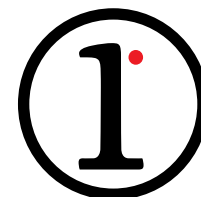


# Nepal Impact Investment Community-2 (NIIC-2) Introduction



<b>Investment Stage</b>	Growth Stage (in Nepal)
<b>Investment Size</b>	€300,000 to €1,000,000
<b>Fund Life</b>	10 years (+1+1 years)
<b>Target Fund Size</b>	€20 million
<b>Holding Period</b>	6 years on average
<b>Impact</b>	100 jobs for every €400,000 invested
<b>Instruments</b>	Mezzanine or Preferred shares, and/or Collateralization
<b>Exits</b>	Self-liquidating, Sale to management or third party
<b>Contact</b>	Email: <a href="mailto:info@onetowatch.nl">info@onetowatch.nl</a> Phone: +977 01 5523948

## What

Nepal Impact Investment Community-2 (NIIC-2) is developed after the successful implementation of Nepal Impact Investment Community-1 (NIIC-1), a 3 million euro pioneer fund. NIIC-1 has successfully invested in SMEs in the missing middle of Nepal since 2015. NIIC is managed by One to Watch, an investment manager active in Nepal since 2010.

NIIC-2 is targeted as a 20 Million Euro fund focused on investing in SMEs in Nepal working in basic needs sectors – primarily Agro-Business, Infrastructure, and, Healthcare. With an objective to grow companies that provide jobs and essential goods and services to underserved markets, NIIC invests in scalable enterprises to generate good financial return and positive social and/or environmental impact. NIIC-2 targets to invest in 15-20 growth stage SMEs in the missing middle of Nepal, that can provide 100 jobs for every 400K euros invested.

## Strategy

NIIC-2 focuses on creating value in the investee companies to pursue the expected profit and impact targets. NIIC-2 invests in companies with a proven track record of 2+ years with sales beyond early adopters, and, have the expertise to execute key processes. Companies with innovative business models or products that are able to scale to new market segments or new geographies are sourced in the pipeline through long existing and trusted networks in combination with business accelerators including One to Watch's in-house impact accelerator – Rockstart Impact. Invested capital is allocated to increase productive assets such as manufacturing units, technology for product development or working capital. Structured equity and mezzanine equity are used as instruments. One to Watch monitors the companies and adds value by overseeing the company's plans and governance systems. Strong performing companies are generally ready for follow-on investments after two years, and investment exits are typically projected in 6 years.

## Leading Team:

NIIC-2 is managed on ground by One to Watch Nepal that works with highly experienced local and international staff. The leading team for the fund comprise of two local members and one international member. The current leading team members are:

Willem Grimminck, Managing Director and IC Member

Suman Joshi, Managing Director and IC Member

Sunayna Tamrakar, Investment Director