

An opportunity exists to invest in a thriving Microfinance Business headquartered in Bulawayo. The company has 14 branches spread across Bulawayo (3), Gwanda, Chiredzi, Gokwe, Gutu, Gweru, Hwange, Kwekwe, Masvingo, Mutare, Shurugwi and Zvishavane. The company seeks to raise ZWL\$10M as either debt or equity, (or a combination thereof) which will be used to increase its lending capacity. No capital expenditure is envisaged as the company has adequate infrastructure for the short and medium term

- The company was established in 2012 and to date more than 40 800 beneficiaries have benefitted from its loan disbursements.
- The company focuses on non-consumptive lending as well as micro-leasing.
- There are few competitors that focus on micro leasing and the company has taken advantage of this niche.
- The company has products geared towards development particularly in agriculture, SMEs, Micro SMEs, and Vending.
- Its suite of products includes:
  - Micro-leasing - for the purchase of equipment.
  - Agriculture value chains - financing of part of the input process.
  - SME and MSME short term working capitalization.
  - Youth & Women Entrepreneurship Support - lower interest rates for the youth and women.
  - Vendors - working capital finance for female vendors.
  - Green Finance - project finance for environmentally friendly projects.
  - Micro Housing - purchase and funding of renovations for low cost housing.
  - Business Advisory - Financial Advisory services.
  - Agency services - convenient way to buy bus tickets, electricity tokens and insurance.
- From 2020 to 2022 it is anticipated that the portfolio at risk (PAR) of the company will be improved from a high of 7.5% in 2019 to an average of 4.5% attributable to a better-quality loan book and higher loan disbursement amounts.
- Increased financial revenue is anticipated from 2020 to 2022 as a result of better client reach and increased capitalization.
- The company has a recognisable and respected brand in its chosen markets.
- The company has good corporate governance structures, including a board of directors led by a Non-Executive Chairman.

### **Microfinance Business Opportunity**

- The management of the company is skilled and experienced in the field of Micro-Finance.
- The company is in the process of tapping into rural markets to grow its market share.
- The company is in the process of developing an online credit application platform.
- Work on a microfinance bank license which focuses on investment banking has commenced.
- Strong internal control systems have been developed and implemented.
- Strategies to attract and retain a talented workforce have been developed and implemented.
- All infrastructure to increase the client reach of the organization is already in place.

For more info contact:



Themba Nkomo

[info@lloydccapital.com](mailto:info@lloydccapital.com)

+263 772 600 995

**Microfinance Business Opportunity**