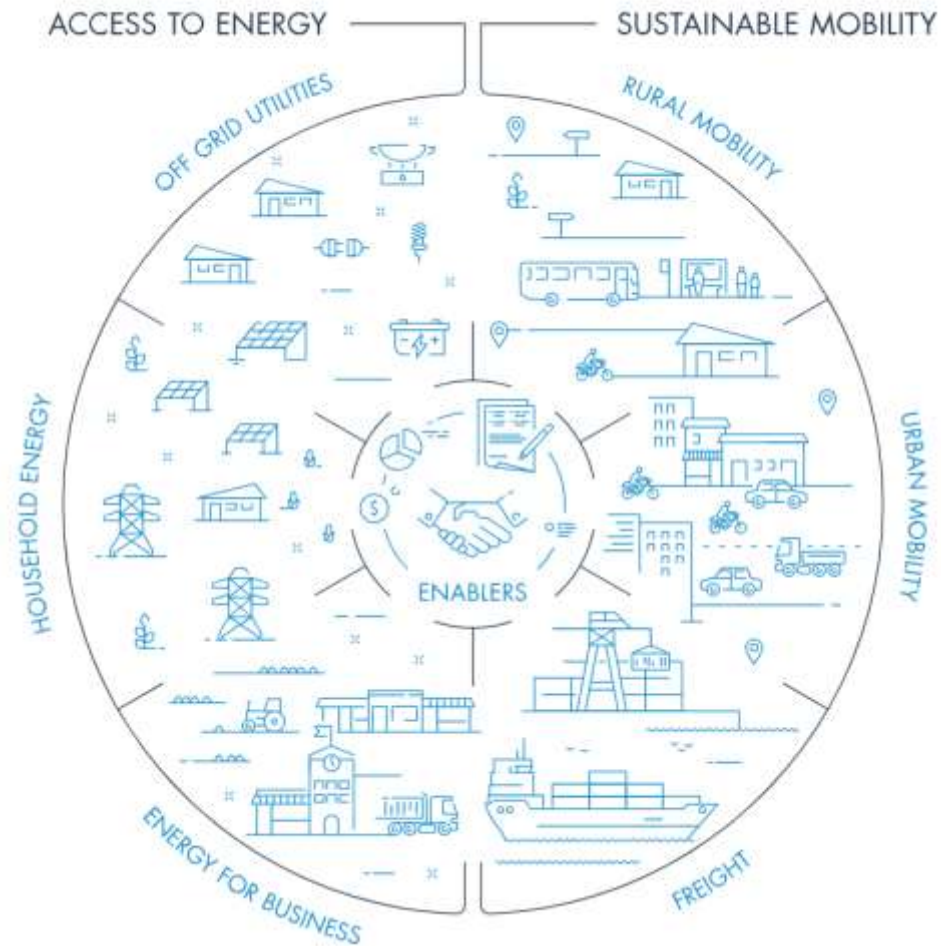


Our Portfolio

Who's in the room?

Growth Stage

- 12 Incubation
- 18 Pilot
- 21 Scaling Up
- 11 Int Expansion

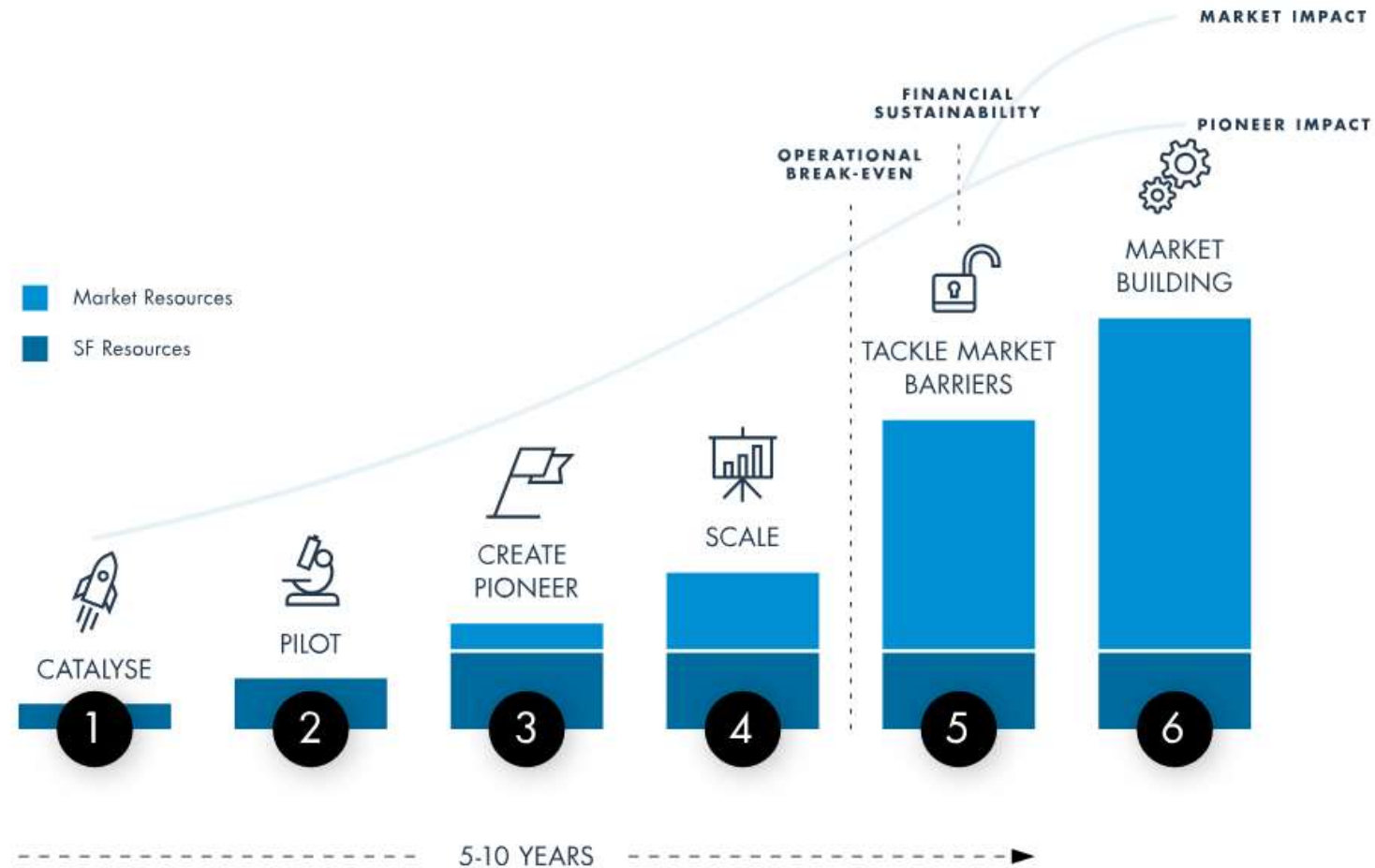


Geography

- 66% Africa
- 28% Asia
- 10% Latin America

Clarifying the Investment Pathway

- Early Lifting
- Prove Demand
- Value Chain Innovation
- Financial Innovation
- Human Capacity
- Market Infrastructure



B2C Social Enterprises (Access to Energy)

Household Energy					
Incubation	Pilot	Scaling	Expansion	\$150m	55% Debt 35% Equity 10% Grant
1		1	6		



Off-Grid Utilities					
Incubation	Pilot	Scaling	Expansion	\$40m	30% Debt 55% Equity 15% Grant
	1	4			



Energy for Business					
Incubation	Pilot	Scaling	Expansion	\$30m	25% Debt 50% Equity 25% Grant
2	4	3			

B2C Social Enterprises (Sustainable Mobility)

Rural Mobility					
Incubation	Pilot	Scaling	Expansion	\$9m	45% Debt 45% Equity 10% Grant
	2	1			



Urban Mobility					
Incubation	Pilot	Scaling	Expansion	\$17m	25% Debt 60% Equity 15% Grant
2	3	2			



Market Enablers

Business to Business Enabler

Incubation	Pilot	Scaling	Expansion	\$10m	40% Debt 40% Equity 20% Grant
1	3	1			

Market Institutions

Incubation	Pilot	Scaling	Expansion	\$10m	100% Grant
5	1	1			

Access to Finance

Incubation	Pilot	Scaling	Expansion	\$350m	65% Debt 25% Equity 10% Grant
1	2	8	3		

