

TEN YEARS OF IMPACT

Impact Report 2018



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A LETTER FROM OUR CEO

Almost twelve years ago, in 2006, myself and two friends came up with the idea for Prodigy Finance while having a beer on a street corner in Fontainebleau.

What we knew back then, and still stands true today, is that distribution of talent is global, financial services are not. In the run up to INSEAD I saw many of my fellow students not able to take up their place because they couldn't access the required funding. I struggled myself to pay for my masters and ended up postponing it by a year.

That should not happen. Prodigy Finance was born out of the belief that access to finance should be borderless and merit-based. Talented smart young people anywhere across the globe should be allowed to study at a top university of their choice and pursue their full potential. When we started, there was obviously a gap in the market as banks were unable and unwilling to lend cross-border to students pursuing a masters, especially if coming from emerging markets with limited assets nor credit history. We wanted to fix that and empower people to become what they wanted, irrespective of their nationalities, social status or bank accounts.

The beginning of the journey was incredibly slow and difficult. Firstly because we were trying to do something that no one had done before – assess people's potential and credit-worthiness in a non-traditional way across the world, and enable an enforceable and fair contract across 150 countries. Without

a track record or a proxy to show, investors understood the high level thesis, but were unwilling to commit funding at scale until the model was proven (which takes years). Secondly we launched into a momentous time (in all the wrong ways). Financial markets were in a turmoil not seen since the 1920's.

Many of the investors we met then advised us not to continue with the business as they thought it would be impossible to prove out and scale. However we gained the support of a number of INSEAD alumni, who had been through the journey and understood the risk intuitively. While it took longer, the alumni p2p investment allowed us to launch our pilot, test our systems and show the world that people with amazing potential from around the world would indeed repay with our model.

We all know about the power of education on key life outcomes such as employment and income. But there is more than just that. Education at a top university is also a pathway to join a powerful network, consisting of people that will have successful careers and take on leadership roles in the private, public and non-profit sector – shaping the way for future generations. Quality education is a key component of what allows talented people to be employable globally and take on jobs anywhere they would like, but also for people coming from lower-income households to break-out from

the typical social stratification. The urgency of ensuring equal access for all women and men to affordable and quality technical, vocational and tertiary education is anchored in the United Nations Sustainable Development Goals which we are dedicated to helping achieve.

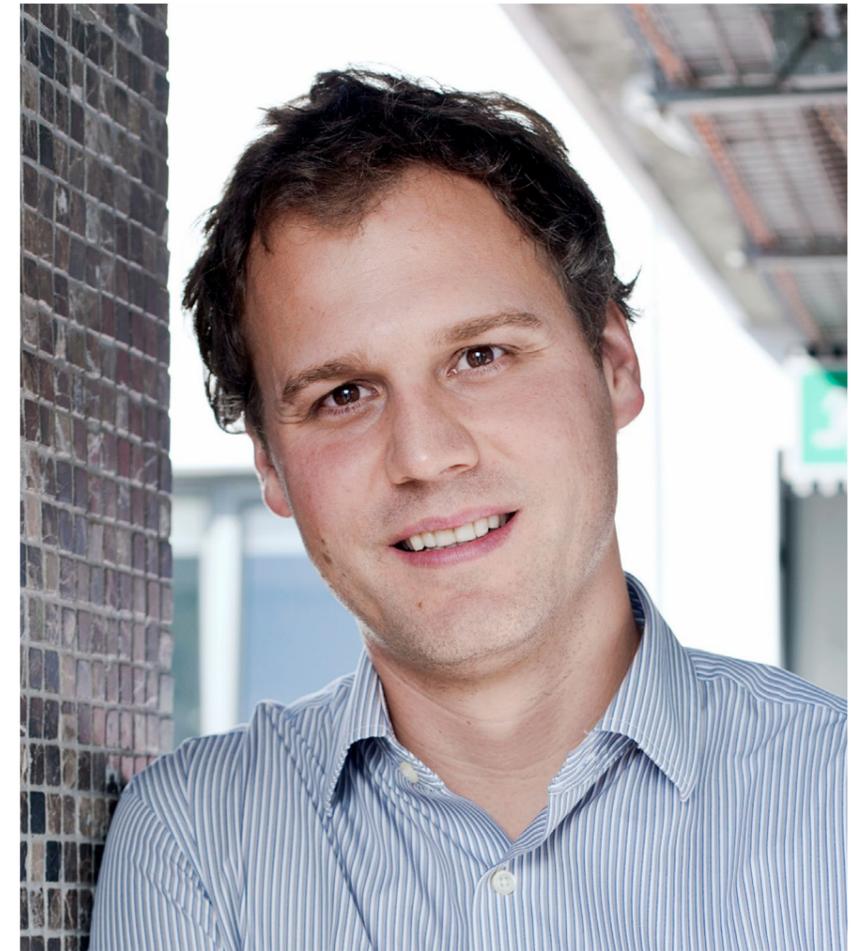
But students have also changed us and the way we do business, inspiring us to get better, faster and bigger in what we do. Over the past decade, Prodigy Finance has lent almost USD 500m to students coming from 120 nationalities and attending 328 different schools. Credit applications are done almost 100% online, and most decisions are made instantaneously. We have expanded our initial focus beyond business schools to include engineering, law and public policy, and look forward to continuing to expand the disciplines we support in the future.

This would not have been possible without all the committed investors that have subscribed to Prodigy bonds. Investing in people and in postgraduate students was and still is our core proposition. Over the years more and more investors have joined, most of them looking in addition to a sound financial return, a way of creating a social impact in the lives of future generations. Results from a recent Prodigy Finance survey confirm that while investors are primarily motivated by financial considerations 'social impact' becomes a very strong

value proposition to investors when combined with personal investment benefits.

It is obvious that the success of the students we fund and of Prodigy are closely interconnected. Our company can only be successful if we succeed in improving people's lives, allowing them to access top quality jobs. In the last years, we have been expanding the scope of our services beyond pure finances to assist students in their journey from postgrad to employment. It can happen that also the best students lose their jobs or are caught in personal troubles and that's when we come in with our career advisory services and leveraging our network with corporates. Acknowledging that many students especially from Emerging Markets face many more barriers once accepted at a university, we have started working with companies like mobile phone operators, and housing agents to develop partnerships that can eventually be of value.

We have decided to publish our first Impact Report to review our first ten years and better understand the impact we are creating on people's lives. The whole impact proposition has always been part of our journey but we had not yet had a chance to deep dive and look in detail at how students perform a few years after their studies, where they live and whether their aspirations have been realized. We have gone through an interesting exercise and are thankful to the valuable



support of our advisory Council for their guidance in helping to redefine what matters most to us and what our primary impact objectives are. We are honoured by the support of preeminent experts in the area of education and impact investments, namely Janine Haendel, Laura Hemrika, Salah-Eddine Kandri, Fred Swaniker and Sherryl Kuhlman.

We believe in a world in which it won't matter where you are born or live, or how wealthy your family is, if you have talent

and drive you will be able to access the building blocks you need to fulfil your potential. More and more investors will fund this potential through our platform in the years to come, enabling the next generation of dreamers, leaders and entrepreneurs across the world to thrive.

Thank you for your support.

A handwritten signature in black ink, appearing to be 'J. Haendel'.

ACKNOWLEDGEMENTS

We would like to thank the distinguished members of our Impact Advisory Council who provided input and valuable guidance in the creation of this report. They have acted in their personal capacity and are at no time responsible for any content, data nor reference provided.

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NETWORKS

Prodigy Finance is a proud member of the Global Impact Investing Network (GIIN).

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ENQUIRIES

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*Talent is borderless,
access to education
and financial services
should be too.*

CAMERON STEVENS
CEO AND FOUNDER
PRODIGY FINANCE

COMPANY OVERVIEW

...

Prodigy Finance was started by three INSEAD MBA graduates who experienced the difficulties of financing an international degree first-hand. In 2007, the company set out to solve this problem.

The innovative platform offers loans to international postgraduate students attending top universities. Prodigy Finance's unique global credit model assesses applicants based

on numerous variables such as projected earnings rather than historical credit, allowing the company to provide funding to students without a co-signer, guarantor, or collateral.

Through our community platform, alumni, impact investors, and other private qualified entities are able to invest in tomorrow's leaders whilst earning a financial and social return.

THIS IS HOW IT ALL WORKS.

INVESTORS

Investors subscribe to bonds to provide financing to selected students. Our funds are derived through a combination of alumni, universities, social impact investors, family offices, banks and other qualified private investors.

BONDS

Prodigy Finance has created different types of bonds including school specific bonds (Yale Bond), regional bonds (India Bond) offering diversification across multiple courses at a variety of top universities globally. Each bond has a separate pool of underlying students and is listed on the Irish Stock Exchange.

PRODIGY FINANCE

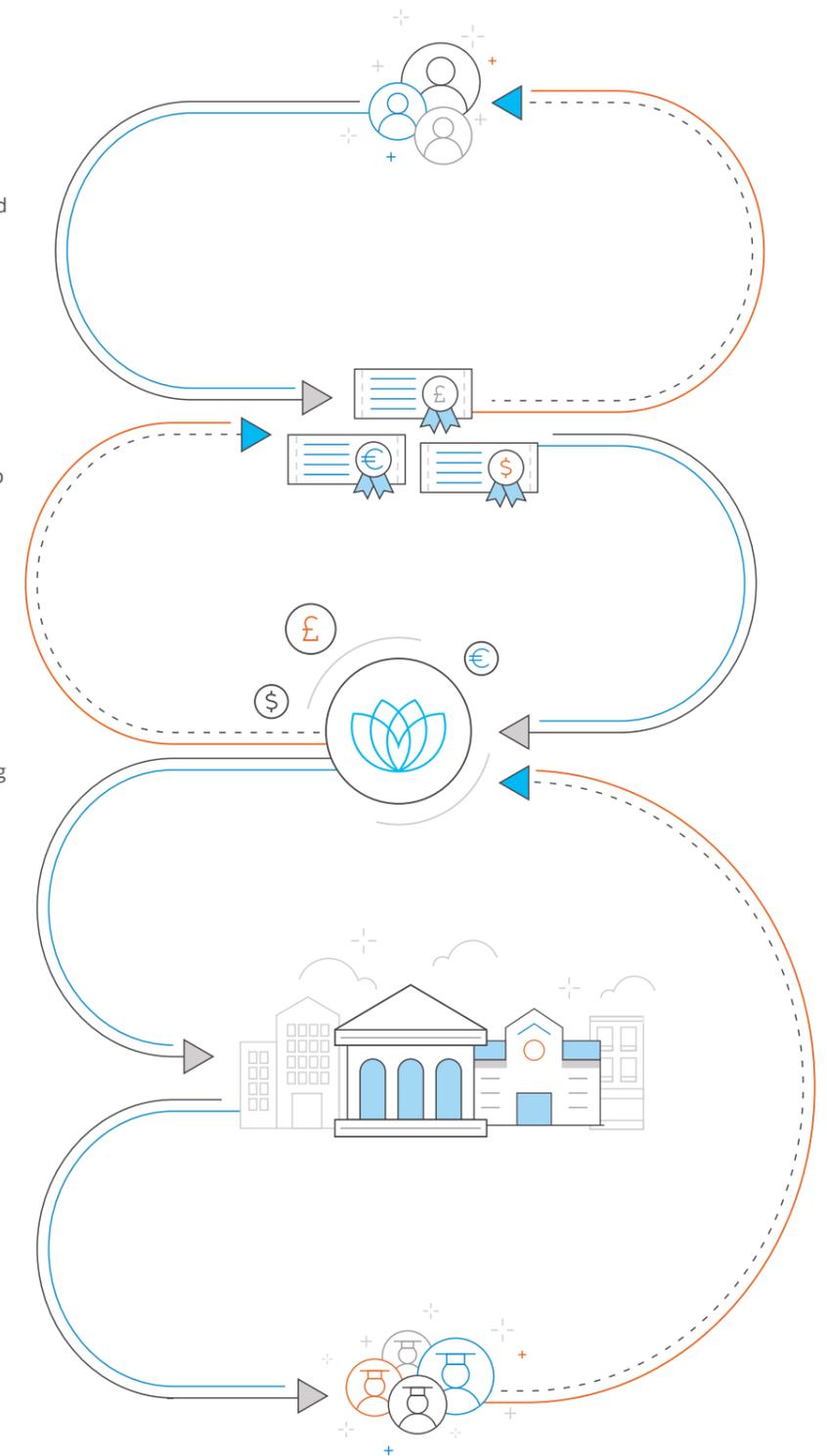
Prodigy Finance partners with top universities and provides financing to selected students based on its proprietary scorecard.

UNIVERSITIES

Top universities globally rely on Prodigy Finance to increase diversity of talent across their campuses. Prodigy currently supports postgraduate business, engineering, law and public policy courses.

BORROWERS

Borrowers are future leaders from over 120 countries across the globe. Exceptional academic and professional performances secured each one an admit to a top programme.





PRODIGY
FINANCE
IMPACT

TEN YEARS OF IMPACT

In 2007, a team of INSEAD graduates started a business in a tiny London office - Prodigy Finance, a company dedicated to international postgraduate students and helping them fund their education. The first students who applied for loans had little, if any, options for financing, and this has remained the case for many of our borrowers over the last ten years. Since then, we've supported over 9,900 students across 328 schools; which translates into nearly \$500 million in education loans.

It's been written into our DNA to increase student accessibility to financial services, which is based on merit, rather than geography and socio-economic status. And, as the success of the company is directly linked to the academic and professional performance of the students funded, it makes the impact proposition a key component of the business.

Even though Prodigy Finance is a private commercial company, a number of community initiatives have grown alongside the

core business to help support students throughout their studies and future employment. An in-house careers service, mentoring students and helping them find jobs by introducing them to community members in relevant sectors.

We've spread the word about our offering to key markets like India and Brazil through strategic regional partnerships, which speak to students locally and in-country encouraging them to consider a top tier education abroad that they may not have considered because of funding/access constraints. The Prodigy Finance Ambassador programme has also created and maintained a diverse network of students, at top universities around the globe, who then in turn share with their networks and other incoming students.

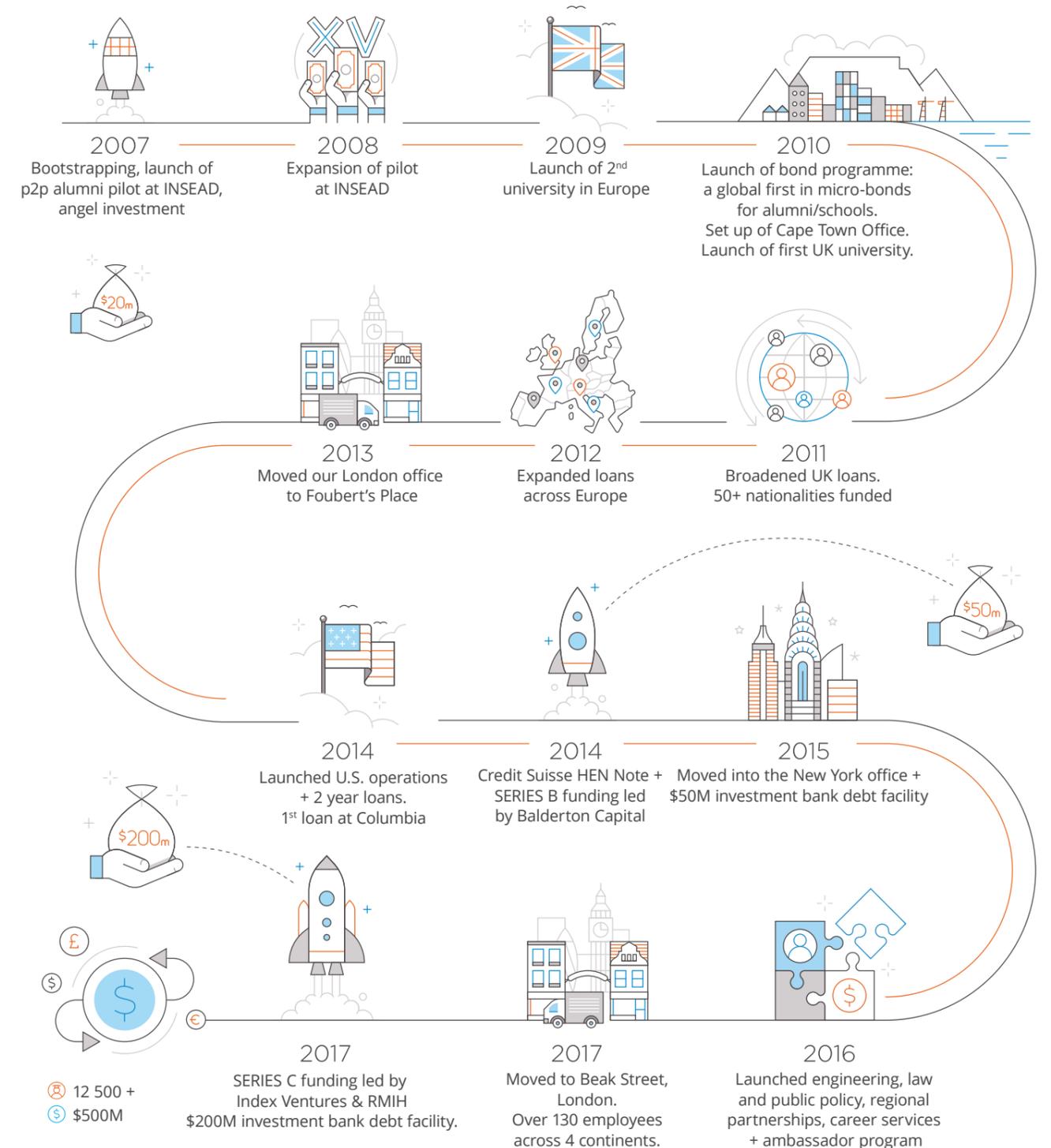
While we started funding business degrees, we have since expanded our offering to the fields of engineering, law and public policy, with significant milestones such as partnering with Credit Suisse

to launch the world's first higher education note in 2014, and our recent equity fundraise.

Needless to say, the impact these students have and will have in their communities and the world, being able to study at some of the best universities is profound. We're excited to be a part of their story and look forward to helping students for many years to come.

Take a look at our journey.

HERE'S A LOOK AT HOW FAR WE'VE COME.



OUR IMPACT OBJECTIVES

IMPACT VISION

Prodigy Finance is the #1 financial platform enabling a new generation of talent to unlock their potential anywhere across the world.

IMPACT MISSION

Providing talent with a disadvantaged socio-economic background with the ability to access quality higher education through financial support and create a new generation of global leaders.

IMPACT OBJECTIVES

1

YOUNG LEADERS

Increase number of young leaders and entrepreneurs globally that are more diverse.

2

SOCIAL CAPITAL

Extend the social network of young talents with a disadvantaged socio-economic background and provide access to elite global networks of influence ('social capital').

3

GLOBAL JOB MARKET

Increase number of young citizens with a disadvantaged socio-economic background having access and advantages to a competitive global job market.

4

SOCIETAL TRANSFORMATION

Increase number of young citizens with a disadvantaged socio-economic background transforming their societies back at home.

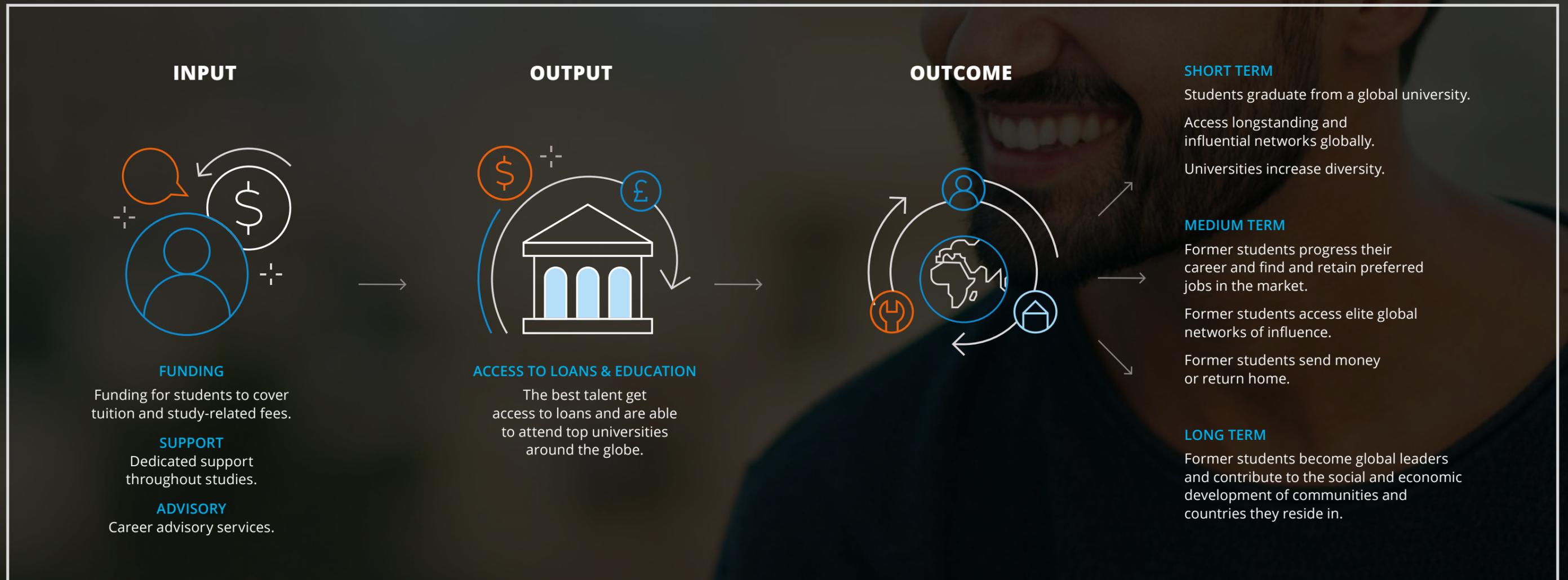
5

ACCESS TO EDUCATION

Increase number of young talents from emerging markets able to access educational opportunities and attend high quality universities.

THEORY OF SOCIAL CHANGE

Prodigy Finance provides access to cross-border financial services for young talent with disadvantaged socio-economic backgrounds, facilitating the creation of global leaders and entrepreneurs.



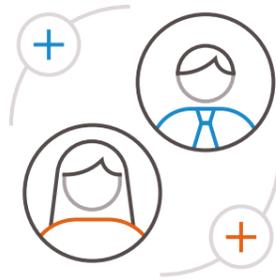
IMPACT METRICS

METRIC	YOUNG LEADERS	SOCIAL CAPITAL	GLOBAL JOB MARKET	SOCIETAL TRANSFORMATION	ACCESS TO EDUCATION	IRIS* ALIGNED
Total number of students funded (with breakdown by nationality)	●	●	●	●	●	●
Total number of countries where Prodigy Finance can support borrowers	●	●	●	●	●	●
Total number of schools supported (with breakdown by country)	●					●
Percentage of student borrowers who graduate	●	●	●	●	●	●
Percentage of students from emerging markets	●	●	●	●	●	●
Percentage of female students	●	●	●	●	●	●
Percentage of students who are part of the first generation of their family to attend graduate school	●	●	●	●	●	●
Percentage of students who have dependants (children/spouses)				●		●
Percentage of students earning less than \$15,000 pre study (with geographic breakdown)	●	●	●	●	●	●
Percentage of students that intend to return to their country of origin within 2-5 years post-study		●		●		
Employment by industry post-study		●	●	●		●

METRIC	YOUNG LEADERS	SOCIAL CAPITAL	GLOBAL JOB MARKET	SOCIETAL TRANSFORMATION	ACCESS TO EDUCATION	IRIS* ALIGNED
Percentage of students in a senior leadership position post-study	●	●	●			●
Number of (co)founders of a business post-study (including breakdown of emerging markets)	●	●	●			●
Number of jobs created by co-founders and founder.			●	●		
Percentage of students who believe postgraduate degree has significantly increased their ability to obtain and retain a job domestically		●	●	●		●
Percentage of students who believe postgraduate degree has significantly increased their ability to obtain and retain a job internationally		●	●	●		
Percentage increase of salary post-study (broken down by percent)			●	●		●
Percentage of former students who support their family outside their country of residence (or send remittances)				●		
Percentage of former students who have lived in more than 1 country post graduation	●	●	●			
Percentage of former students that return to their country of origin within 2-5 years post-study	●	●		●		
Percentage of former students interested in investing in Prodigy Finance students in the future	●			●	●	

*IRIS is managed by the Global Impact Investing Network and is the catalog of generally-accepted performance metrics. IRIS alignment footnotes found in appendix

IMPACT METRICS*



**STUDENTS FUNDED | 9900+
MALE 71% | FEMALE 29%**



**PRODIGY FINANCE CAN LEND
TO STUDENTS FROM OVER
150 COUNTRIES**



**BORROWERS WHO
GRADUATE | 99.77%**



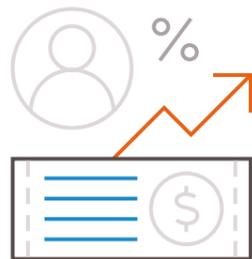
**STUDENTS WHO RETURN TO
THEIR HOME COUNTRY
POST-STUDY | OVER 60%**



**STUDENTS WHO HAVE LIVED
IN MORE THAN ONE COUNTRY
POST-STUDY | 51%**



**EMPLOYMENT BY
INDUSTRY POST-STUDY
(see appendix)**



**PERCENTAGE INCREASE OF
SALARY POST-STUDY:
STATE SALARY
HAS INCREASED | 72%
STATE SALARY HAS INCREASED
>50% POST-STUDY | 44%**



**STUDENTS WHO BELIEVE
POSTGRADUATE DEGREE
HAS INCREASED ABILITY TO
OBTAIN AND RETAIN JOB
DOMESTICALLY | 69%**



**STUDENTS WHO BELIEVE
POSTGRADUATE DEGREE
HAS INCREASED ABILITY
TO OBTAIN OR RETAIN JOB
INTERNATIONALLY | 77%**



**EMERGING MARKET
STUDENTS | 80%**



**(CO)FOUNDERS OF A BUSINESS
POST-STUDY | 16%
NUMBER OF JOBS CREATED
BY (CO)FOUNDERS
(see appendix)**



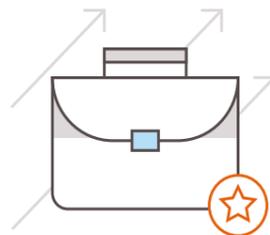
**STUDENTS FUNDED
EARNING LESS THAN
\$15K PRE-STUDY | 20%**



**FORMER STUDENTS
INTERESTED IN INVESTING IN
PRODIGY IN THE FUTURE | 60%**



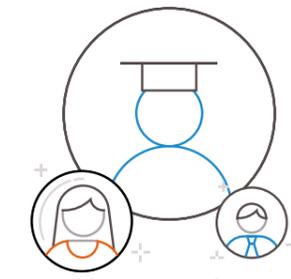
**STUDENTS WHO ARE FIRST
GENERATION TO ATTEND
GRADUATE SCHOOL | 59%**



**STUDENTS WHO BELIEVE THEIR
POSTGRADUATE DEGREE HAS
ENABLED THEM TO PURSUE
THEIR DREAM CAREER | 72%**



**STUDENTS SUPPORTING
FAMILY OUTSIDE COUNTRY OF
RESIDENCE | 31%**



**STUDENTS WITH
DEPENDANTS | 16%**



**STUDENTS WHO DEPENDED
ON PRODIGY FINANCE TO
FUND THEIR DEGREE | 89%**

*Metrics are as at January 2018.
Please refer to appendix.



STUDENT STORIES

The impact a postgraduate degree can have is far-reaching.

Here are just a few stories from five of our borrowers.

RUHI DANG

When you meet Ruhi, it's pretty clear that her curiosity and grit mean that she's one to watch.

University of Pennsylvania, Wharton

RUHI'S STORY

As the youngest of two sisters, Ruhi always knew she could go far. Her older sister had already left their small town in India to do an MBA in-country, but she had desires to study abroad. Her sister's journey to her MBA meant that Ruhi was aware that she'd face many obstacles. Nevertheless, Ruhi's dream to work for a tech company meant

develop her tech and business skills, which she felt were the key to her future success. She'd seen how her friends who went on to start their own businesses struggled to make crucial management decisions due to lack of business acumen and felt that the MBA was the best way of preventing this from happening to her.

loan quickly and was off to Pennsylvania to study at Wharton. Ruhi is now coming to the end of her time at Wharton. She has used her MBA to venture out and learn about new fields, which she has really enjoyed. She has now secured a post-MBA job at Amazon, where she will be working in product and has a message for the investors who

“

I would want you to see the impact you've had on me. I would want you to be proud of what your funding has achieved in the lives of students like me.

she had to find another way. Ruhi studied engineering at the undergraduate level and went on to work in sales and trading at Deutsche Bank. She decided to do her MBA to further

Determined to pursue her international MBA, Ruhi was busy researching financing options when she heard about Prodigy Finance visiting Mumbai. Ruhi secured a Prodigy Finance

have made her dreams come true: "I would want you to see the impact you've had on me. I would want you to be proud of what your funding has achieved in the lives of students like me."





ANDRES ARRIETA

*An IE graduate with startup experience
and a strong affinity for social impact.*

IE Business School

ANDRES' STORY

Andres left his MBA with a strong understanding of how to run a business "for good", a great network of passionate entrepreneurs, and a truly open mind.

Andres is an engineer at heart with a passion for making the world a better place. Originally from Mexico, Andres's family has a strong history in studying technical and business subjects (both of his parents have masters degrees). For Andres, this broad approach to education has enabled him to really make a contribution to the causes he is most passionate about, such as digital activism.

Andres plotted his path towards a social impact role quite deliberately. After working for Telefonica for a few years, he decided to do an MBA to expand his business acumen. He applied to study at IE due to the strong entrepreneurial focus of the course.

Once in Spain, Andres began to expand his network and, thanks to a classmate, soon became passionate about a little-known social problem: patients dying due to taking counterfeit medication, which is notoriously difficult to detect.

Drawing on his technical background and passion for the digital world, Andres joined his classmate, using blockchain to identify counterfeit medication and ultimately prevent unnecessary deaths.

The use of blockchain was so forward-thinking that Andres's startup received attention from the Spanish government. Ultimately, Andres and his partner received a few offers to utilise their technology, none of which adhered to the original importance of social impact. Andres rejected these offers on ethical grounds: "The whole thing just made me uncomfortable."

A man of strong principles, Andres was not disappointed by the demise of his startup. Instead, he left his MBA with a strong understanding of how to run a business 'for good', a great network of passionate entrepreneurs (over half of Andres's class worked on their own startups on the side during their MBAs), and a truly open mind. "I haven't really planned my next steps - things have just fallen in to place." This attitude meant that when a job offer came up at the EFF (a non-profit digital privacy network), an organisation Andres has followed for years, he took the opportunity and moved to San Francisco. His job focuses on civil liberties in the digital world and builds on his past experience.

Andres doesn't know what his next steps will be but, wherever he is, he will be sure to use his skillset to make the world a better place.



ADITHYAN KARUNAKARAN

An engineering whiz with a long-term goal of transitioning into strategy.

Dartmouth College, Thayer School of Engineering

ADITHYAN'S STORY

As a young professional, Adithyan has big ambitions for the future. Prodigy Finance has played an intrinsic part in helping him to start his journey towards a brighter future.

Adithyan's journey began in India. He was born in Chennai and raised all across the country due to his Dad working in different cities throughout his childhood.

He studied engineering at an undergraduate level and then went on to work in marketing for a manufacturing company. After a few years, Adithyan realised he was ready for his next challenge and planned a career switch from engineering to business.

Adithyan found the perfect course to start him off on

his journey. His Masters in Engineering Management has given him exposure to business concepts within the context of his previous academic and professional experience.

Highly driven, Adithyan is currently studying intensely for finals and will use the upcoming holiday period to secure internships to help him apply what he's learnt during his Masters and to hopefully secure a more permanent job. Adithyan hopes to stay and work for a few years to gather more work experience before pursuing an MBA.

Eventually, Adithyan hopes to return home to India and work at a tech company. He also wants to invest in Prodigy Finance so other students, too, have the chance to realise their dreams.

As a young early-careers professional, Adithyan has big ambitions for the future. Prodigy Finance has played an intrinsic part in helping him to start his journey towards a brighter future.

Adithyan's journey began in India. He was born in Chennai and raised all across the country due to his Dad working in different cities throughout his childhood.

VIGNESH BALIGA

A passionate brand champion now fulfilling his dream of working in Germany.

Mannheim Business School

VIGNESH'S STORY

Vignesh is passionate about Prodigy Finance because he wants to help others pursue their dreams in the same way he has and help the community grow.

Vignesh has had a passion for machines from a very young age and made an obvious choice for an Under graduation in Mechanical Engineering.

Soon after completing his undergraduate degree, Vignesh started looking towards new horizons in the industrial space and planned his career accordingly.

His first job was in Business Development, Sales and Project Management. Once there, Vignesh realised that he most enjoyed technical sales and project management. Not only did he enjoy it - he was good at it and soon began to climb the ladder in his organisation.

As an ambitious young man, Vignesh soon realised that not having an MBA was preventing him from reaching senior management

positions. His passion for engineering and machines soon inspired him to look for options in Germany.

After finding Mannheim, he applied, was accepted, and was one step closer towards his dream of studying and working in a country renowned for its engineering expertise. The only obstacle standing in the way of Vignesh reaching his dream was how to fund it. He initially approached local banks in India and was put off by the high interest rates, currency fluctuations, and required collateral.

Vignesh has now come a full circle: he discovered Prodigy Finance thanks to a series of info sessions in Bangalore, India. During his recent trip back home, Vignesh volunteered his personal time to speak to other potential applicants about his experience obtaining a Prodigy Finance loan to study abroad. "I have seen Prodigy as an organisation that has grown leaps and bounds over the past year; one that has moved from a start-

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The community culture is something that really strengthens the company's vision and this should be maintained however large the organisation grows.

up to a professionally managed organisation.

The community culture is something that really strengthens the company's vision and this should be maintained however large the organisation grows."

Vignesh is now fulfilling his dream of working in Germany and couldn't be happier. "It has always been a dream for me to work in the country where the latest developments in engineering take place." He plans to return to India in three to five years, where he will apply the knowledge he has learned abroad and continue to enable young professionals to reach their dreams.





SIDDARTH GURNANI

International high-flyer with dreams of becoming a Prodigy Finance investor.

HEC Paris

SIDDARTH'S STORY

“

Ultimately, experiencing the French culture would become one of the most rewarding aspects of Siddarth's MBA.

Born and raised in Delhi, India, Siddarth moved to the USA to complete his undergraduate degree at the age of 18. Leaving India so young was not necessarily the 'done thing' and, by his admission, he wouldn't have considered doing this if it hadn't been for the unwavering support of his parents.

He studied engineering at Georgia Tech. Afterwards, Siddarth moved to New York to work for Deloitte as a Human Capital Consultant. He enjoyed his work but began to realise that he craved stability in the workplace. As a consultant, his travel schedule was heavy, and he soon found he was forming better relationships with the companies he was consulting for rather than his immediate colleagues. Siddarth also grew tired of the relentless pace of working life in New York and looked towards new pastures.

Europe attracted Siddarth for several reasons. After considering a few schools in the UK and France, Siddarth settled on HEC for its programme structure, cost and length (it was prestigious, reasonably priced and neither too short or too long). He was also excited about improving his French and really challenging himself to adapt to another culture. Ultimately, experiencing

the French culture would become one of the most rewarding aspects of Siddarth's MBA because it taught him how to take work and pleasure seriously. 'France takes pleasure very seriously and it's really helped me to find my boundaries.'

Once he decided on an MBA, it became clear that financing it would be harder than he'd previously thought.

Despite having lived in the USA for several years, he did not qualify for the Federal Loan Scheme. His unusual step of studying his undergraduate degree abroad also meant that he wasn't able to rely on his family for additional support. He came across Prodigy Finance online and applied for a loan. Siddarth so enjoyed his initial introduction that he decided to become an Ambassador for the brand.

His MBA has been a rewarding professional and personal experience and he's excited to use his new knowledge to build a successful life for himself. He is due to move to London with his wife in March 2018, when he'll start work at American Express, he hopes to work his way up the ranks within a few years. He also harbours another important ambition: to become a Prodigy Finance investor.

THE COMMUNITY

...

Access to Prodigy Finance funding is very important to London Business School, and to our students. With students from more than 100 countries, embracing diversity is at the heart of everything we do. We recruit top global talent to our programmes, and we support our students' journeys to become the world's future business leaders. Prodigy Finance's innovative and community-based approach to borderless student loans provides the financial support many of our students need to start their journeys.

HELEN FOLEY
ASSOCIATE DIRECTOR
FINANCIAL AID
LONDON BUSINESS SCHOOL

The Prodigy Finance solution is revolutionary because it really increases the depth and access to higher education for international students. It is a true example of a win/win situation.

VERENA BUTT
PRODIGY FINANCE INVESTOR

CRISTIANA SAUDELLA
SENIOR MARKETING MANAGER
MBA AND DBA
CRANFIELD UNIVERSITY
SCHOOL OF MANAGEMENT

A Cranfield MBA, for many of our students, is a huge personal but also financial commitment. Prodigy Finance has removed the countless difficulties prospective students had encountered in the past when trying to finance their studies. They have offered our students peace of mind and a practical solution to student finance. This has guaranteed not only that more and more talented individuals could access our world-leading international degrees, but that the latter could continue to be as culturally diverse as possible.

JAYNE GLASS
PRODIGY FINANCE INVESTOR

I wanted to invest a small sum of money in an asset other than property but I did not feel comfortable investing in companies that I had no connection to, or which I could not be sure were acting ethically in their business activities and decisions. I liked the idea of a 'community investment' that supports real people doing something that will benefit their careers and long-term futures.

Wharton's community is shaped by our students. Access to postgraduate financing for international students has helped to maintain the diversity of our student body, which is at the core of creating a productive learning environment and exceptional alumni network. For over 10 years, Prodigy Finance has provided international students with the options that they need to pursue their dreams of higher education. They play an important role in making higher education accessible to more students.

SHERRYL KUHLMAN,
MANAGING DIRECTOR
WHARTON SOCIAL IMPACT INITIATIVE

It will be 10 years in 2018 since Prodigy established an international loan programme for INSEAD students. We are proud that INSEAD alumni were the founders of the scheme that is now offered at over a hundred schools worldwide. They were the pioneers of community funding and the notion of community remains at the heart of the programme where alumni fund future students. Prodigy facilitates access to education making attendance to the INSEAD MBA possible and thus making dreams come true for many. It is challenging to obtain an educational loan in many countries as collateral and guarantors are required. It is great to have a source of funding where none of these are necessary. We appreciate having a solid loan offering that goes together with great customer service and care.

IRINA SCHNEIDER-MAUNOURY
ASSOCIATE DIRECTOR, FINANCIAL AID -
DEGREE PROGRAMMES INSEAD

OLIVIER ROUSSET
HEAD IMPACT INVESTMENTS,
CREDIT SUISSE

Credit Suisse has been partnering with Prodigy Finance since 2013 in response to growing interest in thematic investments in education. We found that our clients valued the opportunity to invest in talented and yet less privileged students in their effort to gain access to top-tier higher education and consequently improve their quality of life. Together with Prodigy Finance, we designed an innovative approach to bring our clients to students in need of financing support. What started as our first-ever impact investing note in education, became a programme of multiple investments supporting hundreds of top students in their pursuit for education. As a solid enterprise actively seeking and monitoring its social impact, we consider Prodigy Finance as a unique and best-in-class impact partner.

We consider Prodigy Finance as a unique and best-in-class impact partner.

Rancilio Cube, a family office and impact investor in Milan, subscribes to several Prodigy bonds because it's simply the paradigm of our investing strategy: to help people to develop and, at the same time, to get a sustainable, long-term return on investment.

We are a family and we consider all the students we support our international, studying, travelling, "big" family. We love Prodigy!

LUCA RANCILIO
CO-FOUNDER OF RANCILIO CUBE
FAMILY OFFICE

LOOKING AHEAD

...

A Q&A WITH PRODIGY FINANCE CHIEF OF STAFF, CHLOË FODEN

INCREASED GLOBAL MOBILITY AND FINTECH ARE DISRUPTING TRADITIONAL LENDING MARKETS. DO YOU SEE OPPORTUNITIES FOR PRODIGY FINANCE TO PROVIDE FINANCING TO PEOPLE TRAVELING CROSS-BORDER OUTSIDE OF THE EDUCATION SPACE IN THE FUTURE?

Prodigy Finance's borderless model disrupts conventional thinking around credit; our proprietary approach in postgraduate financing could be transferable to other individuals who look similar to our current borrower set. There are over 250 million people living outside their home country and over 60 million of these are tertiary educated. These people face the same barriers as our student borrowers in that credit, and the extension of it, is localised.

An example could be a female lawyer from India moving to the US for a career opportunity. Once in the US, she's going to have to pay up to a year's rent in advance for housing; she wouldn't have access to a local credit card, or one that links to her current earnings; she'd struggle to get a post-paid mobile contract; and wouldn't immediately qualify for a personal or short term loan that would be feasible to repay – all because of a lack of US credit history – even though she is a super-prime borrower with a strong earning potential.

With some tweaks to our model and process we could help to solve this problem for similar individuals.

HOW DO YOU SEE THE EMERGENCE OF TECHNOLOGY - LIKE FOR EXAMPLE BLOCKCHAIN AND DIGITAL CURRENCIES EFFECTING PRODIGY FINANCE IN THE FUTURE?

At Prodigy Finance, we're a product and technology-led organisation. This means we're constantly looking at new technologies and assessing how it could fit in with our business model, and address our customers' needs or challenges (both current and future).

An example of an emerging technology that would be highly-compatible with our offering is smart contracts – this is relevant and value-add for both students and investors coming to our platform.



Creating the opportunity to invest in future generations, over commodities, and still earn a return has an incredible human impact. Every dollar invested, and every dollar funded has a unique personal story to tell.

HOW CAN PRODIGY FINANCE FURTHER CREATE IMPACT, TARGETING BASE OF THE PYRAMID POPULATIONS AND DO YOU PLAN TO?

At the moment, we rely on sourcing investors who are driven by social impact rather than financial return. However, we're always looking to increase access to quality education and have discussed various ideas on driving momentum.

For example, decreasing interest rates for students from less developed countries who go home immediately after their studies. These students could work with the charitable foundations or development banks who have invested through our platform, and are organisations willing to take a lower financial yield in return for employees with a relevant postgraduate degree.

Another idea is to focus on gender equality to increase female postgraduate education enrolment rates, in particular for STEM degrees.

There are also many new higher education models coming into play on the African continent, which could change how it is delivered across the region. We'd be very open to partnership opportunities that help level the education playing field.

WHAT ARE YOU MOST EXCITED ABOUT REGARDING THE FUTURE OF PRODIGY FINANCE?

We set out to solve a very real problem in the world – credit available for postgraduate education is localised yet talent is global.

Our innovative approach is exciting, for students we've helped to date, future students coming our way, their families, and investors. Creating the opportunity to invest in future generations, over commodities, and still earn a return has an incredible human impact. Every dollar invested, and every dollar funded has a unique personal story to tell.

We need more solutions aimed at improving the world we live in, rather than consumerism. I hope our business model inspires others considering social entrepreneurship, it's an example of how smarts and hearts can solve real issues in the world. In fact, some of our graduated borrowers have even started their own businesses focused on people and communities. What's not to get excited about?!

MANAGEMENT TEAM

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CAMERON STEVENS, MBA FOUNDER AND CEO

Co-founder for staffing firm to upskill the unemployed in South Africa and a technology think tank in South East Asia. Firm successfully listed a client technology company on the Malaysian Stock Exchange.

SIMON WARD CHIEF TECHNOLOGY OFFICER

15+ years experience working in high transactional e-commerce businesses supporting the growth from startup to acquisition across multiple jurisdictions globally. B.Sc. Engineering.

CHLOË FODEN CHIEF OF STAFF

10+ years experience working in retail banking and strategy consulting across a myriad of industries and international markets. Focused on business models, growth assessments and operating model designs. B.Bus.Sci.

RICARDO FERNANDEZ CHIEF SALES & MARKETING OFFICER

10+ years strategy consulting experience with PwC, Accenture, BCG and KPMG. Serial entrepreneur with several successful exits. B.Sc. Eng. (Honors) and MBA from INSEAD.

ALASTAIR HOPS CHIEF FINANCIAL OFFICER

15+ years experience in financial services. Oversaw finances for a London-based tech accessories startup that turned into a global brand, with outlets in 25 countries. B.Sc. Comp. Sci. and Chartered Accountant (SA).

PIERRE DECOTE CHIEF RISK OFFICER

16+ years experience in analytics and credit risk across a range of consumer and corporate financial products in various geographies and macro-economic environments. Ms. Finance.

OLIVER AIKENS, CFA HEAD OF CAPITAL MARKETS

13+ years experience in structured finance and debt capital markets at Morgan Stanley, Nomura and major international law firms. M.A. Law (Hons), CFA Charterholder.

NICO BARNARD HEAD OF OPERATIONS

12+ years financial services experience working with blue chip companies, and 10 years in consulting having established his own strategic consulting company.

NICOLE DE RAUVILLE LEGAL COUNSEL

17+ years legal experience with 9 years at an international law firm; in the corporate practice, covering equity capital markets, private equity and public takeovers.

BOARD OF DIRECTORS

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MAIN SHAREHOLDERS EXCLUDING FOUNDING TEAM

INDEX VENTURES

Most recognised global investor in technology based in Europe - invested in over 160 companies across 24 countries.

BALDERTON CAPITAL

A leading VC firm currently managing \$2.3bn in committed venture capital.

DAVID STEVENS

Co-founder and CEO of Admiral Group (FTSE100 - £5.9bn market cap) and Founding Trustee of the Waterloo Foundation

MICHAEL BUTT

Chairman of Axis Capital; a leading insurance and reinsurance group with a market cap of \$6.3bn.

MICHAEL ULLMANN

Serial entrepreneur and angel investor, having invested in more than 40 companies across a range of sectors.

DR. EGBERT P. WILLIAM

Chairman of Ken Private Equity; previously Board of Management of Cologne Reinsurance Group (world's oldest reinsurance group, in 150 countries).

NEIL RIMER

Co-founder and Partner at Index Ventures. Neil has been involved with flagship investments during his 21 years at Index, including Betfair, Skype, Funding Circle, Deliveroo and Supercell.

TIM BUNTING

General Partner at Balderton Capital, specialising in fintech and new financial services models. Previously at Goldman Sachs as Global Head of Capital Markets, and then Vice Chairman, International.

ALAN MORGAN

Financial services specialist, having previously headed up McKinsey & Co.'s Financial Services Practices in EMEA. Co-founded MMC Ventures to apply his knowledge to startup and growth stage ventures.

EDWARD WRAY

Betfair co-founder and its first Chief Executive. Betfair floated on the London Stock Exchange in 2010, valued at £1.4bn. Twice named Ernst & Young's Entrepreneur of the Year. Currently holds directorships at Funding Circle, LMAX Limited, Property Partner, and is a Trustee of Nesta and The Mix. He is an active angel investor.

DR. ANDY PHILLIPPS

Serial entrepreneur; previously Founder and CEO of Active Hotels (sold to Priceline for \$161m).

A woman with long dark hair, wearing glasses and a yellow sweater, is sitting on a light-colored sofa. She is smiling and looking down. The background is a blurred indoor setting with large windows. The image is overlaid with a semi-transparent blue and white geometric design.

APPENDIX

General Comments

IRIS Alignment

Methodology

GENERAL COMMENTS

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IMPACT METRICS AS AT JANUARY 2018 (REFER TO TABLE BELOW)

	METRIC	COMMENTARY
1	Total number of students funded, breakdown by male and female.	These are the total amounts of unique students funded by Prodigy Finance.
2	Prodigy Finance can lend to borrowers from over 150 countries.	This is according to the Prodigy Finance regulatory and enforcement model.
3	Borrowers who graduate.	Total students funded excluding students Prodigy Finance is made aware of that do not complete their studies.
4	Percentage Increase of Post-Study Salary.	Taken from the average percentage increase as per the Financial Times Global MBA Ranking 2018 Report.
5	Percentage of students who believe post-graduate studies has increased their ability to obtain/retain a job domestically.	Prodigy Finance Impact Survey: Borrowers post-study.
6	Percentage of students who believe post-graduate studies has increased their ability to obtain/retain a job internationally.	Prodigy Finance Impact Survey: Borrowers post-study.
7	Former students interested in investing in Prodigy Finance in the future.	Prodigy Finance Impact Survey: Borrowers post-study.
8	Percentage of students who are part of the 1st generation in their family to attend graduate school.	Prodigy Finance Pre-study Survey: Borrowers at application.
9	Percentage who believe their post-graduate degree has enabled them to pursue their dream career.	Prodigy Finance Impact Survey: Borrowers post-study.
10	Percentage of students who return to their country of origin within 2-5 years post-study.	Student application vs collections data of students upon repayment.
11	Percentage of students who intend to return to their country of origin within 2-5 years post-study.	Prodigy Finance Impact Survey: Borrowers post-study.

	METRIC	COMMENTARY
		Prodigy Finance Impact Survey: Borrowers post-study.
12	Employment by industry post-study.	% Industry Post-study 18% Consulting 18% Other 16% Financials 15% Info Technology 6% Industrials 5% Consumer Discretionary 4% Energy 4% Healthcare 3% Social Sector (Enterprise, NGO's, etc) 3% Telecommunication Services 3% Consumer Staples 2% Real Estate 1% Materials 1% Government 1% Utilities 1% Other
13	Percentage of emerging market students.	As per the Prodigy Finance platform adjusted to reflect USD equivalent volume per nationality.
14	Number of (co)-founders of a business post-study and number of jobs created by (co)-founder.	Prodigy Finance Impact Survey: Borrowers post-study. How many people does the business employ? 11% 1 - 10 employees 3% 10 - 25 employees 1% 25 - 50 employees 0% 50 - 75 employees 1% 500+ employees
15	Percentage of students earning less than \$15K pre-study.	Percentage of Total Disbursed (USD) that earn less than \$15,000 as per their application pre-study.
16	Percentage of students supporting family outside country of residence.	Prodigy Finance Impact Survey: Borrowers post-study.
17	Percentage of students with dependents.	Prodigy Finance Pre-study Survey: Borrowers at application.
18	Percentage who depended on Prodigy Finance to fund their degree.	Prodigy Finance Pre-study Survey: Borrowers at application and Prodigy Finance Impact Survey: Borrowers post-study.

IRIS ALIGNMENT

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METRIC	IRIS ALIGNMENT	COMMENTARY
Total students funded.	PI2822	Client refers to student, broken down by nationality.
Total number of countries where Prodigy can support borrowers.	PD2587	
Total number of schools supported.	PI2575, PD2587	Service refers to loans for international postgraduate students Location refers to location of supported universities.
Percentage of student borrowers who graduate.	PI4924	Metric is specifically tracking student borrowers who graduate.
Percentage of female students.	PI1081	Percentage, not absolute number is being tracked here.
Percentage of students who are part of the first generation of their family to attend graduate school.	PI2822	Access referring to percentage of student's part of the first generation of their family to attend graduate school.
Percentage of students earning less than \$15,000 pre study (with geographic breakdown).	PD7993, PD2587, PI4060	Taken together these metrics refer to percentage of students earning less than \$15,000 pre-study.
Percentage of students in a senior leadership position post-study.	PI3527	Refers specifically to senior leadership positions.
Number of co-founders and founder of a business post-study (including breakdown of emerging markets).	PI3527	Referring to the number of co-founders and founder of a business with emerging market disaggregation.
Percentage of emerging market students.	PD7993, PI4060	Refers specifically to students from emerging markets.
Employment by industry post-study (broken down by industry).	PI3527	Employment broken down by industry.
Percentage increase of salary post-study (broken down by percent).	OI9767	The wage premium being calculated is in comparison to salaries of the same individual, prior to study.
Percentage of students who have dependents (children/wife/husband etc.).	PD5752, PI4060	Refers to students studying who have dependants (children, wife, husband, etc.)

METHODOLOGY

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PRODIGY FINANCE UTILIZED FOUR MAIN DATA SOURCES IN THE CREATION OF THIS REPORT:

1. Prodigy Finance Pre-study Survey as at January 2018: This survey is taken by all borrowers at the latest stage of their loan application. This data is captured on an ongoing basis. The survey tracks a number of variables, many of which were highlighted in this report.
2. Prodigy Finance Impact Survey - Borrowers post-study December 2017: The survey was introduced in October 2017 as an initiative to gain access to valuable data from borrowers post-study. The survey achieved a 10% response rate from borrowers currently in repayment and beyond. The survey tracks a number of variables, many of which were highlighted in this report.
3. Prodigy Finance Internal Database data as at January 2018: Data is captured on an on-going basis, based on student applications and repayment data. Metrics are calculated based on cumulative data.
4. Repayment data as at January 2018: The source captures numerous performance and applicant data points once students enter repayment.

FIND OUT MORE AT
PRODIGYFINANCE.COM

Investing - Risk Policy

Investment is restricted to high net worth and sophisticated investors who can demonstrate that they have sufficient knowledge and experience to understand the risks of investing. Risks include the potential loss of capital and limited liquidity. Capital at risk. Investments are long term and it may not be possible to sell your investment prior to maturity. See our full Risk Warning and Terms and Conditions.

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Prodigy Services Limited is incorporated in the United Kingdom (Company Number 10201413) with its registered address at Palladium House 1-4 Argyll Street, London, W1F 7LD. Prodigy Services is an appointed representative of BriceAmery Capital Limited which is authorised and regulated by the Financial Conduct Authority. Prodigy Services Limited promotes offers of securities for third party issuers to eligible investors.