

Agribusiness

# CAG

DI component	Stakeholder / Outcome	Indicator name	Department(s) / (subsector)
<i>Financial Performance</i>	<b>Financiers</b>		
	Returns to all capital providers	Choose one:** <input type="checkbox"/> Annual ROIC (%) <input type="checkbox"/> Annual EROE (%)	Real - CAG, CGM, CHE, CIT, CIN, COC CGF
<i>Economic Performance</i>	<b>All of Society</b>		
	Returns to society	Choose one:** <input type="checkbox"/> Annual EROIC (%) <input type="checkbox"/> Annual EROE (%)	Real - CAG, CGM, CHE, CIT, CIN, COC CGF
	<b>Employees</b>		
	More employees	Permanent jobs (#) Temporary jobs (#)	CAG, CGM, CHE, CIT (i), COC, CGF(pf) CAG, CHE, COC
	Increased Wages	Wage (average monthly wage+benefits, \$) [Compare to alternative, \$]	CAG, CGM, CHE, COC
	Training	Training Outlays (\$)	CAG, CHE, COC
	<b>Customers</b>		
	Better quality product	Quality improvement (Y/N)	CAG, CGM
	Lower price for product	Price (\$) [Compare to alternative, \$]	CAG, CGM, CHE, COC (ch)
	<b>Suppliers</b>		
	Increased Demand	Purchases from local suppliers (\$) Purchases from local suppliers (tons)	CAG, CGM, COC CAG
	New Suppliers	SME suppliers (upstream) engaged (#) Farmers engaged (#)	CAG CAG
	<b>Government</b>		
	Transfers to Government	Taxes and other payments (\$)	CAG, CGM, CHE, CIN, CIT, COC, CGF
	Transfers from Government	Subsidies received (\$)	CAG, CGM, CIN
Trade Distortions	Tariff revenue lost (\$)	CAG	
<i>Private Sector Development</i>	<b>Competitors and New Entrants</b>		
	Investment Climate	Change in law / regulation (Y/N) Privatization (Y/N)	CAG CAG
	Linkages	Backward linkages to process improvements (Y/N) SMEs/buyers reached (downstream) (#)	CAG CAG

Infrastructure

**CIN**

DI component	Stakeholder / Outcome	Indicator name	Department(s) / (subsector)
<i>Financial Performance</i>	<b>Financiers</b>		
	Returns to all capital providers	Choose one:** <input type="checkbox"/> Annual ROIC (%) <input type="checkbox"/> Annual EROE (%)	Real - CAG, CGM, CHE, CIT, CIN, COC CGF
<i>Economic Performance</i>	<b>All of Society</b>		
	Returns to society	Choose one:** <input type="checkbox"/> Annual EROIC (%) <input type="checkbox"/> Annual EROE (%)	Real - CAG, CGM, CHE, CIT, CIN, COC CGF
	<b>Customers</b>		
		Power generated (GWh) Power transmitted (kms/t-line) Power distributed- Customers (#) Water- Customers (#) Wastewater- Customers (#) Water- Treated volume (m3) Wastewater- Treated volume (m3) Gas distributed- Customers (#) Aiport- Passengers (#) Airline- Passengers (#) Buses/coach- Passengers (#) Container port- Containers (#) Other port- Port throughput(TEU) Rail/trucking volume (ton-km) Road transit (# vehicles)	CIN (power generation) CIN (power transmission) CIN (power distribution) CIN (water/wastewater distribution) CIN (water/wastewater distribution) CIN (water/wastewater distribution) CIN (water/wastewater distribution) CIN (gas distribution) CIN (airport/airline) CIN (airport/airline) CIN (buses/coach) CIN (port-containers) CIN (port- other) CIN (rail/trucking) CIN (road)
	<b>Government</b>		
	Transfers to Government	Taxes and other payments (\$)	CAG, CGM, CHE, CIN, CIT, COC, CGF
	Transfers from Government	Subsidies received (\$)	CAG, CIN

# CHE

DI component	Stakeholder / Outcome	Indicator name	Department(s) / (subsector)
<i>Financial Performance</i>	<b>Financiers</b>		
	Returns to all capital providers	Choose one:** <input type="checkbox"/> Annual ROIC (%) <input type="checkbox"/> Annual EROE (%)	Real - CAG, CGM, CHE, CIT, CIN, COC CGF
<i>Economic Performance</i>	<b>All of Society</b>		
	Returns to society	Choose one:** <input type="checkbox"/> Annual EROIC (%) <input type="checkbox"/> Annual EROE (%)	Real - CAG, CGM, CHE, CIT, CIN, COC CGF
	<b>Employees</b>		
	More employees	Permanent jobs (#) Temporary jobs (#)	CAG, CGM, CHE, CIT (I), COC, CGF(pf) CAG, CHE, COC
	Increased Wages	Wage (average monthly wage+benefits, \$) [Compare to alternative, \$]	CAG, CGM, CHE, COC
	Training	Training Outlays (\$)	CAG, CHE, COC
	<b>Customers</b>		
	New good or service	Completion/graduation rate (%) Graduates (#) Job placement rate, graduates (%) Students enrolled (#) Wage differential, tertiary graduates (\$) Patients treated (#) Patients with insurance coverage (inc. HMOs) (#) Publicly-funded patients treated (#)	CHE (e) CHE (e) CHE (e) CHE (e) CHE (e) CHE (h) CHE (h) CHE (h)
	Lower price for product	Price (\$) [Compare to alternative, \$]	CAG, CGM, CHE, COC (ch)
	<b>Government</b>		
Transfers to Government	Taxes and other payments (\$)	CAG, CGM, CHE, CIN, CIT, COC, CGF	
<i>Environmental and Social Performance</i>	<b>Neighbors</b>		
		Scholarships awarded (\$) Low-income students enrolled (#) Procedures performed with high public health benefit (#) Free/discounted medical services provided (\$) Low-income patients treated (#)	CHE (e) CHE (e) CHE (h) CHE (h) CHE (h)
<i>Private Sector Development</i>	<b>Competitors and New Entrants</b>		
	Demonstration effects	Institutions following public-private partnership model (#) Project renders viability of lending to education institutions (Y/N) Institutions adopting project company's best practices, educational/managerial Institutions replicating financing instrument for education institutions (#) Project renders viability of lending to health institutions (Y/N) Institutions adopting project company's best practices, clinical/managerial (#) Institutions replicating financing instrument for health institutions (#) Receipt of international accreditation (Y/N)	CHE CHE (e) CHE (e) CHE (e) CHE (h) CHE (h) CHE (h) CHE (h)
	Investment Climate	Medical infrastructure built by project (\$) Supply of skilled professionals for labor market (#)	CHE CHE (e)

Oil, Gas, Mining & Chemicals

COC

DI component	Stakeholder / Outcome	Indicator name	Department(s) / (subsector)
<i>Financial Performance</i>	<b>Financiers</b>		
	Returns to all capital providers	Choose one:** <input type="checkbox"/> Annual ROIC (%) <input type="checkbox"/> Annual EROE (%)	Real - CAG, CGM, CHE, CIT, CIN, COC CGF
<i>Economic Performance</i>	<b>All of Society</b>		
	Returns to society	Choose one:** <input type="checkbox"/> Annual EROIC (%) <input type="checkbox"/> Annual EROE (%)	Real - CAG, CGM, CHE, CIT, CIN, COC CGF
	<b>Employees</b>		
	More employees	Permanent jobs (#) Temporary jobs (#)	CAG, CGM, CHE, CIT (i), COC, CGF(pf) CAG, CHE, COC
	Increased Wages	Wage (average monthly wage+benefits, \$) [Compare to alternative, \$]	CAG, CGM, CHE, COC
	Training	Training Outlays (\$)	CAG, CHE, COC
	<b>Customers</b>		
	Lower price for product	Price (\$) [Compare to alternative, \$]	CAG, CGM, CHE, COC (ch)
	<b>Suppliers</b>		
	Increased Demand	Purchases from local suppliers (\$)	CAG, CGM, COC
<b>Government</b>			
Transfers to Government	Taxes and other payments (\$)	CAG, CGM, CHE, CIN, CIT, COC, CGF	
<i>Environmental and Social Performance</i>	<b>Neighbors</b>		
	Infrastructure	Increased infrastructure (Y/N) Roads built (km)	COC COC
	Community Development	Contributions to community development programs (exc. health and education spending) (\$)	COC
		Contributions to local educational facilities (\$)	COC
		Contributions to local health facilities (\$)	COC
		People receiving company organized Voluntary Counseling & Testing (VCT) (#)	COC
		People with access to healthcare and/or treatment (#)	COC
Project addresses HIV/AIDS among labor force and/or affected communities (Y/N)	COC		
School places supported (#)	COC		
<i>Private Sector Development</i>	<b>Competitors and New Entrants</b>		
	Demonstration effects	New Entrants (#)	COC (ch)
		First in technology transfer (Y/N)	COC (ch)
		Other firms introducing technology (#)	COC (ch)
Linkages	Nationals in top management (%) Local Suppliers / SME Development programs (Y/N)	COC COC	

# CGM

DI component	Stakeholder / Outcome	Indicator name	Department(s) / (subsector)
<i>Financial Performance</i>	<b>Financiers</b>		
	Returns to all capital providers	Choose one:** <input type="checkbox"/> Annual ROIC (%) <input type="checkbox"/> Annual EROE (%)	Real - CAG, CGM, CHE, CIT, CIN, COC CGF
		Net Sales (\$) Net Income (\$)	CGM CGM
<i>Economic Performance</i>	<b>All of Society</b>		
	Returns to society	Choose one:** <input type="checkbox"/> Annual EROIC (%) <input type="checkbox"/> Annual EROE (%)	Real - CAG, CGM, CHE, CIT, CIN, COC CGF
	<b>Employees</b>		
	More employees	Permanent jobs (#)	CAG, CGM, CHE, CIT (i), COC, CGF (pf)
	Increased Wages	Wage (average monthly wage+benefits, \$) [Compare to alternative, \$]	CAG, CGM, CHE, COC
	<b>Customers</b>		
	New good or service	Improved product availability / selection (Y/N)	CGM
	Better quality product	Quality improvement (Y/N)	CAG, CGM
	Lower price for product	Price (\$) [Compare to alternative, \$]	CAG, CGM, CHE, COC (ch)
	<b>Suppliers</b>		
	Increased Demand	Purchases from local suppliers (\$)	CAG, CGM, COC
<b>Government</b>			
Transfers to Government	Taxes and other payments (\$)	CAG, CGM, CHE, CIN, CIT, COC, CGF	
<i>Private Sector Development</i>	<b>Competitors and New Entrants</b>		
	Demonstration effects	Adoption of New Technology (Y/N)	CGM

Global Information & Communication Technologies

**CIT**

DI component	Stakeholder / Outcome	Indicator name	Department(s) / (subsector)
<i>Financial Performance</i>	<b>Financiers</b>		
	Returns to all capital providers	Choose one:** <input type="checkbox"/> Annual ROIC (%) <input type="checkbox"/> Annual EROE (%)	Real - CAG, CGM, CHE, CIT, CIN, COC CGF
		Gross Revenue after Sales Tax (\$)	CIT (i)
		Company market share (%)	CIT (t)
<i>Economic Performance</i>	<b>All of Society</b>		
	Returns to society	Choose one:** <input type="checkbox"/> Annual EROIC (%) <input type="checkbox"/> Annual EROE (%)	Real - CAG, CGM, CHE, CIT, CIN, COC CGF
	<b>Employees</b>		
	More employees	Permanent jobs (#)	CAG, CGM, CHE, CIT (i), COC, CGF(pf)
	<b>Customers</b>		
	New good or service	Company subscribers (#) Company clients (#)	CIT (t) CIT (i)
	<b>Government</b>		
Transfers to Government	Taxes and other payments (\$)	CAG, CGM, CHE, CIN, CIT, COC, CGF	
<i>Private Sector Development</i>	<b>Competitors and New Entrants</b>		
	Demonstration effects	Patent applications (#)	CIT (i)
	Investment Climate	Country penetration rate (%) Country total number of subscribers (#)	CIT CIT

# CGF Global Financial Markets

DI component	Stakeholder / Outcome	Indicator name	Department(s) / (subsector)	
<i>Financial Performance</i>	<b>Financiers</b>			
	Returns to all capital providers	Life of Project - ROE (%) Annual ROE (%) Portfolio quality (%NPL)	CGF CGF CGF	
	<b>All of Society</b>			
<i>Economic Performance</i>	Returns to society	Life of Project - EROE (%) Annual EROE (%)	CGF CGF	
	<b>Employees</b>			
	More employees	Permanent jobs (#)	CAG, CGM, CHE, CIT (i), COC, CGF (pf)	
	<b>Customers</b>			
		SMEs financed (#) SME portfolio - outstanding balance (\$) SME portfolio - outstanding balance (# projects) Microfinance borrowers financed (#) Microfinance portfolio - outstanding balance (\$) Microfinance portfolio - outstanding balance (# projects) Homes financed (#) Housing Finance portfolio - outstanding balance (\$) Housing Finance portfolio - outstanding balance (# projects) Mobilization rate: MBS issued amount/ IFC investment (%) Mortgages part of MBS issue (#) Homes built (#) Energy Efficiency portfolio - outstanding balance (\$) Energy Efficiency portfolio - outstanding balance (# projects) Sustainability Finance portfolio - outstanding balance (\$) Sustainability Finance portfolio - outstanding balance (# projects) Small growers supported (#) Sustainable commodity supported (Volume) Policies issued (#) Gross premiums raised (\$) Consumers financed (#) Consumer portfolio - outstanding balance (\$) Consumer portfolio - outstanding balance (# projects) Branches (#)	CGF (sme-b, sme-l, nonbank) CGF (sme-b, sme-l, nonbank) CGF (sme-b, sme-l, nonbank) CGF (microf) CGF (microf) CGF (microf) CGF (hf) CGF (hf) CGF (hf) CGF (hf) CGF (hf) CGF (pf) CGF (ee) CGF (ee) CGF (sf) CGF (sf) CGF (sf) CGF (sf) CGF (i) CGF (i) CGF (nonbank, rb) CGF (nonbank, rb) CGF (nonbank, rb) CGF	
	<b>Government</b>			
	Transfers to Government	Taxes and other payments (\$)	CAG, CGM, CHE, CIN, CIT, COC, CGF	
	Transfers from Government	Life-of-project Lending Subsidy Indicator (\$) Annual Lending Subsidy Indicator (\$)	CGF CGF	
	<i>Environmental and Social Performance</i>	<b>Neighbors</b>		
		Environmental impacts	Waste (tons) CO2 emissions (tons)	CGF (ee) CGF (ee)
		Community Development	Low-income Homes financed (#)	CGF
	<i>Private Sector Development</i>	<b>Competitors and New Entrants</b>		
		Demonstration effects	Introduction of sub-debt (Tier 2 Capital) by client company (Y/N) New microfinance product (Y/N) New insurance product (Y/N) Institutions replicating IFC product (#) FIs adopting client company best practices (#) FIs created following IFC investment (#) New Mortgage product (Y/N) First MBS issue in country (Y/N)	CGF CGF CGF CGF CGF CGF CGF CGF
		Corporate governance	Introduction of new/improved MIS/IT systems (Y/N) Introduction of risk management system (Y/N) Introduction of credit scoring techniques (Y/N) Projects/clients moving up the governance matrix (#)	CGF CGF CGF CGF
		Investment Climate	Laws changed as a result of IFC investment (#) New laws introduced as a result of IFC investment (#) New laws tested as a result of IFC investment (#) NGO/MFI transformed into regulated banking institution (Y/N) SOE transformed into regulated private banking institution (Y/N) Mortgage debt outstanding (% of GDP) Fund utilization (%) Branches - rural (#)	CGF CGF CGF CGF CGF CGF (hf) CGF CGF

Private Equity & Investment Funds

# CFN

DI component	Stakeholder / Outcome	Indicator name	Department(s) / (subsector)
<i>Financial Performance</i>	<b>Financiers</b>		
	Return to all capital providers	Fund Disbursed (%) Net IRR (%) Total Commitments to Fund (\$)	CFN CFN CFN
	<b>Employees</b>		
<i>Economic Performance</i>	More employees	Investee-level jobs (#) Employment growth in fund investee companies (average, %) [Compare to national employment growth]	CFN CFN
	<b>Customers</b>		
	New good or service	Companies with SME classification at time of acquisition (#) Investee companies with +ve growth in EBITDA (%) Investee companies with +ve growth in labor productivity (%) Investee companies with +ve growth in sales (%)	CFN CFN CFN CFN
	<b>Competitors and New Entrants</b>		
<i>Private Sector Development</i>	Demonstration effects	Follow-on fund (Y/N) Non-DFI funding in follow-on fund (%) Local Fund Managers (#)	CFN CFN CFN
	Corporate Governance	Companies with improved governance & transparency (%)	CFN

Subnational Finance

# CSF

DI component	Stakeholder / Outcome	Indicator name	Department(s) / (subsector)
<i>Financial Performance</i>	<b>Financiers</b>		
	Returns to all capital providers	Operating balance/total revenues (%)	CSF
<i>Environmental and Social</i>	<b>Neighbors</b>		
	Infrastructure	Capital expenditures/total revenues (%)	CSF
	Community Development	Cost per unit of service (average, \$)	CSF
<i>Private Sector Development</i>	<b>Competitors and New Entrants</b>		
	Demonstration effects	Increased financing to local governments (Y/N) Replication of structures/instruments piloted by municipality (Y/N)	CSF CSF
	Corporate governance	Stricter/clearer procurement rules (Y/N)	CSF
	Investment Climate	Increased commerce/industry creation (Y/N) Increased employment (Y/N)	CSF CSF

