVERVIEW

	As at	
	Q3 2019	Q4 2019
Total disbursement to SMEs	USD 21.7M	USD 22.5M
Total portfolio balance	USD 15.8M	USD 16.6M
Total number of SMEs invested in	38	40
	During	
	Q3 2019	Q4 2019
New SMEs invested in	2	2
Value of disbursement to SMEs	USD 268K	USD 846K

DISBURSEMENT BY SECTOR



BENEFICIARY SPOTLIGHT

Zahret Al Walid Medical Supplies

Zahret Al Walid Medical Supplies distributes medical supplies and consumables to hospitals, clinics, pharmacies and other businesses in Amman, Jordan. In 2017, the Nomou Jordan Fund invested USD 215k in Zahret to allow the business to purchase additional inventory.

This financing eased the cashflow constraints Zahret was experiencing as a result of purchasing stock in cash, while conducting much of its sales on credit. Zahret improved its cashflow and was able to continue operating without any stock disruptions. Following GroFin’s investment, the business saw its annual revenue climb by 29% between 2017 and 2018.

Zahret currently sustains 9 jobs, over two thirds of which are held by women. It is also headed by Ikhlas Hamdan, a woman entrepreneur who owns 60% of the business.





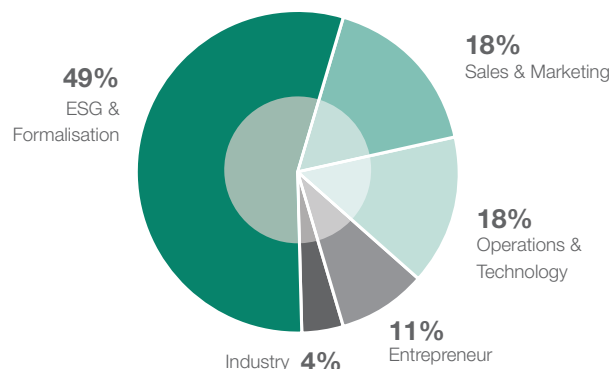
BUSINESS SUPPORT

OVERVIEW

As at	Q3 2019	Q4 2019
Entrepreneurs who received pre-investment business support	521	536
Entrepreneurs who received post-investment business support	38	40
Refugee-owned businesses who received post-investment business support*	9	9
During	Q3 2019	Q4 2019
Entrepreneurs receiving pre-investment business support	4	15
Entrepreneurs receiving post-investment business support	25	27

* Includes figures for one client (Al Mueen) a business that was partly owned by an Iraqi migrant at time of investment but who, as at Q4 2019, has divested from the business. The business is now 100% Jordanian and woman owned.

Business Support Interventions by Key Risk Areas



DEAL GENERATION

Direct Marketing Campaigns

During 2019, Nomou Jordan implemented direct marketing campaigns to support lead generation and strengthen its pipeline of deals. Potential clients, sourced from relevant SME databases, were canvassed directly and introduced to our offering. To date, this canvassing has yielded over 80 prospects. These prospects generated three new clients: Al Shaffaf, Kaoukji and Kafak. Nomou Jordan disbursed to all three of these clients in 2019 and expects to disburse to another one, Buthor, in Q1 2020. Around ten additional potential transactions are being actively pursued.

REFUGEE OUTREACH

OVERVIEW

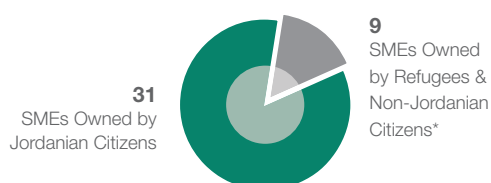
As at	Q3 2019	Q4 2019
Refugee & non-Jordanian livelihoods impacted directly	630	630
Direct jobs sustained by refugees & non-Jordanians	114	114
Refugee & non-Jordanian owned businesses receiving financial and post-investment business support*	9	9
Disbursements in refugee & non-Jordanian owned businesses*	USD 4.4M	USD 4.4M
Investee businesses employing refugees & non-Jordanians	17	17

* Includes figures for one client (Al Mueen) a business that was partly owned by an Iraqi migrant at time of investment but who, as at Q4 2019, has divested from the business. The business is now 100% Jordanian and woman owned.

Direct Jobs Sustained by Nationality



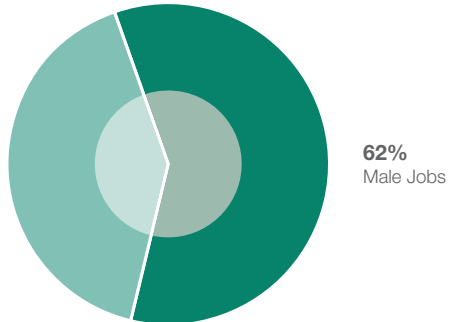
Financial and Post-investment Business Support





IMPACT

Cumulative Direct Jobs Sustained by Gender



OVERVIEW

As at	Q3 2019	Q4 2019
Total jobs sustained	2,199	2,360
Direct jobs sustained	1,401	1,501
Total livelihoods sustained	10,995	11,500
Direct jobs sustained per USD 1M disbursed	65 jobs	67 jobs

- During 2019, the Nomou Jordan Fund invested in 5 new clients, out of whom 3 were businesses owned by refugees and/or migrants. To date, 1 in 5 SMEs financed by the Fund, are held by this demographic, representing a total investment of USD 4.4m.
- As a result of this investment and growth sustained by investee clients, 171 new direct jobs were added to the Fund during the year that now sustains 67 direct jobs per USD 1m disbursed.
- 50 new direct jobs sustained by refugees, migrants and/or Jordanian non-citizens were added to the portfolio during the year which means the Fund currently sustains 114 jobs created by this demographic.
- 17 out of the 40 businesses in the portfolio currently provide employment opportunities to refugee & non-Jordanian owned businesses.
- Almost 40% and 25% of jobs sustained by the Fund are held by women and the youth (less than 35 years of age) respectively.

BENEFICIARY SPOTLIGHT

Al Menbar School

Salwa Issa teaches the Grade One children at Al Menbar School. Salwa says unemployment is a serious problem in her community and finding a job not only improved her living conditions but also her self-confidence.



“My job is everything to me. It is my security and stability. I strive to continue to teach and build this generation of children and to equip them with proper education, so they can have a better future than the one I had when I was a child.”

Salwa Issa, Al Menbar School Teacher

