

Deutsche Bank Social Investments



Small investments
can deliver
profound returns..

Global Microfinance Investment Congress

Deutsche Bank & Social Investment

Vision

“To be the investment banker for social capital”

Deutsche Bank embraces social investing as a specialized investment banking business with the dual objective of social return and profitability

Mission

To be a catalytic leader in providing socially responsible lending, investing and philanthropic resources, acting as an agent of development and growth in distressed communities globally

Strategy

Use the Bank’s social financing expertise, investment banking skills, structuring capabilities, business resources and worldwide relationships to **create financial instruments** that benefit social enterprises, and in the process **transfer financial know-how** among both clients and investors

DB-Managed Fixed Income Microfinance Investment Vehicles

DB-Microcredit Development Fund

- ❑ First ever commercial-like microfinance fund
- ❑ Launched in partnership with DB Private Wealth Management in US and UK
- ❑ Facilitates linkages between MFIs and local Financial Institutions
- ❑ Seeks to “graduate” MFIs to commercial sustainability

DB Start-up Fund

- ❑ Funds early stage, commercially oriented MFIs
- ❑ Acts as catalyst to unlock local equity/stakeholder support
- ❑ Favors locations under-served by microfinance

Global Commercial Microfinance Consortium



FT

Financial Times
“2006 Sustainable Deal” finalist

- ❑ One of the largest microfinance funds of its kind
- ❑ Facilitates capital access for commercially focused MFIs in locally demanded currency
- ❑ Offers flexible, sophisticated financial instruments to microfinance industry
- ❑ Presents microfinance as an asset class to investors

First German Fund for Microfinance

- ❑ First-ever German microfinance fund
- ❑ Senior Notes rated BBB by Fitch
- ❑ Offers 100% subordinated debt funding for 7½ years

DB Microfinance Investment Vehicle Snapshot

	Total	Start-up Fund	DB-MDF	Global Commercial Microfinance Consortium	First German Fund for Microfinance
Portfolio Size	\$175MM	\$1MM	\$9MM	\$81MM	\$84MM
# Relationships	82	4	23	34	21
# Countries	39	4	16	21	15
# Defaults	2	0	2	0	0

Evolution of Investor Profile

