

Select LeapFrog Investments

Company/Industry	Industry	Location	Investment details	Progress - examples
AllLife	Insurer of people living with HIV/AIDS	South Africa	Invested \$11.2 million	Client base grew over 200% since investment.
Apollo Investments Ltd	Top three East African General and Life Insurer	Kenya, with operations in Tanzania and Uganda	Invested \$13.1 million	Turnaround of health book increased revenue by 26%.
CrystaLife	A leading life insurer in Nigeria offering a range of financial services, including life insurance, pensions and retirement planning	Nigeria	Invested \$7.5 million	Development of new structures and a retail strategy to tap new markets.
Express Life Insurance	Focuses on serving low-income people with affordable financial tools including savings and insurance	Ghana	Invested \$5.5 million	Recruited new CEO, designed two new products, implemented new IT system, grew monthly sales 5x.
Mahindra Insurance	Provides life, property, motor and health insurance to millions of people in rural and semi-urban India	India	Invested \$14.8 million	Developed plans to cross-sell and up-sell to existing customer base, piloting health insurance offerings for rural areas.
Shriram CCL	Distributes low-cost high-quality financial services including insurance, savings, and investment products to low-income Indians	India	Invested \$14.7 million	Developed management training program for ~ 250 Shriram managers.

Source: LeapFrog Investments