

FOR IMMEDIATE RELEASE



**Press Contact:**

Sameeraj Ilapavuluri  
[sameeraj.ilapavuluri@lendenable.com](mailto:sameeraj.ilapavuluri@lendenable.com)

Allie Burns  
[Allie.Burns@VilCap.com](mailto:Allie.Burns@VilCap.com)

**LendEnable and Village Capital Announce A Partnership to Unlock Finance for SMEs in Emerging Markets**

*Initiative targets the 70 percent of SMEs in emerging markets who are underserved by the financial services sector, resulting in a credit gap of more than \$1.0 trillion*

(Washington DC, London, UK, November 16, 2016 – LendEnable and Village Capital have announced a partnership aimed at unlocking access to long-term affordable debt for small and medium enterprises (SMEs) in emerging markets.

In developing economies, close to 70 percent of SMEs, or 20 million firms, are currently unserved or underserved by the financial services sector, resulting in a credit gap of more than \$1.0 trillion.

“A significant contributor to the credit gap is the lack of quality financial data on SMEs across emerging markets which creates large inefficiencies in the debt markets. The result is that lenders are forced to assign additional risk premiums even to high quality SMEs, and SMEs are forced to pay untenably high interest rates or put up onerous amounts of collateral in order to get the debt they need to grow.

LendEnable aggregates large volumes of reliable financial data on SMEs which we use to: identify and customize portfolios of high quality SMEs for lenders and, to provide SMEs with deep insight into how to build a positive credit profile for themselves”, said Nadia Sood, CEO of LendEnable.

“Village Capital is committed to finding, training, and funding entrepreneurs that develop critical solutions for underserved populations worldwide,” said Ross Baird, CEO of Village Capital. However, one of the key obstacles our community faces as it scales and grows successful businesses, is a lack of access to affordable long term debt.

One important solution is to educate and equip our entrepreneurs with the tools they need to be credit ready and to build a reliable data set around them that improves their ability to attract affordable debt. We are delighted to partner with LendEnable to support the important work they are doing in these areas“ he said.

Village Capital is the first training and advisory organization facilitating peer-selected investments to join LendEnable’s growing emerging markets community of partners who are working with SMEs to help them to grow. Likewise, LendEnable is the first data aggregator offering transparent credit advisory solutions to join Village Capital’s mission to find, train, and invest in early stage entrepreneurs offering real-world solutions around the globe.

“Improving access to SME credit data in emerging markets is our top priority, so we are delighted that Village Capital has joined our cohort of international data partners,” said Nadia Sood, CEO of LendEnable.

By partnering with LendEnable to offer transparent credit advisory services, Village Capital seeks to enable affordable debt solutions for its community of over 200 SMEs across Sub-Saharan Africa and South Asia. Meanwhile, the partnership with Village Capital reinforces LendEnable's mission to improve access to finance for SMEs that are delivering critical goods and services into emerging markets, as well as introducing new sources of debt to support the growth of Village Capital’s community of innovative entrepreneurs. The partnership will focus initially on a pilot that will offer LendEnable’s credit readiness advisory services to interested enterprises participating in two upcoming Village Capital programs: India Fintech 2016 and Africa Fintech 2017.

---

**END**

## **About LendEnable**

*LendEnable is a data analytics and solutions and company that specialises in finding cleaning, organising, analysing and making sense of financial data on small to medium size enterprises for lenders and borrowers in emerging markets. [www.lendenable.com](http://www.lendenable.com)*

*LendEnable's mission is to improve access to finance for real-economy critical goods and services small to medium sized enterprises in emerging markets. Africa and India are the firms first core areas of activity. The firm's team includes seasoned financial risk, IT and credit and data management professionals as well as experienced emerging markets investors with extensive track-records of investing in and growing critical goods and services SMEs.*

*LendEnable is supported by Shell Foundation, DFID, Hogan Lovells, Herbert Smith Freehills, Nixon Peabody, AZB& Partners, SKP Group, and counts significant emerging markets lenders as partners.*

## **About Village Capital**

*Village Capital finds, trains, and invests in entrepreneurs solving real-world problems; building communities around entrepreneurs and their ventures to improve opportunities for growth and success. Village Capital's process for selecting, training and funding entrepreneurs begins by identifying a problem - and ends with a unique peer-review model for investing in the best solution. Since its founding in 2009, Village Capital has invested in over 70 companies and has worked with over 1500 in their programs globally. Village Capital Portfolio companies have served over two million beneficiaries and created over 7,500 jobs around the world.*

## **About Village Capital Fintech India 2016:**

Village Capital, in collaboration with PayPal and BlackRock, and with local support from the DBS Foundation, is hosting a 3-month business training program for early-stage fintech ventures from across India addressing the following: distribution of services to underserved demographics and areas; effective credit mechanisms and financial protection for SMBs and the agricultural sector; streamlined processes for government and private sector payments; and social security and wealth creation mechanisms for low-wealth communities.

Program Dates:

- Workshop 1: Nov 9 -12, 2016, Bangalore
- Workshop 2: December 7– 10 2016, Mumbai
- Workshop 3: January 10 – 13, 2017, Mumbai

## **About Village Capital Africa Fintech 2016:**

Village Capital, The MasterCard Foundation, and the DOEN Foundation are seeking to identify and support the next generation of fintech entrepreneurs in Sub-Saharan Africa. These entrepreneurs are innovating in financial technology to increase financial health and improve livelihoods for low-income populations.

- Workshop 1: January 24-27, 2017 - Accra
- Workshop 2: February 28-March 3, 2017 - Nairobi
- Workshop 3: April 4-7, 2017 - Lagos

###