

**WE CAN END
EXTREME
POVERTY
IN A GENERATION
AND BOOST
SHARED
PROSPERITY**

THE POWER
OF
PARTNERSHIPS

Partnership Platforms of IFC

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IFC's Three Businesses

Integrated Solutions, Increased Impact, Partnerships

Investment Services

- Loans
- Syndicated loans
- Guarantees
- Risk management products
- Equity
- Blended finance

\$22 billion (FY14)

Advisory Services (AS)

- Delivered by IFC directly (firm-level, enabling environment w/non-govt clients, Public-Private Partnerships)
- Delivered via WBG Global Practices (Finance & Markets, Trade & Competitiveness, Health)

\$390 million (FY14)

Asset Management Company (AMC)

- Wholly owned subsidiary of IFC
- Private equity fund manager
- Invests third-party capital alongside IFC
- AMC Funds

\$6 billion (FY14)

IFC's Syndications Platforms

Managed Co-lending Portfolio Program (MCP)

- Investor receives a portfolio of deals
- Investor participates passively, delegating origination, structuring, and portfolio management to IFC
- Investor follows IFC's strategy, across countries and sectors
- IFC deploys Investor's funds over a specific investment period
- Investor is given early and mandatory access to eligible deals, subject to Borrower approval, at the mandate stage

B Loan/Agented Parallel Loan Programs

- Investor participates in individual deals
- Investor provides input into deal structuring requirements, conducts their own credit analysis, and retains voting rights in portfolio
- Investor participates in deals in line with their own institution's strategic goals
- IFC has no obligation to offer deals to Investors
- Investor approves much later in the process, post Internal Review

IFC's Asset Management Company

Assets under
Management
(\$6.3B)

Investment
Funds (6)

Investment
commitments
(\$3.8B)

Global
Institutional
Investors (30)

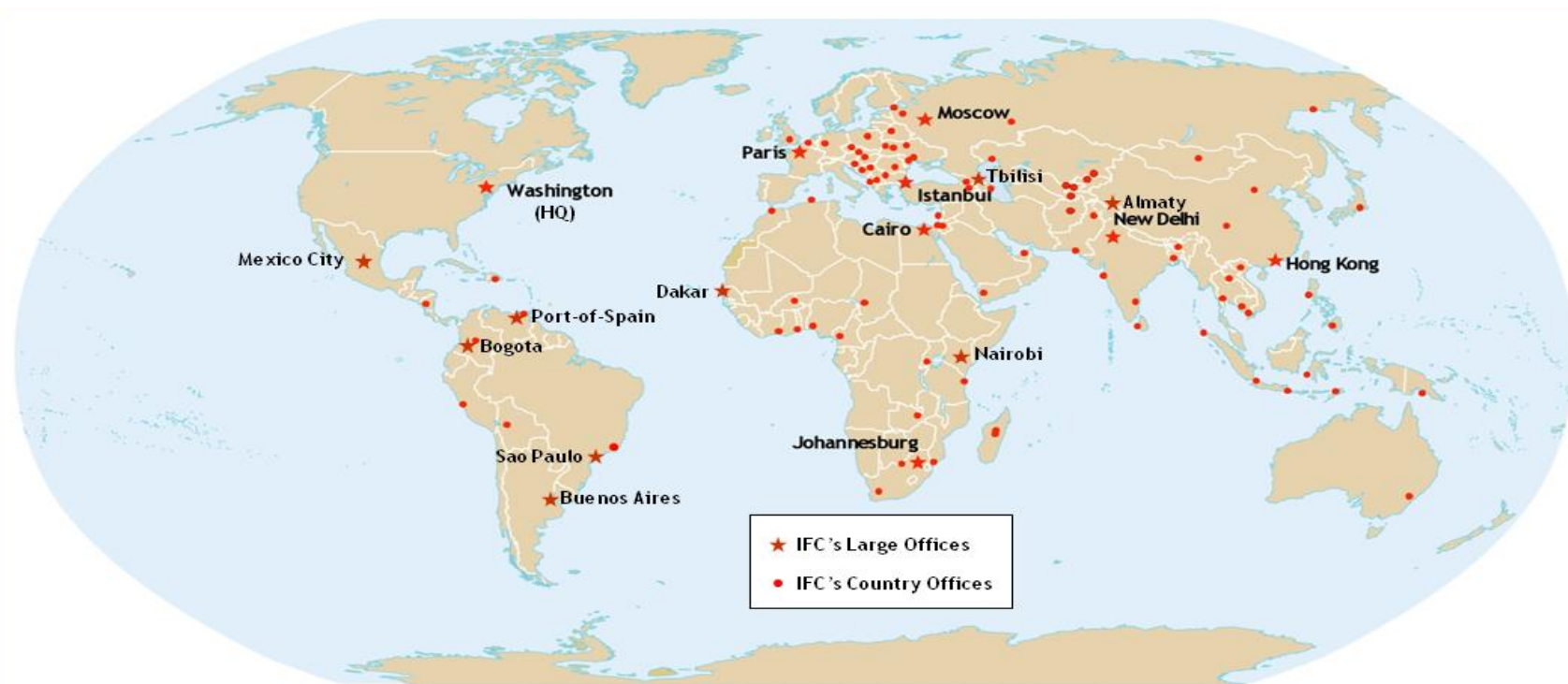
Portfolio
Companies
/Funds (57)

Staff members
(60)

Global Footprint

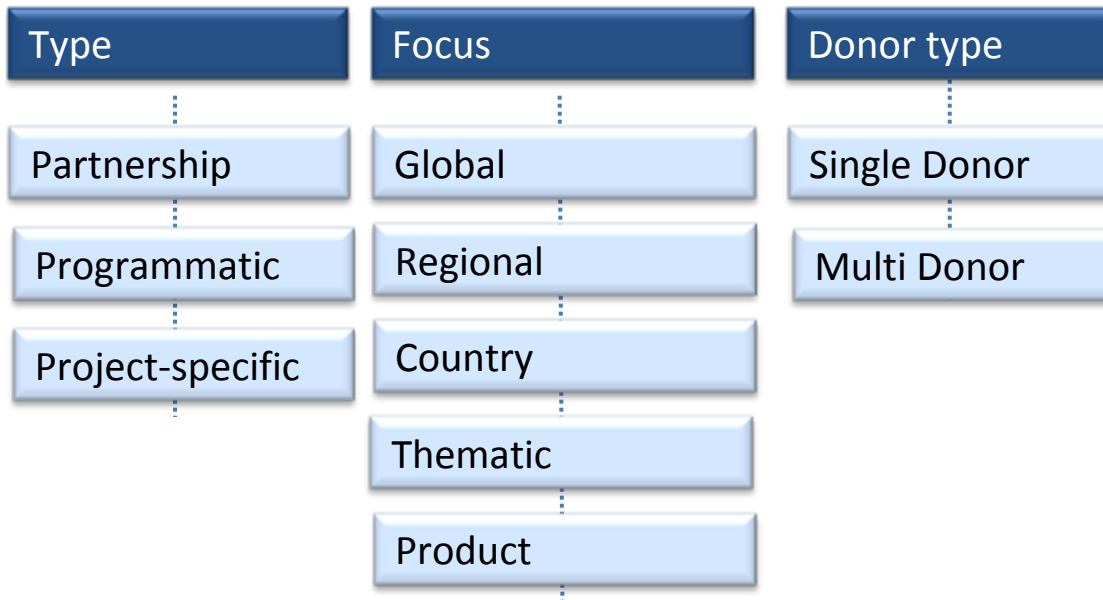
IFC Advisory Services operate in over 100 countries worldwide

- **Global Knowledge and Local Access:** 720 active projects in 106 offices worldwide, with around 80% of the 1000 professional-level staff based in the field
- **Illustrative FY14 Results:** Over \$14m loans disbursed to MSMEs, totaling \$103bn; 76 investment climate reforms adopted in 43 countries; 9 PPPs closed—3m people to receive improved access to infrastructure and health services.

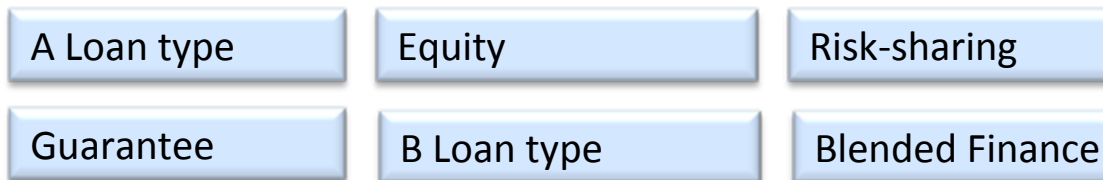


IFC Trust Funds

Advisory Services Trust Funds



Investment Trust Funds



Acceptance Criteria

- ✓ Consistency with IFC's Mission
- ✓ Alignment with IFC's strategic priorities
- ✓ Acceptable governance framework
- ✓ Adequate authority in use of funds
- ✓ No nationality restrictions on procurement
- ✓ Efficient & cost-effective administration
- ✓ No unacceptable risks for IFC

Governance

- ✓ High Standards of Care
- ✓ Annual Operational & Financial Reporting
- ✓ IFC's Results Measurement
- ✓ Donor Partner Visibility
- ✓ IFC's Access to Information Policy
- ✓ IFC's Mainstream Risk Management Framework

Top 10 Government Partners for IFC

	Thematic Priorities						Trust Fund Platforms		
	Agri	Climate	FCS	Gender	Infra	SMEs	Partnership	Global	Regional
United Kingdom	●	●	●	●	●	●		●	●
Switzerland	●	●		●	●	●		●	●
Netherlands	●	●	●		●	●	●	●	●
Canada	●	●		●		●	●	●	●
Austria	●				●		●	●	
Australia	●	●			●	●	●		●
Norway		●	●	●	●			●	●
Japan	●	●			●	●	●	●	●
Sweden		●	●	●				●	●
United States	●	●	●		●			●	●

Abbreviations Key

Agri = Agribusiness **Infra** = Infrastructure
Climate = Climate Change **SMEs** = Small and Medium Enterprises
FCS = Fragile and Conflict Situations

Global Trade Liquidity Program (GTLP)

GTLP is a global initiative that brings together governments, DFIs, and private sector banks to support trade in developing markets and address the shortage of trade finance resulting from the global financial crisis

Successful Partnership Model

- \$4b mobilized – strong convening power
- Partners: DFIs, MDBs, Donor Agencies, Commercial banks
- Won 3 prestigious Deal of Year awards because of its innovation, rapid deployment, reach, and impact
- Trade Finance Magazine awarded first ever Editors’ Best Global FI Award
- Cost neutral and solid financial return to Partners. CDC, AFDB, OFID, and Saudi Development Fund have extended or increased their participation.
- Phase II: Unfunded risk-sharing structure + GTLP Agri

Global Trade Liquidity Program

An innovative and unique public-private collaboration

Best Deal of 2009 Awards



IFC thanks its partners for making this award-winning program possible.



Global SME Finance Facility

Under G20 agenda, IFC developed the facility to accelerate financial inclusion by helping client financial institutions expand to SME segments that remain underserved

The program mobilizes funds that can help IFC provide:



Loans, guarantees, & risk sharing facilities with banks and non-bank FIs to expand SME lending

Technical assistance for banks to improve lending practices

Capacity building for SMEs who could become borrowers

Local financial infrastructure projects to de-risk SME markets

Concessional donor funds give IFC a new tool to provide more flexible financing terms for investment projects that (a) cannot be done on fully commercial terms, and (b) will help our clients reach new or underserved SME segments

Global Agriculture and Food Security Program (GAFSP)

GAFSP Private Sector Window aims to improve the livelihoods of SME and Small Holder Farmers through sustainable solutions to...



Improve Access to Finance and Reduce Risks in Agriculture

Increase Access and Linkages to Markets

Increase Productivity through gains in yields and waste reduction

And to support Climate Smart Solutions

As of June 2014, the GAFSP Private Sector Window approved twelve investment projects and twenty Advisory Services projects. Projects covered a number of sectors including poultry, irrigation, dairy, oil palm, and coffee.

Concessional Funds Under Management for Climate Smart Co-Investments ~US\$600m

Canada Climate Change Program (CCCP)

- Eligible Projects: RE, EE, forestry, adaptation
- Country Eligibility: select countries are not eligible
- No equity or CDM
- Limits on subordination
- Local currency where possible

Climate Investment Fund (CIF)

- Comprised of four funds:
 - 1) Mitigation (CTF)
 - 2) Forestry (FIP)
 - 3) Adaptation (PPCR)
 - 4) Small RE (SREP)
- Country-specific approach (approved Investment Plans)

Global Environmental Facility (GEF)

- Three Programs:
 - 1) IFC Earth Fund
 - 2) Environmental Business Finance Program
 - 3) Projects for SMEs through FIs
- Eligible Projects: RE, EE, biodiversity conservation

Delegated Authority from Donors

Contributions to IFC from Existing Partners

(2012-2014)

Donor	Contribution to Advisory Services, US\$m	Contribution to Investment Services, US\$m	Contribution to AMC, US\$m
Canada	101	58.7	76.5
The Netherlands	121	192	-
United Kingdom	127	132	80
Switzerland	170	-	-
Austria	49.3	-	-