You’re making an impact!

Thank you for your support.

INFRONT Impact Investing in Frontier Markets

4.5 YEARS 2013 – 2018

MEDA SUPPORTERS $1.07M
GLOBAL AFFAIRS CANADA $20M

DONOR IMPACT REPORT ISSUE 2 | APRIL 2018
Impact Investing in Frontier Markets (INFRONT) – a pilot project to test a blended finance approach – used public funds to attract private capital via Sarona Asset Management funds and provide technical assistance to small-medium enterprises (SMEs) in emerging markets.

INFRONT addressed environmental, social and governance (ESG) issues, created jobs and improved the delivery of goods and services. A Sustainability Innovation Grants (SIGs) program provided financial and in-kind support to SMEs to make their businesses more sustainable.

Cimory Dairy Processing in Indonesia won an $80,000 grant to improve its Miss Cimory program of door-to-door sales agents. The program creates job opportunities for low income women and offers another distribution channel for their products.

Before joining Miss Cimory, Tursiyati stayed at home to care for her children. Now she is the top earning sales agent! Her confidence has grown with her sales skills and she is now able to provide her children with an education.

“I am thinking about my children’s better future. Now I can pay for them to go to college.”

Tursiyati sees a brighter future for her family
BECAUSE OF YOU...Results by the numbers

**BLENDDED FINANCE**

CAD $15M from Government of Canada attracted 9x external funding to generate a total fund of USD $135M.

**LOCAL ECONOMIES STRENGTHENED**

Research conducted by the University of Waterloo showed that $1 contributed toward foreign direct investment (FDI) leads to 250% more growth than conventional aid.

CAD $130M was invested in 110 SMEs across Africa, Asia and Latin America.

**PORTFOLIO COMPANIES 5-YEAR PROJECT RESULTS**

<table>
<thead>
<tr>
<th>New Jobs Overall</th>
<th>New Jobs for Women</th>
<th>Increase in Client Base</th>
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</thead>
<tbody>
<tr>
<td>15,736</td>
<td>6,384</td>
<td>12.2M</td>
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**GRANT RECIPIENTS**

- 31 Grants Awarded
- 17 Countries
- 2:1

31 matching grants were awarded to SMEs in 17 countries. Companies contributed to scaling up the projects on a 2:1 basis.

**WOMEN**

- 75% of Sarona portfolio companies promote gender equality
- 37% women employees in Sarona investee companies
- 47% women in workforces of companies receiving grants
LESSONS LEARNED

BLENDED FINANCE

Blended finance can leverage development assistance and attract private sector investment, contributing to development outcomes.

INFRONT showed that foreign direct investment (FDI) is 250% more effective at increasing GDP than non-FDI aid because money is injected directly into the economy.

GRANTS

The SIG (Sustainability Innovation Grant) program demonstrated that a development agency can work with private sector partners to enhance environmental, social and governance (ESG) impact while addressing business issues.

Challenge grants can incentivize SMEs to prioritize and implement ESG solutions.

WOMEN

An INFRONT gender study demonstrated that increasing the number of female staff and board members has a positive effect on financial performance.

ESG

Environmental, Social & Governance

INFRONT demonstrated that incentives coupled with capacity building can lead to greater ESG outcomes and positive impacts for clients, employees and suppliers.

For more information on case studies, videos and to view the interactive impact dashboard visit www.infront.cc

WHAT’S NEXT

Trading Up – a new project to address small/medium enterprise (SME) barriers to growth due to a lack of trade finance loans in Africa, Asia and Latin America.