

One model. Different possibilities.

Income-linked education finance can solve different problems depending on where you sit in the room.

YOUNG PEOPLE

Start. Complete. Advance.

PARENTS

Back your child's education.

TRAINING PROVIDERS/UNIVERSITIES

Open access despite financial barriers.

EMPLOYERS

Stretch your training spend.

GOVERNMENT

Support sustainable student funding at scale



CHANCEN INCOME-SHARE AGREEMENT

The model starts with a different view of risk

Regulated in South Africa. Evidence-led. Built around economic reality.

01 Potential, not history

Consider future earning potential alongside current affordability and financial history.

- Qualification
- Labour-market Demand
- Employment outcomes
- Income potential

02 Risk is shared

Assess risk across the individual, programme, institution and sector.

- Completion rates
- Programme track record
- Sector demand
- Institutional performance

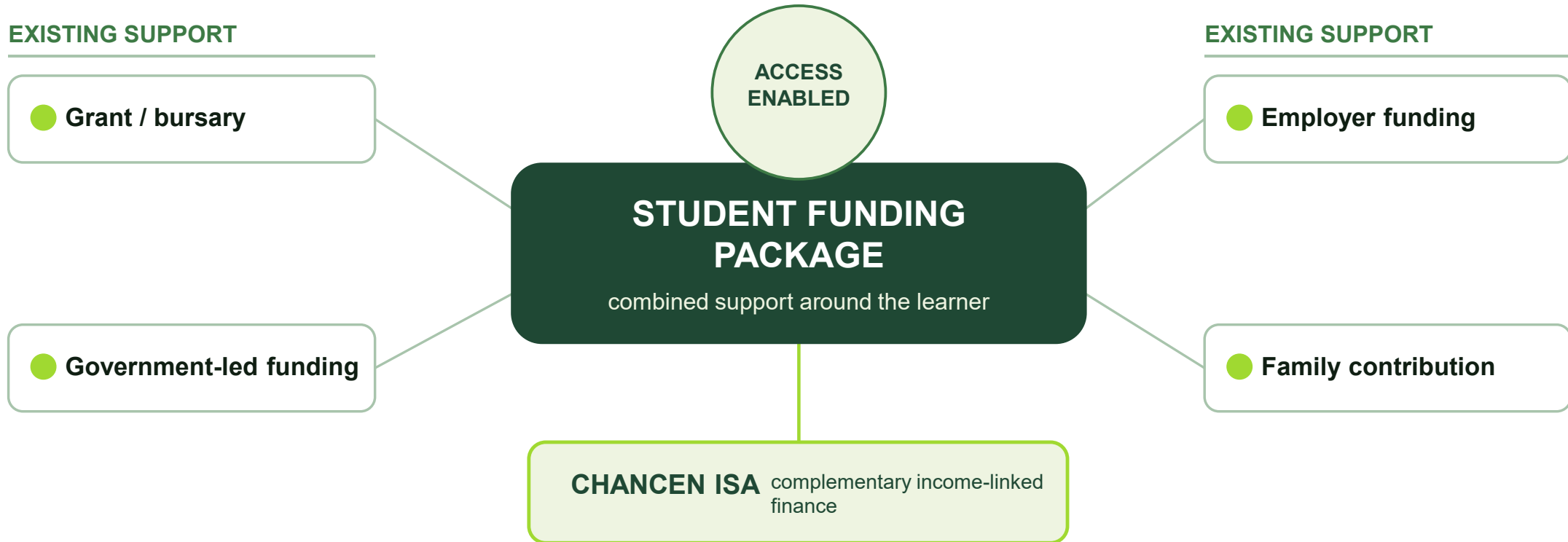
03 Flex with reality

Design for the realities that can follow enrolment.

- Dropout
- Delayed employment
- Income changes
- Different employment types

Not instead of. Alongside.

The Chancen ISA can sit with one or more existing sources of student funding.



Used alongside existing support to close the missing piece, not replace the whole system.

The goal is not education finance. The goal is economic mobility.

The Chancen Income Share Agreement exists to increase the lifetime income of excluded youth through education finance that leads to employment.

5x

lifetime income uplift

60,000

students financed by 2029

100%

designed around
employment / Income gen.

**Finance
with an
outcome
in mind.**

A young population alone will not drive growth.

Africa will only benefit from its young population if education systems can respond.

BY 2050

~2.5bn
people will live in Africa.

SOUTH AFRICA

60%+
of surveyed businesses identify skills
gaps as a key barrier to transformation.



SKILLS ARE CHANGING

39%
of workers' core skills are expected to
change by 2030.

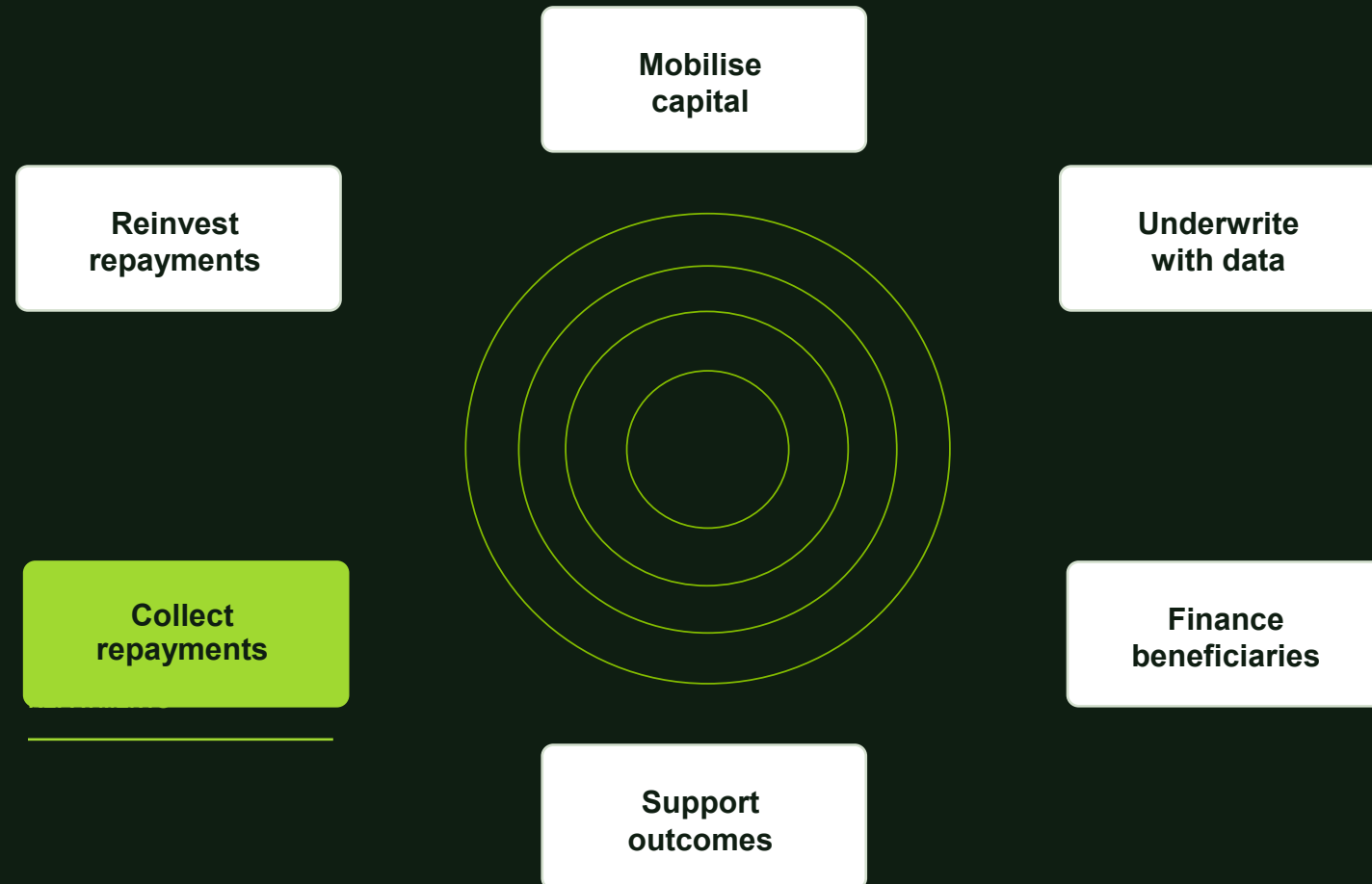
ACCESS GAP

9%
tertiary education enrolment rate in sub-
Saharan Africa.

If we do not finance the skills transition at scale, the cost of exclusion will keep rising.

The ISA lifecycle

Repayments are not the end of the model. They allow the model to begin again.



Why repayment matters

Repayment is not only about recovery. It supports commitment and allows capital to be recycled.

30%+ → <10%

dropout rate

At one partner, dropout fell from above 30% under a fully grant-funded model to below 10% after a blended ISA model was introduced.

Students told us that having “skin in the game” strengthened their commitment to the opportunity.

There is not enough free money

Grant capital can fund one person once.
Repaid capital can help fund the next person too.

The question is whether every rand deployed can create more than one opportunity over its lifetime.

Funding alone does not guarantee an outcome

The model only works when the right incentives point in the same direction.



From an idea in 2018 to evidence across Africa

Group-level footprint, with South Africa as one of the active markets.



Chancen International

2018 **4** **11k+**
established active markets Students
financed



Rwanda



South Africa



Kenya



Ghana

South Africa

2021

launched

R220m

committed capital to date

+1,400

students financed

84%

graduation rate

2x

income vs minimum wage

95%

good standing

From vocational skills to university degrees

The model has been applied across sectors, institutions and public-university pathways.

Technology

Manufacturing & trades

Health

Education

Agriculture

Ikusasa Student Financial Aid Programme

Public-university financing pathway and
recognition partner.

16

universities

7

degree categories

R56m

committed capital

Accounting

Engineering

Health Sciences

IT

Mathematics

Nursing

Arts (PGCE)

Built on global learning. Grounded in responsible credit.

The Chancen Income Share Agreement draws on global ISA practice and sits within South Africa's responsible-credit ecosystem.



GLOBAL STANDARDS AND SHARED LEARNING



Ethical standards for
income-linked education finance



52,000+
learners financed by founding members



24
countries represented across founding members



GLOBALLY
INFORMED.
LOCALLY
GROUNDED.



SOUTH AFRICAN RESPONSIBLE-CREDIT ECOSYSTEM



Chancen South Africa is a
CASA member



Part of South Africa's home of
responsible credit providers



Connected to local collaboration,
compliance guidance and thought leadership



Global learning. Local relevance. **Responsible growth.**

This is what income-linked education finance can mean.

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Our team is here throughout SASFF. Come speak to us.

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