



Current Impact & Future Plan

December 5, 2019
Dominiek Deconinck

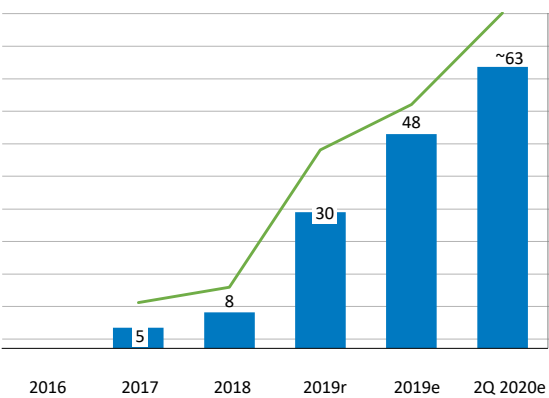


Effective: We are on track to invest over €60m by early 2020 while successfully fulfilling our mandate to make investments that are impactful and additional



Evolution of ElectriFI Portfolio, 2016 to 2020 Q2¹
EUR million

■ Amount Invested — Number of Investments (right axis)



Results Materialising

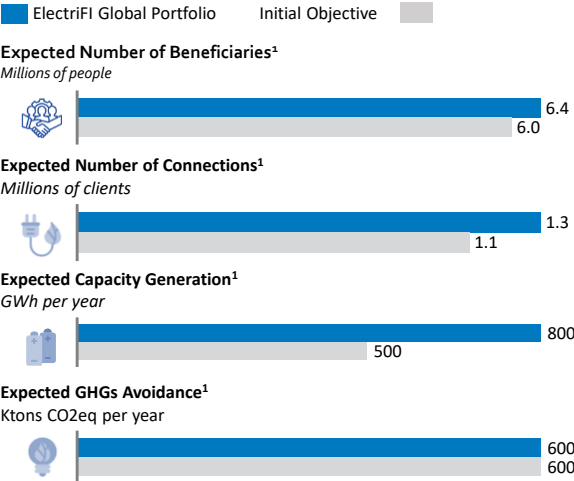
- After a slow start, we redesigned our approach to identifying new investments in late 2017. We are currently seeing the results of this new strategy.
- Our review and appraisal process includes rigorous and lengthy due diligence and negotiations with our clients. It typically takes between 12 and 24 months between selection and disbursement for each investment.
- With typical investments between €1m and €3m and working with young and inexperienced companies, it takes time and effort to build a sizeable portfolio.
- We are exploring new approaches to increase efficiency. This included working more with local fund managers to ensure that we can efficiently invest in early stage companies without an international profile.

Notes: 1 – Data as of September 30, 2019. Does not include Development Finance Loans, which are small loans of less than EUR 100,000 and a tenor of less than one year. To date, we have made 6 of these loans.

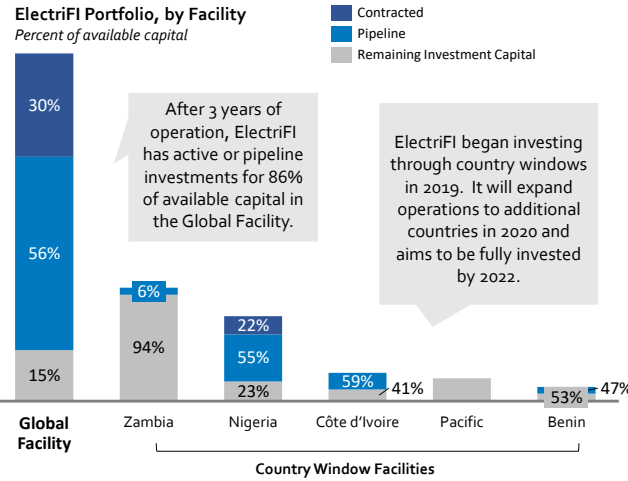
Sustainable Impact: We have already exceeded our initial impact objectives and we are looking to expand and adapt our model for new geographies



IMPACT: ElectriFI Global has exceeded its initial goals



GROWTH: ElectriFI is rapidly expanding its portfolio

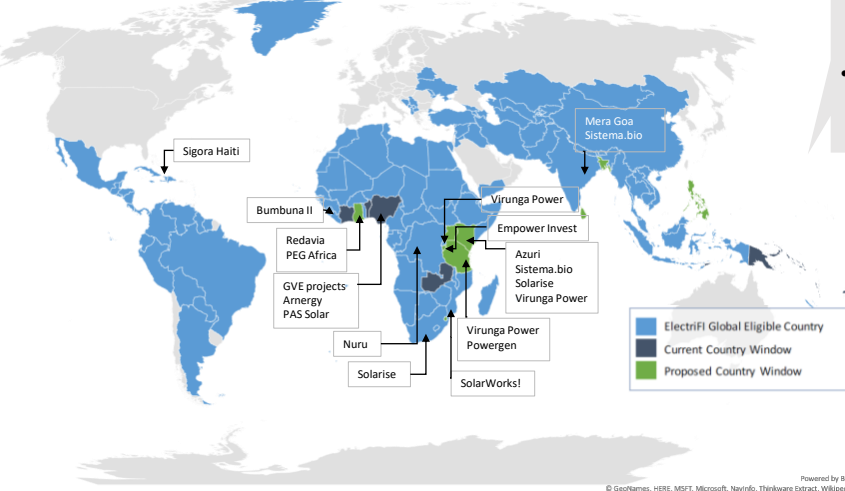


Notes: 1 – Expected impact data is based on long-term investments contracted through September 30 2019. The expected impact of ElectriFI's portfolio is based on full attribution of impact for when investments are planning to be fully operational. For estimating impact, we expect 2/3 of our investments to become fully operational. We have applied additional discounts for specific investments that are currently underperforming.³

Additional: We have built a portfolio of investments that is additional to the market and provides products that local entrepreneurs need



Geographic distribution of the ElectriFI portfolio as of September 30, 2019



Investing where others cannot

- 22% of the ElectriFI active investments are in fragile situations
- 43% of the capital supports operations in low-income economies

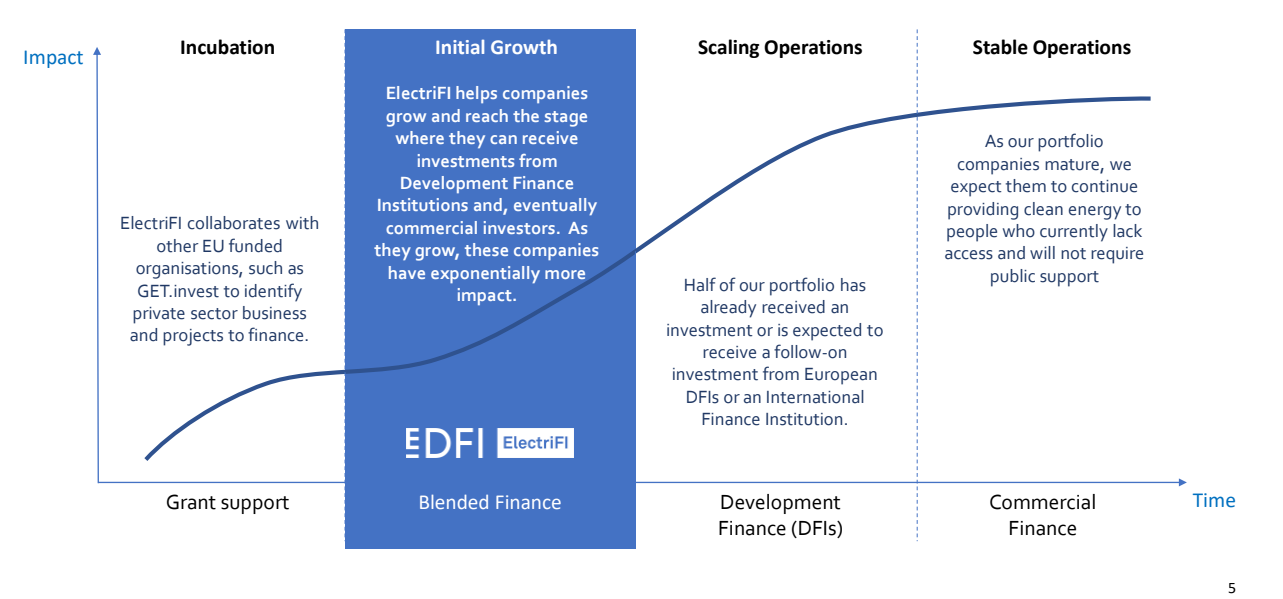
A flexible model for supporting small and growing businesses

- EUR 2.1M average investment size
- 45% is provided through equity or quasi-equity

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Catalytic: We fill a vital role in the European development finance architecture, filling the gap between grant programs and the activities of European DFIs

EDFI Management Company



5

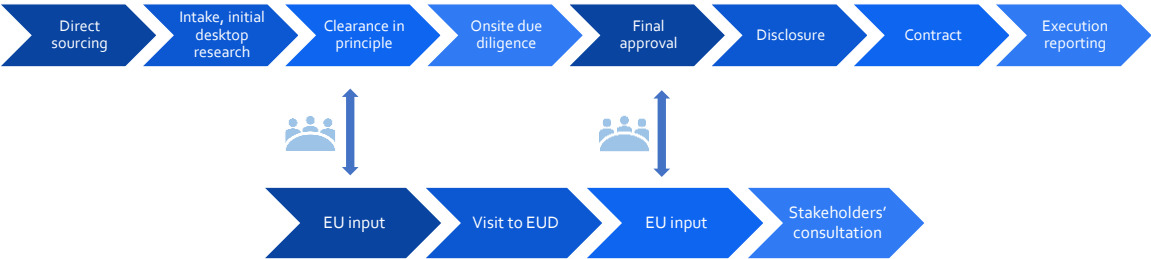
Collaborative: We work closely with DEVCO and EUDs to design specific approaches that respond to local policy objectives and meet local needs

EDFI Management Company

01	MARKET SURVEY	- Extensive survey by TAF - In close cooperation with EUD and EC DEVCO
02	COUNTRY SPECIFIC STRATEGY	- Proposed by EDFIMC - Close cooperation with EUD and EC DEVCO
03	ADOPTION OF INVESTMENT STRATEGY	- By the partner government - Through consultation by EUD
04	FOLLOW UP MISSION	- By EDFIMC - Complete the strategy - Pipeline development
05	OFFICIAL LAUNCH	OFFICIAL LAUNCH EVENT OF THE COUNTRY WINDOW

6

Investment process



Investment Committee decision (a veto right is granted to the European Commission)

Timeline to closing varies from 7 to 15 months



Get in touch

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