

CDC Group plc  
Mr. Colin Buckley, COO  
123 Victoria Street  
London SW1E 6DE  
United Kingdom

*Sent per email*

Haarlem, 18 March 2012

**Subject: Opinion regarding CDC's use of the Development Grid in 2012**

Dear Mr. Buckley,

As per your request we herewith provide you with our opinion regarding CDC's use of the development grid for its direct and indirect investments in 2012. CDC provided one loan and made one direct equity investment. Four of the funds to which CDC committed in 2012 made investments as well. Below we provide our opinion for all six of these.

1. Direct Loan to Actis DB Holding (Diamond Bank), Nigeria
  - a. Investment Difficulty: II
  - b. Development Impact of Sector: High
  - c. Potential Impact Category: 3.0 (C)
  - d. Difference with CDC opinion: none
  - e. Comments: none
  
2. Direct Equity participation in ETC Group (ETG), Mauritius
  - a. Investment Difficulty: III
  - b. Development Impact of Sector: Medium
  - c. Potential Impact Category: 3.0 (C)
  - d. Difference with CDC opinion: none
  - e. Comments: Investment Difficulty based on ETG's operations being concentrated in East Africa in Kenya and Tanzania.  
Development Impact of company's trade operations based on the fact that in between 20% and 60% of its trade volume is procured from other Category III countries
  
3. Aavishkaar Goodwell Investments
  - a. Investment Difficulty: I – IV (different states in India)
  - b. Development Impact of Sector: High (microfinance)
  - c. Potential Impact Category: 2.98
  - d. Difference with CDC opinion: none

- e. Comments: Investment Difficulty for the various investments in five companies is based on where CDC's capital was used for loans. For Suryoday an equal weighting was used for the five states in which it is present. Partitioning correctly done in CDC spreadsheet
- 4. Actis Africa Real Estate Fund 2
    - a. Investment Difficulty: I III (Kenya and Zambia)
    - b. Development Impact of Sector: Low
    - c. Potential Impact Category: 2.0 (B)
    - d. Difference with CDC opinion: none
    - e. Comments: none
  - 5. APF II India Holdings Private Limited
    - a. Investment Difficulty: I - II (various states in India)
    - b. Development Impact of Sector: Medium
    - c. Potential Impact Category: 1.3 (7 sites with ID=1 and 3 with ID = 2)
    - d. Difference with CDC opinion: none
    - e. Comments: Breakdown of company over Indian states based on location of current and future sites. Going forward it is recommended that breakdown will be based on actual employment
  - 6. I&P Capital III
    - a. Investment Difficulty: IV (all African countries where investments were made are in this category)
    - b. Development Impact of Sector: High (1 Agriculture investment) and Low (10 ICT investments)
    - c. Potential Impact Category: 4.0 (D)
    - d. Difference with CDC opinion: none
    - e. Comments: none

The weighted average Potential Impact Category score for CDC's USD 98.2m total investment amount is 2.92.

Yours sincerely,



René Kim  
Steward Redqueen B.V.