We’re the European Investment Fund

ESCALAR - Scaling up funds to support EU scale-ups
Introducing ESCALAR

A significant number of high growth European scale-ups have been acquired or forced to seek funding outside of the EU, due to the lack of suitable financing options within the EU.

ESCALAR is a pilot programme of EIF and the European Commission aiming to alleviate this market failure and strengthen the financing ecosystem for scale-ups in the EU.

This presentation is for information purposes only and should be read in conjunction with the detailed call for expression of interest documentation available at www.eif.org/escalar
ESCALAR: key features
A €300m pilot backed the European Commission using resources from the European Fund for Strategic Investments (EFSI)

Up to €100m tickets for late stage venture and growth funds

Potential for enhanced investor returns through unique equity structuring

Substantial, fully delegated investment fire power for existing & new funds
Target funds and investments

ESCALAR is targeting late stage venture and growth investors

**Strategy**
Focus on investments into EU scale-ups

**Experience**
Proven investment track record and can manage the increased risk from ESCALAR investment

**Origination**
Ability to reach EU scale-ups

**Type**
SMEs & small Mid-caps and scale-ups*
established or operating in the EU

**Business stage**
Established product or service and generating revenues

**Finance purpose**
Increase production capacity, market or product development, additional working capital, total or partial acquisitions

*According to the ESCALAR call definition
Enhanced GP and LP upside potential

ESCALAR’s unique equity structuring foregoes participation in the full return, enhancing returns for other investors

**ESCALAR equity structure**

- 2 investment options available
  - Main Fund (Option 1)
  - Side Fund (Option 2)
- Other investors receive the first investment returns in priority to ESCALAR
- ESCALAR receives a fixed return and a small share of “upside”
- Return of capital pro rata to all investors except in certain pre-agreed downside scenarios where ESCALAR has priority

**Increased investment returns in all scenarios where the fund return is positive**

![Graph showing investment returns]

*Indicative scenario based on the following assumptions: TVPI of 1.8x at the end of the fund’s life, investor preferred return of 4%, ESCALAR deferred return of 4%. Calculations derived from EIF internally developed model.*
## Additional GP investment fire power

ESCALAR provides investment scale with full delegation

<table>
<thead>
<tr>
<th>Increased investment fire power for new and existing funds</th>
<th>Significant resources for new funds with large scale fundraising potential</th>
<th>Investment freedom given to funds who pass the EIF’s rigorous selection process</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to €100m ESCALAR commitments</td>
<td>max 50% of total fund size</td>
<td></td>
</tr>
</tbody>
</table>

- Managers can follow “winners” for longer
- Reduced reliance on syndication of investment rounds

- Supporting fundraising and timely fund closing
- ESCALAR structure can enhance returns and help attract investors

- Selection based on the EIF’s proven due diligence and quality assessments
- Fully delegated investment decision making
ESCALAR

Terms and conditions

1. Fund structuring options
2. Investment guidelines
3. Waterfall
4. Fund selection criteria - value added criteria
5. Fund selection criteria - qualitative assessment metrics
6. Application process

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Option 1: Main Fund structure
A dedicated class of shares for ESCALAR in the main fund

* LP shares, GP shares, carry shares, etc. and may include EIF other resources
Option 2: Side Fund structure
A dedicated class of shares for ESCALAR in a side fund

ESCALAR terms and conditions

LPs
Commitment

MF

Main fund

GP

Min Commitment: 50%

Side Fund

Max EIF commitment: 50%, €100m

MF shares

ESCALAR shares

ESCALAR Distributions
Return of net paid in capital
Deferred return
Residual proceeds

Other investee companies

Scale-ups

Proceeds
Investments

Fund Distributions
Pursuant to MF contractual documentation

Investor preferred return
Residual proceeds

Side Fund Distributions
MF return of net paid in capital

Commitment

50%

Min Commitment: 50%

Proceeds
Investments

Other investee companies

Scale-ups
## Investment guidelines

### Investment size
Up to €100m per financial intermediary
Max of 50% of ESCALAR commitments to either the Main Fund or Side Fund

### Duration
Max 15 years + up to 3 years extension

### Approval by
31 December 2020

### Signing period term
31 December 2022

### Private capital
Min 30% of aggregate commitments are made by independent investment sources. Including EIF/EIB own resources, other IFIs and National Promotional Banks (with their own risk and on commercial terms)

### Management fees
None

### Carried interest
Yes, pursuant to the fund’s contractual documentation
No carried interest at the level of the Side Fund
## Investment guidelines

### Financial intermediaries
- Funds and side vehicles providing long term risk capital investments in the form of **equity**, hybrid debt-equity, or other type of mezzanine financing equity
- Excluding entities targeting buy-out (or replacement capital) intended for asset stripping

### Target Final Recipients
At the time of investment by ESCALAR (all of the following):
- **i.** SME or a small Mid-cap (at time of first investment by the fund);
- **ii.** Scale-up Not an Excluded Final Recipient;
- **iii.** Established or operating in the EU

### Minimum allocation to target final recipients

**Option 1 (Main Fund)**
- The Financial Intermediary shall invest in Target Final Recipients an amount equal to the lower of:
  - **i.** Two times of the aggregate amounts drawn down from ESCALAR for the purpose of investment; and
  - **ii.** Two-thirds of the total amount drawn down by the Financial Intermediary from its investors for the purpose of investments.
- subject to a floor of 50% of invested amounts allocated to Target Final Recipients.

**Option 2 (Side Fund)**
- 100% of amounts drawn down from investors for investments shall be invested in Target Final Recipients
# Investment guidelines

<table>
<thead>
<tr>
<th><strong>ESCALAR deferred return</strong></th>
<th>[4 to 6]% IRR to be calculated pro rata temporis on the ESCALAR Shares Net Paid-In</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Investor preferred return</strong></td>
<td>[3-5] % IRR calculated pro rata temporis on:</td>
</tr>
<tr>
<td></td>
<td>i. the LP Net Paid-In in case of ESCALAR Option 1</td>
</tr>
<tr>
<td></td>
<td>ii. the Main Fund Shares (of the side fund) Net Paid-in in case of ESCALAR Option 2</td>
</tr>
<tr>
<td><strong>Trigger event</strong></td>
<td>Means the event that has occurred from the moment that the ratio of NAV to ESCALAR Shares Net paid-in drops below [1.5 to 2.0]x.</td>
</tr>
<tr>
<td><strong>Drawdowns</strong></td>
<td>Pro rata</td>
</tr>
</tbody>
</table>
Waterfall

Main characteristics

1. Fund waterfall will follow what is indicated in the LPA (traditional waterfall with hurdle + carry).

2. Specific allocation of cashflows to LPs and ESCALAR.

3. Objectives of the ESCALAR waterfall:
   • Provide other LPs with a fixed return in priority to ESCALAR
   • Provide ESCALAR with a fixed return
   • Potential upside participation for ESCALAR (less than pro rata) if the fund outperforms
   • Downside protection for ESCALAR in case the fund underperforms

Enhance both GPs and LPs returns while providing additional equity resources for Scale-ups
## Waterfall

### Main Fund structure

<table>
<thead>
<tr>
<th>Prior to trigger event</th>
<th>Capital repayment</th>
<th>Investor preferred return [3-5% IRR]</th>
<th>ESCALAR deferred return [4-6% IRR]</th>
<th>Remaining proceeds (incl. hurdle + carry)</th>
</tr>
</thead>
<tbody>
<tr>
<td>LPs</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>ESCALAR</td>
<td>✓</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

- Cashflows from Fund: Pro rata, LPs only, Cash flows split in a pre-agreed proportion, Split in a pre-agreed proportion (in favour of LPs)

<table>
<thead>
<tr>
<th>Following trigger event</th>
<th>Preferred capital repayment</th>
<th>Capital repayment</th>
<th>Investor preferred return [3-5% IRR]</th>
<th>ESCALAR deferred return [4-6% IRR]</th>
<th>Remaining proceeds (incl. hurdle + carry)</th>
</tr>
</thead>
<tbody>
<tr>
<td>LPs</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>ESCALAR</td>
<td>✓</td>
<td>x</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

- Cashflows from Fund: ESCALAR only, LPs only, LPs only, Cash flows split in a pre-agreed proportion, Split in a pre-agreed proportion (in favour of LPs)
### Waterfall

**Side Fund structure**

<table>
<thead>
<tr>
<th>Prior to trigger event</th>
<th>Capital repayment</th>
<th>Investor preferred return [3-5% IRR]</th>
<th>ESCALAR deferred return [4-6% IRR]</th>
<th>Remaining proceeds</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Main Fund shares</strong></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>ESCALAR</strong></td>
<td>✓</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>Cashflow from Side fund</strong></td>
<td>Pro rata</td>
<td>MF shares only</td>
<td>Cash flows split in a pre-agreed proportion</td>
<td>Split in a pre-agreed proportion (in favour of MF shares)</td>
</tr>
<tr>
<td><strong>Following trigger event</strong></td>
<td>Preferred capital repayment</td>
<td>Capital repayment</td>
<td>Investor preferred return [3-5% IRR]</td>
<td>ESCALAR deferred return [4-6% IRR]</td>
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<tr>
<td><strong>Main Fund shares</strong></td>
<td>x</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>ESCALAR</strong></td>
<td>✓</td>
<td>x</td>
<td>x</td>
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<td><strong>Cashflow from Side fund</strong></td>
<td>ESCALAR only</td>
<td>MF shares only</td>
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<td>Cash flows split in a pre-agreed proportion</td>
</tr>
</tbody>
</table>
Fund selection criteria

Value added criteria

| Predominantly invest in high growth European SMES and small Mid-caps | “Medium” or higher score will be awarded if the Financial Intermediary in its investment strategy targets to invest at least 50% of the aggregate amounts drawn down from investors for the purpose of investment in Scale-ups  
• “High” score in case the Financial Intermediary targets to invest:  
  i. More than 60% of the aggregate amounts drawn down from investors for the purpose of investment in a Scale-up, which is an SME or Small MidCap; or  
  ii. In particularly high growth Scale-ups, which are SMEs or Small MidCaps, with an average annual growth in employees or turnover greater than 10% p. a. over the three year period ending 31st December 2019 |
| Invest in more than one EU Member State | “Medium” or higher score for this indicator will be awarded if the Financial Intermediary in its investment strategy targets to invest less than 75% of its invested amounts in any single Member State based on an assessment made inter alia on its management team’s track record, strategy, pipeline, office location and composition. This individual score shall be positively impacted by a wider geographical coverage in the EU. |
| Invest in EU Member States below the average of investments in PE/GDP | “Medium” or higher score for this indicator will be awarded if the Financial Intermediary in its investment strategy targets to invest at least 50% of the aggregate amounts drawn down from investors for the purpose of investment in EU Member States where, according to Invest Europe private equity investment volumes as a percentage of GDP are below the European average. This individual score shall be positively impacted by higher country coverage in such countries. |
| Internationalization of portfolio companies | “Medium” or higher score for this indicator will be awarded if the Financial Intermediary in its investment strategy targets to invest at least 50% of the aggregate amounts drawn down from investors for the purpose of supporting the internationalization of portfolio companies. This individual score shall be positively impacted by a greater focus on investing in internationalization of portfolio companies. |
Fund selection criteria
Main qualitative assessment metrics

1. Strategy
   • Focus on late stage venture/growth capital
   • Previous experience in investing in growth companies in need of additional funding to continue on their growth plan
   • Demonstrated ability to source relevant deals and ability and credibility for identifying and appraising scale-ups.
   • Evaluation of Applicant’s investment processes, including ability to build companies, add value and exit strategies.

2. Team
   • Evaluation of the team profile, stability and ability to implement the ESCALAR product.

3. Track record
   • Relevant track record, separating scale-ups vs. other investments.

4. Terms and conditions, including management costs and fees, and willingness to adapt to the incentive structure/profit share calculation methodology proposed (both on the GP side and LP side).

5. Assessment of legal structures and independence

6. Assessment of reporting procedures
## Process

**Expected process and timeline for an investment**

<table>
<thead>
<tr>
<th>EIF role</th>
<th>Sourcing</th>
<th>Assessment</th>
<th>Approval</th>
<th>Closing</th>
</tr>
</thead>
</table>
| EIF role | Selection of funds which are in need of scale up capital | • Screening  
• Due diligence | EIF board approval | Structuring, legal negotiations and closing |

| Key elements | Open call | • Usual EIF assessment of proposals: | • First come - first served basis  
• Scoring system to ensure consistency in evaluation of proposals and provide quantitative basis to the decisions taken | • First screening;  
• Second screening;  
• Due diligence | • Scoring system to ensure consistency in evaluation of proposals and provide quantitative basis to the decisions taken | • First come - first served basis  
• Scoring system to ensure consistency in evaluation of proposals and provide quantitative basis to the decisions taken | EIF Board to approve potential transactions | Legal negotiations of LPAs and set up of the side vehicles or separate classes of shares |

### Timing

- **Sourcing:**
  - 8 April 2020 to 30 June 2020

- **Assessment:**
  - Q2-Q4 2020

- **Approval:**
  - Until 31 December 2020

- **Closing:**
  - Until 31 December 2022
More information available at www.eif.org