



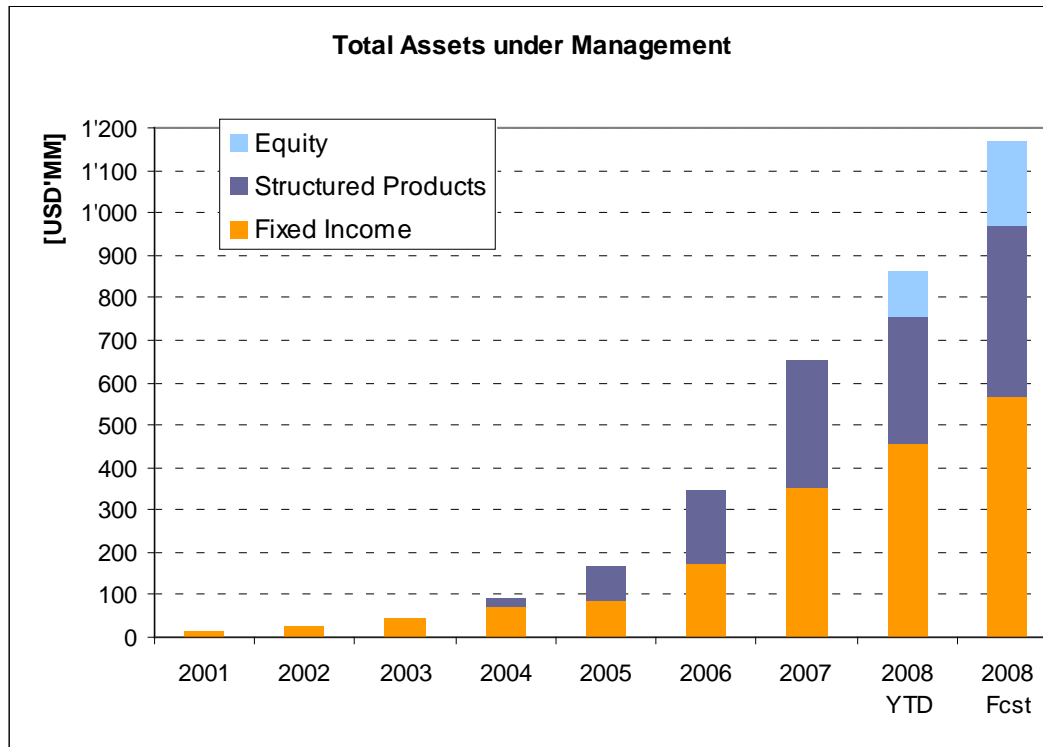
**BlueOrchard**<sup>®</sup>  
Microfinance Investment Managers

# BlueOrchard Private Equity Fund

World Microfinance Forum Geneva  
October 1, 2008



# BlueOrchard – World leader by AUM in Microfinance



**Our partners:** Dexia, Rothschild, BBVA, Standard Chartered, Deutsche Bank, Morgan Stanley

**Our investors:** private banking clients, institutional investors

**Our products:** a complete range of debt funds and CDOs, a private equity fund

**Our track record:** over 755 loans made, no defaults, attractive financial returns

**Our targets:** the top 300 microfinance institutions all over the world

**Our impact:** We serve over 150 MFI in 42 countries reaching over 7 million poor



# Investment vehicles managed by BlueOrchard

- **DEBT Funds:**

- Dexia Micro-Credit Fund: Senior Debt, fully hedged
- Saint-Honoré Microfinance fund: Senior Debt, Fund of funds + Tier 2, hard curr.
- BBVA Codespa Microfinanzas FIL: Senior Debt, Latam only, partially unhedged
- responsibility Global Microfinance Fund: Fund of funds + direct investments



- **PRIVATE EQUITY Fund:**

- The BlueOrchard Private Equity Fund: Direct stakes + inv. in Equity funds



- **CLOs:**

- BOMSI (USD 87mm)
- BOLD 2006 (USD 100mm)
- BOLD 2007 (USD 111mm) rated by S&P
  - *Financial Times Award 2008 !*



# BlueOrchard Private equity - The investment strategy

- Global allocation; variety of instruments
- A carefully crafted mix of MFI sizes, some fund of funds investments
  - Leading MFI, consolidation, regional holdings
  - Transforming NGOs
  - Greenfield in specific markets
  - Fund of funds – partnerships, local knowledge and co-investments
- Significant minority shareholder stakes with board seat
- Supportive approach with local stakeholders (employees, founders)
- Exit when attractive opportunities (essentially trade sales and IPO)
- Net Targeted IRR of 20%
- Targeted assets : \$ 200 million; \$110 million existing total commitments;
- \$ 40 million already deployed; very strong pipeline

# BlueOrchard Private Equity - fund summary term-sheet

- Luxembourg Special Investment Fund, limited partnership
- Closed ended, 10 years (possibility of 2 extensions of 1 year)
- Investment period, 5 years from final closing
- USD reference currency
- Annual NAV calculations
- Targeted IRR : 20%
- Management fee : 2,5% on commitments during investment period and 2% afterwards
- Carried interest of 20% (hurdle : 5%) and catch-up of 1.25%
- Additional costs as per prospectus – legal fees on operations
- Minimum investment : USD 250,000
- Targeted assets: USD 200 million
- 1st closing: Dec. 07 (USD 110 million raised to date)
- Final closing: Dec. 08 (with option for extension)
- Distribution policy – at exit / waterfall / Claw back
- Fund administration : Banque Privée Edmond de Rothschild Europe
- Auditors : Ernst & Young Luxembourg
- Legal adviser : Arendt & Medernach

# Contact

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