

## Expert intermediation in impact investment

Enclude Capital Advisory (ECA) is a specialist intermediary working in the area of “impact” or “inclusive” investment. Its team of 13 professionals, based in London and Washington DC, have extensive investment banking or private equity experience and have collectively executed over \$430 million in transactions in inclusive investments, mostly in emerging and frontier markets.

Authorised by the Financial Conduct Authority in the UK, Enclude Capital Advisory UK Ltd. is a wholly-owned subsidiary of Enclude Ltd, a professional advisory services firm with over 20 years of track record doing business as ShoreBank International and Triodos Facet. Enclude’s long history in private sector development has focused on increasing the reach and profitability of enterprises, financial institutions, and other market actors that provide products, and services to meet the needs of underserved markets around the world.

Enclude believes that “inclusion” goes far beyond just financial inclusion. To us, inclusion means that all people—regardless of their income or where they live—should be able to enjoy the higher standards of living afforded by advances in finance, communications, technology, and science.

Enclude’s Capital Advisory business is dedicated to mobilising capital from a broad range of investors to businesses that deliver such inclusion. These businesses are impact investment opportunities that deliver both financial returns and positive environmental and social outcomes. Tapping public, private and philanthropic investors, we arrange transactions that promote commercial delivery of critical products and services to consumers, households and businesses. We connect our clients to aligned investors that can provide them with the capital they need to finance growth.

For more information on specific transactions, visit our website at [www.encludecapital.com](http://www.encludecapital.com).



“A very trusted partner . . . very creative, very competent. We have always valued whatever advice and counsel you have provided.”

— Sir Fazle Hasan Abed, Founder and Chairperson, BRAC

### SERVICES

**The vision to see new opportunities and the financial and transaction expertise to bring them to life:**

#### Capital Structuring & Raising (Debt and Equity)

- Capital structuring
- Capital raising for financial institutions, funds and companies

#### Mergers and Acquisitions

- Buy & sell-side mandates
- Responsible exits

#### Transaction-Related Services

- Loan servicing
- Due-diligence
- Guide valuations
- Investor relations
- Market scoping and strategy

Enclude defines “impact” as the ability of any organisation to offer services and products to those without access (extending inclusion) and being able to deliver these services and products within a financially viable or sustainable business model.

## GENERATING A POSITIVE RETURN

We work with:

- Companies and financial institutions seeking advice on capital strategies
- Investors looking to sell stakes in companies or financial institutions or seeking other corporate finance opportunities
- Investors requiring transaction-related services (e.g. on-site due diligence, guide valuations, or fund servicing)
- Financial institutions or funds seeking capital to invest in companies that are creating products and services for un(der)served markets
- Companies seeking direct funding to scale up their manufacture or distribution of new products and services for these markets
- Investors, institutions and companies seeking consultancy, and thought-leadership on inclusive investment



“ShoreBank was instrumental in putting together a consortium of investors with common interests that suited us strategically.”

— Ghalib Nishtar, President, Khushhali Bank Limited

“One of the challenges OPIC encounters in working with investors and enterprises aiming for high development impact is getting the right mix of capital for any given venture and aligning expectations of all participants in a deal. Enclude’s Capital Advisory team taps the full spectrum of capital— debt, equity, guarantees and philanthropic — to achieve appropriate returns. They know how to align financial and non-financial return expectations of investors and investees, a critical success factor for all capital transactions and especially those with ambitious social impact aims.”

— Elizabeth L. Littlefield, President & CEO, Overseas Private Investment Corporation



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Enclude is an advisory firm dedicated to building more inclusive and sustainable local economies. We provide integrated capacity and capital services that help clients and partners design, connect, finance and build solutions that generate sustainable business results and positive social and environmental outcomes. Enclude’s committed professionals work in four registered offices (Netherlands, United States, United Kingdom and Pakistan) and in project locations across the world, including Sub-Saharan Africa, Asia, Latin America and the Caribbean, Europe and Central Asia.

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