

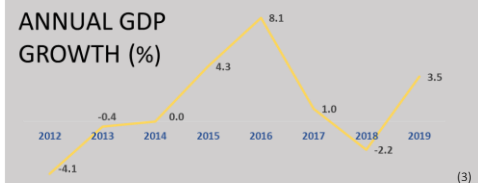
SAMOA

Overview

TOTAL POPULATION ⁽³⁾
197,097

20% ⁽³⁾
population below the
NATIONAL POVERTY LINE

ADULT LITERACY RATE ⁽³⁾
%aged 15+
99.2% 99.0%



Remittances

REMITTANCE RECIPIENTS
48% 39%

In 2018, personal remittances received totaled
\$147,000,000 USD ⁽¹⁾

TOTAL REMITTANCE INFLOW IN APRIL 2020 WAS
ST 36.74 million
(USD 13.9 million)
A DECLINE OF 7.2% IN COMPARISON TO APRIL 2019 ⁽²⁾

Economy

LABOUR FORCE PARTICIPATION %aged 15+
55.0% MALE
31.5% FEMALE

FINANCIAL INCLUSION BY GEOGRAPHY ⁽³⁾
34% in rural areas
58% in urban areas

SMEs REPRESENT 88% OF ALL ENTERPRISES ⁽⁴⁾

US\$ 4,316 GDP PER CAPITA

78% MOBILE PHONE PENETRATION
22% MOBILE INTERNET PENETRATION ^(1,5)

28,199 HOUSEHOLDS RELY ON AGRICULTURE FOR SURVIVAL
WITH 46% SELLING PART OR ALL OF THEIR PRODUCE INFORMALLY OR SEMI-FORMALLY

South Pacific Business Development

ALL WOMEN
80,000 LOANS
19,000+ CLIENTS
346 CENTRES
80% OUTREACH

MICRO LOANS
LOAN SIZE RANGING FROM
ST 1,250 (USD 470)
TO
ST 8,000 (USD 3,000)

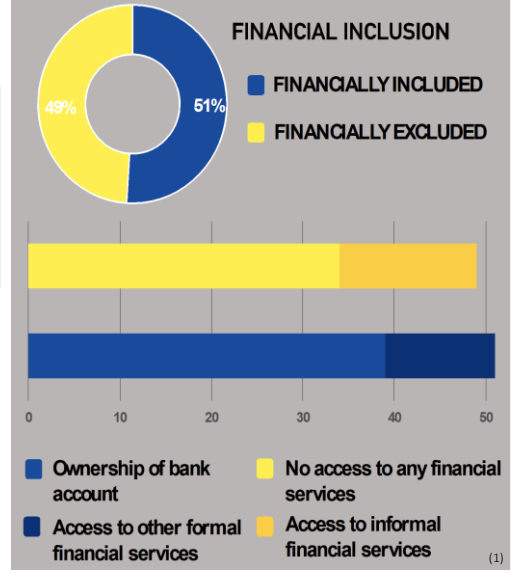
SME LOANS
400 SME LOANS
DEFAULT RATE OF 1.84%
LOAN SIZE RANGING FROM
ST 10,000 (USD 3,800)
TO
ST 32,000 (USD 12,000)

TOTAL INCOME
ST 5.5 million (USD 2 million)
NET PROFIT AFTER INCOME TAX
ST 555,000 (USD 210,000) ⁽¹⁾

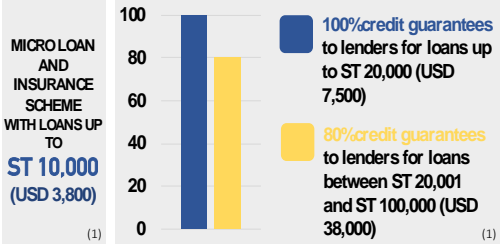
82% of the population participate in the informal economy ⁽⁸⁾

WOMEN OWN 40-46% OF ALL BUSINESSES IN SAMOA ⁽⁷⁾

Financial Inclusion



Samoa Business Hub



Commercial Finance

50% OF SMEs HAVE OBTAINED COMMERCIAL CREDIT ⁽¹⁾

INTEREST RATES FOR COMMERCIAL FINANCE RANGE FROM 8-14% PER ANNUM ⁽¹⁾

As of December 2019, TOTAL CREDIT provided to the private sector by the commercial banks was
ST 1,156 million
(USD 435 million)
RISING 13% SINCE 2016 ⁽¹⁾

Business Link Pacific

New Zealand Government funded program ⁽¹⁾

Technical assistance to local business service providers

50% subsidies on fees charged to SMEs for a full range of finance related activities ⁽¹⁾

National Provident Fund

EQUITY INVESTOR which also provides commercial loans to businesses with employee contributions to the Fund ⁽¹⁾

2,800 LOANS TOTAL VALUE OF ST 172 million (USD 65 million) ⁽¹⁾

MINIMUM LOAN OF ST 50,000 (USD 19,000) WITH NO MAXIMUM ⁽¹⁾

KEY INDUSTRIES RECEIVING CREDIT

- BUILDING AND CONSTRUCTION: 35%
- PROFESSIONAL AND BUSINESS SERVICES: 18%
- TRADE: 11%
- TRANSPORT, STORAGE AND COMMUNICATIONS: 6%

BANK ACCOUNT OWNERSHIP

40% 38%

4 COMMERCIAL BANKS ⁽¹⁾

BETWEEN 4,000-6,000 SMEs USE ONE OR MORE FINANCIAL SERVICES ⁽¹⁾

Development Bank of Samoa

TOTAL LOAN PORTFOLIO OF ST 147 million (USD 55 million)

98% OF CUSTOMERS ARE MSMEs

LOAN SIZES

- UP TO ST 250,000 (USD 94,000) MEDIUM
- UP TO ST 50,000 (USD 18,900) SMALL
- UP TO ST 15,000 (USD 5,700) MICRO

CREDIT LINES INTEREST CHARGE SMEs 10% VEHICLE FINANCE 12% ⁽¹⁾

SINCE 2006, SUPPORTED THE ECONOMIC EMPOWERMENT OF WOMEN ⁽¹⁾

Inclusive Development Facility for Women and Youth piloted in Savaii in July 2017

- 3 tier levels of financing, up to ST 7,500 (USD 2,850)
- 778 women and youth received loans
- Total loans deployed amounting to ST 2 million (USD 755,000)
- 70% in agriculture and fishing sectors
- Default rate <2%
- 70% of women reported increases of family incomes as a direct result

Women in Business Development Initiative

WORKS WITH 1,300 FAMILIES IN MORE THAN 189 VILLAGES ⁽¹⁾

"Women take on more responsibility for debt management and have, according to lenders, proven to be more responsible managers" ⁽¹⁾