

NEW YEAR • NEW US RENEWED COMMITMENT

Stromme Microfinance East Africa is now
SOLUTI FINANCE East Africa.



Financing Opportunities to Transform Lives

SOLUTI BRAND UNVEILING



*Mrs. Priscilla Serukka,
the Board Chairperson SOLUTI Finance East Africa*

1. Who is SOLUTI FINANCE EAST AFRICA LIMITED?

SOLUTI Finance East Africa Limited (herein referred to as 'SOLUTI') started its operations in 1994 under Strømme Foundation Regional office. In a bid to specialise in Microfinance service delivery, Strømme Microfinance East Africa Limited was incorporated as company limited by guarantee in 1998 and later in April 2004 as a company limited by shares. This company was owned by Strømme Microfinance AS in Norway, Strømme Foundation Regional Office in East Africa, Solidarité Internationale pour le Développement et l'Investissement (SIDI) in France and Catholic Organisation for Relief and Development Aid (CORDAID) in Netherland.

In 2019, Stromme foundation and CORDAID sold their holding to SIDI. SOLUTI Finance East Africa Ltd is currently owned 99.98% by Solidarité Internationale pour le Développement et l'Investissement (SIDI) in France, and 0.02% by Mrs. Priscilla Mirembe Serukka a renowned Development worker in

Uganda. She is also the current Board Chairperson.

SIDI is a social investor created in 1983 by CCFD-Terre Solidaire, the French major private donor agency to improve the living conditions of vulnerable and marginalized people in developing countries, through the creation and strengthening of individual and community-level income-generating activities. SIDI is active in 31 countries with a high commitment in Sub-Saharan Africa. With this acquisition, SOLUTI shall remain one of the leading Microfinance Investment Vehicles in East Africa.

Coverage, target market and soluti offer

SOLUTI is one of the leading wholesale lenders in East Africa, with a track record of over 25 years of providing both financial and non-financial services to our partners in Uganda, Kenya and Tanzania through a partnership approach and model.

We are committed to improving livelihoods of the low-income people

through providing credit facilities and capacity building/Technical Assistance to Microfinance institutions, (MFIs), Savings and credit co-operatives (SACCOs), Small and Medium Enterprises (in Agriculture, Housing and Social Enterprises) and

Producer Organizations (POs) in the East African region.

We offer a wide range of products and services to its partners including;

Institutional agricultural Loans

This product is being implemented through a value chain financing approach. Its currently, focusing on a few value chains with high levels of multiplier effects among the small holder farmers like Maize, Coffee, Dairy and Rice. However, we are open to financing any other value chain that can clearly demonstrate significant social-economic impacts among small holder farmers.

Institutional Housing Microfinance Loans

These are loans extended to partners for purposes of catalyzing lending operations to house building, improvements and addition of related accessories on the menu offered to their clients. Housing Microfinance Loans are provided to support partners in increasing access to affordable housing finance by the target group.

Institutional Development Loans

These are loans extended to partner institutions to enable them finance and develop their institutions' capacity to deliver the required services. These include purchase of assets, system improvement / upgrades, Branch renovations, among other initiatives.

Institutional Business Loans

These are loans extended to partner institutions through direct capital injection of substantial loan amounts for working capital. These loans are aimed at enabling partner institutions to meet the funding needs of the enterprising poor.

We also offer non-financial Services including: Innovative technical assistance to strengthen our partner institutions and Support to network institutions in the region to ensure best industry practices.

2. What inspired the change of name/ brand?

With SIDI owning 99.98% of the company as Stromme Foundation and CORADID exited the Microfinance Company, it was inevitable to change the Company name. We saw this as an opportunity to have refresh of the company's brand. We sought for a look and feel that would reinforce

Our Vision: 'A world Free from Pwverty.'

Our Mission: 'To be a leading, locally based wholesale finance company that provides sustainable, market responsive financial solutions and technical assistance to organizations in the Eastern Africa region. We enhance access to financial solutions to low income people to grow their businesses, create new jobs and improve their livelihoods.'

Our Promise: "Financial opportunities to transform lives".

Our Core Values

- **Dignity:** We believe in all people realizing their rights, respect and a healthy self-esteem.
- **Justice:** We strive for social rights of individuals and communities and access to resources and power
- **Solidarity:** We empathically identify ourselves with the plight of marginalized and discriminated groups.



Paul Katende - CEO SOLUTI Finance East Africa Ltd

our renewed commitment to finance the enterprising low income and transform lives.

On November 1, 2019, Stromme Microfinance (EA) Ltd changed to a new name "SOLUTI Finance East Africa Limited" was acquired and registered with Uganda Registration Services bureau under Registration Number 80010000408603.

The journey has been reflective, engaging and participatory for all of staff and key stakeholders, bringing us to our new brand and a renewed energy to serve East Africa even better.

Despite the change of name and brand, SOLUTI remains focused on our vision, mission and shall continue to fulfill both while upholding our values.

3. What should key stakeholders expect with this change?

The adaptation of a new logo that expresses our Mission and Vision in a clearer way. This rebrand will not affect or delay any current or future agreements. SOLUTI shall continue to ensure a focus on its vision, mission and values so as to transform lives of the low-income people.

Our promise is to continue offering financial and non-financial solutions in East Africa through the same delivery channels. The new brand will not only enhance the company's competitive edge but also actively facilitate the brand to be seen as a credible innovator in the financial service industry. SOLUTI shall;

- a) Offer a wide range of products and services to the low-income people through our partner institutions and

networks.

- b) Collaborate with key stakeholders in the financial services industry in areas of capacity building through co-funding of training programs, governance and promoting product development.
- c) Continue to facilitate programs aimed at enhancing its partners capacities (especially those in Tier 4 category and other Non FIs), through mentoring and coaching programs.
- d) Work closely with practitioner networks of Microfinance institutions, agriculture networks to enhance knowledge sharing, facilitate their lobby activities, encourage creativity and support networks to build the capacity of the network members to deliver better and innovative financial services to the enterprising poor and small holder farmers.
- e) Collaborate with Commercial Banks, Apex organizations of Microfinance and agriculture organizations to ensure coordinated support to the microfinance and agriculture industry in line with best practices. This shall be done through information sharing, credit referencing and consortium lending arrangements to share the lending risks.
- f) Foster Social performance management in the industry
- g) Continue to promote excellence and transparency in reporting to our stakeholders.

SOLUTI was named by the Institute of Certified Public Accountants of Uganda (ICPAU) as the winner of the Financial reporting Award 2019 (FiRe Awards) in

the 'Other Microfinance Category'.

Our main competences

A wholesale lender for investors to provide debt capital to Microfinance institutions to reach out to many more micro-entrepreneurs to refinance their portfolios and extend their services

A wholesale lender that provides debt capital to Small and medium Enterprises (SMEs) in Agriculture, Agriculture Cooperatives and producer organizations.

A wholesale lender that provided expertise to its partners to enhance institutional capacity and foster innovation

4. What's the future like for SOLUTI FINANCE EAST AFRICA LIMITED?

In the next 5 years, with our new brand, we will;

- a) Further expand into different partnership categories including Microfinance institutions, Small and Medium enterprises in agriculture, social enterprises cooperatives and producer organizations.
- b) Ensure that we offer appropriate loan products and services to our partners
- c) Maintain a strong and professional team of management and staff.
- d) Maintain a strong and professional team of Board members.
- e) Continue identifying appropriate funders and strategic partnerships
- f) Have a strong focus on the company mission
- g) Continue being a socially oriented institution

SUCCESS STORIES FROM SOLUTI PARTNER INSTITUTIONS

Over the past two decades, SOLUTI has evolved and much impact is seen through stories shared by our Partners on the ground, some of which we feature herein.

1. BUTUURO PEOPLE'S COOPERATIVE SACCO



The SACCO was started way back in 2007 by six visionary people who initiated an idea on 26th December 2006 that emerged from a discussion on poverty level and possible solutions as one of the pressing issues. The idea of starting up a SACCO came up as a way of raising household incomes through savings and credit services. Its located in Nyakabirizi Trading Centre, Nyakabirizi -Kibaare Rd, Ishaka-Bushenyi Municipality.

The SACCO has been in partnership with SOLUTI Finance East Africa Limited since 12th February 2013. Among the partnership benefits to date are.

- Being able to access Loan funding and hence grow their clients, loan portfolio and Asset base.
- Technical assistance and hence review their manuals. This included a comprehensive 3-year strategic plan, finance policy manual, human resource manual and loan policy, and procedure manual. This technical support built the SACCO's capacity to a level of a microfinance institution with a tune of close to UGX 6 billion in total assets.
- Technical training in risk management, credit management, and governances among others.

2. RUGENDABARA COOPERATIVE FARMING SOCIETY LTD

The cooperative was established under the ministry of agriculture as a cotton farming group in the year 1962. On 27th January 1967, it was legally registered as a cooperative society with a registration number 2273. It operates in kistwamba sub-county Rugendabara

parish in Kasese district. Currently, it has a registered



membership of 534 members (145 females and 389 males). The Cooperative has 6,000 acres of land where the members are arranged in five blocks all involved in the production and marketing of maize, beans, and cotton. On average each member has 2-3 acres. The cooperative can collectively bulk 500 metric tonnes of maize annually.

The cooperative was linked to SOLUTI by one of their key partners Techno Serve USAID "Feed the Future" in January 2018. Among the benefits of the partnership today are:

Enabling the cooperative to acquire working capital to bulking their produce

Enabling the Cooperative to acquire a truck to help with transporting farmers' produce to the cooperative's stores.