

Consolidated Financial Statements and
Report of Independent Certified Public
Accountants

Grameen America, Inc.

December 31, 2021 and 2020

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GRANT THORNTON LLP

757 Third Avenue, 9th Floor
New York, NY 10017

D +1 212 599 0100

F +1 212 370 4520

REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS

To the Board of Directors of
Grameen America, Inc.

Report on the financial statements**Opinion**

We have audited the consolidated financial statements of Grameen America, Inc. (the “Organization”), which comprise the consolidated statements of financial position as of December 31, 2021 and 2020, and the related consolidated statements of activities and changes in net assets and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of Grameen America, Inc. as of December 31, 2021 and 2020, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for opinion

We conducted our audits of the consolidated financial statements in accordance with auditing standards generally accepted in the United States of America (U.S. GAAS). Our responsibilities under those standards are further described in the Auditor’s Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of management for the financial statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization’s ability to continue as a going concern for one year after the date the financial statements are issued or available to be issued.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with U.S. GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with U.S. GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Grant Thornton LLP

New York, New York
February 28, 2022

Grameen America, Inc.

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

December 31,
(Dollars in thousands)

	<u>2021</u>	<u>2020</u>
ASSETS		
Current assets		
Cash and cash equivalents	\$ 65,095	\$ 86,733
Cash held for loan disbursement program	5,705	2,957
Contributions and grants receivable, current	11,502	5,980
Program loans receivable	145,965	109,530
Participation, net	(1,753)	(4,329)
Allowance for loan losses	<u>(2,598)</u>	<u>(2,530)</u>
Program loans receivable, net	141,614	102,671
Prepaid expenses and other current assets	<u>8,883</u>	<u>959</u>
Total current assets	232,799	199,300
Contributions and grants receivable	2,978	3,092
Other assets	<u>1,351</u>	<u>1,204</u>
Total assets	<u>\$ 237,128</u>	<u>\$ 203,596</u>
LIABILITIES		
Current liabilities		
Accounts payable, accrued expenses, and interest payable	\$ 1,562	\$ 1,495
Senior debt, current	18,169	12,994
Subordinated debt, current	11,150	-
Other current liabilities	<u>379</u>	<u>261</u>
Total current liabilities	31,260	14,750
Senior debt	36,211	41,653
Subordinated debt	<u>38,000</u>	<u>45,150</u>
Total liabilities	<u>105,471</u>	<u>101,553</u>
Net assets		
Without donor restrictions	103,009	88,510
With donor restrictions	<u>28,648</u>	<u>13,533</u>
Total net assets	<u>131,657</u>	<u>102,043</u>
Total liabilities and net assets	<u>\$ 237,128</u>	<u>\$ 203,596</u>

The accompanying notes are an integral part of these consolidated financial statements.

Grameen America, Inc.

CONSOLIDATED STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

Years ended December 31,
(Dollars in thousands)

	2021			2020		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Revenues						
Contributions	\$ 489	\$ 23,472	\$ 23,961	\$ 25,536	\$ 13,877	\$ 39,413
Grant revenue	3,826	-	3,826	3,723	-	3,723
Program interest income - loans	22,184	-	22,184	11,858	-	11,858
Other income	278	-	278	505	-	505
Net assets released from restrictions	8,357	(8,357)	-	14,934	(14,934)	-
Total revenues	35,134	15,115	50,249	56,556	(1,057)	55,499
In-kind revenues	2,322	-	2,322	2,338	-	2,338
Total revenues	37,456	15,115	52,571	58,894	(1,057)	57,837
Expenses						
Microlending program	18,470	-	18,470	20,171	-	20,171
Supporting services	2,165	-	2,165	1,779	-	1,779
In-kind expenses	2,322	-	2,322	2,338	-	2,338
Total expenses	22,957	-	22,957	24,288	-	24,288
INCREASE (DECREASE) IN NET ASSETS	14,499	15,115	29,614	34,606	(1,057)	33,549
Net assets						
Beginning of the year	88,510	13,533	102,043	53,904	14,590	68,494
End of year	\$ 103,009	\$ 28,648	\$ 131,657	\$ 88,510	\$ 13,533	\$ 102,043

The accompanying notes are an integral part of these consolidated financial statements.

Grameen America, Inc.

CONSOLIDATED STATEMENTS OF CASH FLOWS

Years ended December 31,
(Dollars in thousands)

	<u>2021</u>	<u>2020</u>
Operating activities		
Changes in net assets	\$ 29,614	\$ 33,549
Adjustments to reconcile change in net assets to net cash provided by operations:		
Provision for loan losses and portfolio adjustments, net	338	811
Depreciation expense	11	22
Contributed securities	(20)	(39)
Liquidation of contributed securities	20	39
Change in operating net assets:		
(Increase) decrease in contributions and grants receivable	(5,408)	2,561
Increase (decrease) in accounts payable, accrued expenses, and interest payable	67	(138)
Increase in other assets and other liabilities	(7,963)	(2,169)
	<u>16,659</u>	<u>34,636</u>
Investing activities		
Program-related loan disbursements	(504,854)	(336,224)
Program-related loan repayments	468,126	334,706
	<u>(36,728)</u>	<u>(1,518)</u>
Financing activities		
Proceeds from notes payable	15,400	44,500
Repayments of notes payable	(11,667)	(18,761)
Loans participated, disbursements	3,703	12,492
Loans participated, repayments	(6,257)	(9,404)
	<u>1,179</u>	<u>28,827</u>
NET (DECREASE) INCREASE IN CASH, CASH EQUIVALENTS AND RESTRICTED CASH	(18,890)	61,945
Cash, cash equivalents and restricted cash		
Beginning of year	<u>89,690</u>	<u>27,745</u>
End of year	<u>\$ 70,800</u>	<u>\$ 89,690</u>
Supplemental disclosure of cash flow information		
Cash paid for interest	<u>\$ 2,491</u>	<u>\$ 2,389</u>

The accompanying notes are an integral part of these consolidated financial statements.

Grameen America, Inc.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2021 and 2020
(Dollars in thousands)

NOTE 1 - NATURE OF OPERATIONS

Grameen America, Inc. is the parent organization of the following wholly controlled entities: Grameen America Association, Inc., Grameen America (NY), Inc., and GA Fund Manager, LLC (collectively referred to in the consolidated financial statements as the "Organization"). The Organization formed, on December 14, 2021, Grameen Elevate Holdings LLC and Grameen Elevate LLC, as part of a bankruptcy remote arrangement for its Elevate initiative (see note 12).

The Organization is a not-for-profit entity incorporated in December 2007 under the laws of the Commonwealth of Massachusetts. The mission of the Organization is to serve low-income entrepreneurial women in the United States, in accordance with the Organization's model of micro lending initiated by Professor Muhammad Yunus and the Grameen Bank of Bangladesh. The Organization's program includes the following key pillars:

- i. Access to capital through microloans;
- ii. Asset building by encouraging or facilitating savings by borrowers; and
- iii. Credit building to help borrowers build or repair their credit history.

As of December 31, 2021, the Organization operates through a network of 26¹ branches:

New York Area

Jackson Heights, New York
Gates Avenue, Brooklyn, New York
Sunset Park, Brooklyn, New York
Jamaica, New York
Manhattan, New York
Bronx, New York

Northeast Area

Boston, Massachusetts
Chicago, Illinois
Trenton/Camden, New Jersey
Union City, New Jersey
Newark, New Jersey
Hartford/Bridgeport/New Haven, Connecticut

California Area

Boyle Heights, Los Angeles, California
Pico Union, Los Angeles, California
Long Beach, Los Angeles, California
San Jose, California
Fresno, California
Oakland, California

Central and Southeast Area

Indianapolis, Indiana
Omaha, Nebraska
Miami, Florida
Charlotte, North Carolina

Texas Area

Austin, Texas
Houston, Texas
San Antonio, Texas
Dallas, Texas

The Organization maintains its administrative offices in New York, NY.

¹ *Grameen Elevate (see Note 12) operations are not included in this list.*

Grameen America, Inc.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2021 and 2020
(Dollars in thousands)

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The consolidated financial statements of the Organization have been prepared on the accrual basis of accounting, in conformity with accounting principles generally accepted in the United States of America ("U.S. GAAP").

Principles of Consolidation

The consolidated financial statements include the financial statements of the Organization, which includes its wholly controlled entities, as described in Note 1. All intercompany balances and transactions have been eliminated in consolidation.

Use of Estimates

The preparation of the consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. The most significant estimates relate to recoverability of program loans receivable and the collectability of contributions and grants receivable. Actual results may differ from those estimates.

Income Tax Status

The Organization follows guidance that clarifies the accounting for uncertainty in tax positions taken or expected to be taken in a tax return, including issues relating to financial statement recognition and measurement. This guidance provides that the tax effects from an uncertain tax position can only be recognized in the consolidated financial statements if the position is "more-likely-than-not" to be sustained if the position were to be challenged by a taxing authority. The assessment of the tax position is based solely on the technical merits of the position, without regard to the likelihood that the tax position may be challenged.

The Organization is exempt from federal income tax under section 501(c)(3) of the Internal Revenue Code (the "Code"), though it is subject to tax on income unrelated to its exempt purpose, unless that income is otherwise excluded by the Code. The Organization has processes presently in place to ensure the maintenance of its tax-exempt status; to identify and report unrelated business income; to determine its filing and tax obligations in jurisdictions for which it has nexus; and to identify and evaluate other matters that may be considered tax positions. The Organization has determined that there are no material uncertain tax positions that require recognition or disclosure in the financial statements. In addition, the Organization has not recorded a provision for income taxes as it has no material tax liability from unrelated business income activities.

Cash and Cash Equivalents

Cash equivalents are in the form of money market accounts and funds are callable on demand.

Cash Held for Loan Disbursement Program

Cash held for disbursements represents amounts in designated bank accounts pursuant to the Organization's Loan Disbursement Program (the "Disbursement Program"). The Disbursement Program is intended to provide borrowers with safe and flexible loan disbursement channels, as opposed to traditional checks.

Grameen America, Inc.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2021 and 2020
(Dollars in thousands)

The Organization offers two options for members to receive their loan proceeds:

- Prepaid disbursement card
- Direct deposit in a member's bank account

The following table provides a reconciliation of cash, cash equivalents and restricted cash reported in the consolidated statements of financial position to totals shown in the consolidated statements of cash flows.

	2021	2020
Cash and cash equivalents	\$ 65,095	\$ 86,733
Cash held for loan disbursement program	5,705	2,957
Total cash, cash equivalents and restricted cash shown in the consolidated statements of cash flows	\$ 70,800	\$ 89,690

Program Loans Receivable, Net

The Organization uses the allowance method to account for potentially uncollectible loans to program participants who are also called program members. Program participants are individuals who generally meet federal poverty guidelines, and who are given small loans to start or expand the individual's income generating business activity. Program members are charged simple interest on the declining balance of the loan. The Organization charges no other fees to join or remain in the program. Generally the terms of the loans are for six months, amortized weekly. The Organization's business depends on the creditworthiness of its participants and their ability to fulfill their obligations to the Organization and the other members of their borrowing group. The Organization maintains an allowance for loan losses that reflects management's judgment and estimation of losses inherent in the portfolio. The Organization reviews its allowance for loan losses for adequacy considering economic conditions and trends and credit quality indicators, including past write-off experience and level of past due loans. While the Organization has a 99.77% and 99.29%, respectively, repayment rate on 2021 and 2020 loans, management has established a minimum allowance of 1.78% for the Organization. This was the allowance for the year ended December 31, 2021. Due to the COVID-19 pandemic, (the "Pandemic") the allowance for the year ended December 31, 2020 was 2.31%. This allowance is recorded within the consolidated statements of financial position as of December 31, 2021 and 2020. The Organization provisions its loan receivable as follows:

	Provision (%)
Loans not in arrears	1%
1-7 days in arrears	1%
8-30 days in arrears	50%
31+ days in arrears	100%

The current lending program of the Organization is subject to applicable laws and regulations. Noncompliance with such laws and regulations could result in fines, penalties, and exclusion from such programs. The Organization is not aware of any noncompliance with applicable laws and regulations and is not aware of any pending or threatened investigations involving allegations of potential wrongdoing that could have a material adverse effect on its consolidated financial statements.

Grameen America, Inc.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2021 and 2020
(Dollars in thousands)

Concentrations of Credit Risk

Financial instruments that potentially subject the Organization to a concentration of credit risk consist of cash and program loans receivable. Cash is deposited with high-credit quality financial institutions which are insured by the Federal Deposit Insurance Corporation, up to \$250. The account balances fluctuate during the year and can exceed this limit. The Organization monitors the financial stability of the banks and does not believe it is exposed to any significant credit risk on its cash.

The Organization's program loans receivable are derived from microloans provided to individuals. Concentrations of credit risk with respect to loans receivable are limited because a large number of members make up the Organization's customer base. At December 31, 2021 and 2020, no single borrower represented more than 0.01% of the total program loans receivable balance for each year. The Organization manages credit risk through credit limits and monitoring procedures. The Organization performs ongoing credit evaluations of its borrowers but does not require collateral to support the loans.

In 2021, the Organization's interest earned from its microloan portfolio exceeded its operating expenses. To the extent that the interest earned from the Organization's microloan portfolio is not sufficient to cover its operating expenses, the Organization will be dependent on contributions and grants for any funding deficit. The Organization believes that its relationships with its principal contributors are satisfactory and that it will be able to raise the funding required to adequately support their mission. For the years ended December 31, 2021 and 2020, the largest five donors accounted for approximately 63% and 74%, respectively, of contributions and grants revenues. At December 31, 2021 and 2020, approximately 58% and 83%, respectively, of gross contributions and grants receivable were due from five donors.

Furniture, Equipment and Software

All furniture, equipment and software are recorded at cost. Additions and improvements in excess of \$5 are capitalized, while repairs are expensed in the year incurred. Depreciation is computed using the straight-line method over the assets' estimated useful lives, which are between three and 10 years.

Net Assets

Without Donor Restrictions - net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. The Organization's policy is to designate donor gifts without restriction to the respective areas that the Organization determines it is most needed to further the program.

With Donor Restrictions - net assets which include resources that have been limited by donor-imposed stipulations that either expire with the passage of time and/or can be fulfilled and removed by the actions of the Organization pursuant to those stipulations. As of December 31, 2021 and 2020, the Organization's net assets with donor restrictions are restricted either by time or certain strategic initiatives that the Organization plans to undertake.

Revenues and Support

In accordance with Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") Topic 606, *Revenue from Contracts with Customers* ("ASC 606"), the Organization recognizes revenue when control of the promised goods or services are transferred in an amount that reflects the consideration the Organization expects to be entitled to in exchange for those goods or services. The standard outlines a five-step model whereby revenue is recognized as performance obligations within a contract are satisfied.

Grameen America, Inc.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2021 and 2020
(Dollars in thousands)

ASC 606 requires expanded disclosures regarding revenue recognition to ensure an understanding as to the nature, amount, timing and uncertainty of revenue and cash flows arising from contracts with customers. The Organization recognizes contracts with customers, as goods or services transferred or provided in accordance with ASC 606.

The Organization recognizes revenue from contributions, grants and contracts in accordance with Accounting Standards Update ("ASU") 2018-08, *Not-For-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. Accordingly, the Organization evaluates whether a transfer of assets is (1) an exchange transaction in which a resource provider is receiving commensurate value in return for the resources transferred or (2) a contribution. If the transfer of assets is determined to be an exchange transaction, the Organization applies guidance under ASC 606. If the transfer of assets is determined to be a contribution, the Organization evaluates whether the contribution is conditional based upon whether the agreement includes both (1) one or more barriers that must be overcome before the Organization is entitled to the assets transferred and promised, and (2) a right of return of assets transferred or a right of release of a promisor's obligation to transfer assets.

Contributions, which include unconditional promises to give (pledges), are recognized as revenues in the period received or promised. Conditional contributions are recorded as revenue within the consolidated statements of activities and changes in net assets when the conditions have been met.

Revenues under grants, and similar agreements are recognized at the time expenditures are incurred or at the time of the distribution of eligible loans under exchange-based transactions.

The Organization reports contributions in the net assets with donor restrictions class if they are received with donor stipulations as to their use. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, the net assets are released and reclassified to net assets without donor restrictions in the consolidated statements of activities and changes in net assets. Contributions of net assets with donor restrictions are initially reported in the net assets with donor restrictions net asset class, even if it is anticipated such restrictions will be met in the current reporting period.

Program Interest Income - Loans

The Organization made operational and programmatic changes during 2020 as a result of the Pandemic. Beginning in April 2020, Program delivery moved from in-person meetings to a virtual environment. All employees at the Organization began working remotely. The Organization also launched an economic relief package for its members which included forgiveness of all interest during the second quarter of 2020, payment assistance to those members who suffered health consequences due to illness caused by the Pandemic and full absorption of third-party member transaction fees on loan repayments during the second quarter. As of December 31, 2021 and 2020, the Organization has \$149 and \$2,841, respectively, of outstanding principle loans that have been adjusted due to the Pandemic.

Contributed Services and Goods

Contributed services are reported at fair value in the consolidated financial statements for voluntary donations of services when those services (1) create or enhance non-financial assets or (2) require specialized skills or services which would be typically purchased if not provided by donation.

The Organization generally pays for services requiring specific expertise. However, some individuals may volunteer their time and perform a variety of tasks that assist the Organization, as well as, serving on the Board of Directors. For the years ended December 31, 2021 and 2020, donated consulting, legal and other goods and services that meet the criteria for recognition in the consolidated financial statements amounted

Grameen America, Inc.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2021 and 2020
(Dollars in thousands)

to \$1,822 and \$1,858, respectively, and donated salaries and benefits of \$500 and \$480 for the years ended December 31, 2021 and 2020, respectively, were reflected within in-kind revenues and in-kind expenses in the consolidated statements of activities and changes in net assets.

Reclassification

Certain information in the fiscal 2020 financial statements has been reclassified to conform to the fiscal 2021 presentation. There were no changes in assets, liabilities, revenues, expenses or changes in net assets as previously reflected in the 2020 financial statements.

Recent Accounting Pronouncements

In February 2016, FASB issued ASU 2016-02, *Leases (Topic 842)*. Under the new guidance, lessees will be required to recognize the following for all leases (with the exception of leases with a term of 12 months or less) at the commencement date: (a) a lease liability, which is a lessee's obligation to make lease payments arising from a lease, measured on a discounted basis and (b) a right-of-use asset, which is an asset that represents the lessee's right to use, or control the use of, a specified asset for the lease term. Under the new guidance, lessor accounting is largely unchanged. The guidance requires a modified retrospective transition approach for leases existing at, or entered into after, the beginning of the earliest comparative period presented in the consolidated financial statements. The modified retrospective approach would not require any transition accounting for leases that expire before the earliest comparative period presented. A full retrospective transition approach is not permitted. The guidance will be effective for the Organization beginning in fiscal year 2022. Early adoption is permitted. The Organization is currently assessing the impact this will have on its consolidated financial statements.

Credit Losses

During June 2016, the FASB issued ASU No. 2016-13, *Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments* ("ASU 2016-13"). The objective of ASU 2016-13 is to provide financial statement users with more decision-useful information concerning the expected credit losses on financial instruments and other commitments to extend credit held by a reporting entity at each reporting date, by replacing the incurred-loss impairment methodology with a method that reflects expected credit losses and requires consideration of a broader range of reasonable and supportable information to inform credit loss estimates. The amendments contained in ASU 2016-13 are effective for the Organization's consolidated financial statements issued for fiscal years beginning after December 15, 2022, and for interim periods within fiscal years beginning after December 15, 2022. Management has not yet completed its evaluation of the impact this guidance will have upon the Organization's consolidated financial statements.

Rate Reform

In March 2020, the FASB issued ASU No. 2020-04, *Facilitation of the Effects of Reference Rate Reform on Financial Reporting* ("ASU 2020-04"). ASU 2020-04 provides optional expedients and exceptions for applying U.S. GAAP to contracts and other transactions that reference the London Interbank Offered Rate ("LIBOR") or another reference rate expected to be discontinued as a result of reference rate reform. The provisions of ASU No. 2020-04 are effective for certain reference rate-related contract modifications that occur during the period March 12, 2020 through December 31, 2022. Management is currently evaluating the impact, if any, of applying ASU 2020-04.

Grameen America, Inc.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2021 and 2020
(Dollars in thousands)

NOTE 3 - LIQUIDITY AND AVAILABILITY

The Organization manages its liquidity position to meet expenditures, liabilities, and other obligations as they fall due. As such, the Organization targets minimum reserves to meet at least three-months of both operating expenses, as well as microloan portfolio growth plus any additional cash reserves to meet lender financial covenants. Liquid resources are held in money market accounts until they are needed.

The Organization tracks two categories of available liquid resources: (1) operating expenditures and (2) microloan portfolio growth:

- *Operating expenditures*: those expenditures that are funded from interest earned on the microloan portfolio, with any deficit funded through grants and contributions.
- *Microloan portfolio growth*: those expenditures that are funded by a combination of (a) any operating surplus, (b) grant funding designated for this purpose, and (c) debt financing.

The liquid resources available for each of these categories within one year of the statement of financial position are as follows*:

	Available for Operating Expenditures	Available for Program Loan Portfolio Growth	Grameen Elevate	Total Liquid Resources
Liquid resources available:				
Cash and cash equivalents	\$ 15,000	\$ 44,595	\$ 5,500	\$ 65,095
Cash held for disbursement card program	-	5,705	-	5,705
Grants receivable	-	11,502	-	11,502
Prepaid expenses and other current assets	793	8,090	-	8,883
Total liquid resources available at December 31, 2021	<u>\$ 15,793</u>	<u>\$ 69,892</u>	<u>\$ 5,500</u>	<u>\$ 91,185</u>

* 100% of the Organization's program loan portfolio (\$145.965M as of 12/31/21) is current as the maximum remaining tenor of all its microloans at year end is no more than 6 months.

	Available for Operating Expenditures	Available for Program Loan Portfolio Growth	Black American Network Concept	COVID-19 Contingencies	Total Liquid Resources
Liquid resources available:					
Cash and cash equivalents	\$ 12,000	\$ 58,233	\$ 6,500	\$ 10,000	\$ 86,733
Cash held for disbursement card program	-	2,957	-	-	2,957
Grants receivable	-	5,980	-	-	5,980
Prepaid expenses and other current assets	959	-	-	-	959
Total liquid resources available at December 31, 2020	<u>\$ 12,959</u>	<u>\$ 67,170</u>	<u>\$ 6,500</u>	<u>\$ 10,000</u>	<u>\$ 96,629</u>

* 100% of the Organization's program loan portfolio (\$109.531M as of 12/31/20) is current as the maximum remaining tenor of all its microloans at year end is no more than 10 months.

Grameen America, Inc.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2021 and 2020
(Dollars in thousands)

NOTE 4 - CONTRIBUTIONS AND GRANTS RECEIVABLE, NET

Contributions and grants receivable consisted of unconditional promises to give from foundations, institutions and individuals. The scheduled receivables under these commitments as of December 31, 2021 and 2020 are as follows:

	2021	2020
Less than 1 year	\$ 11,502	\$ 5,980
1-5 years, gross amount	3,029	3,095
Less: discount to present value	(51)	(3)
Contributions and grants receivable, net	\$ 14,480	\$ 9,072

NOTE 5 - PROGRAM LOANS RECEIVABLE

Program loans receivable consisted of the following at December 31, 2021:

	Northeast Area	Central and Southeast Area	California Area	Texas Area	New York Area	Total Grameen America Inc, Portfolio
Program loans receivable						
Current	\$ 12,326	\$ 27,777	\$ 31,948	\$ 6,971	\$ 66,536	\$ 145,558
8-30 days past due	9	13	34	4	7	67
>30 days past due	17	25	57	11	230	340
Total portfolio loans receivable	12,532	27,815	32,039	6,986	66,773	145,965
Participated loans, net	(102)	-	(1,512)	(118)	(21)	(1,753)
Allowance for loan losses	(210)	(456)	(562)	(119)	(1,251)	(2,598)
Program loans receivable, net	\$ 12,040	\$ 27,359	\$ 29,965	\$ 6,749	\$ 65,501	\$ 141,614

Program loans receivable consisted of the following at December 31, 2020:

	Northeast Area	Central and Southeast Area	California Area	Texas Area	New York Area	Total Grameen America Inc, Portfolio
Program loans receivable						
Current	\$ 7,297	\$ 21,377	\$ 25,080	\$ 4,528	\$ 49,678	\$ 107,960
8-30 days past due	40	18	17	-	164	239
>30 days past due	100	55	47	10	1,119	1,331
Total portfolio loans receivable	7,437	21,450	25,144	4,538	50,961	109,530
Participated loans, net	(96)	-	(3,596)	(73)	(564)	(4,329)
Allowance for loan losses	(193)	(278)	(306)	(56)	(1,697)	(2,530)
Program loans receivable, net	\$ 7,148	\$ 21,172	\$ 21,242	\$ 4,409	\$ 48,700	\$ 102,671

Grameen America, Inc.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2021 and 2020
(Dollars in thousands)

Allowance for loan losses consisted of the following at December 31, 2021 and 2020:

	2021	2020
Balance, beginning of year	\$ 2,530	\$ 1,926
Provision for loan losses	361	864
Portfolio charge-offs and write downs	(293)	(260)
Balance, end of year	\$ 2,598	\$ 2,530
Provision for loan losses	\$ 361	\$ 864
Provision for loan losses, loans participated	(23)	(53)
Provision for loan losses, net	\$ 338	\$ 811

NOTE 6 - DEBT BORROWINGS

Debt borrowings at December 31, 2021 and 2020 consisted of fixed-rate loans from foundations and institutions with various interest rates, with a weighted average cost of capital of 2.8% and 2.6%, respectively, and are due in varying amounts through 2030. The agreements contain financial covenants whereby the Organization is required to maintain specific financial ratios (e.g., current ratio, net asset, capital, liquidity), and other requirements such as maintaining net income at break-even and to maintain a certain level of allowance for loan-losses. The Organization is also required to submit annual audited financial statements within 120 days of the end of fiscal year. At December 31, 2021 and 2020, the Organization was either in compliance with all financial covenants or obtained waivers, when appropriate.

The scheduled principal repayments under these debt borrowings as of December 31, 2021 are as follows:

	Year of Maturity						
	2022	2023	2024	2025	2026	2027 and Later	Total
Senior debt	\$ 18,169	\$ 9,294	\$ 9,917	\$ 5,000	\$ 7,000	\$ 5,000	\$ 54,380
Subordinated debt	11,150	-	7,000	17,500	2,000	11,500	49,150
Total debt	\$ 29,319	\$ 9,294	\$ 16,917	\$ 22,500	\$ 9,000	\$ 16,500	\$ 103,530

Grameen America, Inc.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2021 and 2020
(Dollars in thousands)

NOTE 7 - COMMITMENTS AND CONTINGENCIES

The Organization leases office space in New York, Omaha, Indianapolis, Charlotte, Oakland, Los Angeles (2), San Jose, Boston, Austin, Houston, Long Beach, Newark, Miami, Chicago, and Union City. These leases expire over periods ranging from January 2022 through June 2030. The remaining minimum payment obligations under these leases are as follows:

2022	\$	622
2023		534
2024		413
2025		302
2026		222
2027 and later		360
		360
	\$	2,453

Total rent expense for the years ended December 31, 2021 and 2020 was \$773 and \$1,112, respectively.

NOTE 8 - FUNCTIONAL ALLOCATION OF EXPENSES

Expenses are presented on a functional basis in the consolidated statements of activities and changes in net assets. Accordingly, certain costs have been allocated for the programs and supporting services benefited based on an internal time study that is reaffirmed annually by the respective department heads as follows:

	2021		
	Microlending Program	Support Services	Total Expenses
Salaries and benefits	\$ 11,557	\$ 1,608	\$ 13,165
Professional fees	1,732	271	2,003
Office expense	339	15	354
Rent and utilities	853	24	877
Grants to other organizations	381	-	381
Other expense	289	-	289
Bad debt expense	420	215	635
Interest expense	2,669	-	2,669
Travel	69	-	69
License and insurance expense	149	26	175
Advertising and events	12	2	14
	18,470	2,165	20,635
Total expenses	18,470	2,165	20,635
In-kind expenses	2,247	75	2,322
	2,247	75	2,322
Total expenses including in-kind	\$ 20,717	\$ 2,240	\$ 22,957

Grameen America, Inc.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2021 and 2020
(Dollars in thousands)

	2020		
	Microlending Program	Support Services	Total Expenses
Salaries and benefits	\$ 10,434	\$ 1,254	\$ 11,688
Professional fees	1,235	391	1,626
Office expense	273	8	281
Rent and utilities	1,169	87	1,256
Grants to other organizations	2,157	-	2,157
Other expense	1,270	9	1,279
Bad debt expense	846	-	846
Interest expense	2,487	-	2,487
Travel	180	9	189
License and insurance expense	109	20	129
Advertising and events	11	1	12
	<u>20,171</u>	<u>1,779</u>	<u>21,950</u>
Total expenses			
In-kind expenses	<u>2,266</u>	<u>72</u>	<u>2,338</u>
Total expenses including in-kind	<u>\$ 22,437</u>	<u>\$ 1,851</u>	<u>\$ 24,288</u>

NOTE 9 - RETIREMENT PLAN

The Organization offers the opportunity to participate in a retirement program to all eligible staff members through a 401(k) tax deferred savings plan. Staff are automatically enrolled at a 1% contribution rate once participation in the plan is initiated. The Organization contributes a 50% match up to 6% of each staff member's eligible compensation. Each staff member's contributions and earnings as part of this plan are vested at 100%, with contributions by the Organization following a vesting schedule where employees are fully vested after four years of service. The Organization's matching contributions under the plan totaled \$153 and \$147 for the years ended December 31, 2021 and 2020, respectively.

NOTE 10 - RELATED PARTY TRANSACTIONS

The Organization received contributions from its Board members and organizations affiliated with its Board members. For the years ended December 31, 2021 and 2020, such contributions totaled approximately \$1,275 and \$80, respectively. Further, the Organization made a grant to Grameen PrimaCare in the amount of \$230 and \$1,785 for the years ended December 31, 2021 and 2020, respectively.

NOTE 11 - PARTICIPATED LOANS

During 2019 the Organization entered an agreement with East West Bank to sell loan participations on a portion of loans in certain geographic areas as designated by East West Bank. This transaction represented a true sale of the participated portions and the Organization still performs all servicing required on the loans. Loan participations sold are excluded from the Program loans receivable, net, on the statements of financial position, and the total outstanding participated amount at December 31, 2021 and 2020, net of provision totaled \$1,753 and \$4,329, respectively.

Grameen America, Inc.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2021 and 2020
(Dollars in thousands)

NOTE 12 - GRAMEEN ELEVATE

In May 2021, the Organization announced plans to accelerate its commitment to racial equity through an initiative called Elevating Black Women Entrepreneurs (“Elevate”). The Elevate initiative will be housed in a bankruptcy remote special purpose entity arrangement. To this end, Grameen Elevate Holdings LLC and Grameen Elevate LLC were formed on December 14, 2021. Elevate is being funded with designated donor and lender funding through 2025. During this time, the Organization expects to manage Elevate as a research and development project aimed at identifying and operationalizing refinements to its microloan program that will allow for scaling up as needed. During this period, Elevate’s assets will be held in Grameen Elevate and will not form part of its core loan book. In September 2021, Elevate branch operations began in Memphis, Tennessee. The Organization’s operations in Harlem, as well as part of its New Jersey operations in Newark, have been designated Grameen Elevate sites as of December 31, 2021.

NOTE 13 - SUBSEQUENT EVENTS

The Organization has evaluated, for potential recognition and disclosure, events subsequent to the consolidated statement of financial position date of December 31, 2021 through February 28, 2022, the date the consolidated financial statements were available to be issued.

The Organization is not aware of any subsequent events that would require recognition or disclosure in the consolidated financial statements.