

About Finance in Motion

Investing in Development – introduction and overview

March 2023

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Finance in Motion – A Leading Impact Asset Manager

We are delivering on the green agenda and our strategic focus is on ambitious growth in green topics

Full Service AIFM	<p>A bench of seasoned product teams offers all relevant services in-house and have deep origination experience to source investments via multiple channels. Licensed AIFM supervised by the German regulator (BaFin) with a strong footprint in Luxembourg. The company is majority-owned by its management and staff. Company is fully gender balanced, including senior management</p>
Leading Impact Practice	<p>Leader in emerging market impact funds currently managing close to €3.1 billion in assets across nine funds, all article 9 SFDR compliant. FiM has over a decade of experience in origination and generation of new impact assets across all asset classes and geographies, including successfully launching, managing and funding private equity funds (SANAD ESF I & ESF II, Arbaro)</p>
Track Record in Creating Impact Assets	<p>Proven track-record in setting-up structured funds across multiple asset classes, geographies and environmental themes since the founding of the company in 2009</p> <ul style="list-style-type: none"> • 930+ impact investments totalling over €7bn in 40+ countries with €1bn transactions originated annually • Strong ability to attract capital due to extraordinarily low realized losses • 1,100+ MW renewable energy project investments • 950+ MW solar PV and onshore wind project investments in Balkans, Turkey, MENA and Caucasus
Focus on Impact Management and Measurement	<p>Impact management in alignment with international standards providing quantifiable impact results</p> <div>      </div>

Finance in Motion in snapshot

As an introduction



3.4 bn €

in assets under management¹

9

funds advised/
managed

280+

staff members and more than
50 nationalities in 16 offices
in Europe, Africa and Latin America

270

Investee companies in 38 countries

We are independent,
majority-owned by **management**.

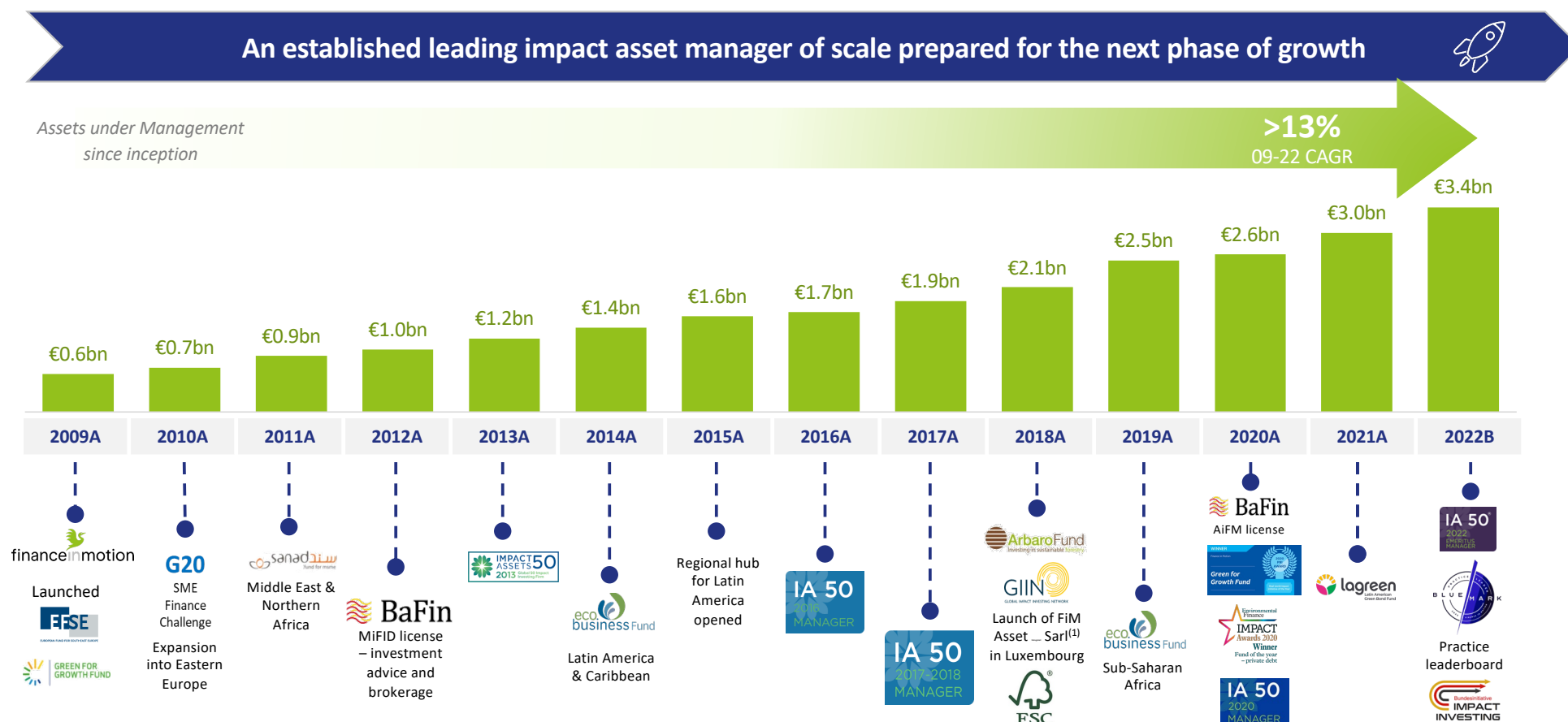
We specialize in **green and social impact in emerging markets**,
both in the private and public **debt**
as well as in the private **equity**
sphere.

Our funds are primarily **Art. 9 Funds**
according to the **Sustainable Finance Disclosure Regulation**.

Source: Finance in Motion | Note: All figures as of Q4/2022; past performance is not a reliable indicator of future results

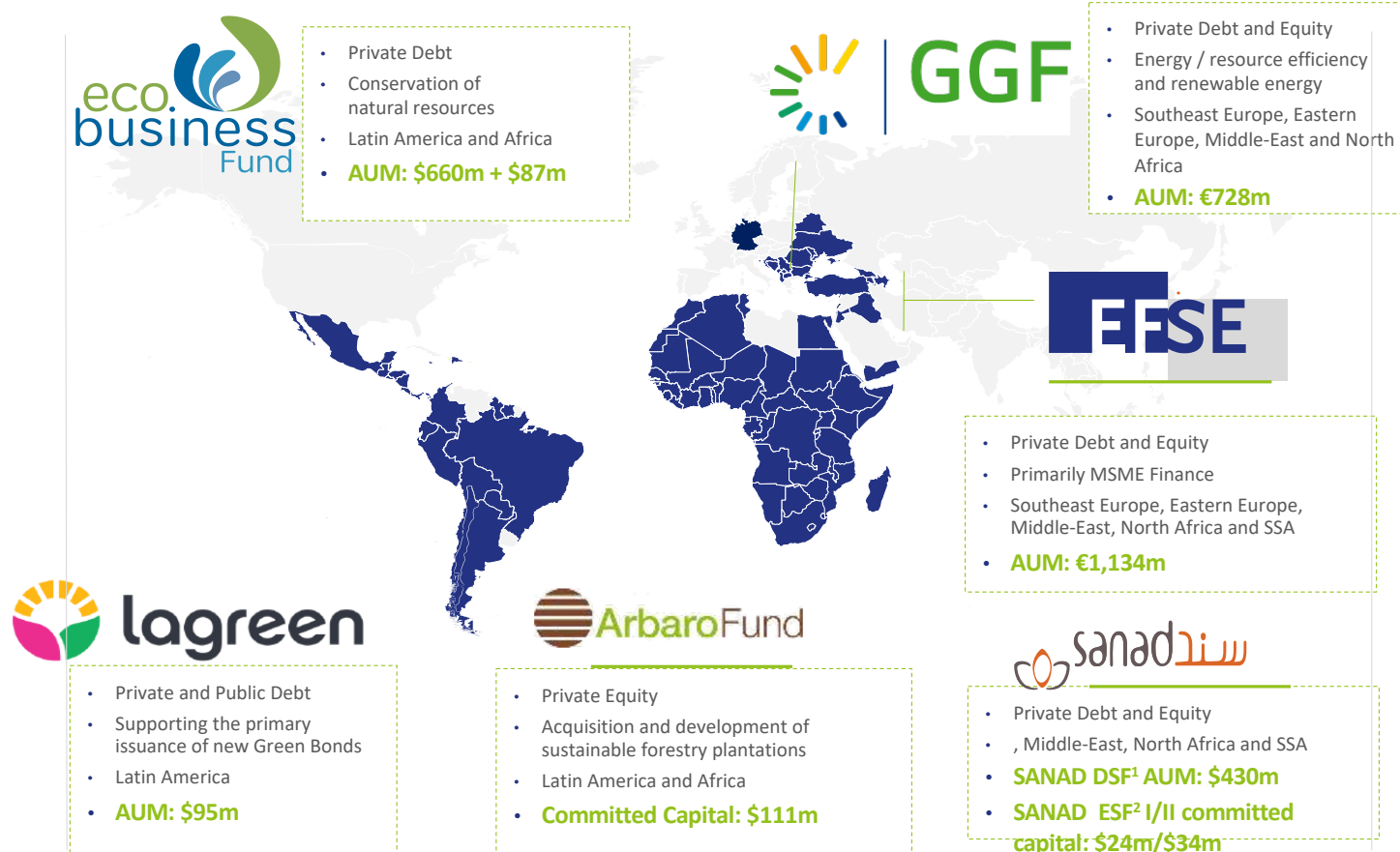
¹ Including assets of funds advised by Finance in Motion

Our growthpath



(1) Registered AIFM with Commission de Surveillance du Secteur Financier (CSSF).

Funds – Overview Where We Operate



Deal Flow

- Asset origination capabilities across instruments
- €1bn transactions originated annually
- Strong syndication capacity based on DFI track record
- 1,200+ technical assistance projects delivered

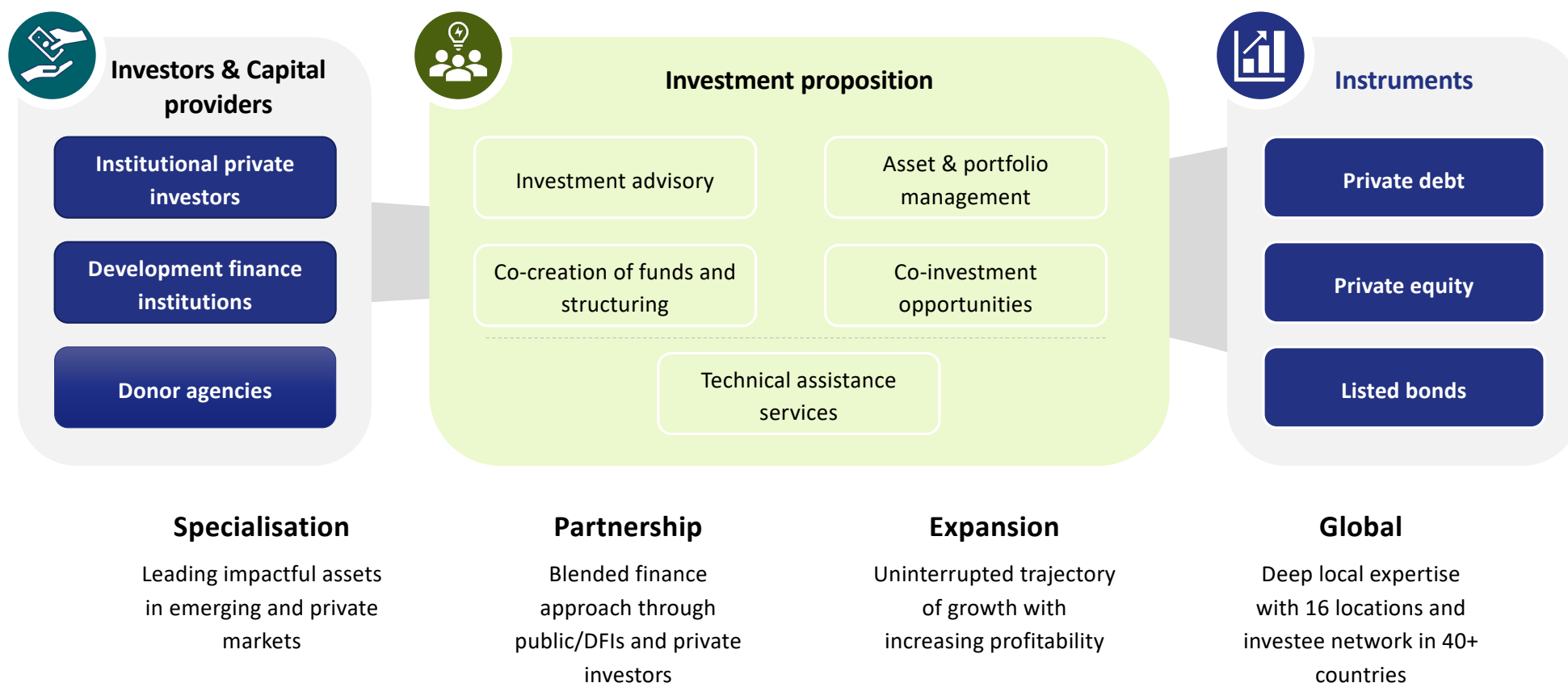
Impact highlights (as of Q3/2022)

- 1,100,792 tCO₂/yr saved
- 4,227 GWh/yr saved

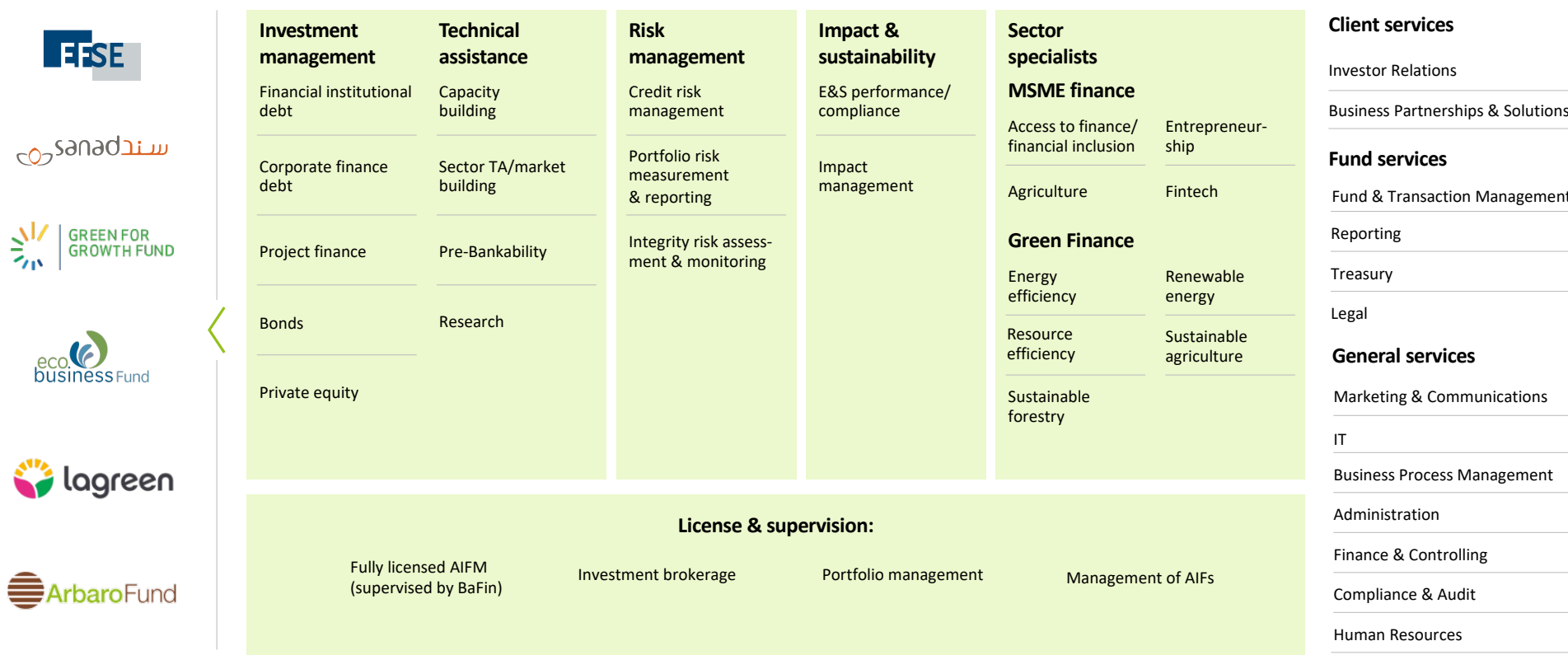
Impact highlights (as of Q2/2022)

- 23.5m tCO₂ stored
- 923.5k ha under sustainable management
- 4.8m m³ irrigation water saved




































Building a unique structure to serve clients

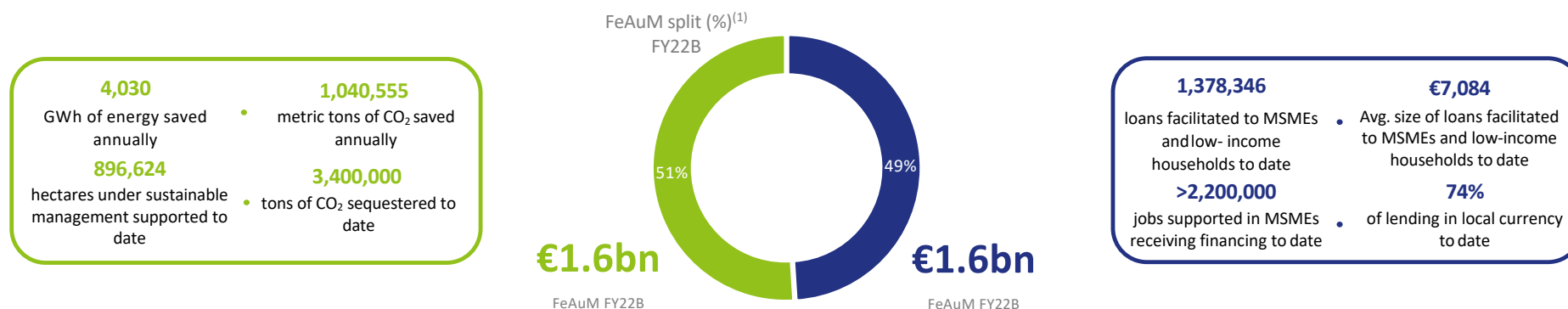


Using specialized teams and integrated processes to operate our business



Ensuring innovation and measuring impact

	Climate Action & the Green Economy						Economic Action	
	Decarbonization/ Energy & Resource Efficiency	Green Infrastructure	Renewable Energy	Sustainable Agriculture and Tourism	Sustainable Forestry	Water Solutions	Economic Growth/ Entrepreneurship	Financial Inclusion & Poverty Alleviation
Eastern Europe & Caucasus	 GREEN FOR GROWTH FUND	 GREEN FOR GROWTH FUND	 GREEN FOR GROWTH FUND			 GREEN FOR GROWTH FUND	  GREEN FOR GROWTH FUND	
Southeast Europe (incl. Turkey)	 GREEN FOR GROWTH FUND	 GREEN FOR GROWTH FUND	 GREEN FOR GROWTH FUND			 GREEN FOR GROWTH FUND	  GREEN FOR GROWTH FUND	
Middle East & North Africa	 GREEN FOR GROWTH FUND	 GREEN FOR GROWTH FUND	 GREEN FOR GROWTH FUND			 GREEN FOR GROWTH FUND	  GREEN FOR GROWTH FUND	
Sub-Saharan Africa							 	
Latin America & Caribbean	 			 				



(1) Fee earning Assets under Management

A Holistic Approach to Impact Management

EICEEF aligned with Sustainable Development Goals/Paris Agreement

- Our approach to managing impact and sustainability builds on a holistic system that combines **managing and mitigating potential negative outcomes** with **enhancing positive impact**
- In its approach to managing impact and sustainability, EICEEF would work towards **key international targets**, particularly the Sustainable Development Goals and the Paris Agreement and align with **international standards and good practices**. These include the Operating Principles for Impact Management, the IFC Performance Standards, the eight core conventions of the International Labour Organization, the International Bill of Human Rights, and key (EU) sustainable finance regulations. The Fund will also seek alignment with voluntary sustainable initiatives, such as PCAF and the science-based target initiative
- **EICEEF's impact management system** would benefit from Finance in Motion's extensive expertise in designing and implementing impact management systems
- EICEEF would be classified as **Article 9 under the Sustainable Finance Disclosure Regulation**. Complying with the extensive requirements for Art. 9 funds will be facilitated by Finance in Motion's extensive experience and expertise – all funds under Finance in Motion's advisory and management are classified as Art. 9 funds



Positive Impact
Management
= DO GOOD



E&S
Management
= DO NO/LESS HARM

Impact management in line with Impact Principles

Verify



Report



Commit



For our Disclosure Statements and Independent Verification
for the Impact Principles by BlueMark at our website:
<https://www.finance-in-motion.com/publications>

Impact Principles		BlueMark Rating – Low – Moderate – High – Advanced –
Strategic Intent	1. Define Strategic objectives consistent with the investment strategy	
	2. Manage strategic impact on a portfolio basis	
Organization and Structuring	3. Establish Manager's contribution to the achievement of impact	
	4. Assess the expected impact of each investment, based on a systematic approach	
	5. Assess, address, monitor and manage potential negative impacts of each investment	
Portfolio Management	6. Monitor the progress of each investment in achieving impact against expectations and respond appropriately	
	7. Conduct exits considering the effect on sustained impact	
Impact at Exit	8. Review, document and improve decisions and processes based on the achievement of impact and lessons learned	
Independent Verification		
9. Publicly disclose alignment with the Principles and provide regular independent verification of the alignment		

Striving for long term partnerships with trusted investors

“...[FiM] is definitely a market leader in impact funds out there, (...) they are differentiated in that they are a **very sophisticated impact manager**; they are very professional and the whole set-up is very professional (...). I think having people on the ground is a **competitive advantage** and, from what we see of how well-established these people are in these markets, we think that is very good. So yes, we think they are well-positioned there (...). I would say their key strengths are their professionalism, the sophisticated organisational set-up, and how they work together, and then **the track record they have.**”



“Finance in Motion is the leading impact asset manager in the German-speaking region (...). The strengths are the unique set-up, their banking heritage, their higher authenticity in that field, and the pioneer gains they have as early movers and being the first – having [developed] difficult structures together with public investors. Those are the big pluses (...). What gave my colleagues a high comfort level is that these guys know what they are talking about.”



“They are really breathing impact and having this in their DNA. They are certainly doing a good job in my experience”



“Setting up these public-private partnership funds gives Finance in Motion a very good risk-return relationship”



“Finance in Motion is a very solid, diligent company with a very strong impact culture”



Building a unique public and private investor base

Donor agencies



Development finance institutions



Private institutional investors



FiM Footprint in Europe

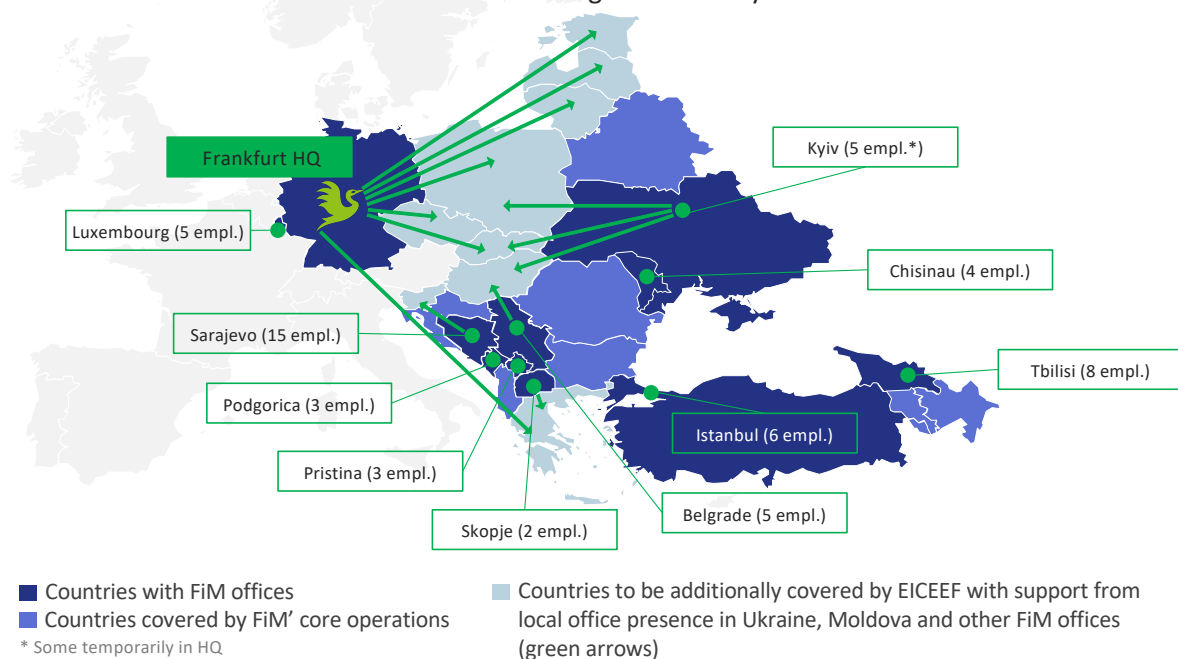
Connecting capital with regional expertise in pure impact investing draws on broad European footprint

294

staff members globally and more than 50 nationalities

243

employees in Europe, including Georgia and Turkey



Responsibility

Impact management in alignment with best-practice standards



Credibility

Long-term partnerships and active memberships with key industry networks



Excellence

Acknowledged by labels and organizations



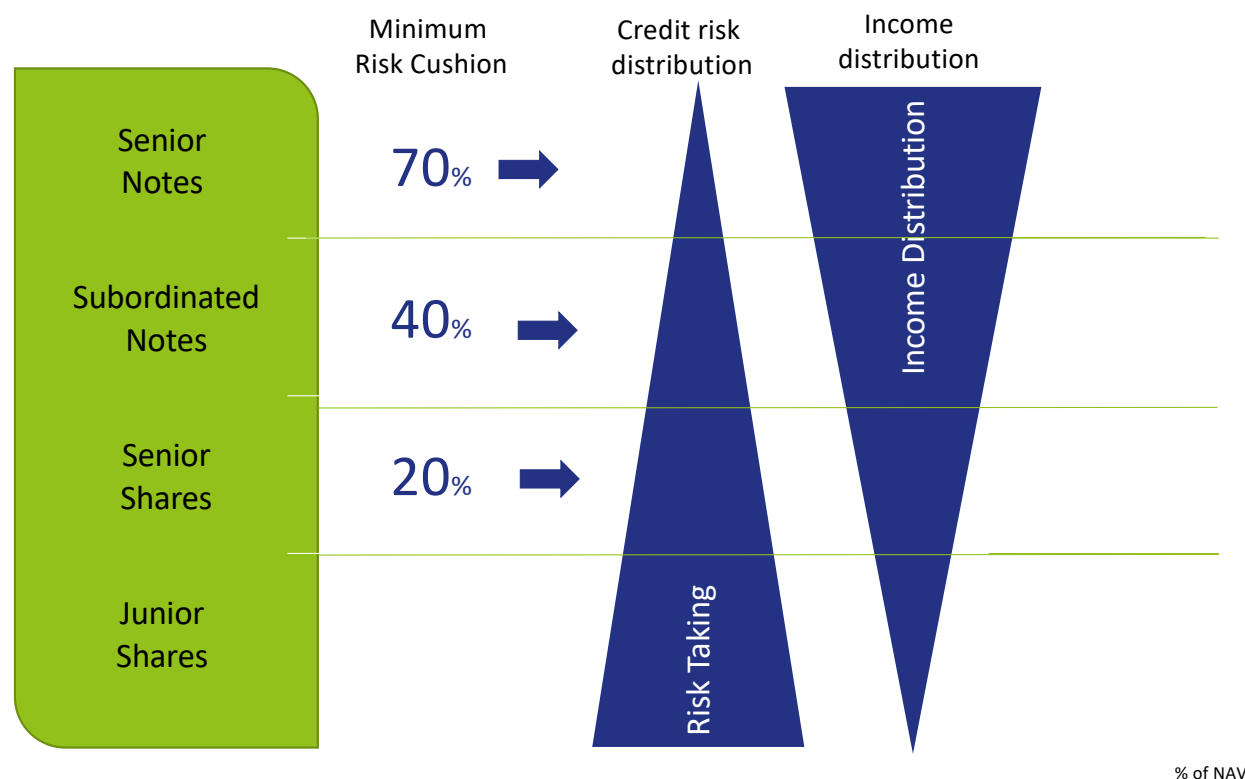
Finance in Motion Partner Institutions in CEE/SEE Region

Long-standing relationships with local financing institutions enhances debt raising capabilities



Bringing public and private investors together

Blended finance funds support private investors by de-risking the credit portfolio risk



**Tiered
Fund structures**

**Designed
to tailor risk-return profile
for
public & private
investors**



For more information, please visit our website and request more information.

Strictly private and confidential | For professional investors only

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