

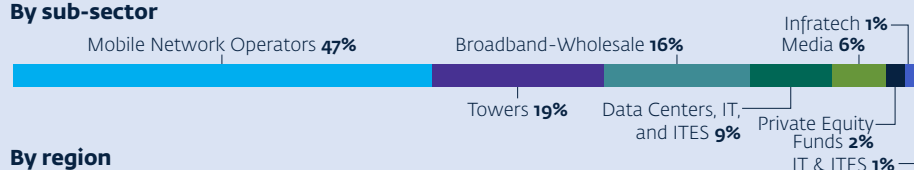
# IFC's Impact in Digital Infrastructure

Inclusive, accessible, high-quality digital connectivity is the foundation of a flourishing economy and an informed society. It is essential for productive businesses across all economic sectors, transparent and accountable governments, and the provision of public services including education, healthcare, and finance. Digital infrastructure helps promote gender equality and, when built in an energy efficient and climate-resilient manner, can optimize resource use and improve countries' ability to adapt to climate change, enabling the development of sustainable cities and communities.

## Telecommunications, media, and technology portfolio

\$2.9 billion committed TMT portfolio as of December 2024

### By sub-sector



### By region



## Our approach

IFC's efforts in the Telecommunications, Media and Technology (TMT) sector in emerging markets are aimed at building digital infrastructure, connecting the unconnected, and bridging the digital divide. Our investment focus targets the entire digital ecosystem, including shared infrastructure models such as open-access, carrier-neutral broadband networks, independent tower companies and data centers—as well as mobile network operators, even in the most challenging markets. IFC has built expertise in the media sector—focusing on audiovisual content and creative digital technologies—as well as in infratech—exploring opportunities in next generation networks involving IoT, AI-enabled business models, satellites, and low-carbon energy-efficient solutions for the telecom sector.

## The IFC difference

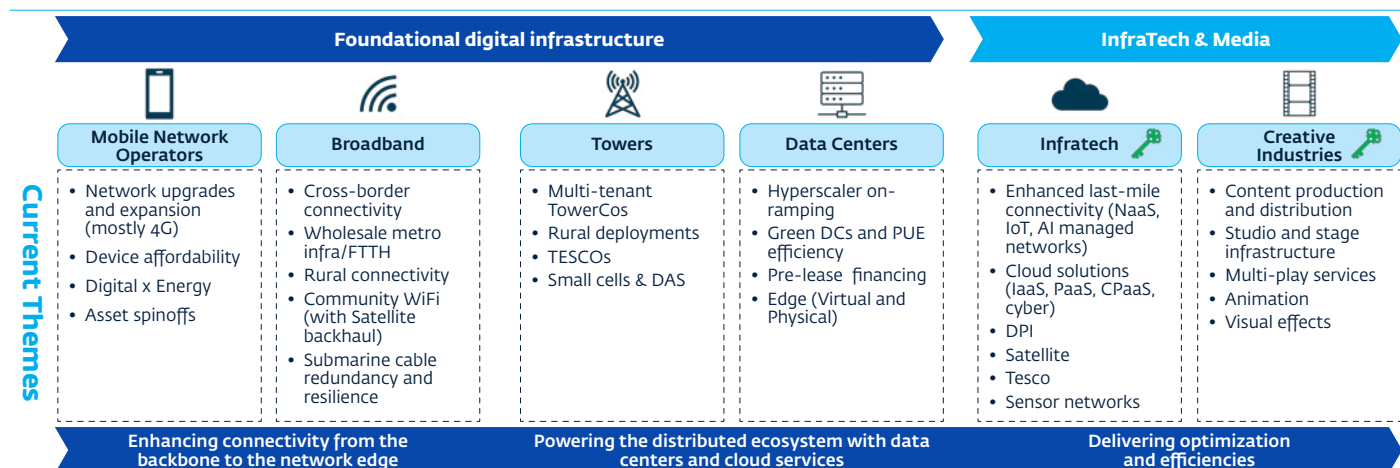
- Over the past decade, IFC has **committed and mobilized more than \$9.6 billion** for TMT projects in emerging markets.
- We offer a **broad range of financing products**, including senior and subordinated debt, mezzanine, equity, and mobilization of capital from other investors, as well as sustainability-linked financing.
- Our team includes specialists with **substantial industry experience** and **structuring expertise**.
- IFC's investments help companies **improve corporate governance** and align environmental and social practices with IFC's performance standards, enabling them to **achieve sustainable, long-term growth**.
- Together with the World Bank, IFC brings additional value by supporting enabling **regulation**, enhancing the **private sector's role**, promoting competition, and strengthening the **bankability** of new business models.

## About IFC

- World's largest development institution focused on the private sector in emerging markets
- Member of the World Bank Group with over 60 years of experience
- Trusted AAA-rated partner transforming innovative ideas into impactful investments
- Impact investor and mobilizer of capital for sustainable development
- Leader in climate finance and green growth
- Provider of advisory services for developing bankable projects, structuring public-private partnerships, and improving business environments
- Upholder of world-class ESG standards to ensure sustainable and responsible investments
















## 1. Intro: Priority Verticals

New verticals, sub-verticals





## Selected IFC TMT projects

<p>Africa Region</p>  <p><b>Axian Bond</b></p> <p>\$430 million</p> <p>Bond anchor investor/ mobilization</p>	<p>India</p>  <p><b>DNEG</b></p> <p>\$75 million</p> <p>Debt</p>	<p>Africa Region</p>  <p><b>SEACOM</b></p> <p>\$207 million</p> <p>Debt/mobilization</p>	<p>Pakistan</p>  <p><b>PTCL</b></p> <p>\$396 million</p> <p>Debt/mobilization</p>	<p>African Region</p>  <p><b>WIOCC</b></p> <p>\$60 million</p> <p>Debt/equity/ mobilization</p>
<p>Africa Region</p>  <p><b>Eastcastle</b></p> <p>\$62 million</p> <p>Equity/debt</p>	<p>Africa Region</p>  <p><b>Airtel Africa</b></p> <p>\$425 million</p> <p>Multi-country debt facility</p>	<p>Mexico</p>  <p><b>Axtel</b></p> <p>\$60 million</p> <p>Debt/mobilization</p>	<p>Malaysia</p>  <p><b>Yondr</b></p> <p>\$150 million</p> <p>Debt</p>	<p>Africa Region</p>  <p><b>HT Bond</b></p> <p>\$770 million</p> <p>Bond anchor/investor/ mobilization</p>
<p>Maldives</p>  <p><b>IHS Towers</b></p> <p>\$35 million</p> <p>Debt</p>	<p>Malaysia</p>  <p><b>AIMS</b></p> <p>\$131 million</p> <p>Equity/mobilization</p>	<p>Senegal</p>  <p><b>Sonatel</b></p> <p>\$219 million</p> <p>Anchor investor/debt/ mobilization</p>	<p>Poland</p>  <p><b>Polsat</b></p> <p>\$312 million</p> <p>Bond anchor investor mobilization</p>	<p>Africa Region</p>  <p><b>Liquid Telecom</b></p> <p>\$139 million</p> <p>Debt/equity/ mobilization</p>

## IFC telecommunications, media and technology contacts

**German Cufre**  
**Claudia Gutierrez**  
**Eduard Danielyan**  
**Obinna Chidozie Isiadinso**  
**Chijioke (Chi) Egejuru**  
**Fatemah Javed**  
**Erica Noda**  
**Carlo Rossotto**  
**Charlotte Kaheru**  
**Ferdinand Van Ingen**

Global Manager, TMT  
 Sector Lead, Broadband  
 Sector Lead, MNO  
 Sector Lead, Data Centers & Cloud  
 Sector Lead, Towers & InfraTech (Bangkok)  
 Sector Lead, Media  
 New Business Lead (Paris)  
 TMT Upstream Lead (Paris)  
 Principal Industry Specialist  
 Senior Industry Specialist

+1 (202) 459 3778  
 +1 (917) 294 6764  
 +1 (202) 247 1480  
 +1 (202) 820 3062  
 +1 (202) 403 1092  
 +1 (202) 378 6771  
 +1 (202) 751 6325  
 +1 (202) 468 7152  
 +1 (202) 621 4924  
 +1 (202) 212 9736

[gcufre@ifc.org](mailto:gcufre@ifc.org)  
[cgutierrez@ifc.org](mailto:cgutierrez@ifc.org)  
[edanielyan@ifc.org](mailto:edanielyan@ifc.org)  
[oisiadinso@ifc.org](mailto:oisiadinso@ifc.org)  
[cegejuru@ifc.org](mailto:cegejuru@ifc.org)  
[fjaved@ifc.org](mailto:fjaved@ifc.org)  
[enoda@ifc.org](mailto:enoda@ifc.org)  
[crossotto@ifc.org](mailto:crossotto@ifc.org)  
[ckaheru@ifc.org](mailto:ckaheru@ifc.org)  
[fvanningen@ifc.org](mailto:fvanningen@ifc.org)