

ALPHAMUNDI GROUP

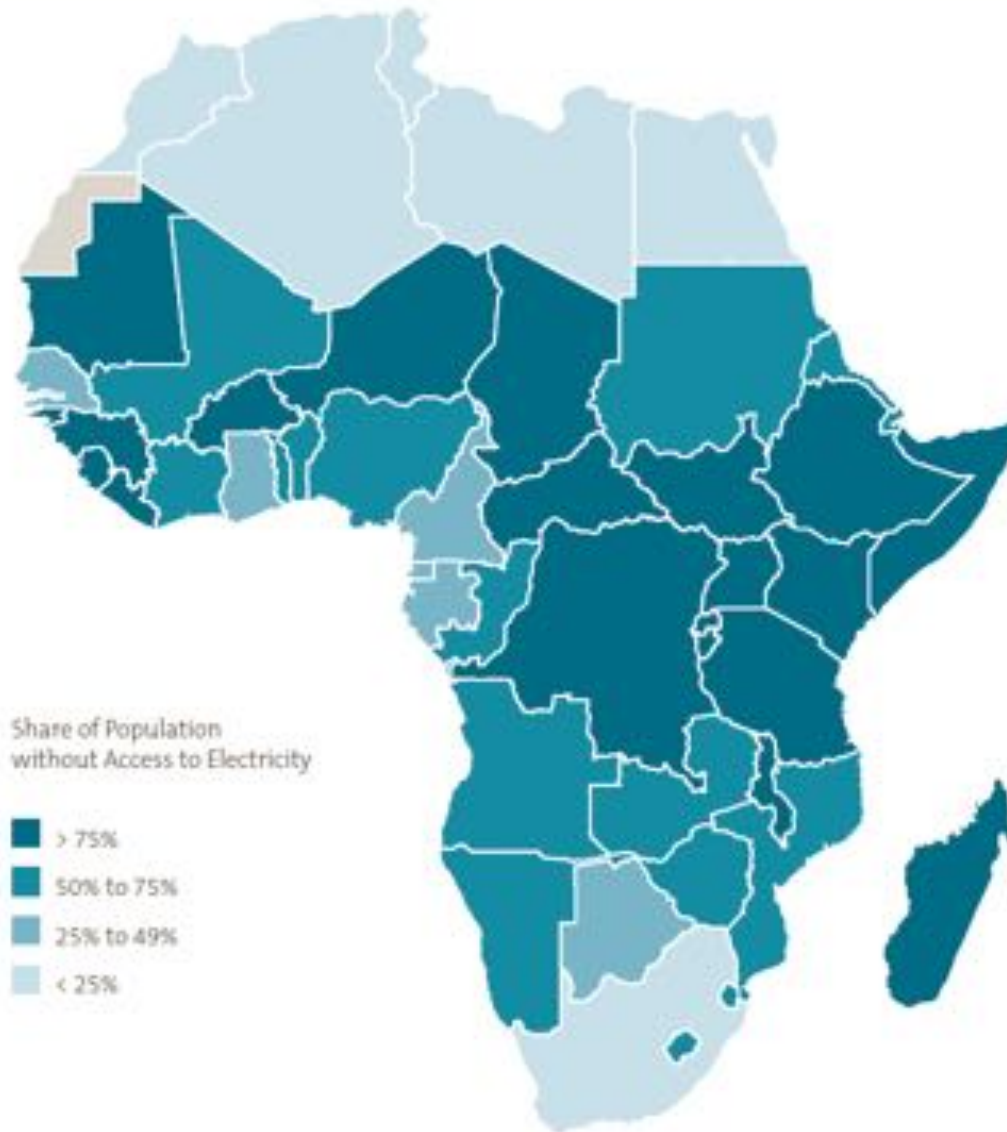
SDG Financing Partnerships Public Sector Guarantees for Private Loans

Zurich, 16 January 2018



SAMPLE GLOBAL CHALLENGE

Figure 1 Over 620 Million People Lack Access to Electricity in Africa



Sub-Saharan Africa

Access to Electricity:

- Urban 63%
- **Rural 19%**
- Average 43%

Source: IEA 2016

Population 950M

- Youth 24yo- 62%
- **Rural 62%, +60% by 2050**
- 1990 3 farmers/1 urban
2020 1 farmer/2 urban

Social value > "Blended" social & financial value > Financial value

Charities		Sustainable Social Enterprises				Profit-maximising Businesses		
Grants only: No trading, includes traditional philanthropy	Majority grants & some trading revenues	Potentially sustaina- ble social enterprise (>75 percent in trading revenues)	Breakeven: all income from trading revenues	Profitable sustainable social enter- prise: surplus reinvested (no loss, no dividends)	Profitable social enterprise: surplus profit distribution	Responsible business (consider ESG, value chain restructuring)	Strategic social investment (percent of profits allocated to CSR / CSI)	Mainstream Market Company

Adapted from: John Kingston, CAF Venturesome by Pieter Oostlander, Shaerpa & EVPA (2010) & Principles for Social Investment Secretariat and United Nations Global Compact (2012) Foundations of Social Investment www.unglobalcompact.org

Annual Donations:

- OECD State Dev. Aid
USD 140B
- Private Philanthropy
USD 500B

Sustainable Investing:

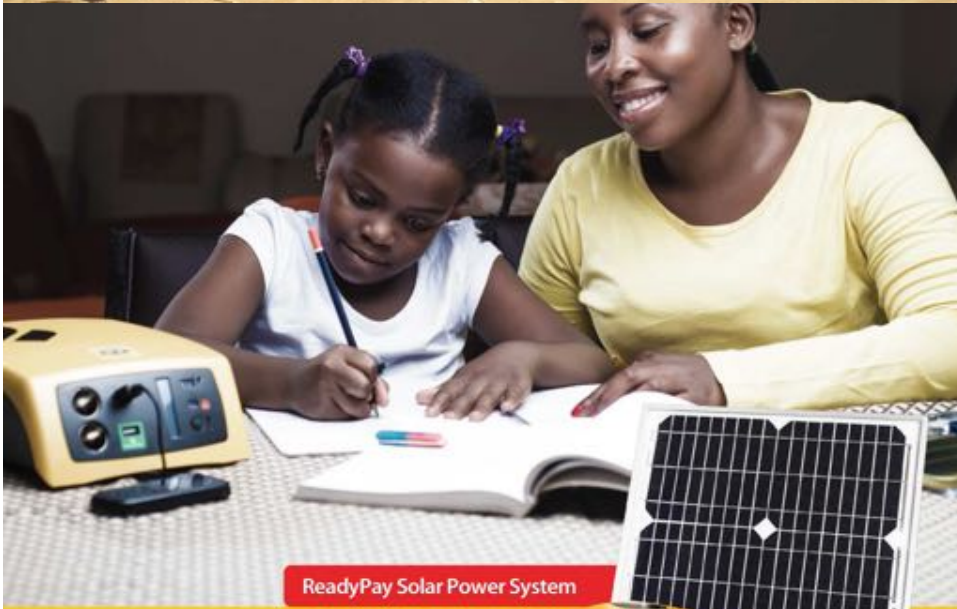
- SRI-ESG
USD 12.9T
- Impact Investing
USD 114B
2/3 market-rate
- Annual Gap USD 2.5T
till 2030

Capital Markets:

- Private Wealth
USD 250T
- SDG Opportunity:
+USD 12T
+380M Jobs

The purpose of the guarantee is to incentivise AlphaMundi to provide loans to SMEs operating in the household technology sector in Emerging Markets.

Key Terms	
Guarantors	USAID (20%), SIDA (30%)
Guarantee Amount	USD 20,000,000
Guarantee Payout Ceiling	USD 10,000,000
Coverage Expiration	September 2022
Origination Fee	0.50% (USD 43,750)
Utilization Fee	0.75% per annum of the average outstanding principal amount
Claims / Payout	50% of AlphaMundi's net losses of principal only, not to exceed the Guarantee Ceiling



ReadyPay Solar Power System

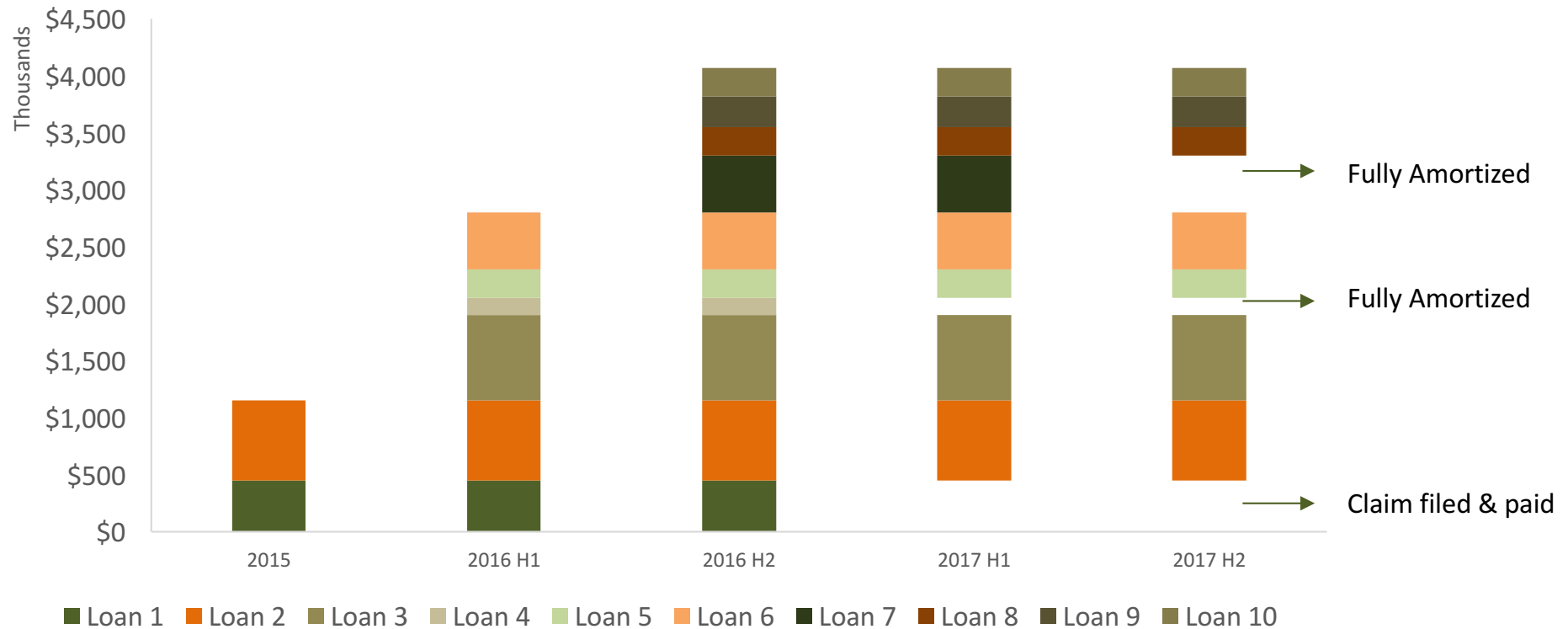
Affordable Solar
Power from **\$0.25 a day.**

FENIX INTERNATIONAL

- USD 2M in grants from USAID, AECF, CGAP, UNCDF
- 140,000 clients
- 560,000 beneficiaries
- CO2 reduction of 75K MT
- Investment IRR 13% per year since 2012
- 2018.Q1: acquisition by ENGIE (former GDF Suez), largest independent producer of energy, in 70 countries, a EUR 36B giant dedicated to the transition to a low-carbon economy



Cumulative Loans under Guarantee

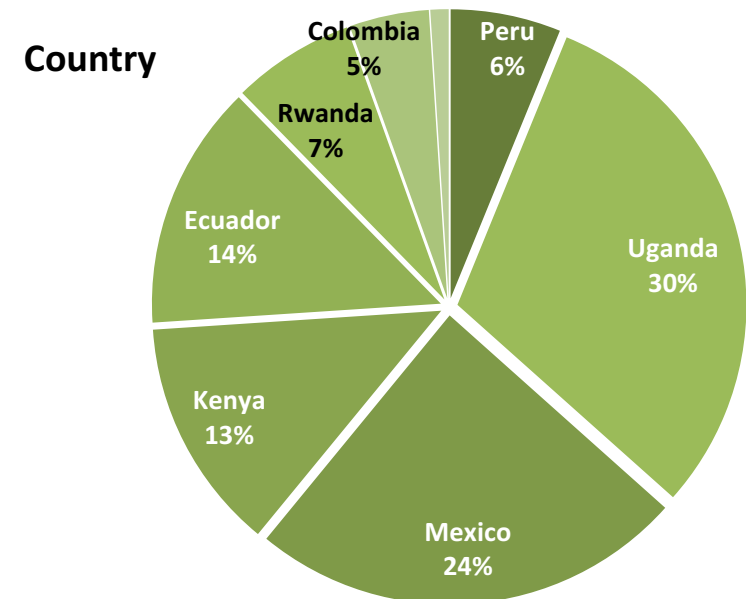
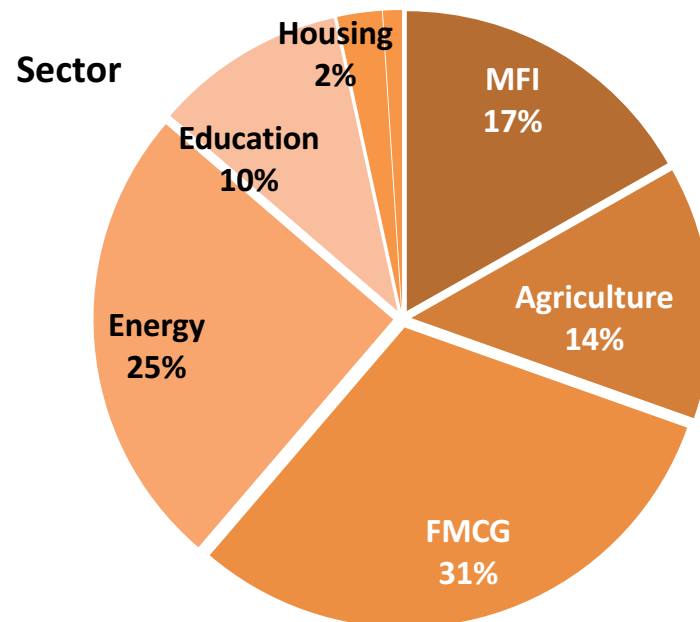


- Cumulative Usage: USD 4,070,000 for 7 companies and 10 loans
- Current Usage: USD 2,999,860 for 5 companies and 7 loans



USD 35M invested over 8 years in 30 social businesses

- Currently 14 portfolio companies selling in 30+ countries
- 90% debt, 10% minority equity stakes
- 30% of loans are collateralised
- Annual return 3% at fund level, 10% at co-investment level
- Catalytic: building market leaders





20% Profits to the AlphaMundi Foundation

2nd best Emerging Market impact fund GIIRS 2016

Best-for-the-World Fund 2017

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