

TARGET MARKET SHEET - CED & NBF

COMPANY NAME:

Targets		Client Inputs	Match Criteria		BENCHMARK	Notes
1	Country External Rating				Country Rating> B3	
2	No. of Member Countries to be Invested				Investment in at least one of ICD's 54 MCs	
3	Member Country Citizen Ownership (% Share)				>%50 shareholders citizen of ICD Member Country (MC)	GCC Member States, African Sub-Sahara, Morocco, Tunisia, Pakistan, Malaysia, Brunei Darussalam, Indonesia
4	Sector				Around 68% of the CE Portfolio belongs to real estate sector and the primary focus for the coming projects will be to diversify CED's portfolio to include in affordable consumer goods, telecommunication, healthcare, food and agribusiness, basic industries, building materials logistics & transportation, and Renewable Energy. In addition to Financial Services (Leasing Companies)	
5	Targeted company No. of Years in the business				>5 years	
6	% of exports in Total Company Sales (if Applicable)				>20% (preferred)	
7	The requested Equity amount (Ticket Size)				Min of US\$ 5 Mn Max of US\$ 15 Mn from ICD's Balance Sheet	
8	% Share of ICD Investment in Total Project Cost				<33% Brownfield <33% Greenfield	
9	% Share of ICD Investment in Total Equity Participation				<33%	
10	Expected IRR (Upon Exit) on USD Terms				Minimum: 10%	
11	Solid Exit Plan with Clear Time Horizon				Clear Exit Plan within maximum 7 Years	
12	Development Impact (SDGs) Target				Potential to generate new jobs, and contribute to ICD Key SDGs (SDG3: Good Health and Well-being SDG 7: Clean Energy, SDG 9: Infrastructure SDG 11: Sustainable Cities and Communities)	
13	Shariah/Compliance				Financial Structure is Shariah compatible (Equity in Shariah compliance companies)	