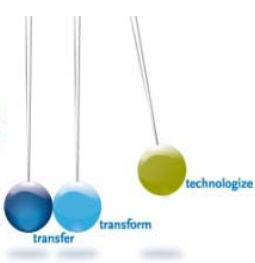


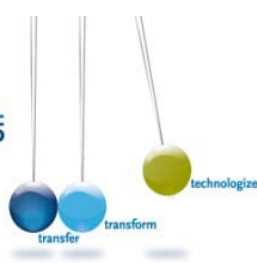
Press Conference EFSE Annual Meeting

Monika Beck, Chairperson of the Board
Berlin, 18 November 2015



Driving Development Finance - 10 Years on Fostering economic development in SEE and the ENR

- Covering 16 countries in Southeast Europe and the European Eastern Neighbourhood region
- Role-model for public-private partnerships in development finance leveraging scarce public funding with private investments; received various honors such as the G20 SME Award, the Luxembourg Fund Award or a aaaaa-ROM-Rating from the EU
- One of the largest microfinance funds worldwide with EUR 1.04 billion Assets under Management
- Deeply rooted in local realities through 69 local partner lending institutions, the Advisory Group and 10 local offices in the target region
- Working in tandem with the EFSE Development Facility, which provides individual technical assistance, sector technical assistance and applied research



A Public-Private Partnership With First-Class Stakeholders

Donor Agencies



European Investment Fund
and KfW as Trustees for the
European Commission



Federal Ministry
for Economic Cooperation
and Development



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Direktion für Entwicklung und Zusammenarbeit DEZA
Direction du développement et de la coopération DDC
Direzione dello sviluppo e della cooperazione DSC
Dirección da sivilup e da cooperaziun DSC



AUSTRIAN
DEVELOPMENT
COOPERATION



International Financial Institutions



International
Finance Corporation
WORLD BANK GROUP



Entrepreneurial
Development
Bank



European Bank
for Reconstruction and Development



European
Investment
Bank



Oesterreichische
Entwicklungsbank AG

Private Institutional Investors

SAL. OPPENHEIM

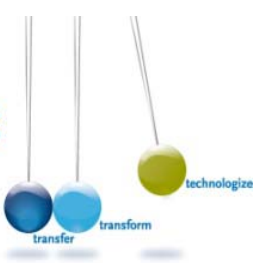


Versorgungsfonds des
Ministeriums der
Finanzen Land
Brandenburg

The fund's other private investors participate via

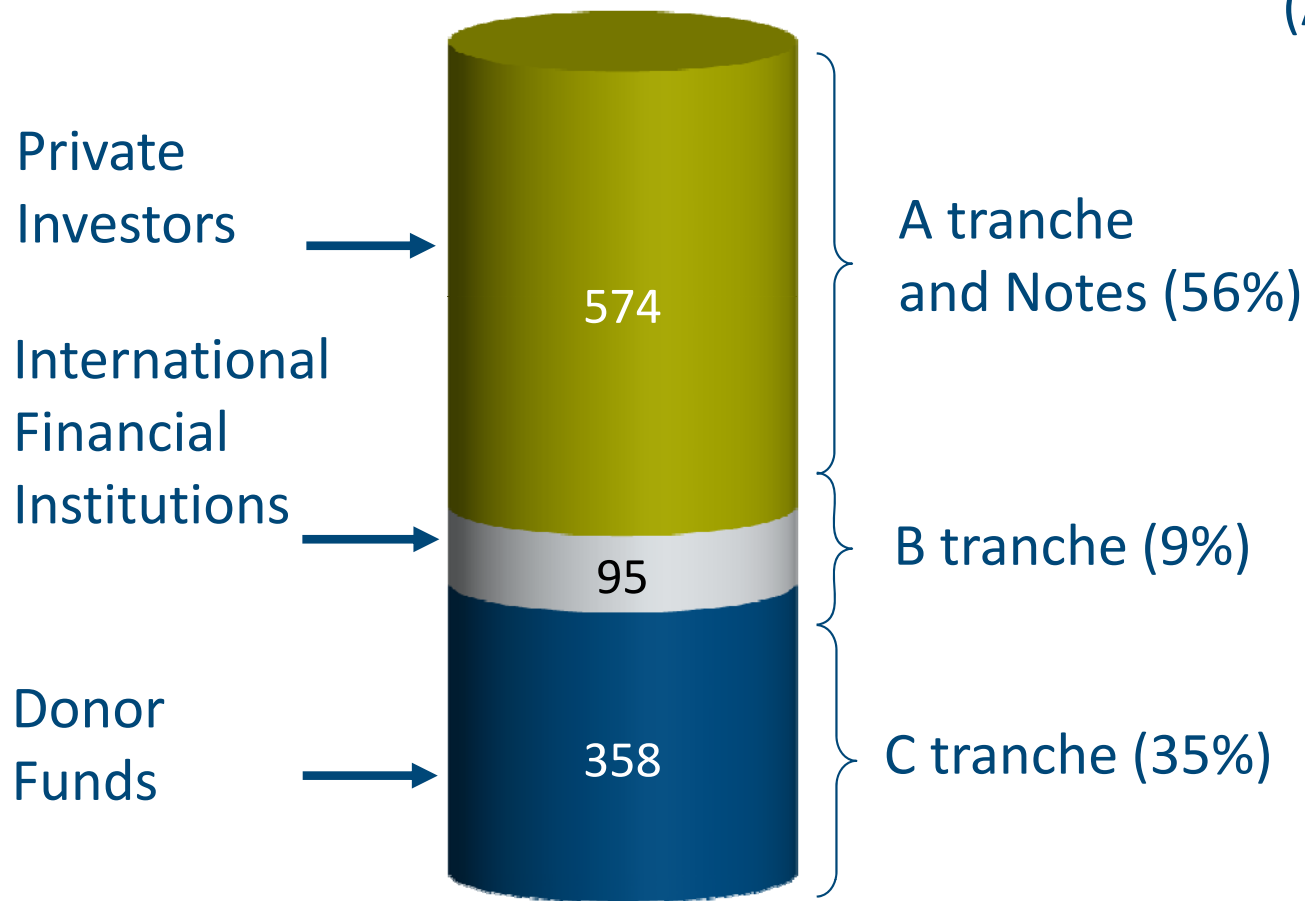


SAL. OPPENHEIM



EFSE's Tiered Structure Allows to Attract Private Investors

Subscribed funding*

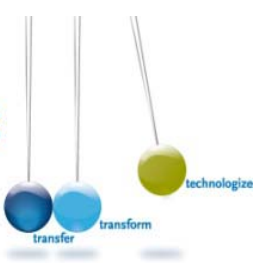


Total: EUR 1.03 billion

Leverage
(A tranches/B tranches/Notes)

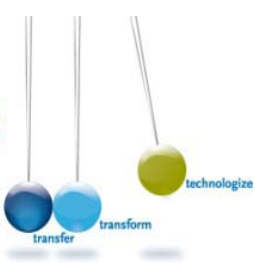


Protection
(C tranches)



Structure & Organisation of EFSE



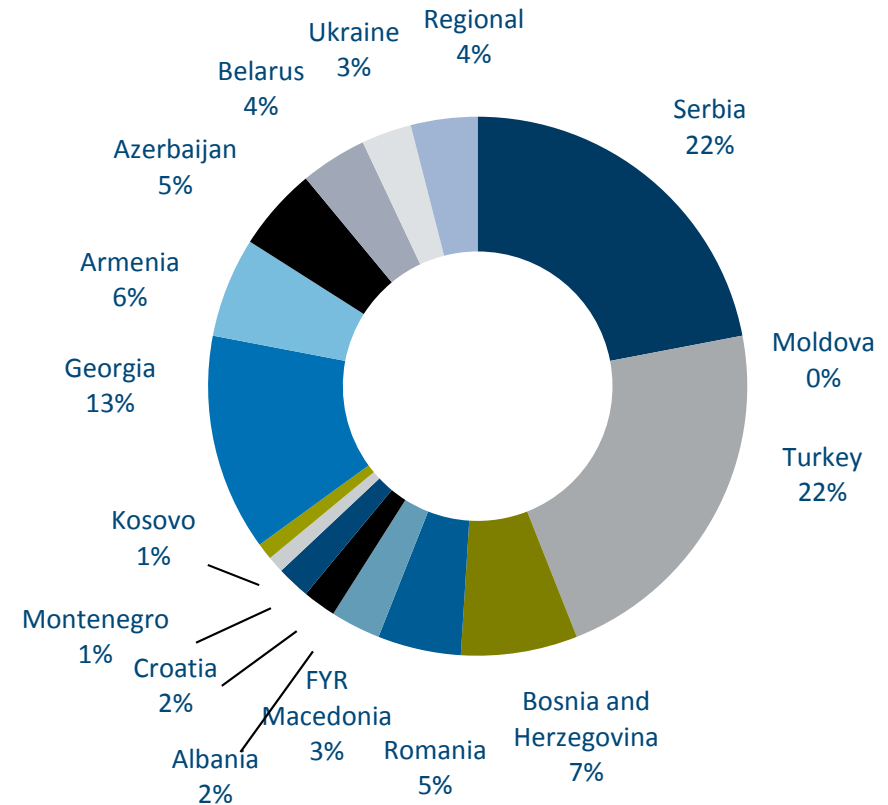


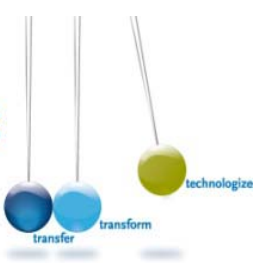
The Investment Perspective

Partnering with local stakeholders

- Serbia and Bosnia and Herzegovina have been the strongest portfolios during the last 10 years
- Turkey is – although entering the EFSE only in 2011 – is the portfolio with the strongest growth

Investment Portfolio per Country

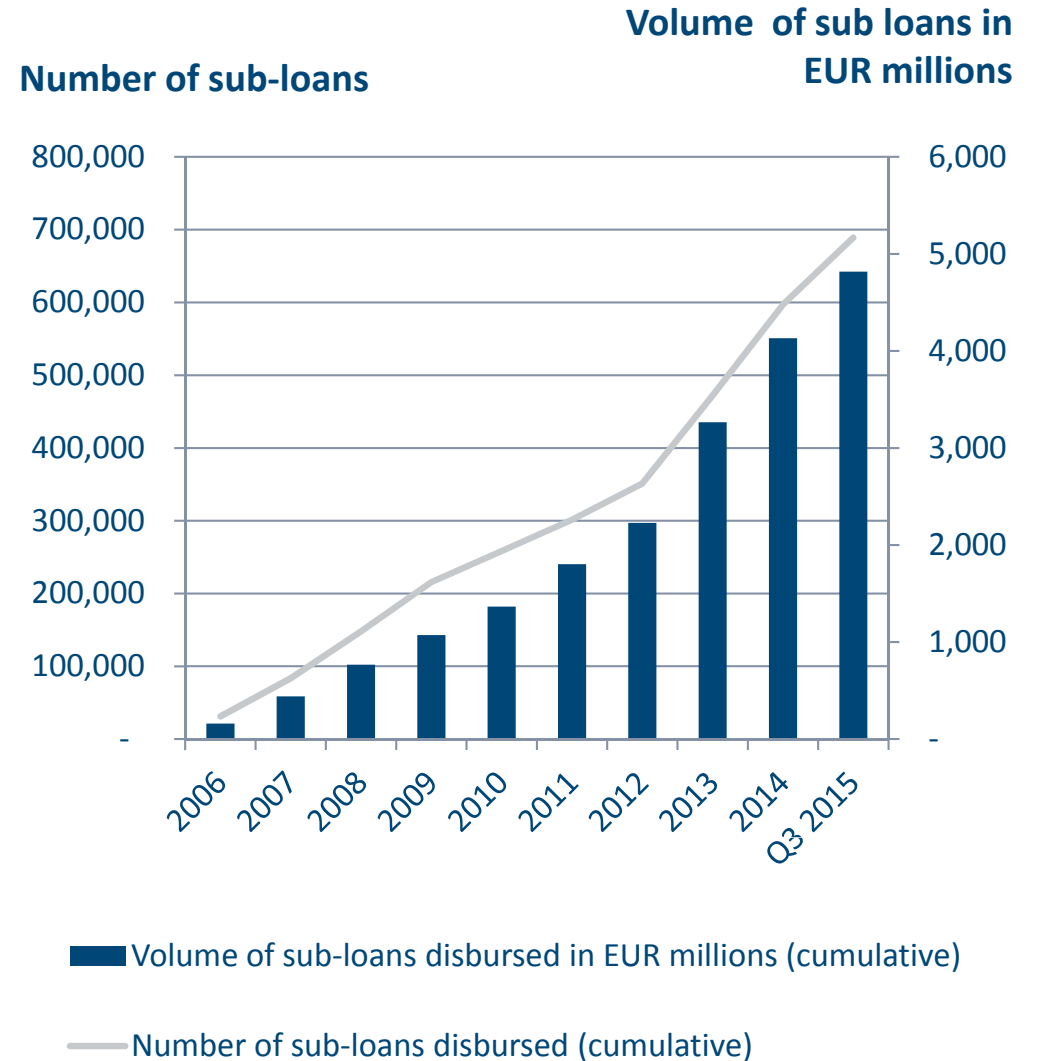




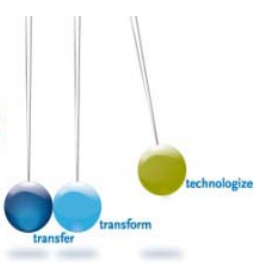
The Development Perspective

Creating impact

- Since inception EUR 4.8 billion disbursed in 688,871 sub-loans with an average volume of EUR 6,994
- Almost 600,000 jobs created since inception
- 20% of the loans are on-lent to private households, while 80% finance micro and small enterprises
- 32% of loans are currently on-lent to agricultural producers



All figures as of Q3 2015



The Technical Assistance Perspective

Helping to build up sustainable financial systems

- 279 projects approved since inception with a volume of EUR 12.6 million
- Approx. 8,700 staff members of partner lending institutions trained
- 32% average cost share taken by our Partner Lending Institutions per capacity building project
- 42 studies conducted



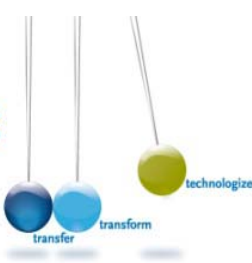
Supporting trainings for schoolchildren and teachers in Moldova

Small and medium enterprises report – Croatia 2014



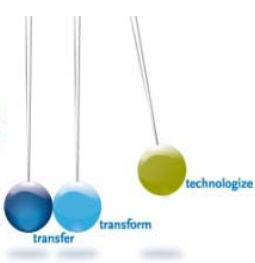
Macedonian version of brochure on risks of mortgage loans





Highlights 2015

- EUR 126.7 million so far disbursed to partner lending institutions in 2015
- EUR ... million disbursed to micro and small enterprises in 2015
- German Ministry for Economic Development and Cooperation BMZ provided an additional EUR 15 Million of additional funding to the EFSE to refinance local currency loans to Ukrainian micro, small and medium enterprises
- 27 new projects with a volume of more than EUR 1.6 million approved in the EFSE Development Facility including projects on youth unemployment
- EFSE DF supported refugees in Serbia and Macedonia in partnership with ProCredit Holding



Thank you for your attention!

