

ANNUAL REPORT 2019

LEAP201
ABOVE THE LINE



VISION

A SOUTHEAST ASIA
where every
individual
can live with
DIGNITY & FREEDOM

MISSION

TO EMPOWER the poor
TO BREAK OUT
of the aid dependence
& poverty cycle,
and TO LEAP ABOVE
the poverty line of US\$2 per day



CONTENTS

- 1** Our Vision & Mission
- 3** About Leap201
- 4** Letter from the Board Chairman
- 5** Board of Directors
- 6** Donor Circle
- 8** Program Approach
- 10** Partner Map
- 11** Program Partners
 - 11** • Agriculture Value Chain
 - . Ibis Rice
 - . Impact Terra
 - . Proximity Designs
 - . Lors Thmey (iDE)
 - . Crowde
 - 15** • Financial Inclusion
 - . AMK
 - . Amret
 - . GRET
 - . VisionFund Cambodia
 - 17** • Energy and Water
 - . Khmer Water Supply Holding (KWSH)
- 19** Financial Summary
- 20** Governance
- 21** Event Highlight
- 22** Leap201's Team

ABOUT **Leap201**

In developing regions, one in ten people are living below the international poverty line of US\$2 a day. Leap201 works to empower organisations whose mission is to improve the lives and livelihood of Southeast Asia's poorest.

Leap201's unique **venture philanthropy approach** sets us apart from other charitable entities in the region, as we stretch the donor dollar further than a traditional grant.

Our giving is:

- **Financially sustainable** – 70-80% of our deployed funds are in the form of social loans which recycle back, multiplying social impact many times over.
- **Highly selective** – We find projects that align to our cause and conduct careful research and due diligence before committing funds.
- **Impact-driven** – Besides financial support, we work closely with program partners to provide business advisory, as well as measure impact.

LETTER FROM **THE BOARD CHAIRMAN**



The World Bank has found that although fewer people are living in extreme poverty around the world, this rate of decline has slowed. Seven years since Leap201 was founded, and nine projects later, Leap201 continues to passionately work towards the goal of ending poverty by 2030.

Leap201 partners with organisations whose mission is to improve the lives and livelihood of Southeast Asia's poorest, and has thus far impacted over 160,000 lives. Through social loans and impact grants, we have funded projects in Myanmar and Cambodia focusing on micro-finance, sustainable farming, agri-tech and access to energy.

EXPANDING OUR REACH

In 2018, we supported Khmer Water Supply Holding (KWSH) with a social loan to expand into new areas in Cambodia and increase the number of water stations. With this expansion, clean drinking water will reach more in-need households through small scale piped water networks. Our support to KWSH broadened our portfolio to include a new sector - energy and water.

Leap201 also took our non financial support with Ibis Rice one step further, connecting them with Singapore's Fairprice Finest to scale their growth. I am happy to share that Ibis Rice is not only available via online grocer RedMart, but is also on shelves at Singapore's largest supermarket chain.

Looking ahead, the team and I are beyond excited to venture into Indonesia this year. Expanding into a new vast country with many worthy causes to support, has its own set of challenges. However, the drive to reach more lives and scale up, has inspired the team to do extensive research and explore new ways to create impact. We have some impactful projects lined up and we look forward to sharing them with you.

As we advance in our vision, we keep to our promise and focus. Every organisation we approach is community-centered, has valid reporting practices, and is focused on having a material impact on the livelihood of the rural poor.

In addition, we continue to remain financially sustainable as we reinvest any income generated from our social loans portfolio back into our programs. We are happy to share that this year, our partners have repaid their interest early and with our extensive pipeline, we will be deploying funds to at least 2 more companies by the end of 2019. The Board and I have also approved a reserve of S\$1 million to cover the operating expenses for a minimum of two years.

OUR PEOPLE

We are pleased that Tam Le, our Head of Programs, delivered a healthy baby boy earlier this year. We also welcome Nozomi Witherspoon, our incoming Executive Director, in August 2019.

Without the support and passion of our donors, staff, partners, and volunteers, we would not be able to achieve our milestones. Whether you joined us in 2019 or seven years ago, thank you for making our work possible. Together, we can continue to reduce poverty in rural Southeast Asia, where every individual can live with dignity and freedom.

BOARD of DIRECTORS



Micheal Lien

Board Chairman &
Founder

Appointed 23.11.12

*Executive Chairman
Wah Hin & Co Pte Ltd*



Patrick Lee

Co-founder

Appointed 23.11.12

*CEO, Standard Chartered
Bank Singapore*



Till Vestring

Programs Committee
Chairman

Appointed 13.11.13

*Advisory Partner
Bain & Company, SE Asia*



Chew Teck Soon

Audit Committee
Chairman

Appointed 23.01.15

Independent Director



Cheah Sui Ling

Honorary Treasurer

Appointed 24.04.15

*Operating Partner
Wavemaker Partners*



En Lee

Member

Appointed 01.01.16

*Partner, Head
Asia Pacific LGT Impact*



Ravi Lambah

Member

Appointed 13.04.18

*Head, Telecom, Media
& Technology, & Joint
Head, India, Temasek
Holdings*



Paul Choo

Member

Appointed 15.07.19

*Vice President, Human
Resources & CSR
Division, Bridgestone
China Asia Pacific*



Gracelyn Ho

Member

Appointed 15.07.19

*Co-Founder & Director
Pivott Capital Pte Ltd*

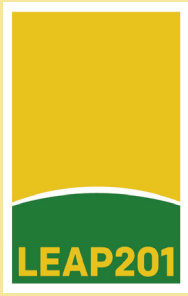
DONOR CIRCLE

VISIONARY (Above S\$ 2M)	Far East Organization
CORNERSTONE (S\$ 1M - S\$ 2M)	Michael Lien
FOUNDATION (S\$ 500K - S\$ 999K)	Stephen Riady Foundation* Kewalram Chanrai Group
ANGEL (S\$ 250K - S\$ 499K)	Lee Theng Kiat Wee Ee Cheong Goh Yew Lin Forrest Li
INSPIRATION (S\$ 200K - S\$ 249K)	Dymon Asia Capital Margaret Lien Dilhan Pillay
ADVOCATE (S\$ 100K - S\$ 199K)	Raymond Goh James Loh Patrick Lee Leong Wah Keong Loh Boon Chye Hsieh Fu Hua

* ongoing multi-year pledge

Leap201 is grateful to all our donors, including those who wish to remain anonymous. Thank you, for sharing in our goal to help build a Southeast Asia with access to economic opportunity for all.





200,000

NUMBER OF LIVES TO
BE IMPACTED BY 2025

S\$ 4.1mil

CAPITAL DEPLOYED
OVER THE YEARS

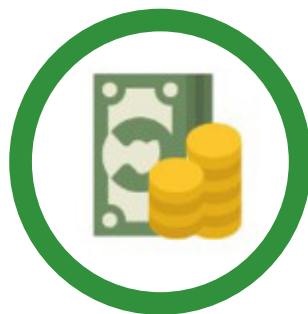
S\$ 880,000

CAPITAL DEPLOYED
IN FY18/19

SECTORS



AGRICULTURE
VALUE CHAIN



FINANCIAL
INCLUSION



ENERGY &
WATER

PRINCIPLES OF INVESTMENTS



TRANSFORMATIVE CAPITAL

Unlocking growth potential
& supporting new projects



FLEXIBLE FUNDING TERMS

Tailored to investee's needs



ACCESS TO NETWORKS & EXPERTS

Directors & Volunteers

LEAP201'S PROGRAM APPROACH

2012

2017

2019

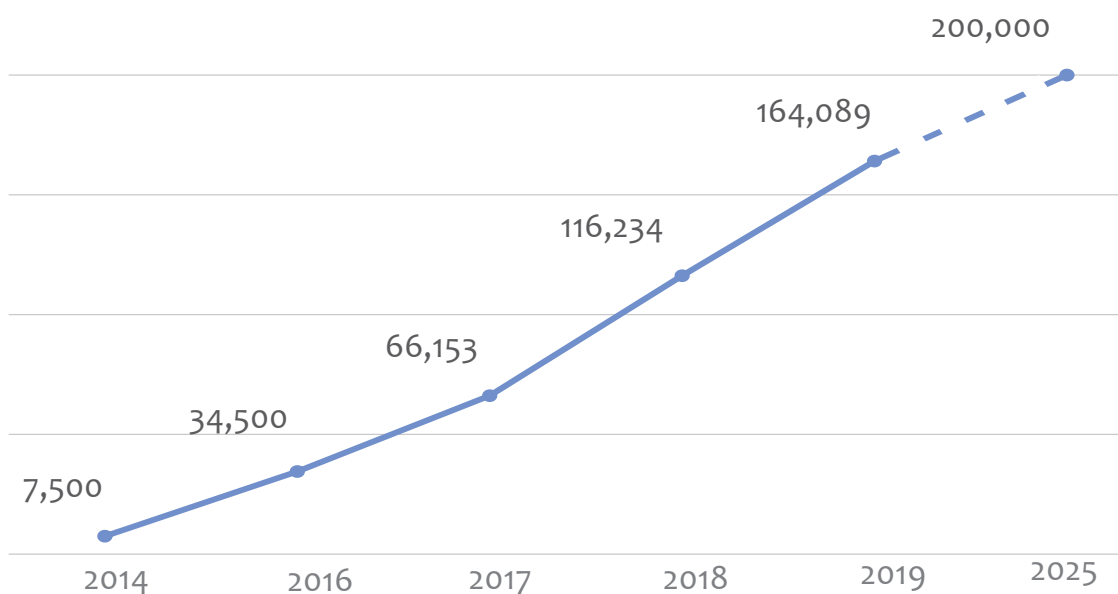
PROGRAM

Research, Advocacy & Capacity Building

'Grants-Plus'

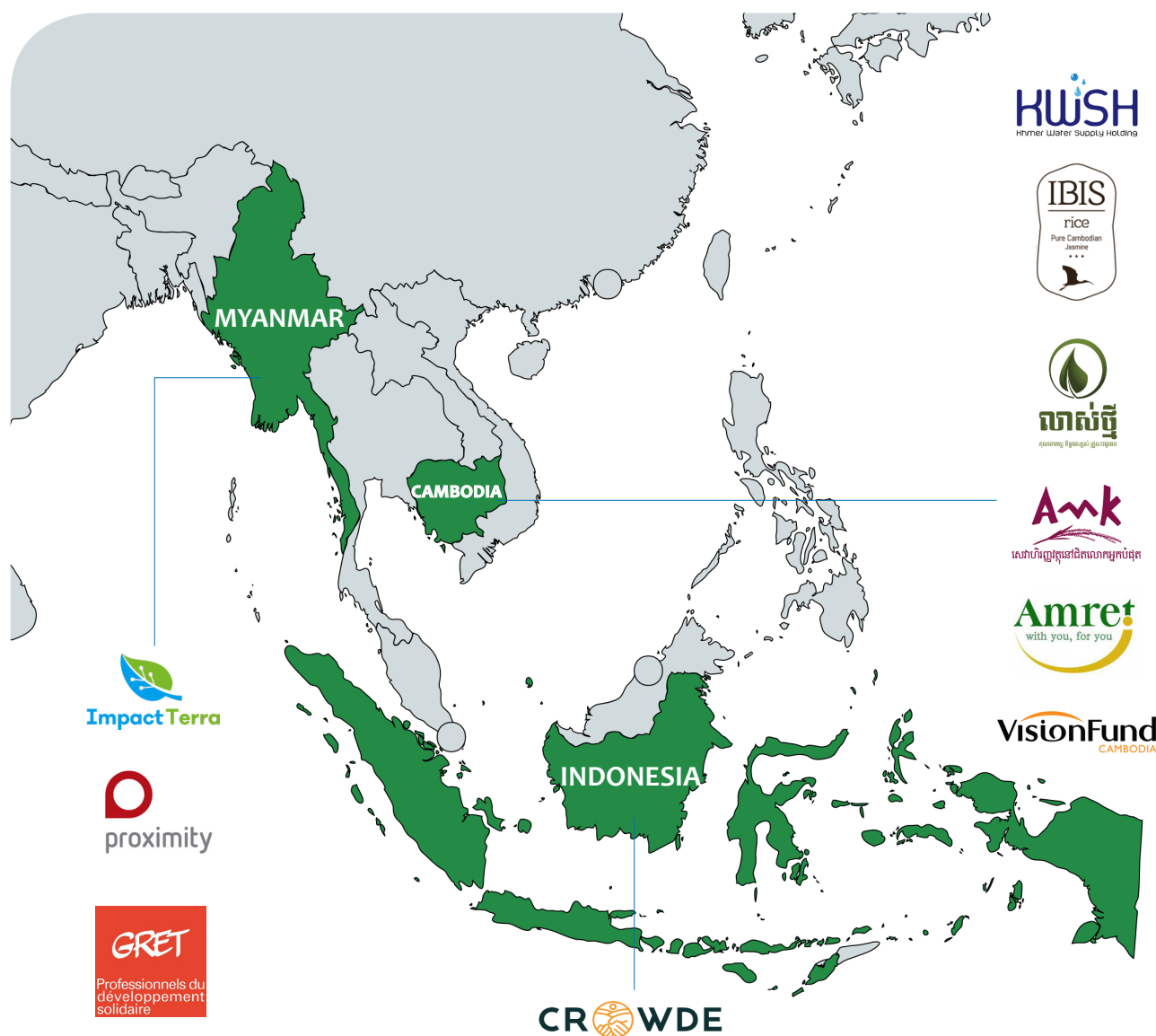
'Social Loans-Plus'

CUMULATIVE LIVES IMPACTED





Leap201 PARTNER MAP



OUR PARTNERS

Cambodia:

- ▶ Khmer Water Supply Holding (KWSH)
- ▶ IBIS Rice
- ▶ Lors Thmey (iDE)
- ▶ AMK
- ▶ Amret
- ▶ VisionFund Cambodia

Myanmar:

- ▶ Impact Terra
- ▶ Proximity Designs
- ▶ GRET

Indonesia:

- ▶ CROWDE*

*Partnership began in August 2019

PROGRAM PARTNERS - AGRICULTURE VALUE CHAIN

IBIS RICE

An ethically-driven not-for-profit conservation enterprise working with Cambodian farmers.



MISSION: To produce world-class, organic jasmine rice while standing guard for Mother Nature.

OUR PARTNERSHIP since October, 2018:
An impact grant to support IBIS Rice's business growth and development, with Leap201's add-on strategic advisory to support market entry for IBIS Rice in selected geographies.

IMPACT: IBIS Rice is increasing the incomes of 1,000 rice-farming families, while concurrently protecting 500,000 hectares of precious forest and wetlands. In addition, they help conserve more than 50 endangered animal species, one of which is the Giant Ibis - Cambodia's national bird, which can be found in the areas IBIS Rice operates in.

IMPACT TERRA

A social venture that develops digital solutions for stakeholders across the agriculture value chain.



MISSION: To digitally empower smallholder farmers around the world.

OUR PARTNERSHIP since October, 2018:
An impact grant to carry out research on design, development, testing and implementation of the On Demand Advice feature. Funds was also dedicated to the design phase of the Golden Paddy Recommendation Engine, enabling early pest and disease identification through image recognition.

IMPACT: Impact Terra lifts millions of smallholder farmers out of poverty as they can use the information and services on the platform to increase their income, be independent, and resilient.

PROGRAM PARTNERS - AGRICULTURE VALUE CHAIN

PROXIMITY DESIGNS



A leading social enterprise and input innovator tackling widespread hunger and poverty.

MISSION: To increase incomes across rural Myanmar.

OUR PARTNERSHIP since January, 2018: An impact grant for the design of an integrated go-to-market strategy to expand their network, empower more farmers and drive greater impact.

IMPACT: Proximity Designs has built up the most extensive sales network in Myanmar’s rural areas, reaching over 486,000 people and generating over USD 276 million in rural income since they started in 2004.

CROWDE



An agriculture-focused fintech startup that empowers farmers across Indonesia with technology and capital.

MISSION: To enable farmers to raise working capital to start new crops from Crowde’s crowd-investing platform.

OUR PARTNERSHIP since August, 2019: An institutional investor lending to farming projects through Crowde’s P2P platform.

IMPACT: By providing access to affordable finance for a heavily unbanked segment, Crowde has impacted 60,000 lives thus far.



PROGRAM PARTNERS - AGRICULTURE VALUE CHAIN

LORS THMEY (iDE)

A social enterprise established by iDE Cambodia.



MISSION: To help smallholder farmers improve the quality, quantity, and diversity of their production.

IMPACT: Lors Thmey is providing products and information to more than 4,000 farmers every year. Leap201’s support contributed to 12,000 cumulative lives impacted.

OUR PARTNERSHIP since March, 2014:
Strategic impact grant to support business process re-engineering, and the design and implementation of a management information system.



Mr. Sor Sam Oeun, 47, a cucumber farmer from Ta Ying Village.

With Lors Thmey’s assistance, many farmers like Mr. Sor switched from harvesting rice to growing cucumber - a crop that is five times more profitable for smallholder farmers.



Khat Sa Em (left) is one of four Farm Business Advisors (FBAs) in Chumras Pen commune, Samrong district of Takeo. FBAs provide assistance to 107 smallholder farmers.

The Power of Good Farming Advice

Lors Thmey's Farm Business Advisor (FBAs) model was established to develop input supply chains through microfranchising. Ultimately, FBAs sell products that help their customers increase their agricultural yields and income. In addition, long-term relationships are built with a focus on sustainability and guaranteed profit. Khat Sa Em, 38, has been a FBA with Lors Thmey for four years.

As a FBA, Khat Sa Em receives regular training from Lors Thmey, focusing on agricultural technology and techniques, as well as production know-how. Khat Sa Em assists 20 smallholder farmers spread over 17 villages in Chumras Pen commune, Samrong district of Takeo province. Additionally, she earns income from margins on agricultural products that she sells, and from her own crops of cucumber, wax gourd and yard long bean.

Khat Sa Em feels proud that as a woman and a FBA, she is able to support her family and improve their quality of life. In addition, she is able to help others in the community increase their income and build strong relationships.

Prior to becoming a FBA, Khat Sa Em's annual earning was insufficient for her annual spending. As a FBA, she now earns approximately USD 1000 a year and has saved up enough to start building a new home.

PROGRAM PARTNERS - FINANCIAL INCLUSION

Micro finance institutions (MFIs) provide a solution to financial inclusion to the rural poor - products range from small loans, micro-savings facilities to micro-insurance. MFIs benefit the poor by helping them manage their risks and protect against indebtedness in times of crises.

AMK



Licensed Microfinance Institution in Cambodia.

OUR PARTNERSHIP since March, 2016:

- A social loan to finance the provision of micro loans to smallholder farmers, to increase productivity through investments in farm inputs and equipment.
- A strategic impact grant to support the development of a mobile app used by roving client officers to cross-sell micro-insurance products.

IMPACT: As of December 2018, about 3,000 staff serve almost 800,000 clients in nearly 13,000 villages across Cambodia. This outreach represents 89% of all villages.



AMRET

Leading microfinance institution that improves the living standards of the population, the economic and social development of Cambodia.

OUR PARTNERSHIP since February, 2018:

A fixed deposit investment to support Amret's business and micro credit on-lending activities.

IMPACT: Amret served over 400,000 clients in Cambodia, 74% of which are from rural areas.



PROGRAM PARTNERS - FINANCIAL INCLUSION



GRET

An officially registered international NGO in Myanmar, governed by French laws. It has a license to run microfinance activities.

OUR PARTNERSHIP since April, 2016:

A strategic impact grant aimed at supporting the growth of an innovative Rice Bank Inventory Credit Program in the Delta region.

IMPACT: GRET supported the creation of the Chin MFI and 20 years on, 150 credit cooperatives are providing services to 10,000 lenders. GRET is working to develop a new microfinance institution in the Dry Zone of Myanmar.



VISIONFUND

A leading social microfinance institution MFI in Cambodia, part of the VisionFund global network – one of the largest Christian microfinance networks in the world.



OUR PARTNERSHIP since February, 2018:

A social loan to fund a pilot for micro insurance-embedded loans, aimed at introducing low cost health insurance products to the rural poor.

IMPACT: VFC is serving over 250,000 clients in rural areas. With a focus on low income rural farmers, 64% of VFC loans are small agricultural loans, and 71% of clients are group loan borrowers. The total loan portfolio size is USD 143 million as of 2016.

PROGRAM PARTNERS - ENERGY AND WATER

KWSH

Khmer Water Supply Holding (KWSH) is an established company with a vision to become the leading utilities company in Cambodia.



MISSION: To increase the access of affordable clean tap water to the rural Cambodians while giving meaningful returns to investors.

OUR PARTNERSHIP since June, 2018:

A social loan to fund KWSH's expansion to new underserved communities in Cambodia and increase the number of water stations.

IMPACT: KSHW's stations provide connections for 10,000 households (~50,000 lives), and is expected to grow to 40,000 households (~200,000 lives) by 2021.

Water treatment basins at Tram Khnar water station, Cambodia.





Higher Income Starts With Access to Water

Eam Kheng and her family of eleven, have been living in Trapang Russei village in the Takeo Province for the past five years.

Prior to receiving clean drinking water from KWSH two years ago, Eam Kheng's family purchased water delivered by trucks every three to four days. As a KWSH beneficiary, Eam Kheng currently pays between 20,000 – 23,000 Riels (~ USD 5) a month compared to 30,000 Riels (~ USD 7.20) previously for one water delivery. Water delivered by trucks was also unreliable in terms of hygiene and delivery schedule (e.g. delivery could be delayed during national holidays).

With KWSH, Eam Kheng has been very happy with the access to clean water as well as the financial benefits it has brought her family.

While KWSH has reached a milestone by creating access for villagers, the work is not over. Marketing and campaign efforts are required to discourage some of the villagers' old habits. These include boiling water before consumption, only drinking bottled water, and storage of water in large clay pots. Boiling leads to the unnecessary use of resources, bottled water results in plastic waste production, while storage can lead to water contamination.

We are hopeful that in the near future, villagers will have confidence and trust in the water quality from KWSH.

FINANCIAL SUMMARY

	FY18/19	FY17/18
STATEMENT OF COMPREHENSIVE INCOME		
Income	1,826,685	S\$ 122,634
Other income	318	629
Program expenses	(114,676)	(162,957)
Administrative expenses	(102,698)	(106,699)
Surplus from ordinary activities	1,609,629	(146,393)
Finance income	140,564	148,253
Finance costs	(1,005)	(136,458)
Other comprehensive income	-	(175,144)
Total comprehensive surplus for the year	1,749,188	(309,742)

	FY18/19	FY17/18
STATEMENT OF FINANCIAL POSITION		
Non-current assets		S\$
Property, plant & equipment	-	-
Available-for-sale financial assets	338,975	1,368,025
	338,975	1,368,025
Current assets		
Loan receivable	677,950	1,311,700
Other receivables	39,976	17,967
Cash and cash equivalents*	5,364,748	1,974,417
	6,082,674	3,304,084
Total assets	6,421,649	4,672,109
Current liabilities		
Amount payable to grantees	16,396	16,396
Accrued operating expenses	15,217	14,865
Total liabilities	31,613	31,261

Funds

Accumulated surplus	6,390,036	4,528,426
Fair value reserve	-	112,422
Total funds	6,390,036	4,640,848

The Board has approved to set aside a reserve of S\$ 1million to cover a minimum of two years of operating expenses.

*Cash/cash equivalents increased following the early repayment of social loans from our partners. These assets are to be redeployed into pipeline projects and investments in FY19/20.

GOVERNANCE

Leap201 is committed to good governance - that the monies we raise are responsibly managed and disbursed according to our mission and program goals. The Board makes sure that we effectively do what we say we do, and that our activities align with the principles and guidelines set out in the Companies Act, the Charities Act, and the Code of Governance for Charities and Institutions of a Public Character.

Remuneration Disclosure

- The directors did not receive compensation for Board services.
- No staff received more than S\$100,000 in annual remuneration.

Board Attendance Disclosure

There were three scheduled board meetings over FY18/19.

DIRECTOR	ATTENDANCE
Michael Lien	3/3
Patrick Lee	3/3
Till Vestring	3/3
Chew Teck Soon	3/3
Cheah Sui Ling	3/3
En Lee	3/3
Ravi Lambah	3/3



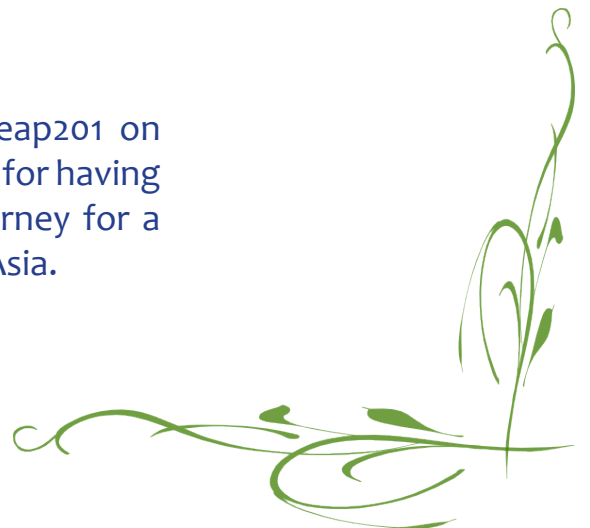


EVENT HIGHLIGHT - **DONOR DINNER**

At our biennial dinner on 15 November 2018, we had the pleasure of sharing our latest impact stories with DPM Tharman Shanmugaratnam and our friends and existing donors including Professor Chan Heng Chee, Margaret Lien and Wee Ee Cheong. In addition, Nicholas Spencer, CEO of Ibis Rice, joined us as the keynote speaker where he gave more insights into the organic and conservation friendly rice producer in Cambodia.



Thank you for joining Leap201 on this special occasion, and for having been with us on this journey for a better Southeast Asia.



Leap201's Team

EXECUTIVE TEAM

Nozomi WITHERSPOON

Executive Director

Tam LE

Head of Programs

Divaani GANESAN

Development & Advocacy Manager

Mai TRINH

Summer Intern 2019

CORPORATE SERVICES

KPMG LLP

Auditor, appointed 10.05.2017

Tricor Singapore

Accountant, appointed 18.04.2017

Strategic Alliance Corporate Services

Corporate Secretary, appointed 01.01.2016

ADVISORS

Vincent GRADT

Investment Advisor, appointed 01.12.2017

Micaela RATINI

Country Advisor (Cambodia), appointed 01.01.2018

YIP Hon Mun

Leap Fellow, appointed 01.01.2018

IN-KIND PARTNERS

Terence FOO

Managing Partner, Newgate Communications

EXECUTIVE VOLUNTEERS

Belinda NEO

Ivan LIM

KAM Kah Ken

Patsy MOK

Rueben TAN

YEO Hui Leng



contact@leap201.org
www.leap201.org