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# Performance of EBRD Private Equity Funds Portfolio

## Data to 31<sup>st</sup> December 2010

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**European Bank**  
for Reconstruction and Development



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# Portfolio Overview

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# EBRD in Private Equity

- EBRD's portfolio of funds: over 15 years of investing in the asset class
  - 133 funds
  - 88 fund managers
  - EUR 2.9 billion in commitments (USD 3.6 billion) to funds with capital of EUR 14.4 billion (USD 18.2 billion)
  - 1,163 underlying investments, up to 70% exited.
- Largest PE Fund investment program dedicated to the region\*

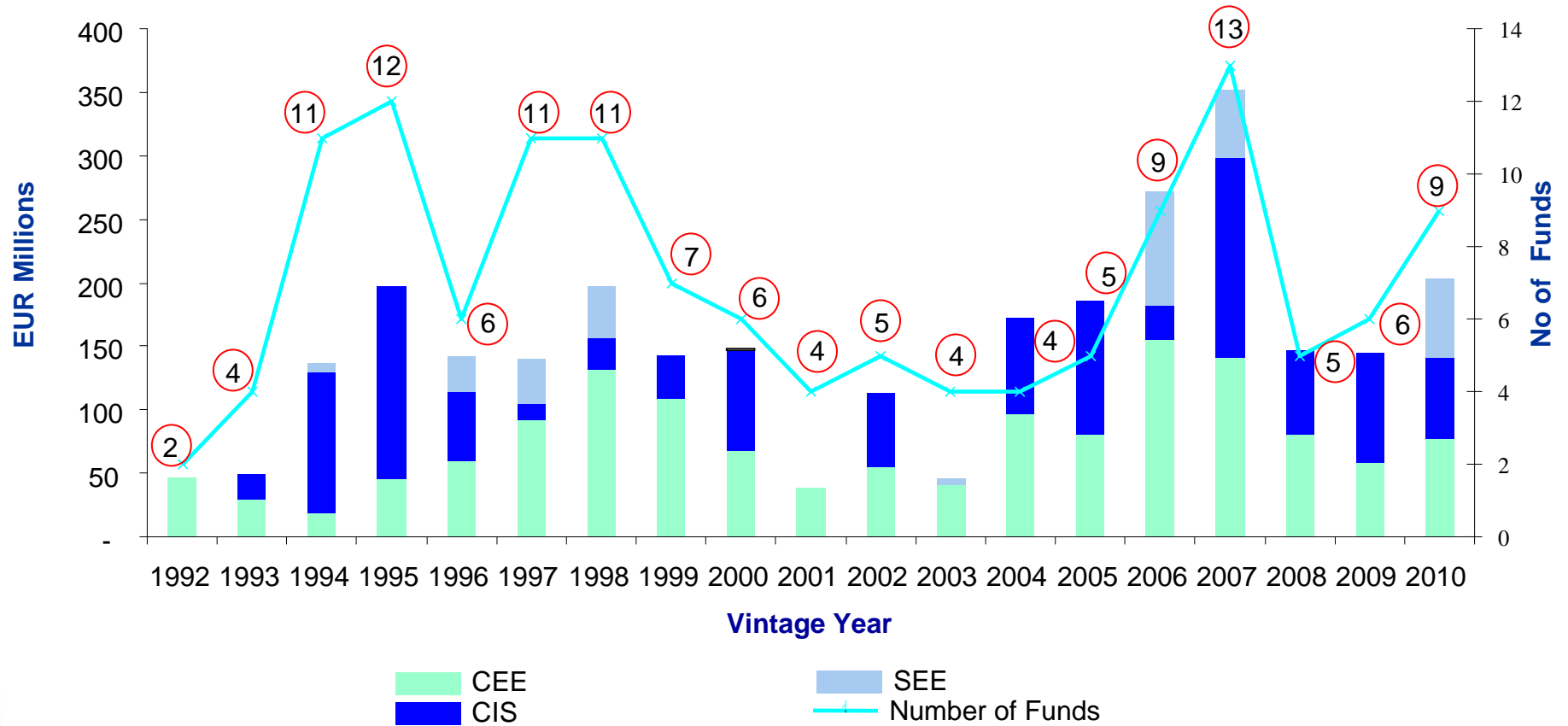
*Note: EBRD tracked portfolio only to end 2010, excludes real estate funds*

*Note: The number of underlying investments exclude regional investments and investments in Greece*

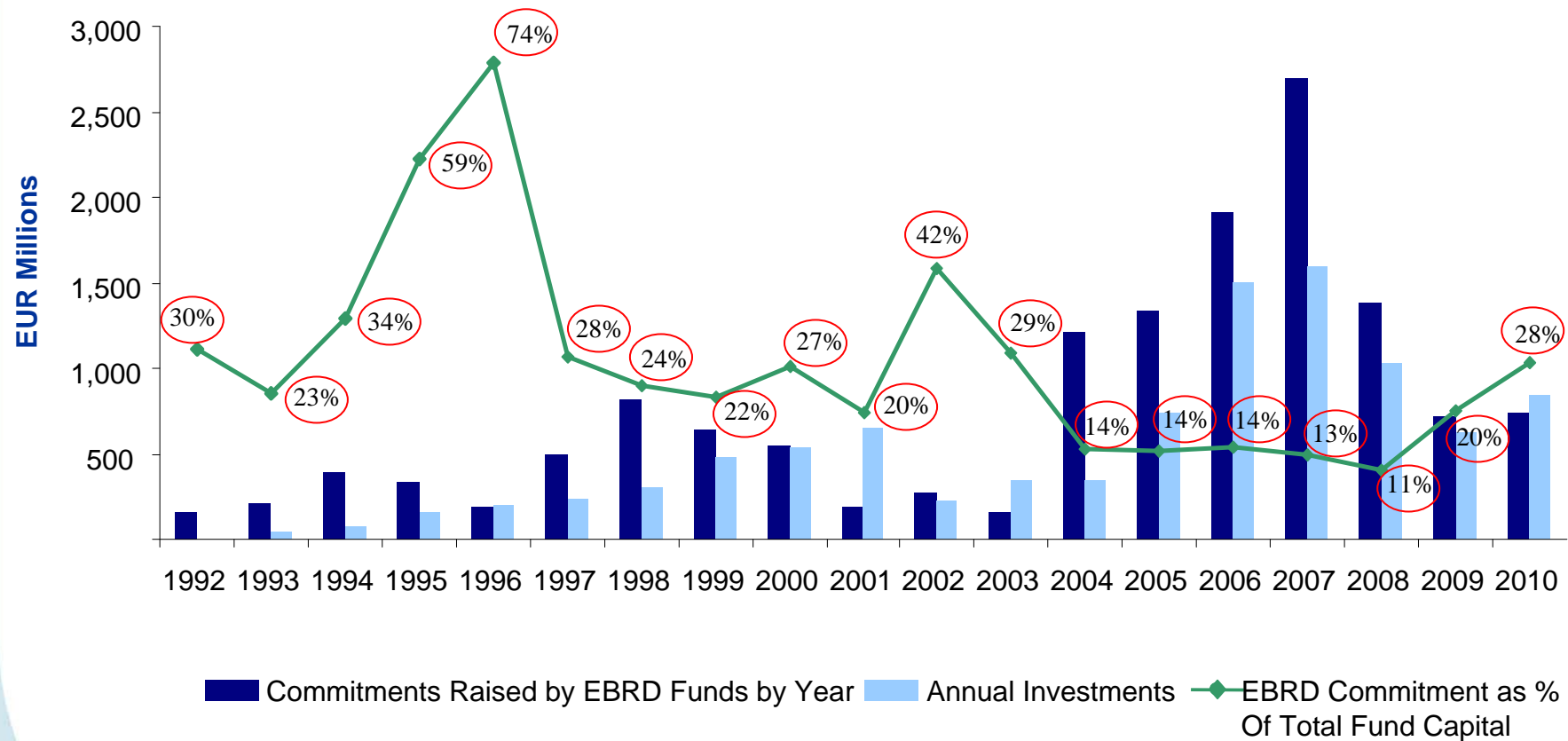
*\* Russia, CIS and CSE (Please see definitions at end of presentation)*



# EBRD Commitments Over Time

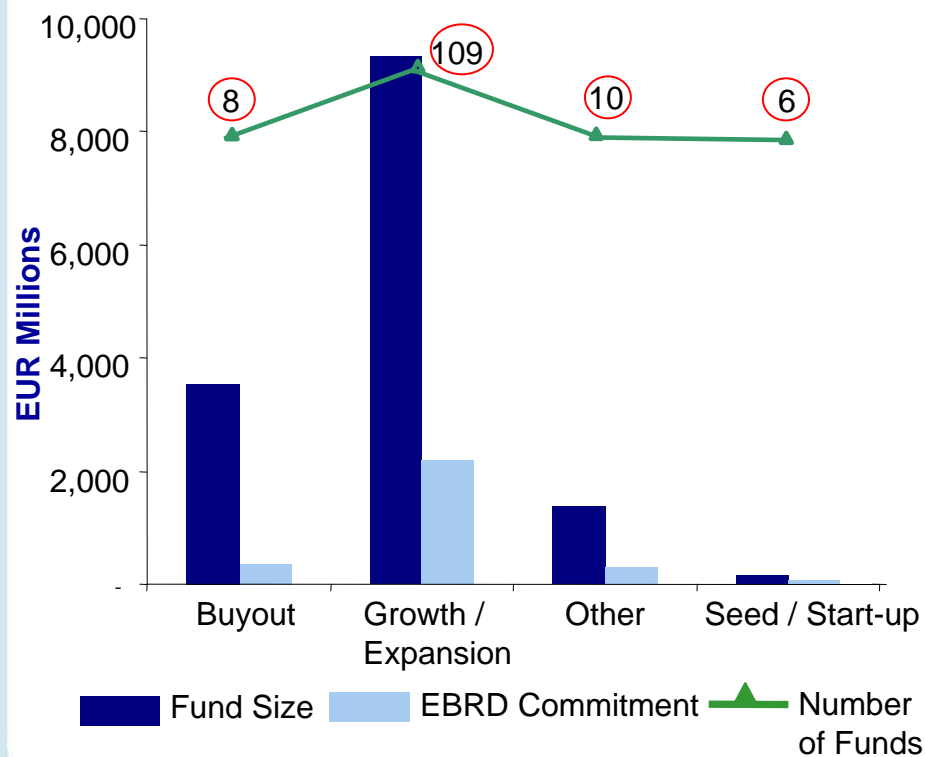


# Fund Raising Vs Investments



# EBRD Commitment by Fund Stage

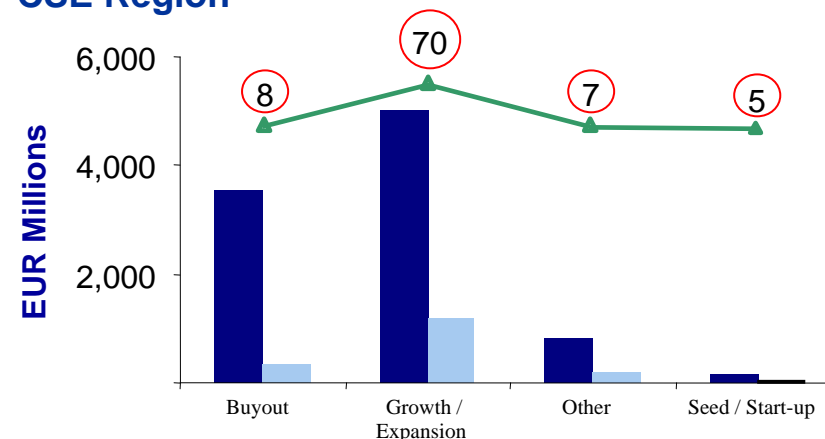
## EBRD Portfolio



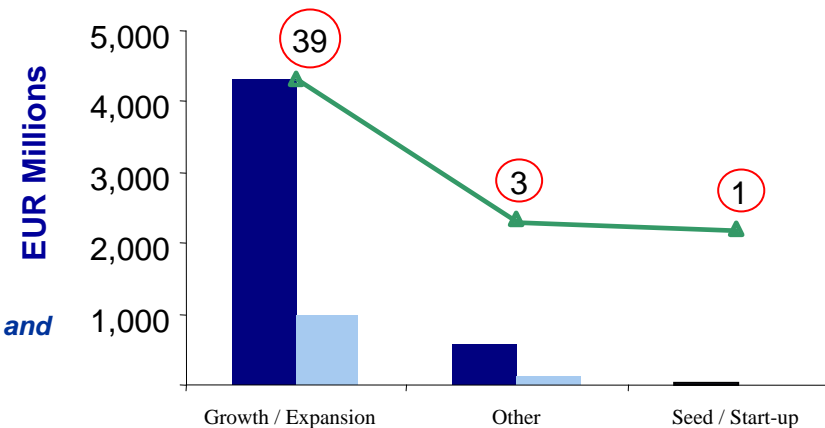
Other include Distressed/Turnaround funds, funds of funds and infrastructure funds

Note: EBRD tracked portfolio only to as of end 2010

## CSE Region

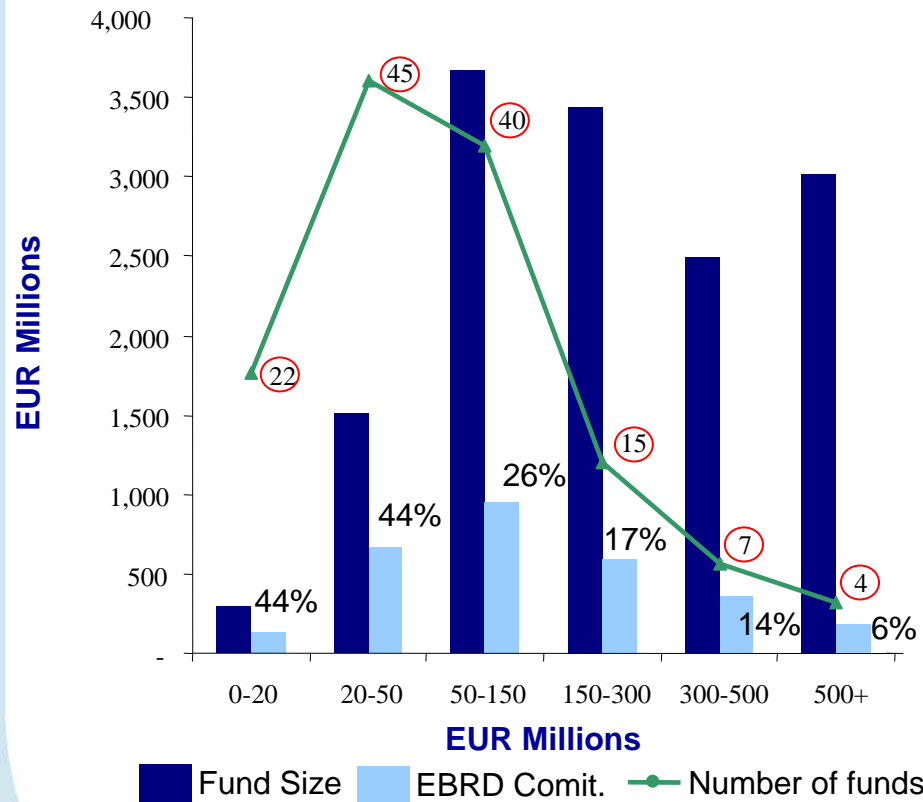


## Russia/CIS Region



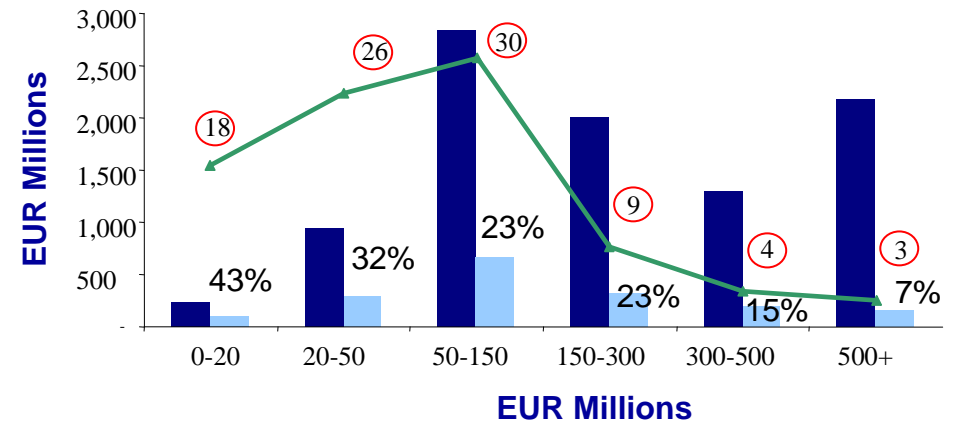
# EBRD Commitment by Fund Size

## EBRD Portfolio

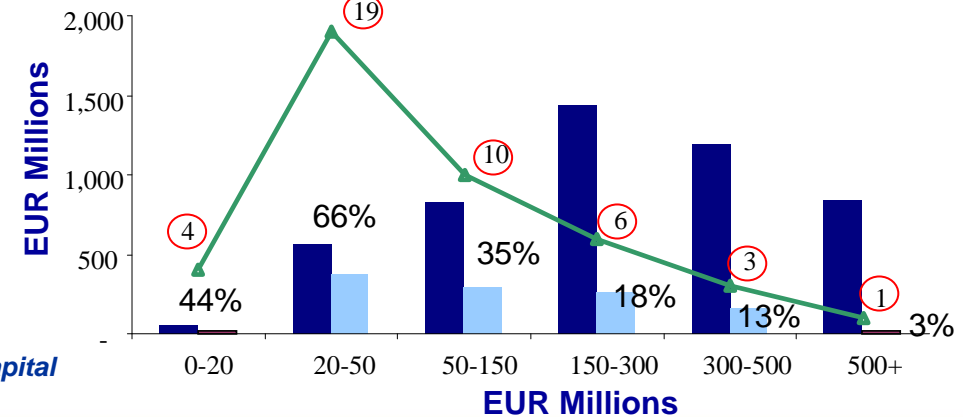


Note: Percentage is the share of EBRD commitment of the total fund capital  
 Note: EBRD tracked portfolio only as of end 2010

## CSE Region

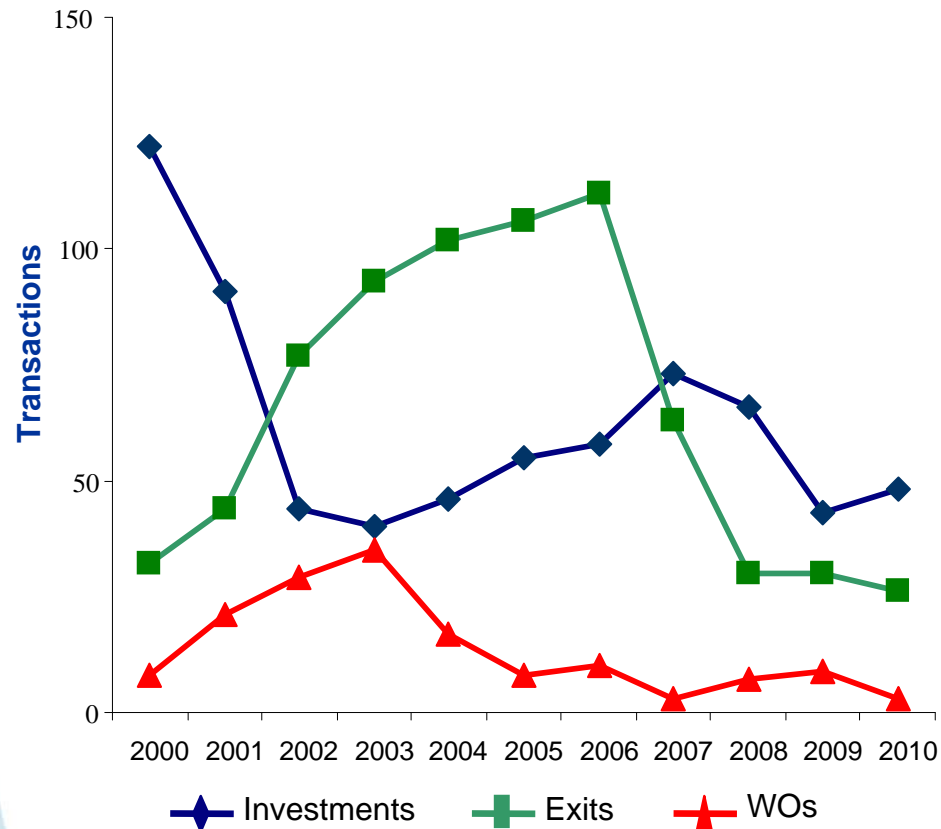


## Russia/CIS Region



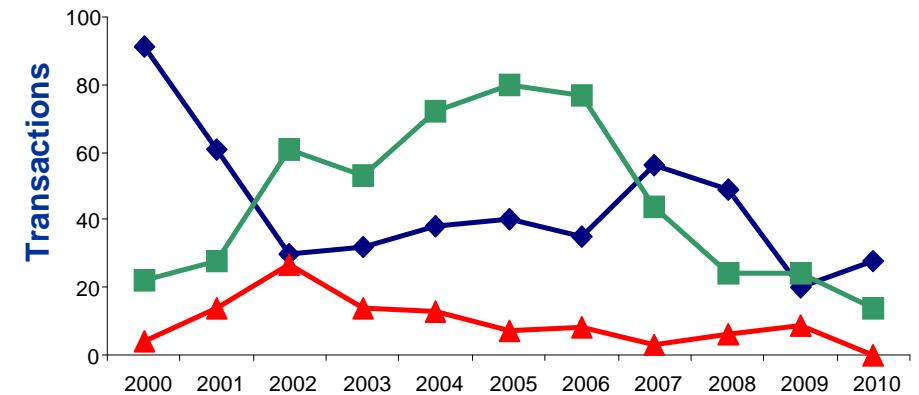
# EBRD Number of Investments and Exits

## EBRD Portfolio

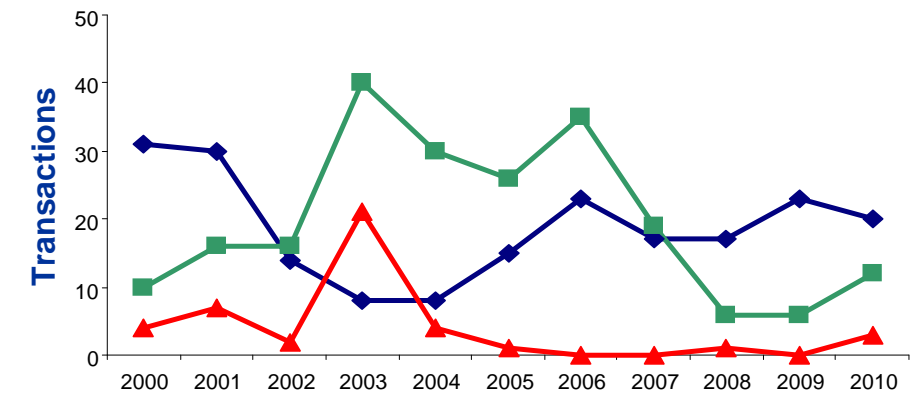


Note: Data as of end 2010

## CSE Region



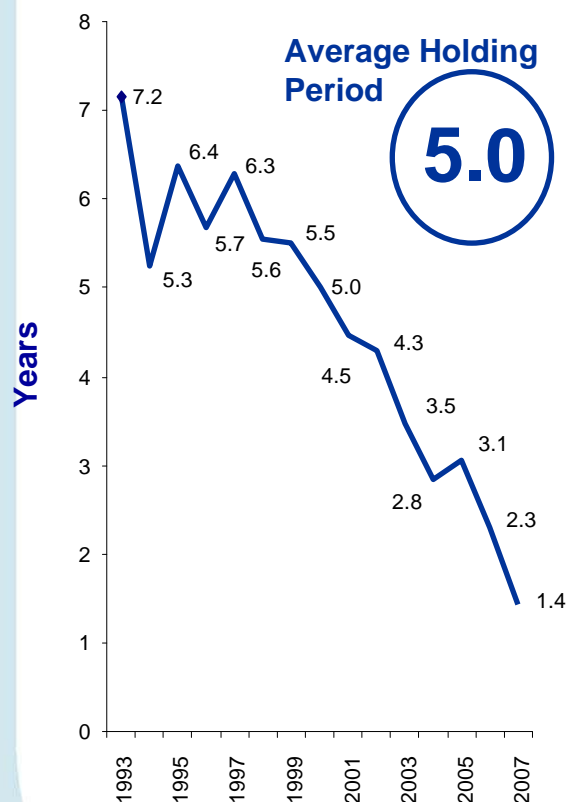
## Russia/CIS Region



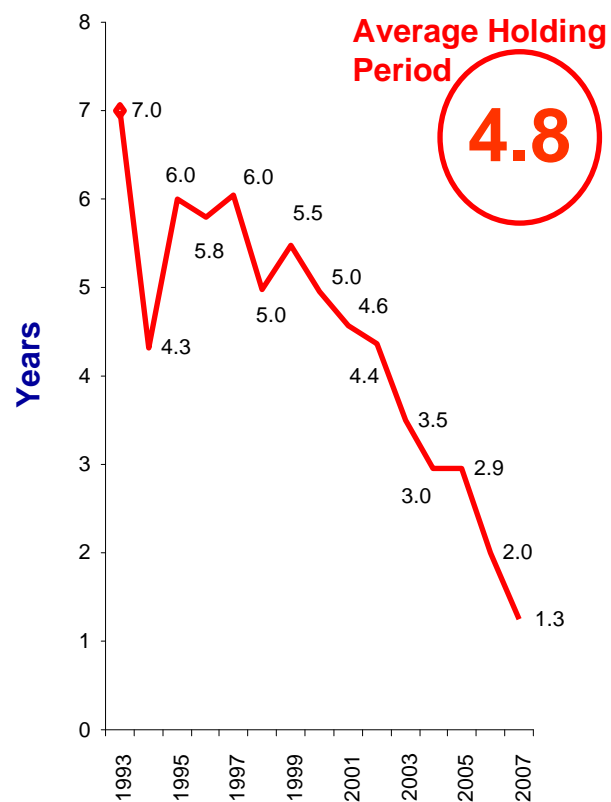


# Holding Period by Investment Vintage

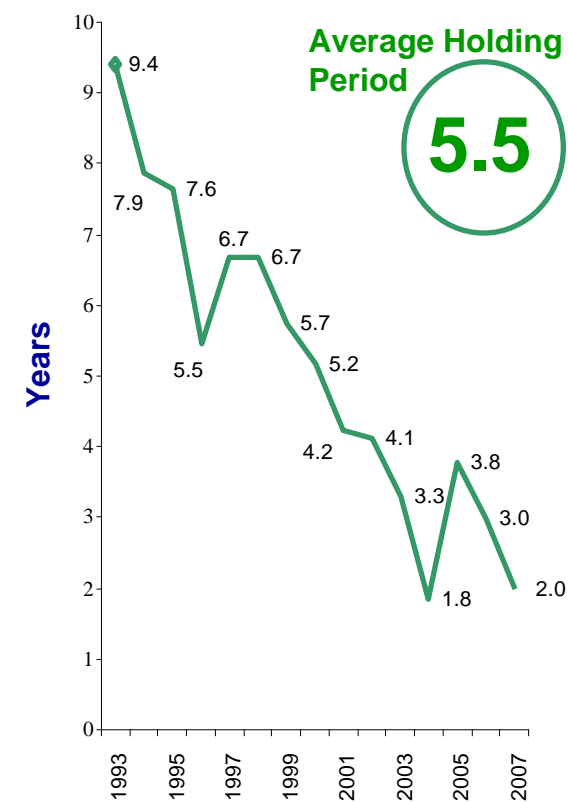
## EBRD Portfolio



## CSE Region



## Russia/CIS Region



Note: EBRD tracked portfolio only as of end 2010

Note: Fully realised investments only, excludes written off investments

Note: The exit year is going up to 2007 to provide meaningful data



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# EBRD Returns

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# EBRD Net Horizon Returns: All Funds

	Returns as at December 31 2010	Three Years	Five Years	Ten Years	Since Inception***
USD	EBRD Private Equity Portfolio*	-3.80%	13.83%	17.56%	12.14%
	Cambridge Emerging Markets Venture Capital & Private Equity Index**	-5.86%	10.9%	14.86%	12.62%
EUR	EBRD Private Equity Portfolio*	-0.86%	10.95%	12.03%	10.10%
	EVCA, All Private Equity**	-3.00%	5.40%	5.10%	9.70%

Source: Cambridge Associates, EVCA/Thomson Reuters, Bloomberg and EBRD

\* EBRD tracked portfolio pooled end-to-end return, net of fees, expenses, donor grants and carried interest. Excludes property funds, and includes liquidated partnerships.

\*\* Pooled end-to-end return, net of fees, expenses, and carried interest. "The "Since Inception" figure represents the net pooled IRR since inception for funds formed between 1980 and 2009.

\*\*\* Inception is consistent with 31.12.1992



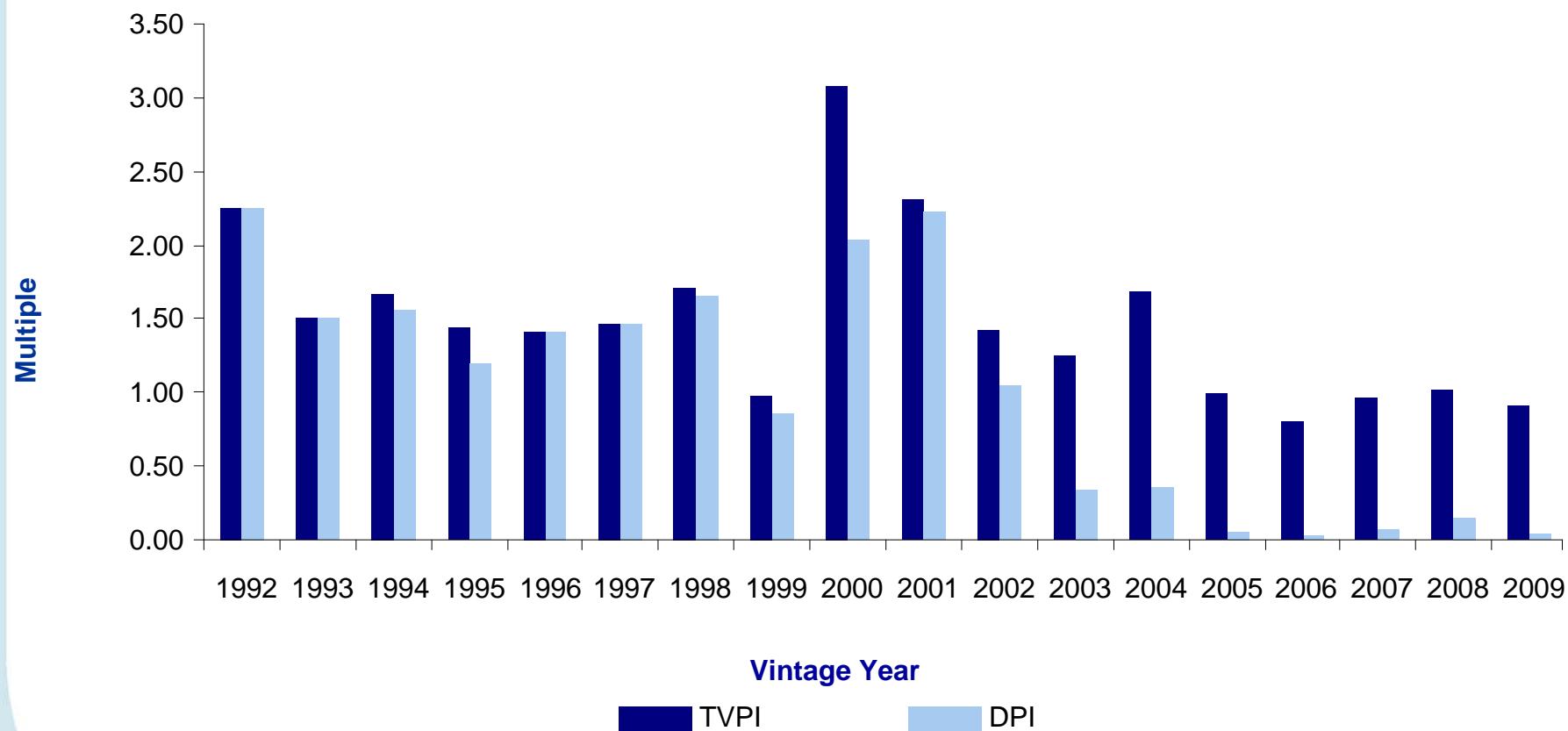
# EBRD Net Horizon Returns: Breakdown

	Returns as at December 31 2010	Three Years	Five Years	Ten Years	Since Inception*
<b>USD</b>	<b>EBRD Private Equity Portfolio - All</b>	<b>-3.80%</b>	<b>13.83%</b>	<b>17.56%</b>	<b>12.14%</b>
	CSE	-6.87%	9.35%	13.41%	10.22%
	Russia/CIS	0.76%	20.15%	22.91%	14.56%
	CSE/Survivors	-6.06%	9.35%	14.89%	13.09%
	Russia/CIS Survivors	1.15%	15.86%	23.83%	19.80%
<b>EUR</b>	<b>EBRD Private Equity Portfolio - All</b>	<b>-0.86%</b>	<b>10.95%</b>	<b>12.03%</b>	<b>10.10%</b>
	CSE	-4.02%	7.11%	8.82%	8.77%
	Russia/CIS	3.83%	16.26%	16.17%	11.72%
	CSE Survivors	-3.22%	7.49%	10.51%	11.79%
	Russia/CIS Survivors	4.28%	12.86%	18.08%	16.77%

\* Inception differs over criteria and region



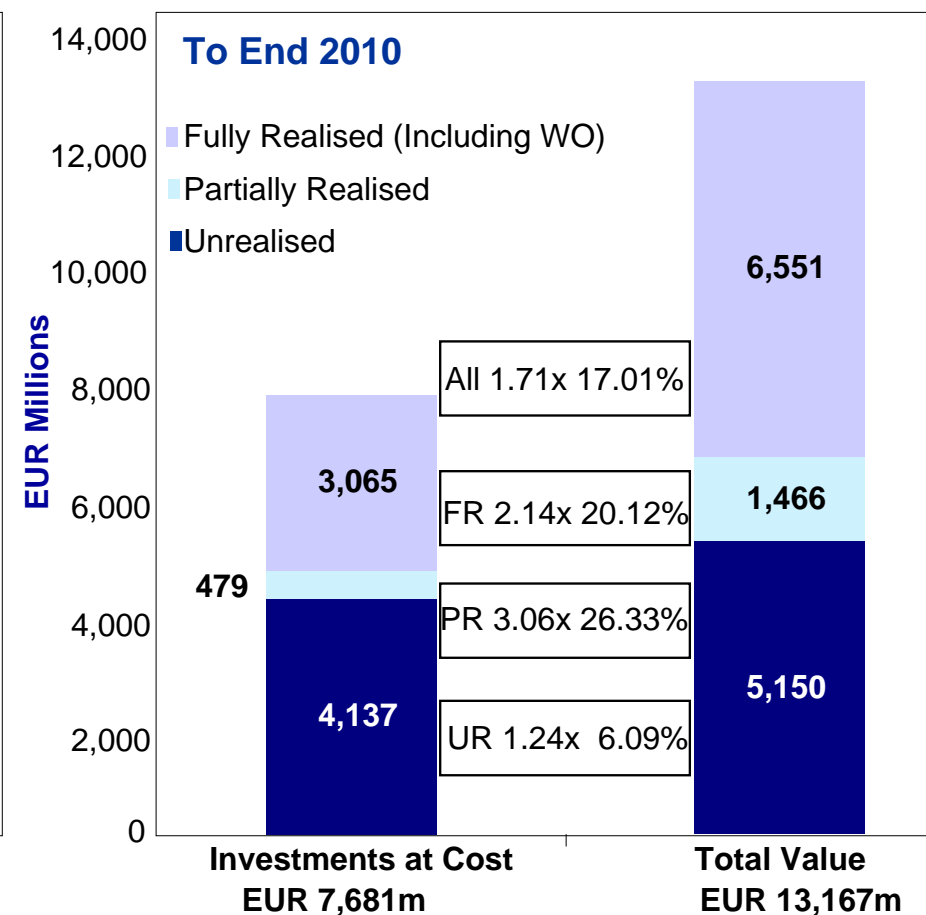
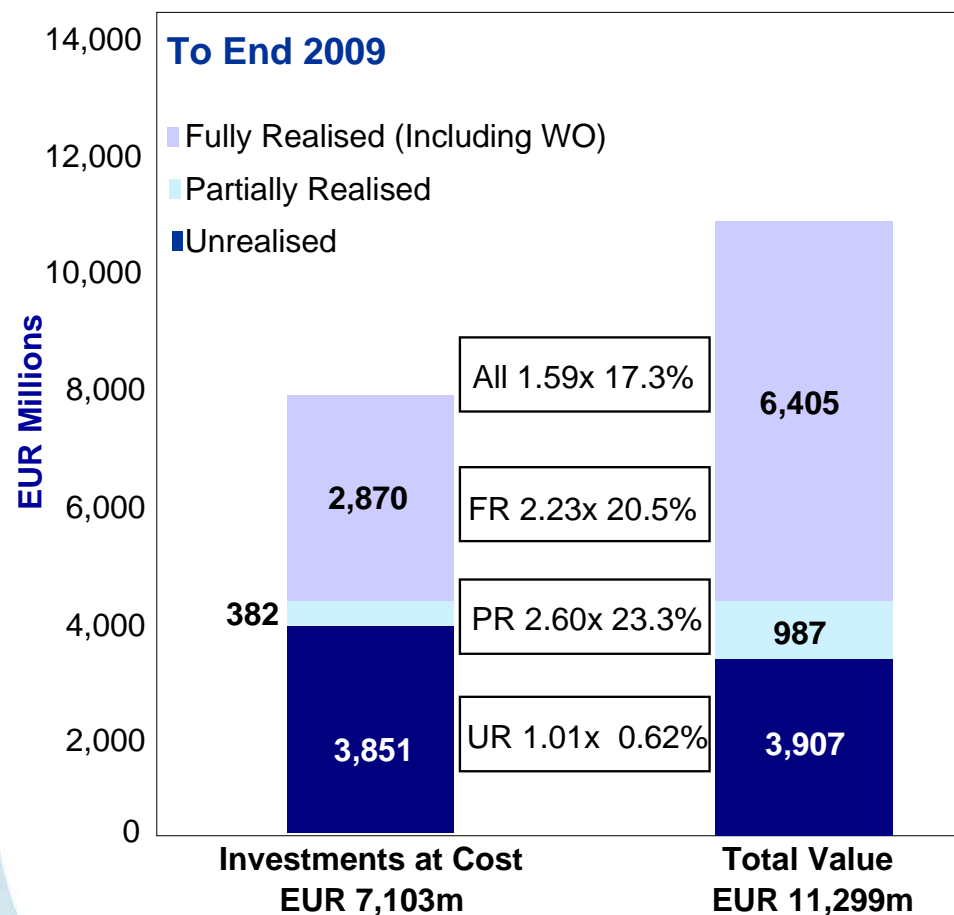
# Net Vintage Groups



*Note: TVPI = Total Value to Paid In, DPI = Distributions to Paid In*  
*Note: Up to 2009 vintage year to provide meaningful data*



# Gross Snapshot: All Regions



Note: EBRD tracked portfolio only; Data as of end 2010



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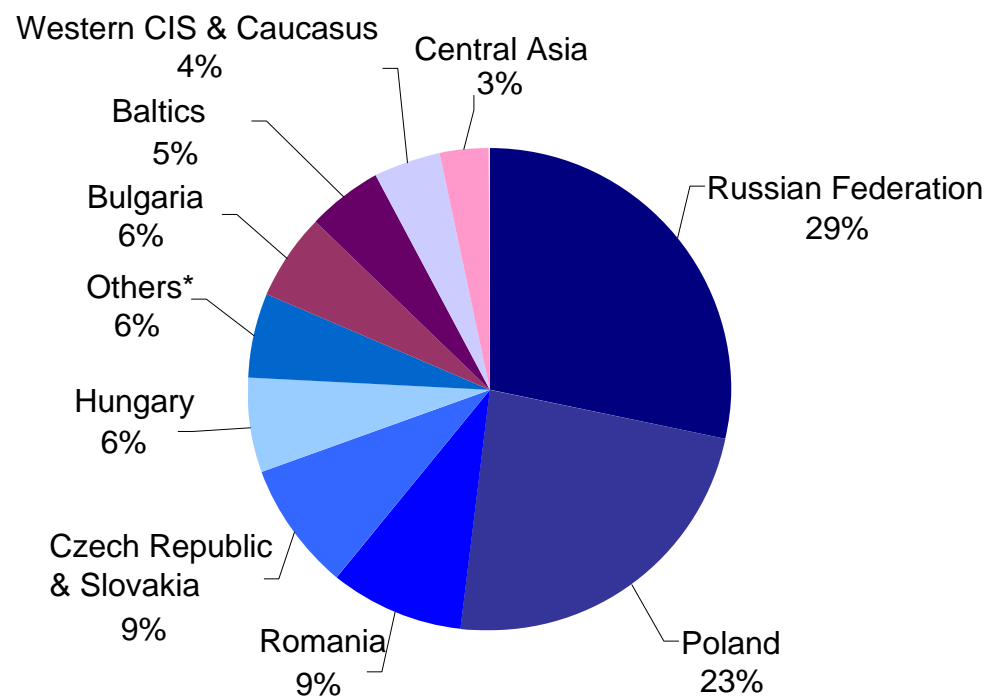
# Portfolio Breakdown

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# Investments by Country (by Investment Cost)

## Since Inception to End 2010



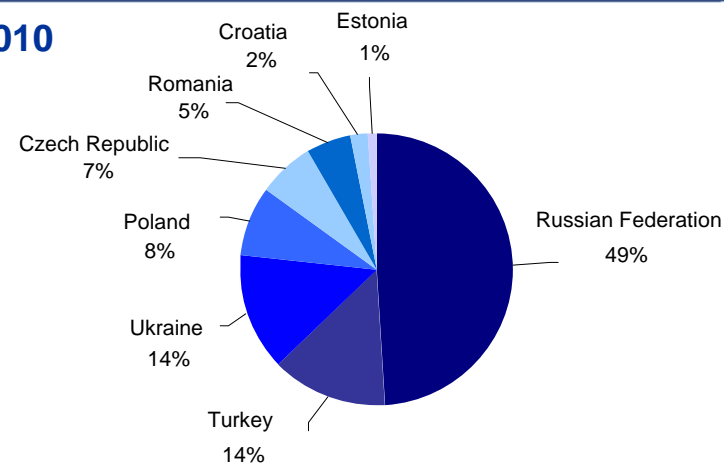
\*Others include: Serbia, Croatia, Turkey, Albania, Slovenia, Macedonia, Bosnia and Herzegovina and Kosovo

\*\* Western CIS and Caucasus include: Azerbaijan, Georgia, Moldova and Ukraine

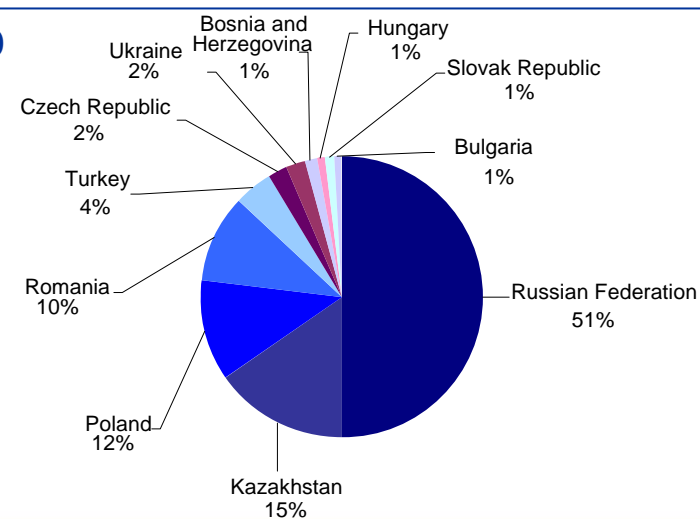
\*\*\*Central Asia include: Kazakhstan, Kyrgyz Republic and Turkmenistan

\*\*\*\*Baltic countries include: Latvia, Lithuania and Estonia

## 2010



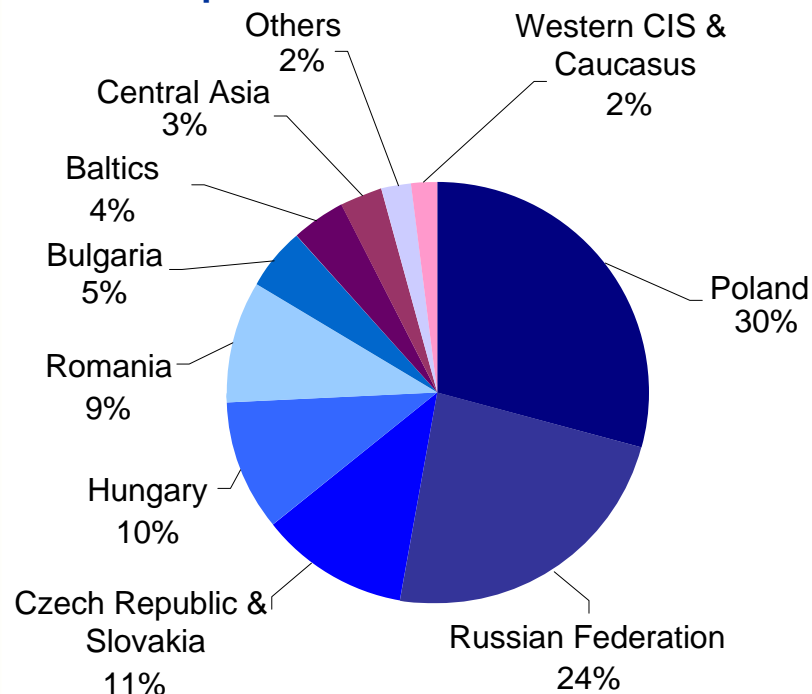
## 2009





# Exits by Country (by Investment Cost)

## Since Inception to End 2010



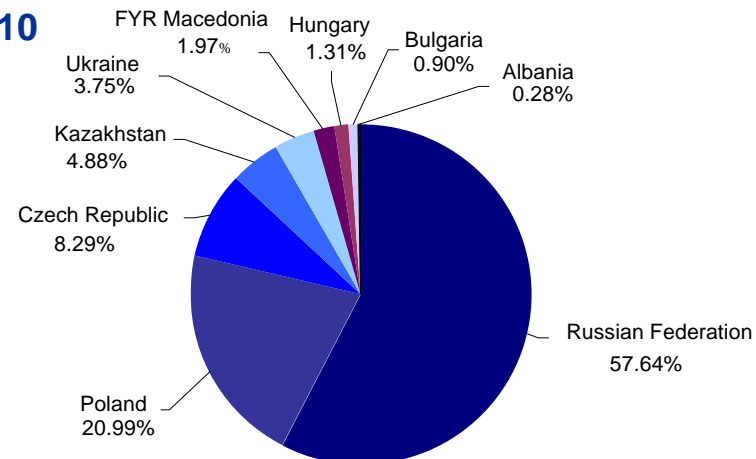
*\*Others include: Serbia, Croatia, Turkey, Albania, Slovenia, Macedonia, Bosnia and Herzegovina and Kosovo*

*\*\* Western CIS and Caucasus include: Azerbaijan, Georgia, Moldova and Ukraine*

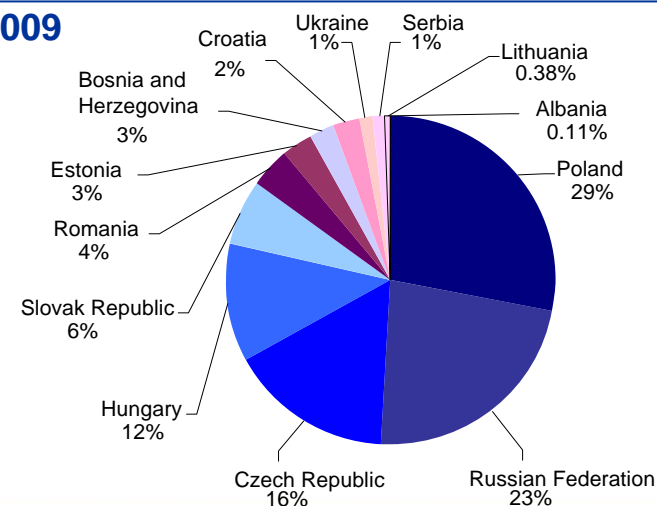
*\*\*\*Central Asia include: Kazakhstan, Kyrgyz Republic and Turkmenistan*

*\*\*\*\*Baltic countries include: Latvia, Lithuania and Estonia*

## 2010

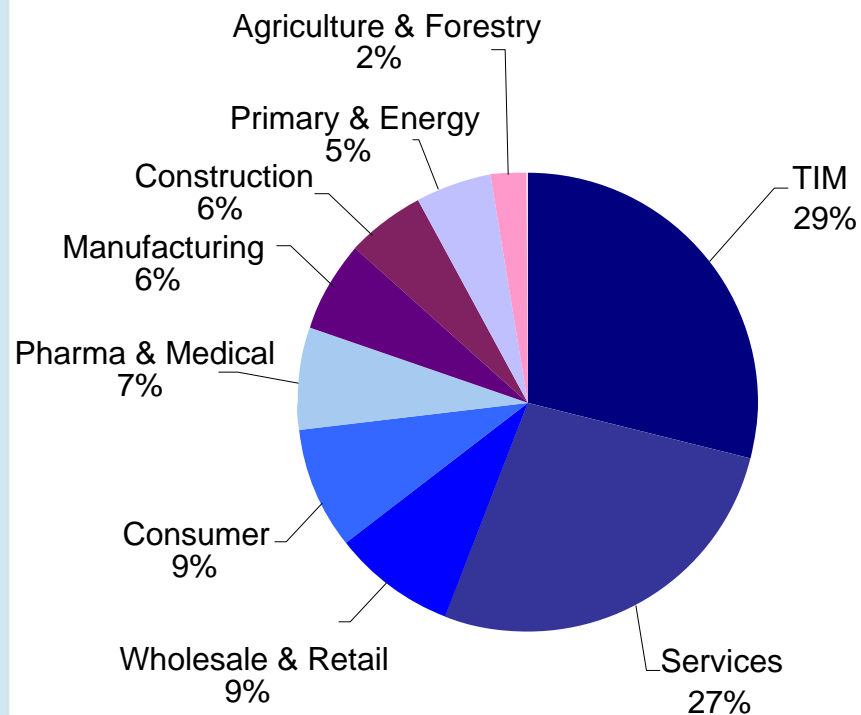


## 2009

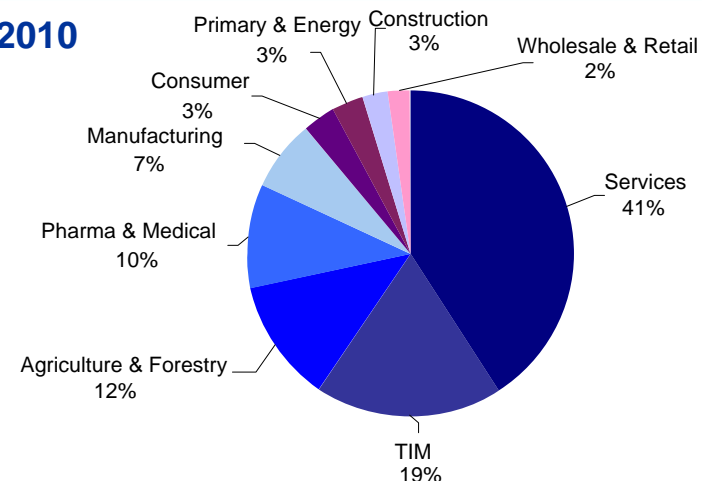


# Investments by Sector (by Investment Cost)

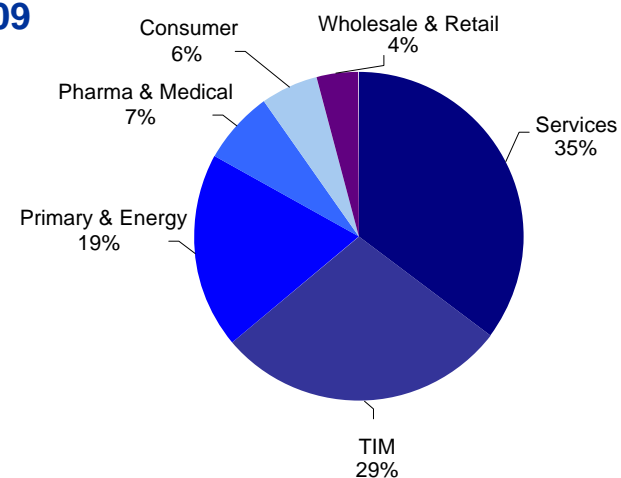
## Since Inception to End 2010



## 2010

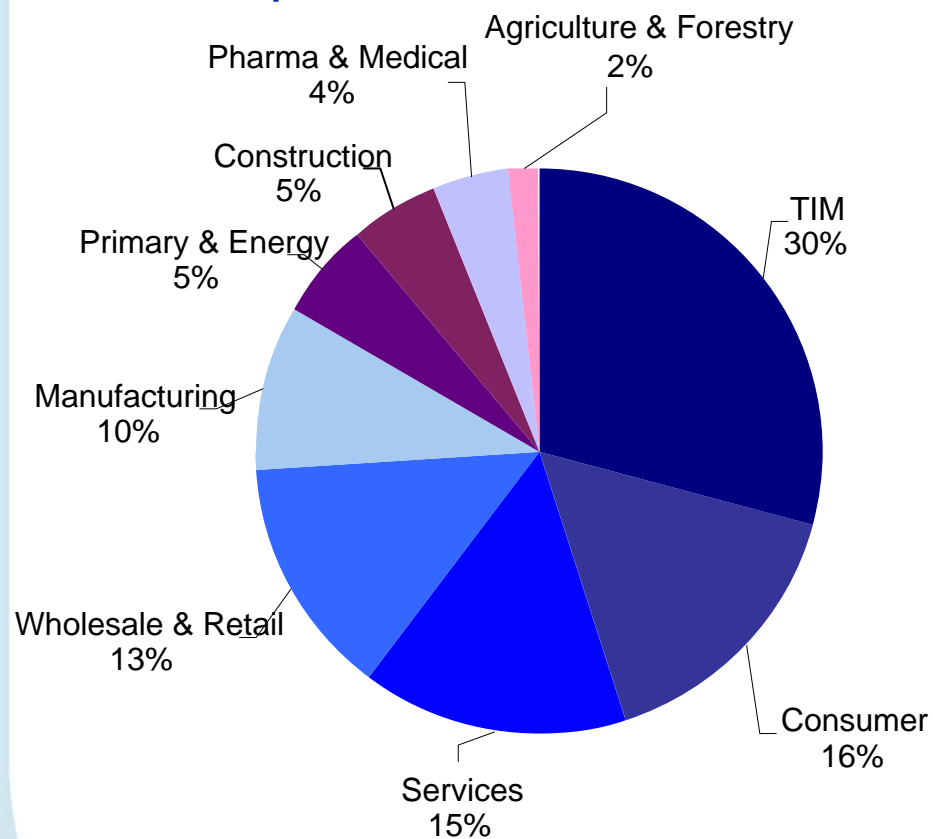


## 2009

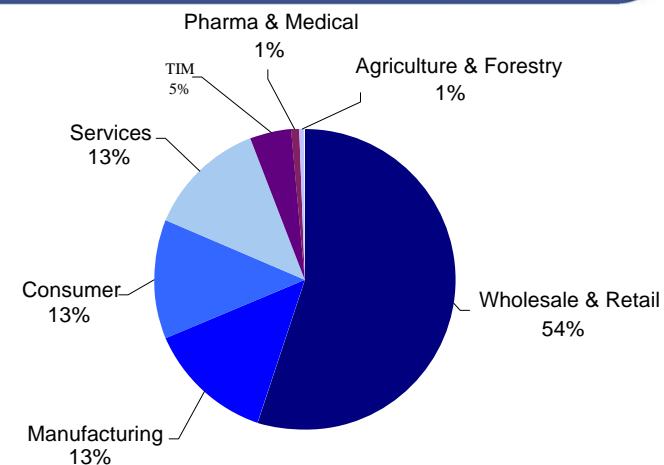


# Exits by Sector (by Investment Cost)

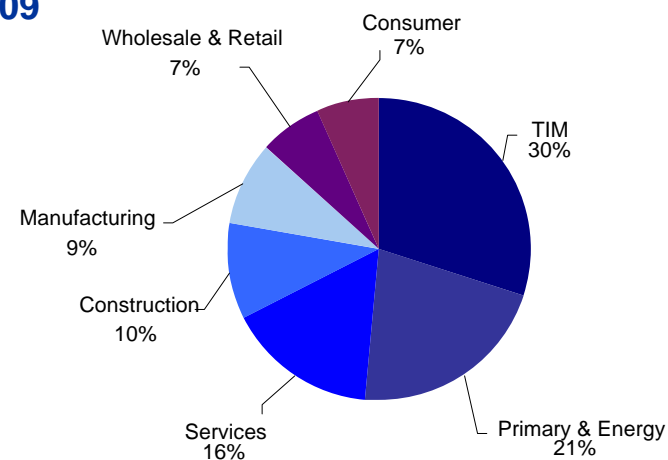
Since Inception to End 2010



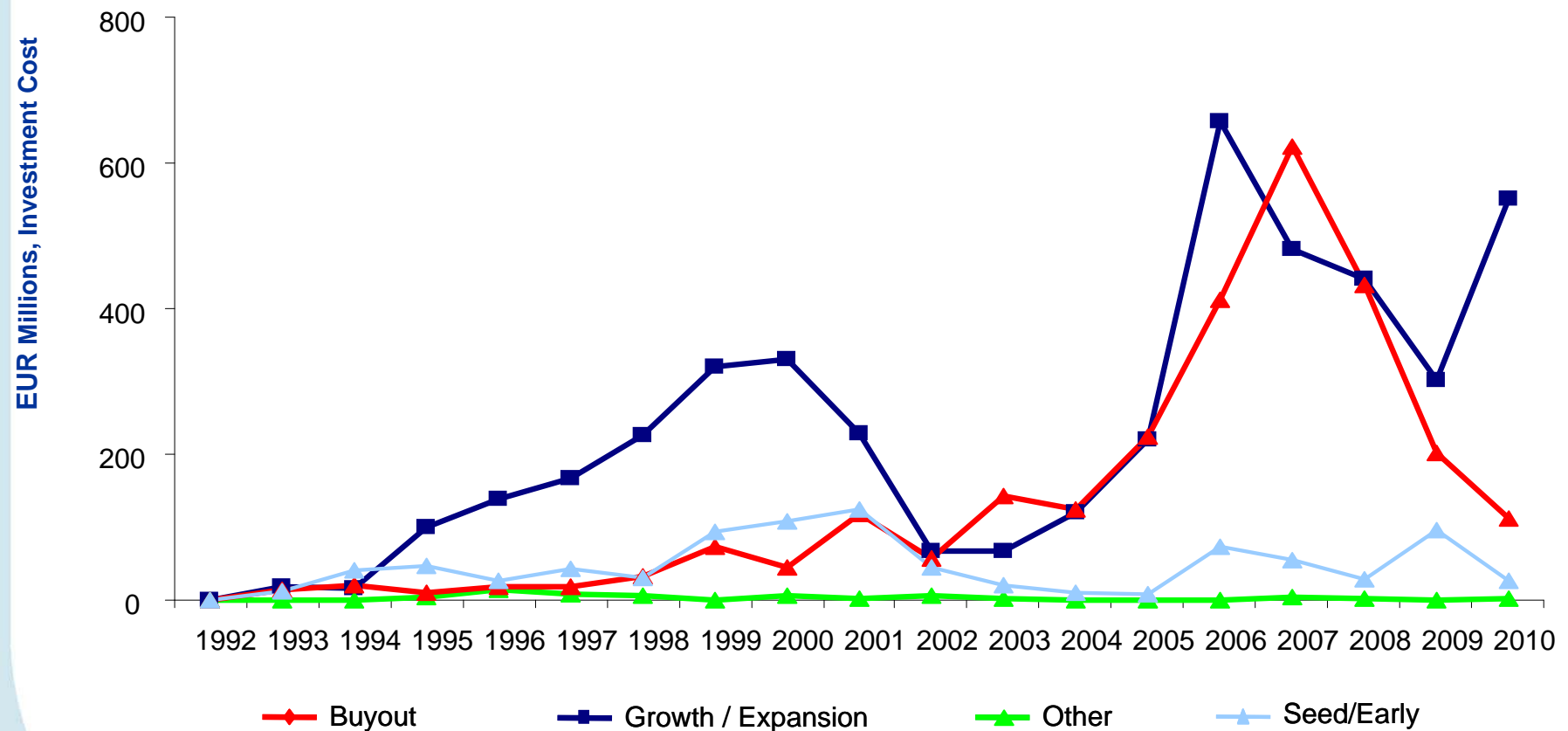
2010



2009



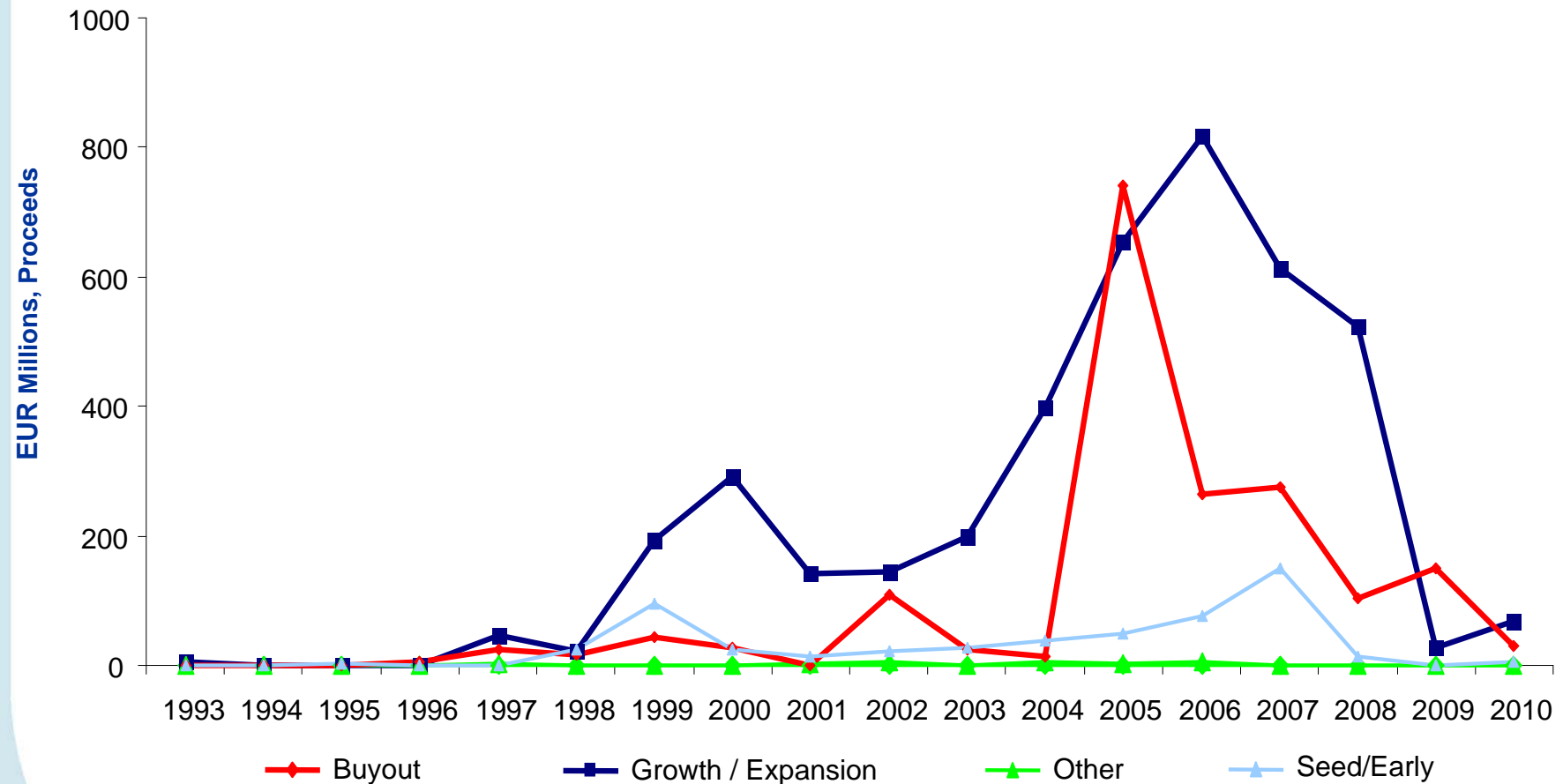
# Investments by Fund Stage Over Time



Note: EBRD tracked portfolio only; Data as of end 2010.



# Exits by Fund Stage Over Time



Note: EBRD tracked portfolio only; Data as of end of 2010. Only Fully Realized Transactions excluding Write-Offs



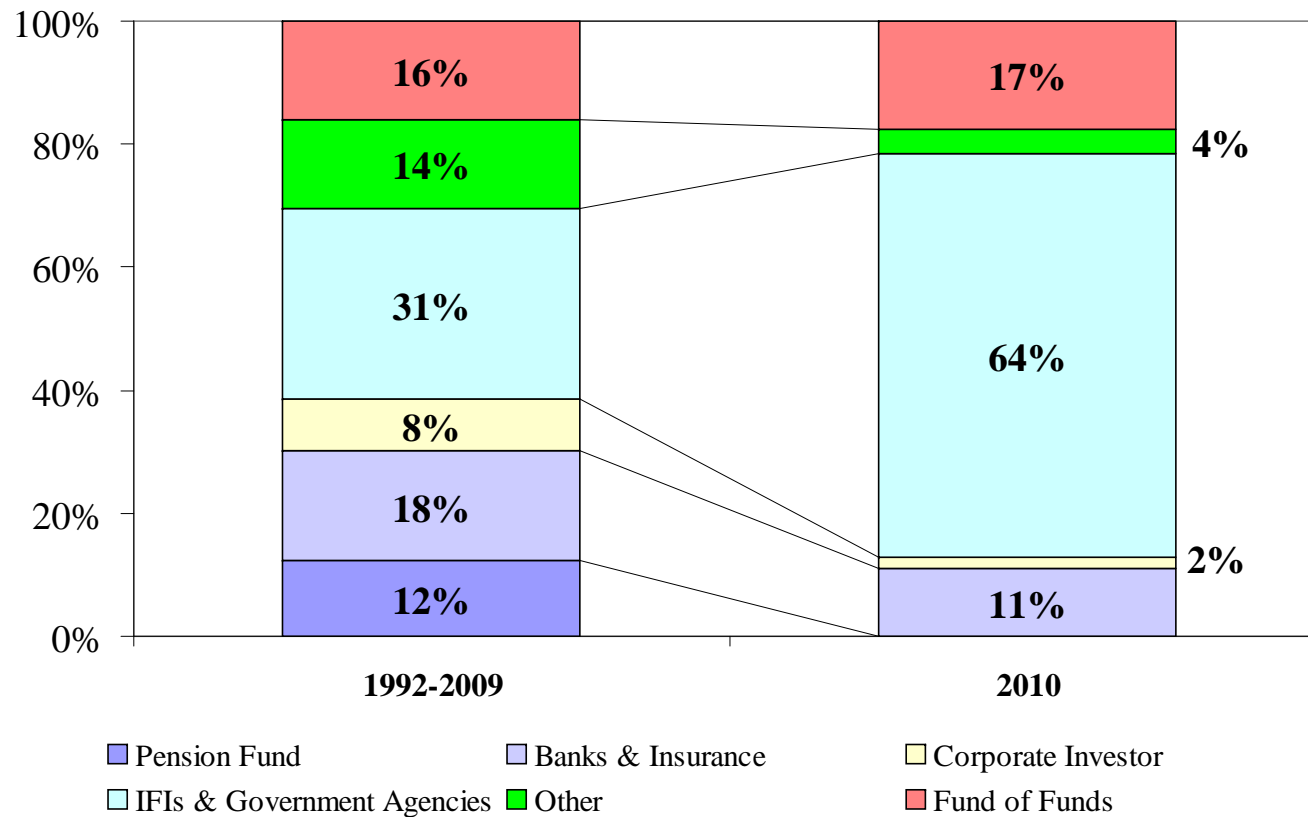
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# LP Data

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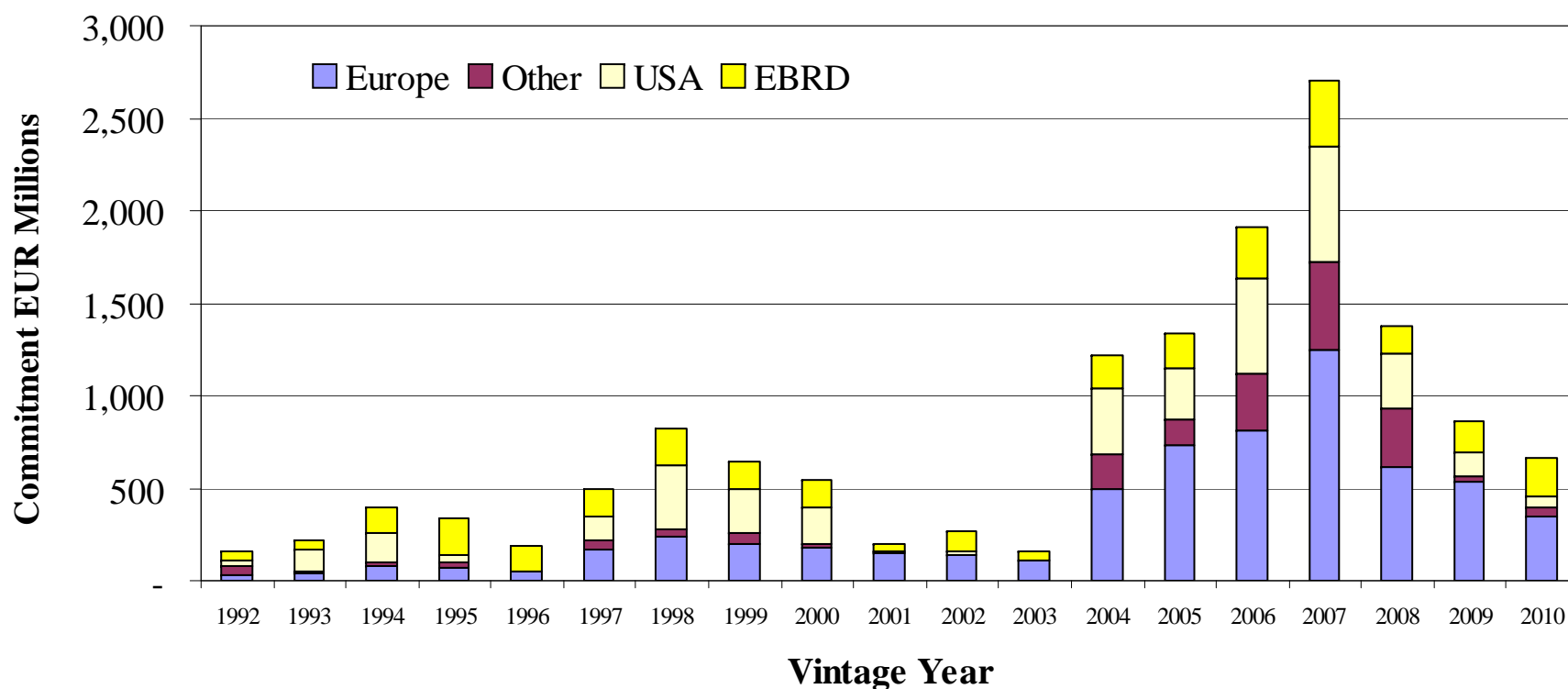
# Investor by Type – Trends



*Note: EBRD tracked Portfolio only. Includes EBRD (in IFI/Govt), excludes Property Funds.*



# Investors by Origin Over Time

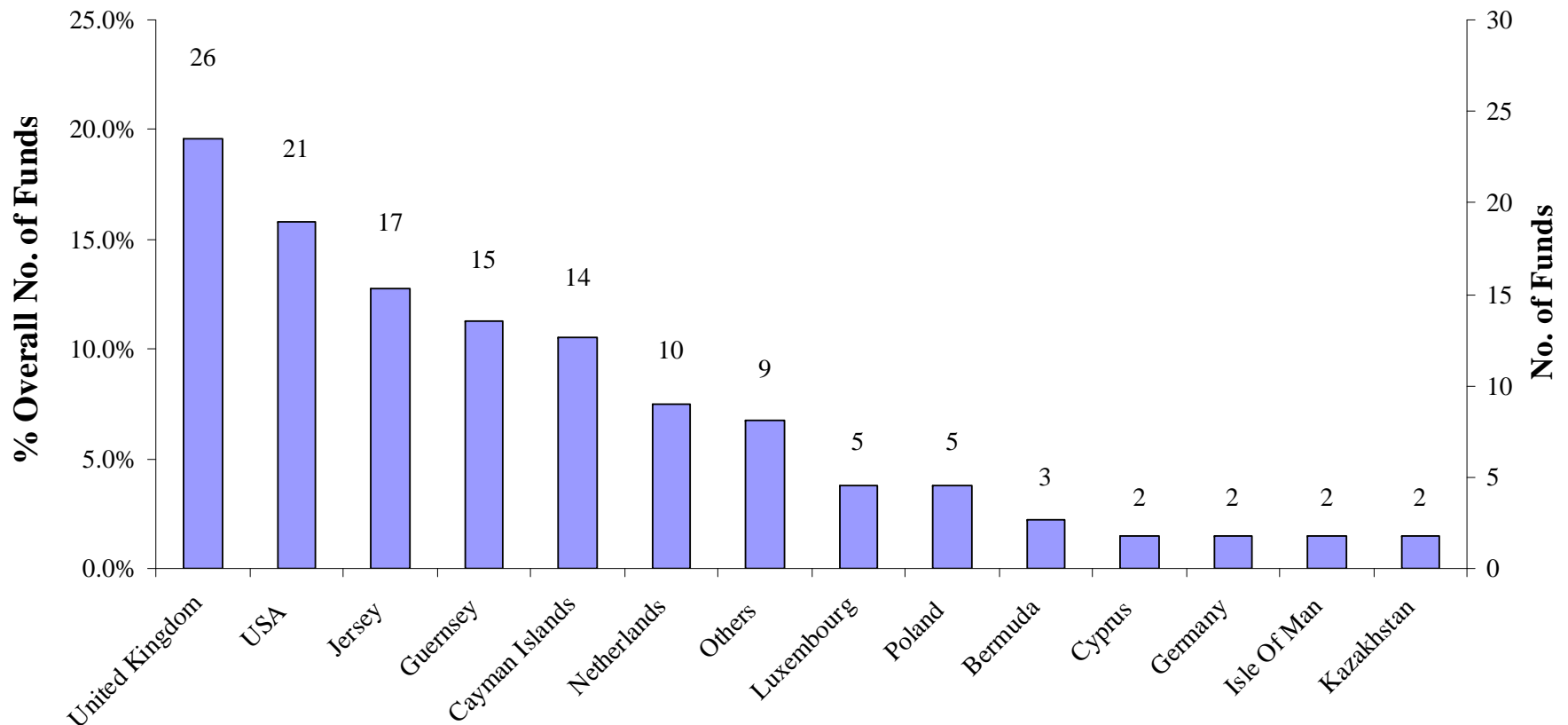


*Note: EBRD tracked portfolio, CSE and CIS funds.*





# Funds Jurisdiction Breakdown - By Country

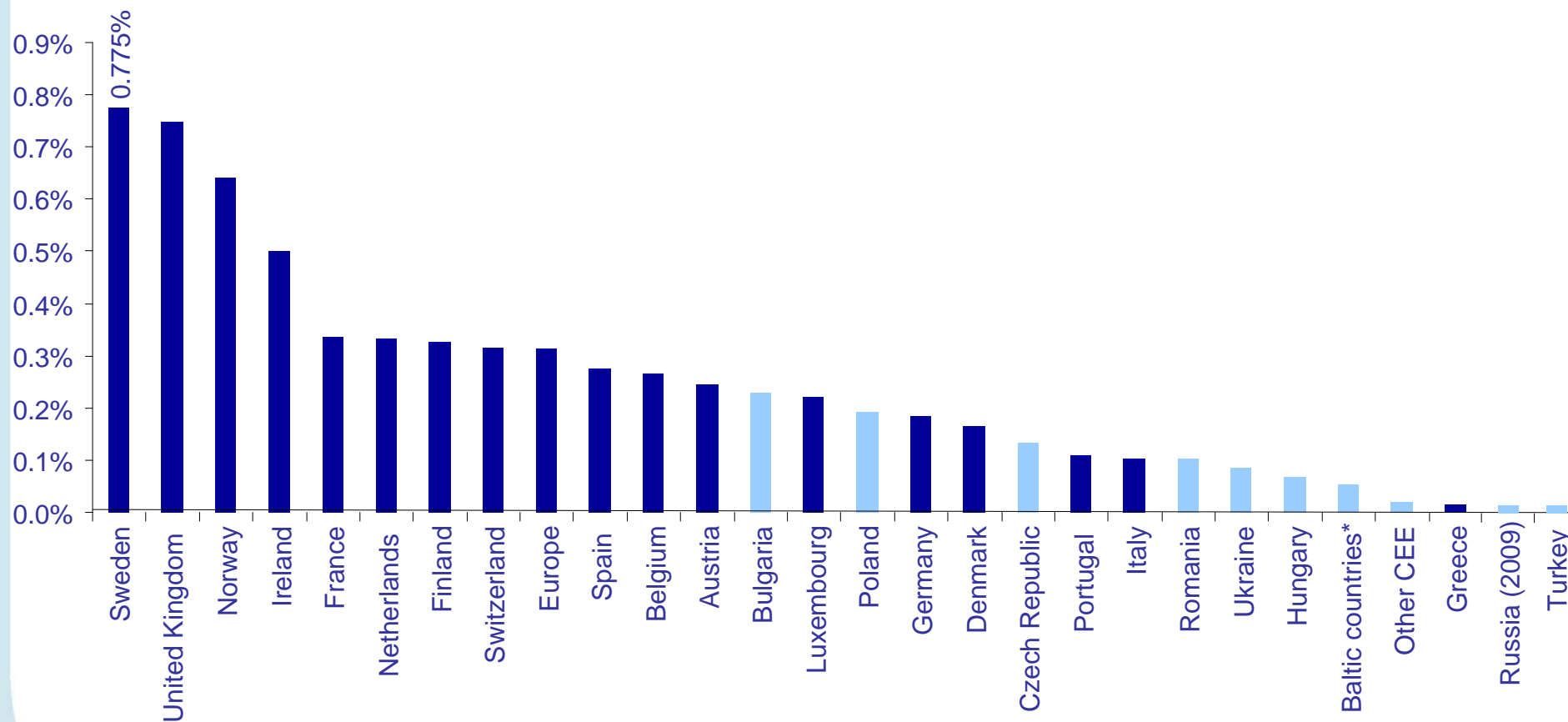


**Note: EBRD tracked portfolio only. Data to end 2010.**

**\*Others Includes: France, Greece, Ireland, Mauritius, Russian Federation, Spain, Sweden, Turkey, Ukraine**



# 2010 PE Investment as a % of GDP



\* **Baltic Countries:** include: Estonia, Latvia, Lithuania  
 Source: EVCA/PEREP Analytics, RVCA and EBRD Estimates



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# General Information

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# EBRD Database

- Best available sample of PE performance in central and south east Europe (CSE), Russia and CIS
- Tracks all “gross” investments made by a basket of EBRD invested funds as well as “net” returns to EBRD (“tracked portfolio”)
- Measured in both EUR and USD\*
- Obligatory reporting by fund managers, analysed by EBRD
  - *reflects comprehensive performance*
  - *No “survivor bias” resulting from only best fund managers reporting*

\* Bloomberg exchange rate used as of date of signing (commitments), transaction date (cash flows) or valuation date (NAV)



# Definitions

- **EBRD Sponsored Funds** – funds established at EBRD's initiative in countries where no private sector funding was available for private equity funds. These funds are supported with significant donor grants, and EBRD investment represents usually over 90% of fund capital.
- **Institutional Quality Funds (IQs)** – identified based on criteria established by Cambridge Associates. These include the characteristics of the investors in the fund, fund size relative to peers, and availability of data.
- **Survivor Funds** – funds managed by managers who have raised or are expected to raise a follow-on fund.



## EBRD Region

- **CSE Countries** – Albania, Bosnia & Herzegovina, Bulgaria, Croatia, Estonia, FYR Macedonia, Hungary, Latvia, Lithuania, Kosovo, Poland, Montenegro, Romania, Slovak Republic, Serbia, Slovenia, Turkey.
- **CIS Countries** – Armenia\*, Azerbaijan, Belarus\*, Georgia, Kazakhstan, Kyrgyz Republic, Moldova, Russian Federation, Tajikistan\*, Turkmenistan, Uzbekistan\*, Ukraine and Mongolia.

*\* There are no fund sub-investments in these countries as of end 2010.  
Note: Czech Republic ceased to be a country of operation in 2007*



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