




Know more. Be more. 

FUNDI



FUNDI OVERVIEW



- ✓ Eduloan was established in 1996
- ✓ Rebranded to FUNDI in October 2016
- ✓ We specialise in solutions for Educational Institutions
 - Educational loans
 - Bursary management
 - Educational Technology tools
- ✓ We are committed to making education affordable and accessible to all aspiring students



OUR CREDIBILITY



20 years in
existence

Our People

- SA - 139 staff
- SA - 48 branches
- SA - 5 retail branches
- Zimbabwe - 10 staff
- Zimbabwe - 2 branches

Our Shareholders

- Public Investment Corporation – 40%
- Open Learning Holdings – 20.93%
- Standard Bank – 16.5%
- Kopane Investment – 17.63%
- Management & Staff – 4.94%

Our Stakeholders

Key relationships with:

- 26 Public Universities
- Public and Private Institutions
- FETs Institutions
- Corporates

Funders

- UIF
- Public Investment Corporation
- Compensation Commission
- Standard Bank
- Mergence



FUNDI CORE PRODUCTS

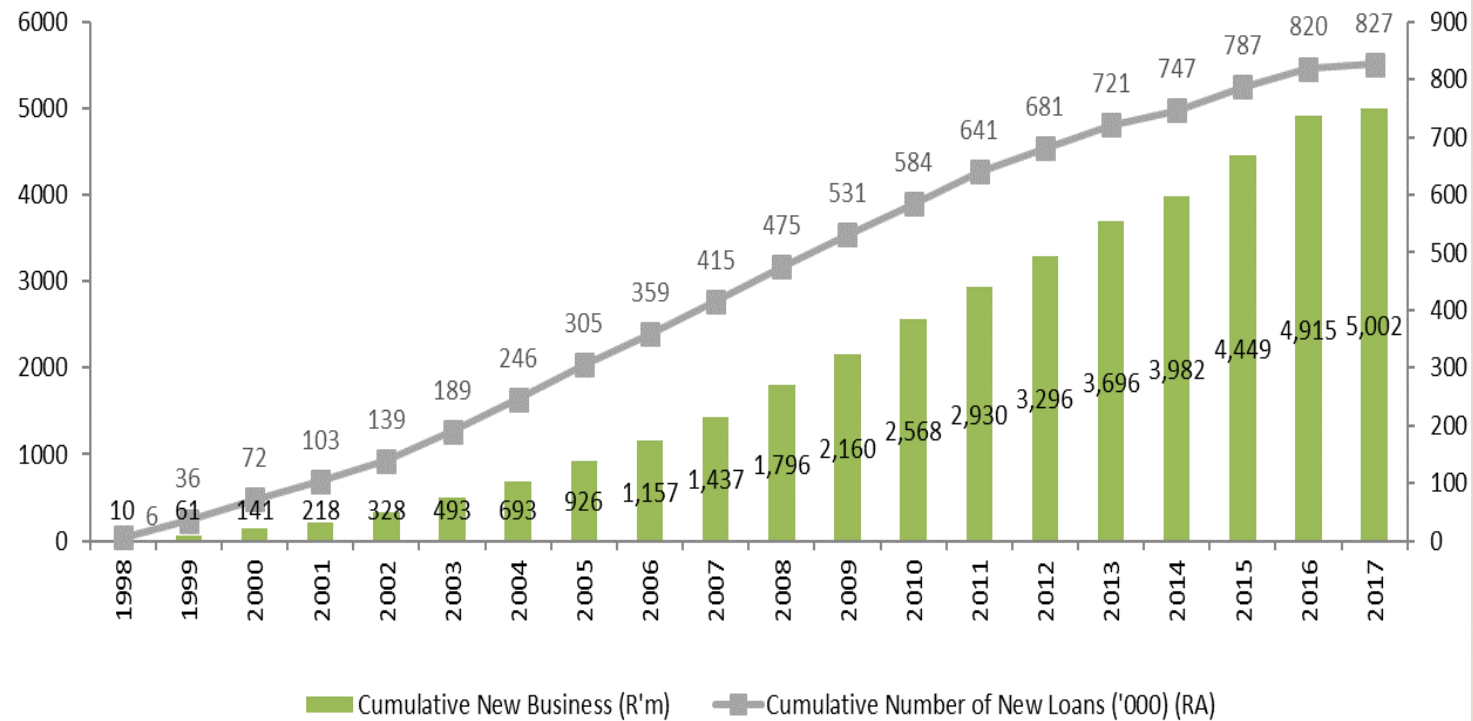
**Educational Loans
and
Bursary Management**



EDUCATIONAL LOANS

Key Stats

- Loans rand value advanced since inception: **R5 billion**
- Number of loans advanced since inception: **over 830, 000**
- Collection rate: **98% (salary deduction) 95% (debit order)**
- Impairments: **less than 2% (salary deduction) and 5% (debit order)**



EDUCATIONAL LOANS CONT...



Interest rates & fees: As a developmental finance provider Fundi strives to offer competitive interest rates on unsecured loans to drive accessibility to education funding

Multiple loan solutions: Various collection methods from salary deduction (civil servants & specific corporate employees) through to debit order collection

Seamless customer experience: Reduce administration requirements for student and borrower as Fundi deal directly with education institutions from TVETs, Universities and private institutions

Focused on education: Funds are used for their intended purpose as we pay the institutions or service providers directly rather than to the individual

Wide range of loan offerings: Offer education loans for tuition fees (University, TVETs, schools & professional societies), books, accommodation and education technology



AFFILIATED HIGHER EDUCATION INSTITUTIONS

UNIVERSITIES



PUBLIC FETS



OTHER

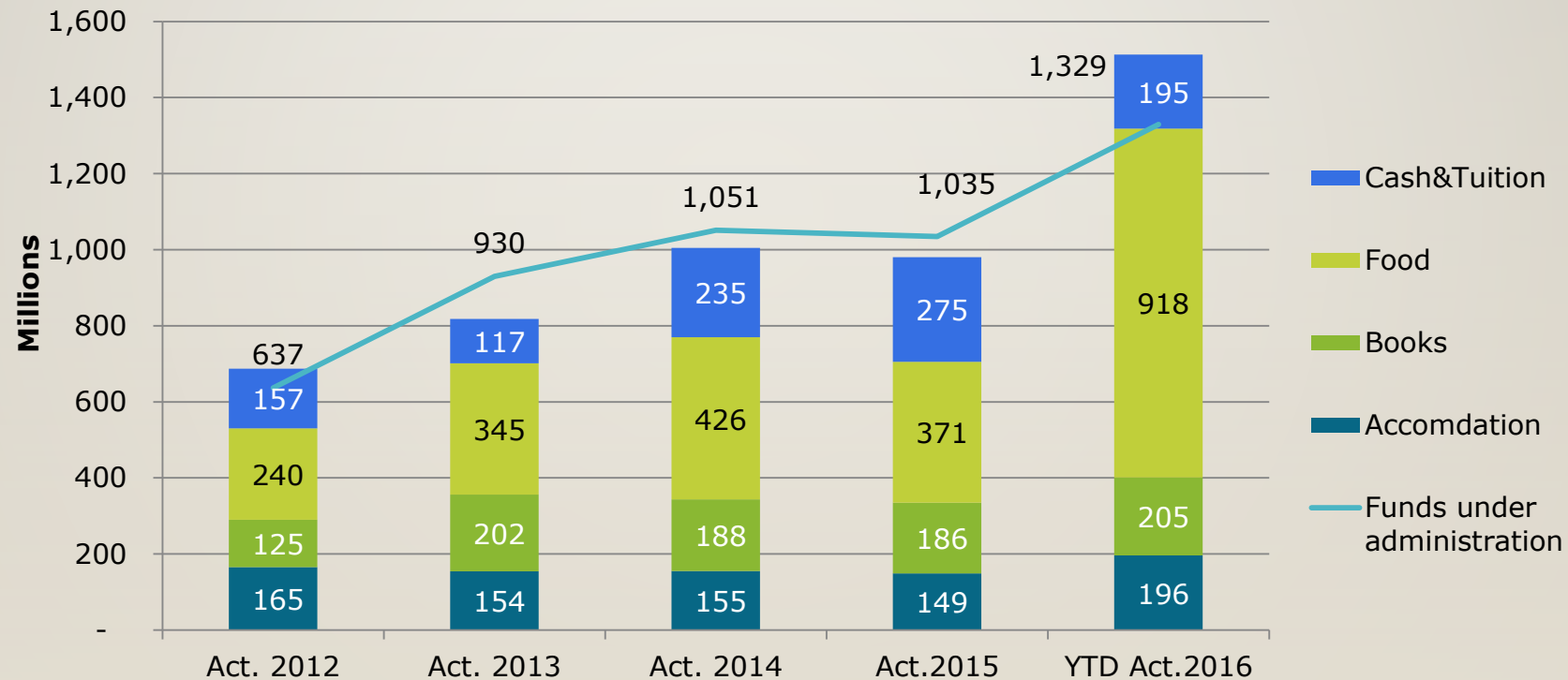


FUNDI BURSARY FUND MANAGEMENT



Key Stats

- Total funds managed on behalf of universities and private bursars from inception: **R5.5 billion**
- Total number of current beneficiary / active students: **128,437**
- Current number of funders: **40**
- Merchant network: Over **2,500** nation wide



FUNDI BURSARY FUND MANAGEMENT CONT...



A solution tailor made to work in a South African context - a clear understanding of the infrastructure and logistical challenges faced by merchant networks, institutions, funders & students

A solution with built in spend control technology - through spending categories managed through the Fundi merchant network bursary funds are used for the intended purpose

A solution that is scalable and stable – technology underlying the solution is built to handle thousands of transactions per second with sound business continuity in place to ensure system uptime

A solution that can accommodate any method of transacting – technology underlying the solution can facilitate authenticated & un-authenticated card swipes, tap-n-go devices & mobile transactions

A transparent solution with in-depth reporting – All bursary related information readily accessible from the bursary management portal with full reconciliations and transaction related information

A national footprint of on and close to campus merchants and offices – Our merchant footprint include nationwide access to Shoprite / Checkers, 107 book stores, 300 accommodation providers & 508 food merchants. We have a presence through local branches at **22 of the 25** formal Universities

BURSARY FUND FACILITATION PLATFORM



- In order to encourage corporates to invest money into bursary funding we have created a central online platform (www.edufunding.co.za) through which the following can be done:
 - Advertisement of bursaries
 - Automated screening of applicants
 - Selection of successful candidates
 - Disbursement of bursary funds using a secure closed loop system
 - Student support services
 - Online visibility on spend and usage of funds by beneficiary students
 - Analytics and reporting
- There are well over 200 bursaries advertised on this platform, with more than 300,000 registered users accessing the platform monthly

BURSARY FUND FACILITATION PLATFORM CONT...



BURSARY CATEGORIES



COMMERCE



ENGINEERING



LAW



HEALTH SCIENCES



HUMANITIES



SCIENCE



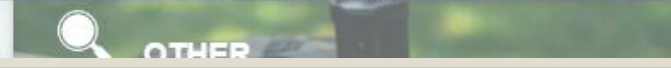
EDUCATION



THEOLOGY



OTHER



FUNDI BURSARY STAKEHOLDERS





KEY CHALLENGES IN STUDENT FUNDING



KEY FUNDING CHALLENGES - LOANS



- Loan funding is currently provided to parents/ guardians / sponsors based on their payment profile, affordability (income and expenses) and behavioral patterns
- This does not cater for underprivileged students with no sponsor or surety who meets the above criteria
- Cost of higher education makes it difficult for underprivileged students to access it even though they may have a working sponsor (missing middle)
- The lack of scoring models that can measure propensity to repay rather than conventional affordability criteria

KEY FUNDING CHALLENGES - BURSARIES



- It is not known to us how many bursaries are currently available in the country and what the combined value is
- Many bursaries are granted on the basis of academic merit rather than neediness of students
- Bursaries are channeled towards historically privileged universities rather than historically black ones
- Lack of information on the availability of bursaries (disparate platforms)
- Low throughput rates discourage corporates from investing in bursaries