What are we looking for?

Policy fit and commercial assessment criteria

Who?

Team & Track record

- Proven track record & reputation
- Team cohesion & succession
- Commitment
- Carry split
- Governance
- Fundraising traction

How?

GP Strategy Focus

- Value creation & USP
- Alignment of interest
- Coherence between the Who, What and Why

Why?

Fund parameters

- Geographical focus
- Thematic focus (Target Areas and Horizontal Priorities)
- Fund model
- Terms & Conditions
- Legal structure

What?

Market Opportunity

- Trends
- Market needs
- Competition
- Demand side economics
- Deal flow & pipeline
The EIF’s investment process
Applications will go through four steps

1. Sourcing
   - Creating a deal flow
   - Marketing, active participation in and organization of events.
   - Pro-active sourcing via existing network.

2. Screening
   - Understanding your concept
   - Desk review and physical meeting; chance to articulate your investment opportunity and understand more about the EIF.

3. Due Diligence
   - Stress testing and verification
   - An EIF team conducts a physical due diligence visit (usually 2 days) to assess all aspects of the proposal and meet the investment team in person.

4. Legal negotiation/Signature
   - Legal documentation
   - After final approval, legal negotiation.
   - Aim is to align the terms and conditions to best market practice.
What happens at Due Diligence?
Main aspects of the DD process

Stress testing and verification
EIF team conducts a physical due diligence visit (usually 2 days) to assess all aspects of the proposal and meet the investment team in person.

Management team
Market
Deal flow
Investment strategy

Fund size
Proposed terms
Expected returns
Investor base

For full details on these eight stages of Due Diligence please refer to the Call for Expression of Interest documentation.