

Appendix - Impact Reporting Glossary 2022

This glossary provides definitions for the metrics in LeapFrog's Impact and Investment Results for the reporting period ending on 31 December 2022.

- For active portfolio companies (companies), the quarter ending 31 December 2022, if available, is used as the reporting number. For companies where this is not available (exited or currently in blackout), the quarter of the latest report available is used.
- The definitions are informed by [IRIS+](#). Managed by the Global Impact Investing Network (GIIN), IRIS+ is a system for impact investors to measure and manage impact.

Metric	Definition
1. Diagnostic tests and lab supplies provided	The number of medical equipment, machines, labs reagents and diagnostic tests supplied by the companies from 1 January 2022 to 31 December 2022.
2. Emerging consumer customers	The total number of emerging consumers to which LeapFrog companies provide a financial or healthcare product or service. Data on emerging consumers attempts to eliminate duplication resulting from one emerging consumer purchasing multiple products from LeapFrog companies in the same market. The number of emerging consumers is determined after a rigorous company-by-company evaluation of underserved products, premiums, distribution avenues and, where available, reported income of individual customers. An income cutoff of \$10 purchasing power parity (PPP) per day / capita (2011 PPP) is used for the majority of the portfolio. For two investments in 2022, an income cutoff of \$11.20 PPP per day / capita (2017 PPP) is used. For active companies, the quarter ending 31 December 2022 is used as the reporting number. For exited or blackout companies, the quarter of the last report is used.
3. Household multiplier	For products that benefit the entire household, a multiplier of the household size is used to calculate the total people reached and emerging consumers reached. The standard household multiplier is set at 5 across the LeapFrog portfolio. In instances where the assumption of a household multiple of 5 does not apply, a modified multiple is used based upon the type of product or service and location. For example, these include portfolio companies where products are only intended to provide for 1 beneficiary (healthcare companies/ride insurance), and BIMA where a multiplier of 2 is assigned, reflecting an assumed average of 2.5 mobile phones, and customers, per household. The household size of 5 is supported by household surveys in India, the largest market within LeapFrog's portfolio, and household survey data for Africa and Asia from the Population Council. See District Level Household and Facility Survey 2007-08 , Ministry of Health and Family Welfare, Government of India; and Household Size and Composition in the Developing World , John Bongaarts, 2001.
4. Insurance claims paid (#)	Number of claims paid by all companies from 1 January 2022 to 31 December 2022.

5. Insurance claims paid (\$)	Value of claims paid by all companies from 1 January 2022 to 31 December 2022.
6. Jobs supported	The total number of direct employees, including full and part time employees and agents, contracted by LeapFrog companies as of 31 December 2022.
7. Loans disbursed (\$)	Value of loans disbursed by companies from 1 January 2022 to 31 December 2022.
8. Loans disbursed to MSMEs (\$)	Value of loans disbursed by the company specifically to micro small and medium enterprises (MSMEs) from 1 January 2022 to 31 December 2022. The International Finance Corporation (IFC) qualifies an enterprise as a MSME if “it meets two out of three criteria of the IFC MSME definition (employees, assets, and sales), or if the loan to it falls within the relevant MSME loan size proxy”. See IFC definition in Table 1. Companies used in 2022 report: Dvara, HDBank, Northern Arc, Neogrowth, JUMO, Fincare.
9. MSMEs supported with loan (#)	Total number of MSME customers with an outstanding loan from 1 January 2022 to 31 December 2022. The International Finance Corporation (IFC) qualifies an enterprise as a MSME if “it meets two out of three criteria of the IFC MSME definition (employees, assets, and sales), or if the loan to it falls within the relevant MSME loan size proxy”. See IFC definition in Table 1. Companies used in 2022 report: Dvara, HDBank, Northern Arc, Neogrowth, JUMO, Fincare.
10. Payments enabled (\$)	Values of payments enabled through companies offering transaction services from 1 January 2022 to 31 December 2022. Note: The 2022 data includes Fidelity and Zepz.
11. Quality pharmaceuticals	The number of over the counter (OTC), prescription drugs and pharmaceutical products sold from 1 January 2022 to 31 December 2022.
12. Revenue growth	Average compound annual growth rate (CAGR) since investment for companies held for more than two years. This includes both active companies as of 31 December 2022 and exited companies as of time of exit.
13. Salaries paid	Dollar amount spent on salaries from 1 January 2022 to 31 December 2022. Note: Only active companies. Total of 22 companies included for 2022 data.
14. Services rendered including teleconsultations	The number of doctor consultations, blood glucose tests, blood pressure tests, body mass index (BMI) tests and health and wellness services provided by companies from 1 January 2022 to 31 December 2022.
15. Total customers	The total number of individual customers to which LeapFrog companies provide a financial or healthcare product or service. Data on total customers attempts to eliminate duplication resulting from one customer purchasing multiple products from LeapFrog portfolio companies in the same market. Across the aggregate LeapFrog portfolio, duplication of discreet individuals may exist if LeapFrog is invested in two companies in the same market. Best efforts are made to eliminate overlaps in aggregate data. For active portfolio companies, the quarter ending 31 December 2022 is used as the reporting number. For exited or blackout companies, the quarter of the last report is used.

16. Total emerging consumer reach	An estimate of the total number of emerging consumers reached with financial or healthcare products and services provided by LeapFrog portfolio companies. This is calculated as the total number of emerging consumers multiplied by the household multiplier.
17. Total reach	An estimate of the total number of people reached with financial or healthcare products and services provided by LeapFrog companies. This is calculated as the total number of customers multiplied by the household multiplier.
18. Total revenue	The total revenue of companies from 1 January 2022 to 31 December 2022. This includes the last reported last twelve months (LTM) figures for companies that are exited or in blackout.
19. Training and development	Dollar amount spent on training and development from 1 January 2022 to 31 December 2022. Note: Only active companies. Total of 16 companies include for 2022 data.
20. Women and girls reached	An estimate of the total number of women and children reached with financial or healthcare products and services from LeapFrog companies. Calculated as people reached, multiplied by a factor of 0.5. World Bank data indicates that women represent ~50% (49.7%) of the world population in 2021.
21. Women in total portfolio workforce (%)	Number of women FTEs/ Total FTEs as of 31 December 2022.

Table A – IFC MSME

IFC MSME Definition				Loan Size Proxy
INDICATOR	EMPLOYEES	TOTAL ASSETS US\$	ANNUAL SALES US\$	LOAN SIZE AT ORIGINATION
Micro enterprise	< 10	<\$100,000	<\$100,000	<\$10,000
Small enterprise	10-49	\$100,000 - < \$3 million	\$100,000 - < \$3 million	<\$100,000
Medium enterprise	50-300	\$3 million - \$15 million	\$3 million - \$15 million	<\$1 or \$2 million

Source: [International Finance Corporation](#)