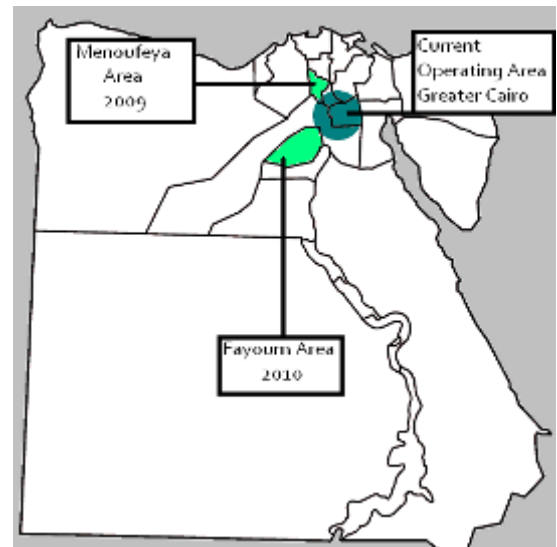


# LEAD FOUNDATION - EGYPT

The Lead Foundation is an Egyptian NGO founded in 2003. Lead was initially established with the contributions of individuals of the Egyptian private sector and with support from the United States Agency for International Development (USAID).

The Lead Foundation's mission is to provide poor and low income entrepreneurs especially women with sustainable access to quality microfinance services that address their needs and build their capacity.

- Lead Foundation is the fastest growing microfinance institution and after 6 years of operations has become the second largest microfinance institutions in Egypt.
- LEAD foundation serves 156,833 clients, with EUR 12.1mln.
- The LEAD Foundation is presently serving the Greater Cairo area through 10 main branches and 8 satellite offices. LEAD has and will continue to focus its main geographic coverage in the Greater Cairo region, which is mostly urban.
- Nevertheless, LEAD plans to diversify into rural and agricultural areas, penetrating the Menoufeya governorate (North), the Fayoum (South East) governorate. Al Menoufiya and Fayoum governorates are both mainly rural and agricultural areas, with a huge unmet demand, respectively amounting 95% and 93% of the potential demand.
- 86% of its clients are women.



LEAD offers a group loan product which represents 84% of active borrowers and 48% of the gross loan portfolio. Group loans range between 7€ and 210€. Terms range from 10 to 40 weeks. LEAD also offers individual lending which represents 16% of active borrowers but 52% of the gross loan portfolio, with a maximum term of 12 months.

The Grameen Crédit Agricole Microfinance Foundation accepted to support Lead Foundation, in partnership with Grameen Jameel, through a 50% guarantee on a 3-year loan of USD 6 mln, equivalent EGP.



| Lead Foundation      | 2008        |
|----------------------|-------------|
| Gross loan portfolio | EUR 12,1mln |
| Active borrowers     | 156 833     |
| Women borrowers      | 86%         |
| Rural borrowers      | 0%          |
| Average loan amount  | EUR 77      |
| ROE                  | 27,6%       |