

## EFSE - A Development Finance Initiative supported by



## EFSE at a Glance

<b>Corporate Information</b>	Public-Private Partnership involving donor agencies, international finance institutions and private institutional investors
	Special Investment Fund
<b>Domicile</b>	Luxembourg
<b>Inception</b>	December 2005
<b>Initiator and Lead Investor</b>	KfW Entwicklungsbank (The German Development Bank)
<b>Fund Manager</b>	Oppenheim Asset Management Services S.á r.l, Luxembourg
<b>Fund Advisor</b>	Finance in Motion GmbH, Frankfurt/Main, Germany
<b>Mission</b>	Foster economic development and prosperity in Southeast Europe and the European Eastern Neighborhood Region by providing supplemental and sustainable development finance to micro and small enterprises and low-income private households, via qualified partner lending institutions
<b>Target Region</b>	Southeast Europe and the European Eastern Neighbourhood Region (through a dedicated European Neighbourhood Fund Window (ENBF) implemented within the EFSE): Albania, Armenia, Azerbaijan, Belarus, Bosnia and Herzegovina, Bulgaria, Croatia, FYR Macedonia, Georgia, Kosovo*, Moldova, Montenegro, Romania, Serbia, Turkey, Ukraine
<b>End-Beneficiaries</b>	Micro and small enterprises (defined by the EFSE as those involving loans of up to EUR 100,000), low-income private households with limited access to financial services
<b>Loan Products</b>	Micro and small enterprise (MSE) loans, rural MSE loans (particularly for agriculture, livestock and agro-processing), housing and home improvement loans for private households (including housing energy efficiency loans)
<b>Target Financial Intermediaries</b>	Commercial banks, microfinance institutions and non-bank financial institutions located in the target region
<b>Financial Instruments</b>	Medium to long-term senior loans, subordinated loans, term deposits, subscriptions to bond issues, certificates of deposit, syndicated loans, stand-by-letters of credit, guarantees, equity / quasi-equity participations
<b>Non-Financial Services</b>	Through the EFSE Development Facility: technical assistance for capacity building of partner lending institutions to increase outreach of finance for MSEs and private households

## EFSE PERFORMANCE OVERALL (as at 30 September 2011)

<b>Outstanding Amount Invested in Partner Lending Institutions</b> EUR 679.3 million		<b>Outstanding Amount of Loans Facilitated for MSEs and Private Households</b> EUR 551.8 million	
<b>Number of Active End-Borrowers</b> 106,331	<b>Average Size of Loans for MSEs and Private Households Facilitated</b> EUR 5,190	<b>Loans for MSEs Facilitated below EUR 10,000</b> 75%	
<b>Cumulative Amount of Investments in Partner Lending Institutions</b> <i>since inception in December 2005</i> EUR 1,082.6 million	<b>Cumulative Amount of Loans to MSEs and Private Households Facilitated</b> <i>since inception in December 2005</i> EUR 1.7 billion	<b>Cumulative Number of Loans Facilitated for MSEs and Private Households Facilitated</b> <i>since inception in December 2005</i> 291,457	
<p style="text-align: center;"><b>EFSE Development Facility</b></p> <ul style="list-style-type: none"> <li>▪ <b>Total Project Volume</b> EUR 6.4 million</li> <li>▪ <b>Number of Approved Projects</b> 154, including 26 studies</li> <li>▪ <b>Number of Institutions Supported</b> 27 microcredit organisations and microfinance banks, 15 commercial banks</li> <li>▪ <b>Beneficiaries</b> Approximately 3,250 staff members of partner lending institutions, incl. 45% female</li> <li>▪ <b>Support Areas</b> Institution building, responsible finance, strategy development and transformation, product development &amp; down-scaling, financial risk management, credit risk &amp; delinquency management, asset-liability-management, efficiency management, management accounting, internal audit &amp; internal controls, sales &amp; marketing and management information system</li> </ul>			

For additional information, please visit: [www.efse.lu](http://www.efse.lu)

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