

INVESTMENT INFORMATION

People's Pension Holdings (PPH)



Driving pension finance for low income households

Sector:

Intersection of the digital payments and micro-pensions

Location:

Ghana

In portfolio since:
2019



About: People's Pension Trust Ghana (PPT), a subsidiary of People's Pension Holdings (PPH), is a pension administrator licensed by the Ghanaian National Pension Regulatory Authority (NPRA) to distribute pension products to informal workers and low-income formal workers. It is an innovative, flexible, and digitally driven pension product that ensures retirement income security for these workers.

OUR ROLE

Committed capital:
£0.85 million

Instrument: Equity
£0.275mn
Convertible loan
£0.5mn
Grant of
£0.075mn

OUR INVESTMENT

- FSDAi invested in People's Pension Holdings (PPH) to provide an innovative, technology-driven and customer-focused pension solutions to informal workers that is scalable.
- Our commitment helped design innovative and tailor-made pension products for underserved and low-income people across Ghana.
- FSD Africa also extended a £75,000 grant to support product innovation, facilitate the adoption and usage of the PPH product, and introduce an insurance product that will enhance scaling in prioritised markets.

MARKET DEVELOPMENT

- The investment and grant seek to generate important economic and social impact such as:
 - o Introduction of market responsive micro-pension financial services to improve the lives of informal and low-income workers and alleviate old-age poverty.
 - o Demonstration of a commercially viable micro-pension business model that inspires replication, partnerships with existing traditional pension providers, and licensing of PPH's IT platform designed for low-value, high-volume transactions.
 - o Stimulate long-term retail savings and expand the role of pension funds funded by untapped markets for long-term finance.
 - o Contribution to broader capital markets development through pension fund investments in government bonds, infrastructure, housing, and other development-oriented projects.

IMPACT TO DATE

23,460

Number of active clients

82%

Proportion of clients in the informal sector

1

Policies to support micro-pensions refined developed or enacted in Ghana following advocacy by PPH and others

£1.3m

Assets Under Management (3.7x growth (in LCY terms) since investment)

INVESTEE CONTACTS

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