

## AT A GLANCE

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<b>CORPORATE INFORMATION</b>	Public-Private Partnership involving donor agencies, international finance institutions and private institutional investors Specialised Investment Fund
<b>DOMICILE</b>	Luxembourg
<b>INCEPTION</b>	December 2005
<b>INITIATOR AND LEAD INVESTOR</b>	KfW
<b>FUND MANAGER</b>	Oppenheim Asset Management Services S.à 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 Neighbourhood Region of the European Union through the sustainable provision of additional development finance, notably to micro and small enterprises and to low-income private households, via qualified financial institutions. In pursuing its development mission, the EFSE observes the principles of sustainability and additionality, combining development and market orientation.
<b>TARGET REGION</b>	Southeast Europe and the European Eastern Neighbourhood Region of the European Union: 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
<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

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PERFORMANCE AS OF Q3/2015

Outstanding amount invested  
in partner lending institutions

EUR 895.0 million

Outstanding amount of loans  
facilitated for MSEs and private  
households

EUR 876.8 million

Number of active  
end-borrowers

153,666

Average size of loans for MSEs and  
private households facilitated

EUR 5,706

Loans for MSEs facilitated below  
EUR 20,000

92%

Cumulative amount of investments  
approved to partner lending  
institutions\*

EUR 2.0 billion

Cumulative amount of loans to  
MSEs and private households  
facilitated\*

EUR 4.8 billion

Cumulative number of loans for  
MSEs and private households  
facilitated\*

690,307

\* Since inception in December 2005

DEVELOPMENT FACILITY  
SINCE INCEPTION IN 2006

Total project volume	EUR 12.6 million
Number of approved projects	279, including 42 studies
Number of institutions supported	33 microcredit organisations and microfinance banks, 28 commercial banks and 19 prospective partner lending institutions and sector institutions
Beneficiaries	Approx. 8,700 staff members of partner lending institutions
Support areas	Institution building, responsible finance, strategy development and transformation, product development & down-scaling, financial risk management, credit risk & delinquency management, asset-liability-management, efficiency management, management accounting, internal audit & internal controls, sales & marketing and management information system

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