



Global Social Investment Fund Eye Fund I

Fund Rationale

The World Health Organization (“WHO”) estimates that 39 million people are blind and an additional 285 million people have moderate to severe visual impairments worldwide. Over 90% of the blind live in the poorest parts of the developing world. An estimated 80% of blindness is curable or preventable. The primary cause of blindness in developing countries is cataracts (51%). Cataracts can be cured through surgery, in fact one of the simplest surgical procedures in the world, which takes as little as 10-15 minutes. Cataract surgery is one of the most cost-effective interventions in modern health care. That such a debilitating condition can be easily reversed through simple medical procedures highlights the critical need to expand the eye care sector. In 1980s, a new model to treat cataracts at high volumes and affordable prices emerged in response to the vast unmet cataract surgery needs within the developing world. Pioneering eye hospitals like Aravind Eye Hospital and LV Prasad Eye Institute in India developed high efficiency, tiered-pricing models, whereby higher income patients subsidize the treatment costs of lower income patients. Through this pricing system, sustainable eye care programs have been able to provide a high volume of quality and affordable eye care services to the world’s poorest patients. Over 200 such organizations around the world have been created to replicate this model.

Fund Investment Strategy

The Eye Fund I is an innovative \$14.48 million senior debt fund launched in 2010 with the goal of reducing blindness by fostering the growth in outreach of sustainable eye hospitals that serve the poor, and initiate transformation in the financing of the eye care industry. Previously, this nascent industry was exclusively financed by donations and retained surpluses. Structured, placed and managed by Deutsche Bank, the Eye Fund I is the eye care industry’s first fund ever to be created and was the first commercial-like debt taken by the eye hospital borrowers. It was also one of the first non-microfinance impact investment funds. The transaction was the fruit of a unique partnership of social finance and eye care industry expertise between Deutsche Bank, the International Agency for the Prevention of Blindness (IAPB) and Ashoka. Additionally, Deutsche Bank helped arrange the seed funding of a technical assistance package for the Eye Fund’s borrowers to transfer the management information systems, management expertise and best practices implemented by the world’s leading eye care organization for the poor, the Aravind Eye Hospital in India.

Portfolio Details

The Eye Fund made 3 loans, financing key expansion initiatives of its eye hospital borrowers in Nigeria, China and Paraguay to construct new facilities, purchase advanced eye care equipment, expand outreach programs and train practitioners.

Capital Structure Details

The Eye Fund was brought together differently motivated investors to a common investment platform by utilizing foundation investments in junior and equity tranches, development financial institution loans in mezzanine tranches and debt from fiduciary investors in a senior tranche.

Tranche	% of Fund	Subordination	Projected Return
Senior Debt	16%	84%	1.4%
Subordinated Loans	70%	14%	3.6%
Subordinated Debt	3%	10%	2.0%
Equity	10%	NA	1.0%

Fund Facts

Legal Name	Eye Fund I, LLC
Fund Capitalization	\$14.48mm
Domicile	Delaware
Inception	January 2010
Fund Term	7 Years
Sponsor & Manager	Deutsche Bank
Investment Advisor	Deutsche Bank
Assets Held	Senior Debt
Base Currency	USD
Management Fee	.875% (Annual)*

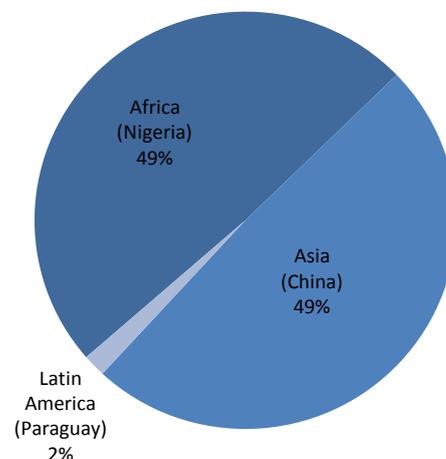
Portfolio Holdings

Portfolio	\$14.25mm
# Eye Care Borrowers	3
Local Currency Loans	0%
Avg. Loan Tenor	7 Years

Social Metrics

Annual Sight-Restoring Surgeries Supported	30,221
Share of Subsidized Surgeries for the Poor	38%

Regional Distribution



*Global Social Debt Fund management fees typically range from 1.50% to 2.00% of Outstanding Gross Loan Portfolio. Deutsche Bank’s fees are among the lowest in the microfinance fund management sector.