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## RESULTS BY REGION

## East Asia and the Pacific

In FY11, IFC made record investments in East Asia and the Pacific. These are expected to support 72,000 jobs, reach 157,000 farmers, and facilitate about \$12.3 billion in loans to micro, small, and medium enterprises. IFC's new commitments in 69 projects across the region totaled \$2.8 billion, including funds mobilized from other investors.

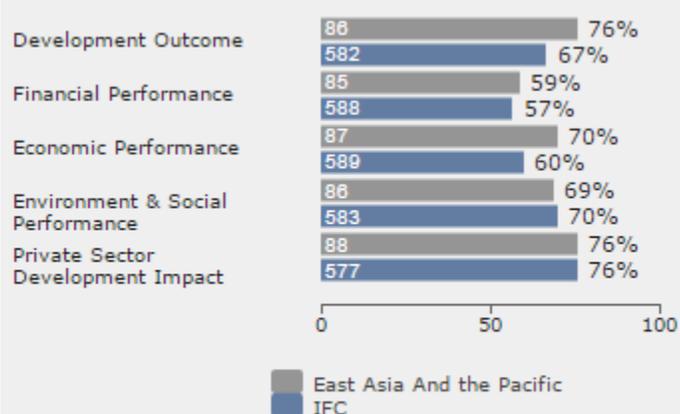
Our Advisory Services project expenditures totaled nearly \$27 million—funds we used to help governments and the private sector manage economic growth in a more carbon-neutral way, to expand financing for small entrepreneurs and farmers, and to foster an investment climate that supports the creation of jobs.

More than half of our financing went to the region's poorest countries. In Vietnam, for example, we helped partially privatize Vietinbank, the country's third-largest bank, and improve its service delivery to small and medium enterprises.

Our strategic focus on climate change helped us mobilize \$150 million for China WindPower, a fast-growing maker of wind turbine towers and operator of wind farms.

IFC included Chinese investors for the first time in one of our project syndications. By putting together \$115 million in financing for Ghana Vodafone, we helped raise environmental and social standards for Chinese banks investing in Ghana and other emerging-market countries.

### FY11 Development Outcome Scores



Numbers at the left end of each bar are the total number of companies rated.

### Project Financing and Portfolio, by Region

(\$ millions, fiscal year ending June 30)	FY11 <sup>1</sup>	FY10 <sup>1</sup>
IFC commitments	1,926	1,547
Loans	625	721
Equity	637	491
Guarantees and risk management	664	335
Mobilization Commitments*	912	636
Total commitments	2,838	2,183
Committed portfolio for IFC's account	6,188	5,475
Committed portfolio for Loan Syndications**	784	644
Total committed portfolio	6,973	6,119

\* Including Loan Syndications (B-Loans & Parallel Loans & ALPs), Structured Finance, IFC Initiatives, and AMC, as applicable for this Region

\*\* Including B-Loans and Agented Parallel Loans (FY11 only)

<sup>1</sup> Some amounts include regional shares of investments that are officially classified as global projects.

**Development Reach**

	New Business	Portfolio	
	Expectations FY11	CY10	CY09
MSME Loans (number of loans)	2,173,039	2,066,455	2,474,866
MSME Loans (amount in \$ million)	12,317	28,388	19,978
Power Generation (millions of customers)	4.5	12.6	9.9
Power Distribution (millions of customers)	0.04	16.9	14.1
Phone Connections (millions of customers)	0.0	19.2	17.4
Farmers Reached*	156,700	1,458,600	520,504
Patients Reached	409,700	1,459,139	1,123,978
Students Reached	6,400	355	391
Employment	72,002	655,137	587,404
Domestic Purchase of Goods and Services (\$ million)	3,699.2	10,719.3	7,345.9
Payments to Government (\$ million)	1,708	1,564	832

\* Farmers reached in CY10 include two companies in China with over 1.2 million farmers for CY10 with 705,000 clients.

**Largest Country Exposures in FY11: East Asia & the Pacific**

Rank within Region	Country	Committed Portfolio (\$ millions)	
		FY11	FY10
1	China	2,411	2,327
2	Philippines	1,086	1,019
3	Vietnam	862	452

Based on IFC's account, as of June 30, 2011.

## Europe and Central Asia

In Europe and Central Asia we continued supporting the region's economic recovery by expanding access to finance, improving infrastructure, and tackling climate change through a mix of investments and advisory services.

In FY11, our commitments in the region totaled \$4.3 billion, including \$1.6 billion in syndicated and parallel loans and funds mobilized from other investors. Most of the commitments in the region were channeled to the banking sector to expand access to finance for businesses and individuals, with a focus on underserved countries and regions. Investments targeting the region's poorest countries totaled \$223 million in 33 projects.

IFC Advisory Services in Europe and Central Asia substantially expanded its climate change and agribusiness support programs. IFC trained hundreds of government inspectors and food producers on best international practices in food safety, helped local companies and banks improve corporate governance and strengthen their risk management practices, and supported governments in reforming business inspections, permits and tax administration systems.



**Development Reach**

	New Business	Portfolio	
	Expectations FY11	CY10	CY09
MSME Loans (number of loans)	1,093,790	1,121,475	987,560
MSME Loans (amount in \$ million)	14,195	36,780	32,055
Power Generation (millions of customers)	3.72	0.60	0.01
Gas Distribution (millions of customers)	0.0	0.2	1.49
Power Distribution (millions of customers)	0.2	4.3	2.9
Phone Connections (millions of customers)	0.0	15.3	15.3
Farmers Reached	328,720	38,553	88,351
Patients Reached*	1,172,000	2,429,464	755,739
Students Reached	0.0	1,431	1,431
Employment	35,562	333,330	271,994
Domestic Purchase of Goods and Services (\$ million)	1,638.7	7,155.4	8,828.2
Payments to Government (\$ million)	256	1,751	2,150

\* Only one company reported number of patients reached in CY10.

**Largest Country Exposures in FY11: Europe & Central Asia**

Rank within Region	Country	Committed Portfolio (\$ millions)	
		FY11	FY10
1	Russian Federation	2,579	2,286
2	Turkey	2,422	2,032
3	Ukraine	836	880

Based on IFC's account, as of June 30, 2011.

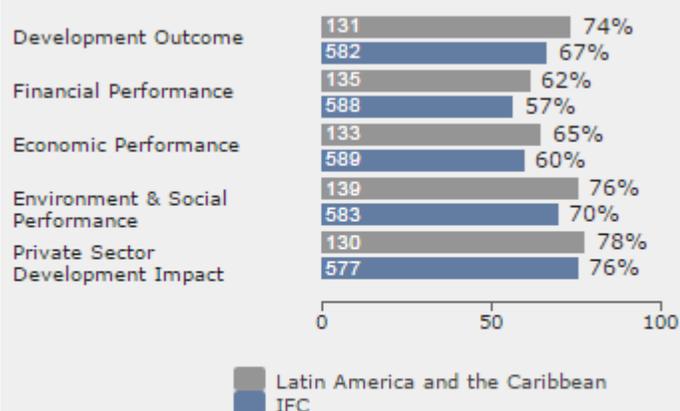
## Latin America and the Caribbean

The Latin America and Caribbean region accounts for the largest share of IFC commitments. In FY11, our commitments in the region totaled about \$3 billion for our own account. We also mobilized an additional \$2.2 billion. Advisory Services project expenditures amounted to \$19.3 million.

We use our investment products and advisory services in the region to accelerate development by broadening access to finance, promoting infrastructure development, and helping the private sector generate productive jobs and deliver essential services to underserved segments of the population.

Our clients have generated significant development impact in the region. In calendar year 2010, IFC clients created almost 720,000 jobs. They made 3.4 million loans to small, medium, and micro enterprises totaling \$45.3 billion. They distributed water and power to 9.7 million and 23 million customers, respectively, and provided phone connections to 11.5 million customers. Our clients reached nearly 168,000 farmers, more than 712,000 patients, and over 477,000 students.

### FY11 Development Outcome Scores



### Project Financing and Portfolio, by Region

(\$ millions, fiscal year ending June 30)	FY11 <sup>1</sup>	FY10 <sup>1</sup>
IFC commitments	3,031	3,006
Loans	1,045	1,194
Equity	454	548
Guarantees and risk management	1,532	1,264
Mobilization Commitments*	2,238	1,415
<b>Total commitments</b>	<b>5,269</b>	<b>4,421</b>
Committed portfolio for IFC's account	10,144	9,609
Committed portfolio for Loan Syndications**	4,028	3,581
<b>Total committed portfolio</b>	<b>14,171</b>	<b>13,190</b>

\* Including Loan Syndications (B-Loans & Parallel Loans & ALPs), Structured Finance, IFC Initiatives, and AMC, as applicable for this Region

\*\* Including B-Loans, ALPs and Agented Parallel Loans

<sup>1</sup> Some amounts include regional shares of investments that are officially classified as global projects.

**Development Reach**

	New Business	Portfolio	
	Expectations FY11	CY10	CY09
MSME Loans (number of loans)	4,357,481	3,372,773	3,813,982
MSME Loans (amount in \$ million)	20,120	45,344	34,295
Power Generation (millions of customers)	1.1	17.3	27.3
Water Distribution (millions of customers)	0.2	9.7	9.6
Power Distribution (millions of customers)	0.1	23.0	21.1
Phone Connections (millions of customers)	0.2	11.5	7.6
Farmers Reached	10,115	167,685	176,627
Patients Reached	845,000	712,685	1,798,144
Students Reached	433,000	477,350	916,385
Employment	71,084	719,981	689,198
Domestic Purchase of Goods and Services (\$ million)	478.7	12,282.3	12,418.6
Payments to Government (\$ million)	2,008	11,627	10,070

**Largest Country Exposures in FY11: Latin America & the Caribbean**

Rank within Region	Country	Committed Portfolio (\$ millions)	
		FY11	FY10
1	Brazil	2,697	2,533
2	Colombia	1,073	1,021
3	Argentina	1,038	1,099

Based on IFC's account, as of June 30, 2011.

## Middle East and North Africa

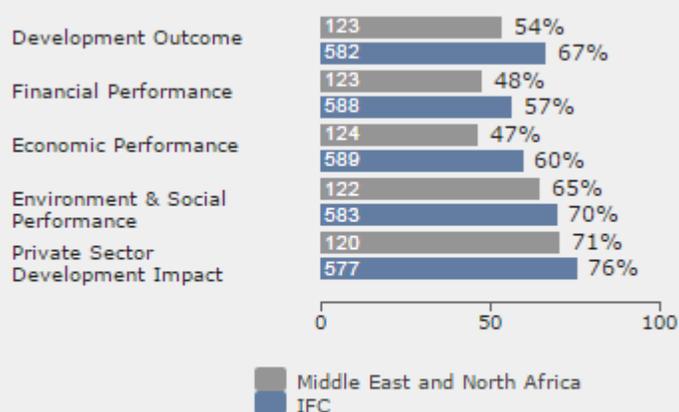
Despite unprecedented political and social change in the Middle East and North Africa over the past year, IFC continued to fulfill its mandate with investments of about \$1.6 billion in 51 projects across 14 countries. We also mobilized nearly \$800 million from other investors.

IFC responded to the region's specific needs with projects designed to restore investor confidence and stimulate foreign and cross-border investment, spur job creation, support micro, small, and medium enterprises, and improve infrastructure.

We launched landmark initiatives such as Education for Employment which will encourage the private sector to create employment-based education programs to enhance the professional skills of young people and women. Another major project will raise up to \$1 billion to develop infrastructure in the region where shortages of power, clean water, and good roads hinder economic and social development.

IFC provided Advisory Services to governments, banks, and businesses in 11 countries in MENA. In Iraq, we laid the groundwork for a project to support small businesses and launched a program in Lebanon to encourage environmentally friendly construction.

### FY11 Development Outcome Scores



### Project Financing and Portfolio, by Region

(\$ millions, fiscal year ending June 30)	FY11 <sup>1</sup>	FY10 <sup>1</sup>
IFC commitments	1,603	1,572
Loans	664	445
Equity	154	473
Guarantees and risk management	786	654
Mobilization Commitments*	793	784
<b>Total commitments</b>	<b>2,396</b>	<b>2,356</b>
Committed portfolio for IFC's account	4,750	4,164
Committed portfolio for Loan Syndications**	1,095	535
<b>Total committed portfolio</b>	<b>5,845</b>	<b>4,699</b>

\* Including Loan Syndications (B-Loans & Parallel Loans & ALPs), Structured Finance, IFC Initiatives, and AMC, as applicable for this Region

\*\* Including B-Loans and Agented Parallel Loans

<sup>1</sup> Some amounts include regional shares of investments that are officially classified as global projects.

**Development Reach**

	New Business	Portfolio	
	Expectations FY11	CY10	CY09
MSME Loans (number of loans)	2,827,228	1,537,917	1,407,576
MSME Loans (amount in \$ million)	2,073	8,203	9,313
Power Generation (millions of customers)*	2.8	0.5	8.8
Power Distribution (millions of customers)	0.0	2.6	3.2
Phone Connections (millions of customers)	4.0	4.1	0.1
Farmers Reached	0.0	71,070	2,825
Patients Reached	129,860	1,405,474	2,076,520
Students Reached	1,700	5,345	4,215
Employment	3,693	115,369	80,824
Domestic Purchase of Goods and Services (\$ million)	255.7	1,315.1	785.1
Payments to Government (\$ million)	1,533	864	2,857

\* Power Generation reduction in CY10 due to the exit of three major contributors.

**Largest Country Exposures in FY11: Middle East & North Africa**

Rank within Region	Country	Committed Portfolio (\$ millions)	
		FY11	FY10
1	Egypt	914	843
2	Pakistan	848	715
3	Jordan	495	375

Based on IFC's account, as of June 30, 2011.

## South Asia

In South Asia, IFC continued to address acute needs for energy, food, water, health care, access to financial services, sanitation, and waste management.

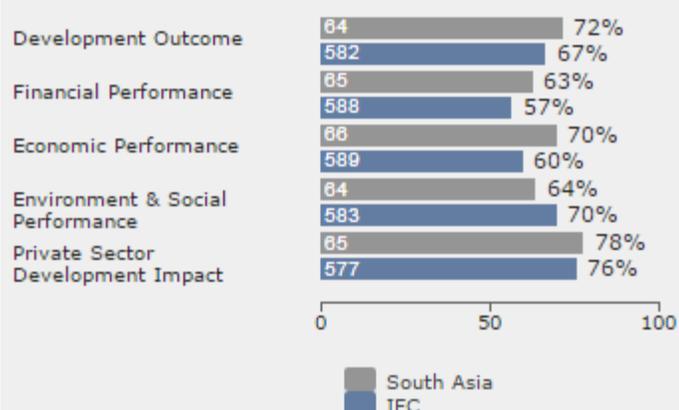
Keeping close to our strategic objectives of promoting inclusive and clean growth and global integration, IFC committed \$742 million for our own account and mobilized an additional \$320 million from other investors. Our advisory services project expenditures topped \$22 million in the region.

In India, our support to Magma Fincorp Private Limited will help the firm reach more than 500,000 borrowers, including self-employed entrepreneurs and farmers. In Bangladesh, we provided an \$80 million SME liquidity facility that will enable small entrepreneurs and exporters to access foreign currency working capital, preserving output and employment in the country.

On the advisory side, our reform work helped establish the Bangladesh Independent Arbitration Center, which will provide commercial dispute resolution options to avoid uncertainties in the judicial process.

Other projects are designed to help India and Sri Lanka diversify their energy mix and reduce greenhouse gas emissions.

### FY11 Development Outcome Scores



### Project Financing and Portfolio, by Region

(\$ millions, fiscal year ending June 30)	FY11 <sup>1</sup>	FY10 <sup>1</sup>
IFC commitments	742	1,061
Loans	355	723
Equity	164	146
Guarantees and risk management	224	192
Mobilization Commitments*	320	839
<b>Total commitments</b>	<b>1,063</b>	<b>1,900</b>
Committed portfolio for IFC's account	4,353	4,377
Committed portfolio for Loan Syndications**	856	681
<b>Total committed portfolio</b>	<b>5,209</b>	<b>5,058</b>

\* Including Loan Syndications (B-Loans & Parallel Loans & ALPs), Structured Finance, IFC Initiatives, and AMC, as applicable for this Region

\*\* Including B-Loans, Agented Parallel Loans, and ALPs (FY11 only)

<sup>1</sup> Some amounts include regional shares of investments that are officially classified as global projects.

**Development Reach**

	New Business	Portfolio	
	Expectations FY11	CY10	CY09
MSME Loans (number of loans)	14,516,975	1,408,340	958,200
MSME Loans (amount in \$ million)	9,545	17,166	12,796
Power Generation (millions of customers)	0.7	4.3	4.0
Water Distribution (millions of customers)	0.2	0.4	0.8
Gas Distribution (millions of customers)	0.0	0.2	0.1
Power Distribution (millions of customers)	0.0	1.0	0.0
Phone Connections (millions of customers)	0.0	71.1	82.2
Farmers Reached	683,605	515,014	1,031,055
Patients Reached	0.0	684,711	1,662,912
Students Reached	100,000	0.0	15
Employment	4,167	284,422	254,724
Domestic Purchase of Goods and Services (\$ million)	1,363	4,865.6	5,754.3
Payments to Government (\$ million)	202	1,321	2,001

**Largest Country Exposures in FY11: South Asia**

Rank within Region	Country	Committed Portfolio (\$ millions)	
		FY11	FY10
1	India	3,766	3,783
2	Bangladesh	268	129
3	Sri Lanka	137	167

Based on IFC's account, as of June 30, 2011.

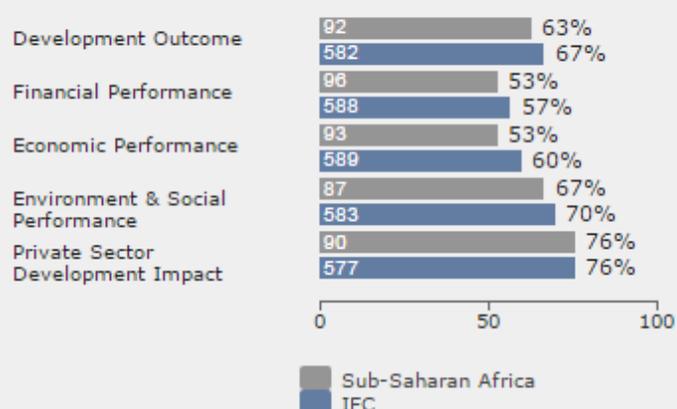
## Sub-Saharan Africa

IFC is supporting Africa's growth and increasing private investment with its second year in a row of investments over \$2 billion. Direct investments and Advisory Services each reached 31 countries.

Sub-Saharan Africa continued its economic rebound from the global recession, with a strong growth rate of over 5 percent in 2010, and a 5.5 percent forecast for 2011. Financial institutions accounted for a significant share of our investments in FY11. Important advances were also made in infrastructure sectors.

IFC supported innovative and significant projects through the Dakar Toll Road and the Lome Container Port. IFC Advisory Services project expenditures totaled more than \$50 million during the fiscal year. Advisory Services played a key role in supporting our work with projects that have a positive impact on climate change. We also expanded our engagement in the region's fragile and conflict-affected countries—for example, in Cote d'Ivoire immediately after the electoral crisis—and scaling up programs in South Sudan in anticipation of the country's independence.

### FY11 Development Outcome Scores



### Project Financing and Portfolio, by Region

(\$ millions, fiscal year ending June 30)	FY11 <sup>1</sup>	FY10 <sup>1</sup>
IFC commitments	2,150	2,428
Loans	877	831
Equity	230	622
Guarantees and risk management	1,043	975
Mobilization Commitments*	589	1,067
Total commitments	2,739	3,496
Committed portfolio for IFC's account	5,900	5,156
Committed portfolio for Loan Syndications**	610	507
Total committed portfolio	6,511	5,663

\* Including Loan Syndications (B-Loans & Parallel Loans & ALPs), Structured Finance, IFC Initiatives, and AMC, as applicable for this Region

\*\* Including B-Loans and Agented Parallel Loans

<sup>1</sup> Some amounts include regional shares of investments that are officially classified as global projects.

## Development Reach

	New Business	Portfolio	
	Expectations FY11	CY10	CY09
MSME Loans (number of loans)	475,988	241,547	292,406
MSME Loans (amount in \$ million)	4,598	4,556	3,679
Power Generation (millions of customers)	0.00	6.6	7.3
Water Distribution (millions of customers)	0.00	0.0	2.16
Power Distribution (millions of customers)	0.01	1.1	2.1
Phone Connections (millions of customers)	0.9	58.7	46.6
Farmers Reached	60,000	261,448	269,528
Patients Reached*	0.0	815,568	150,296
Students Reached**	3,500	500,484	442,073
Employment	10,810	217,357	161,036
Domestic Purchase of Goods and Services (\$ million)	36.2	3,114.7	2,803.7
Payments to Government (\$ million)	726	2,716	1,739

\* Patients Reached in CY10 include one client with 705,000 clients.

\*\* Number of students includes students reached with IT services in universities (500,000 in both CY09 and CY10).

## Largest Country Exposures in FY11: Sub-Saharan Africa

Rank within Region	Country	Committed Portfolio (\$ millions)	
		FY11	FY10
1	Nigeria	1,008	704
2	Ghana	738	792
3	South Africa	674	545

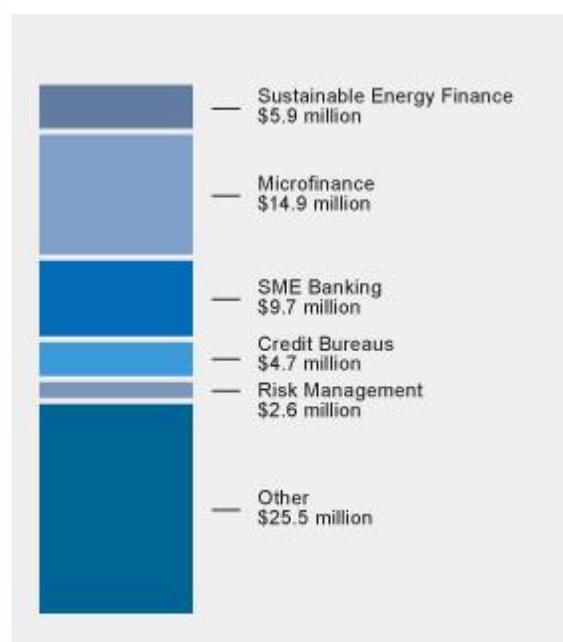
Based on IFC's account, as of June 30, 2011.

## RESULTS BY ADVISORY

## Access to Finance

IFC helps to increase the availability and affordability of financial services for individuals and micro, small, and medium enterprises. Our priorities are to help our clients provide broad-based financial services to individuals (such as credit, savings, payments, and insurance products) and to promote growth and employment generation by supporting sustainable lending to SMEs. We also help build the necessary financial infrastructure, such as credit bureaus and collateral registries. At the end of FY11, we had an active portfolio of 244 access-to-finance projects in 67 countries, valued at almost \$294 million. Our FY11 project expenditures totaled \$63.3 million. In all, 67 percent of project expenditures attributable to clients in individual countries went to IDA countries and 10 percent to fragile and conflict-affected countries.

### Project Expenditures by Product



### Access to Finance Business Line

Product	Cumulative Development Results for Projects Active During CY10
Collateral registries/Secured Transactions	12 laws/regulations enacted in Africa Region, Afghanistan, China, and Vietnam
Credit Bureaus	Four new credit bureaus created in Cape Verde, Mongolia, Tajikistan, and Vietnam
Securities Markets (ESMID)	Five procedures/policies/practices improved/eliminated in East Africa, Nigeria, and Vietnam  IFC transaction support resulted in \$32 million in securities issuance in East Africa  \$1.9 billion in securities issuance in the market, with or without IFC's direct Advisory Services support
SME Banking*	
(\$ million)	39,216
(million of loans)	0.73
Microfinance*	
(\$ million)	4,325
(million of loans)	3.38
Housing Finance*	
(\$ million)	18,341
(million of loans)	1.94

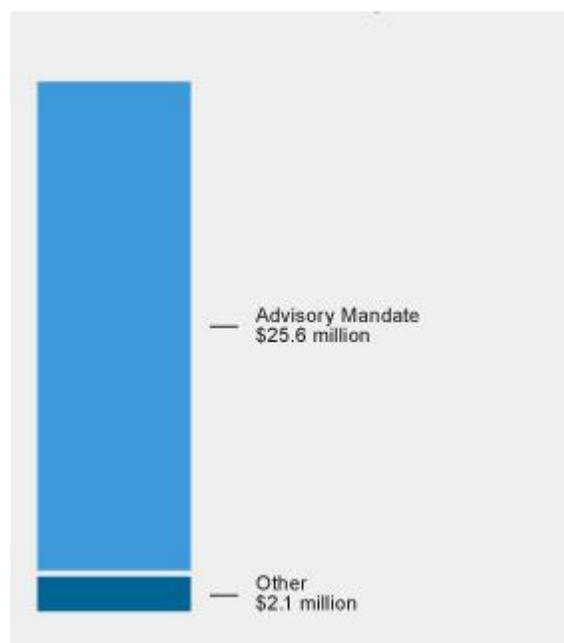
\* Outstanding loans



## Public-Private Partnerships

We help governments design and implement public-private partnerships in infrastructure and other basic public services. Our advice helps governments achieve long-term economic growth and better living standards by harnessing the potential of the private sector to increase access to public services such as electricity, water, health, and education while enhancing their quality and efficiency. At the end of FY11, we had an active portfolio of 67 projects in 41 countries, valued at about \$91 million. Our project expenditures totaled \$27.8 million. In all, half of project expenditures attributable to individual countries went to IDA countries, and 16 percent to fragile and conflict-affected countries

### Project Expenditures by Product



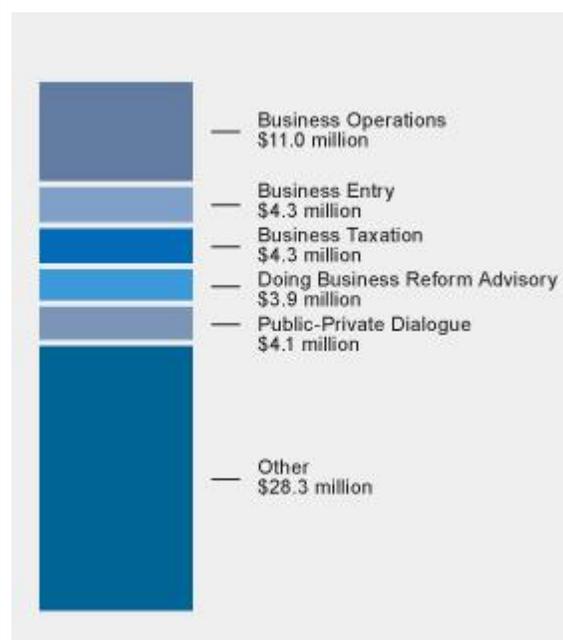
### Public-Private Partnership Business Line

Product	Cumulative Development Results for Projects Active During CY10
Advisory Mandates	<p>15 transactions successfully closed. The projects are expected to:</p> <ul style="list-style-type: none"> <li>Generate \$1.6 billion in fiscal revenue in Haiti, Jamaica, Maldives, Philippines, and Sierra Leone</li> <li>Mobilize \$1.6 billion in private investment in nine countries</li> <li>Provide improved health services to 520,000 people in Brazil, India, and Mexico</li> <li>Extend telephony reach to 1.5 million people in Haiti</li> <li>Provide electricity to 350,000 people in Liberia and the Philippines</li> <li>Improve air transport for 2.7 million people in Maldives and Jamaica</li> <li>Improve road transport for 7.7 million people in Colombia and Brazil</li> </ul>
Support for Extending Access (Small Infrastructure Advisory)	<p>A project in Uganda is expected to mobilize \$400,000 in private investment and increase access to water for 15,000 people</p>

## Investment Climate

We help governments implement reforms that improve the business environment and help encourage and retain investment, thereby fostering competitive markets, growth, and job creation. Our priorities are to design and support regulatory reforms that support business and trade-friendly environments while also helping resolve legal and policy weaknesses that inhibit investment. At the end of FY11, IFC had an active portfolio of 132 investment-climate projects in 57 countries, valued at about \$204 million. Our project expenditures totaled \$55.9 million. In all, 79 percent of project expenditures attributable to clients in individual countries went to IDA countries and 25 percent to fragile and conflict-affected countries.

### Project Expenditures by Product



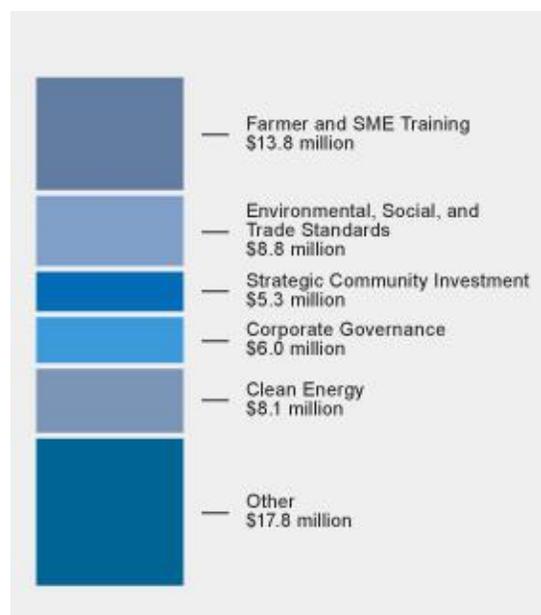
### Investment Climate Business Line

Product	Cumulative Development Results for Projects Active During CY10
Doing Business	50 reforms in 33 countries
Alternative Dispute Resolution	Four reforms in Cambodia, Macedonia, Papua New Guinea, and Tonga
Business Operations	Five reforms in Belarus, Egypt, Kenya, Sri Lanka, and Ukraine
Industry-Specific (Mining, Telecom, Tourism, and Other)	Seven reforms in Bangladesh, Kenya, Lao PDR, Mozambique, and Vietnam
Investment Policy and Promotion	Four reforms in Bhutan, Brazil, Guinea Bissau, Timor-Leste

## Sustainable Business

We support the development of markets that are inclusive, sustainable, and efficient. Building on IFC’s environmental and social performance standards, we promote sustainable business practices in such sectors as agribusiness, infrastructure, oil, gas, and mining, and manufacturing and services. Our programs promote good corporate governance practices, build the capacity of small firms and small-scale farmers, advance women entrepreneurs, and engage the private sector in climate-change solutions. At the end of FY11, we had an active portfolio of 199 projects in 70 countries, valued at \$231.6 million. Our project expenditures totaled \$59.8 million. In all, 56 percent of project expenditures attributable to clients in individual countries went to IDA countries and 11 percent to fragile and conflict-affected countries.

### Project Expenditures by Product



### Sustainable Business Advisory Business Line

Product	Cumulative Development Results for Projects Active During CY10
Clean Energy	Trained over 1,900 people Facilitated approximately \$70 million in financing, including \$16.2 million in India and \$15.7 million in Africa 500,000 metric tons/year of GHG emissions expected to be avoided
Corporate Governance	Reached 6,200 entities Facilitated over \$57 million in financing, of which \$40 million was in Azerbaijan Enabled enactment of 30 laws related to corporate governance in 16 countries
Environmental, Social and Trade Standards	Trained 15,000 people on improving environmental, social and trade standards Enabled businesses to increase their annual sales by approximately \$194 million, of which \$106.8 million was in Bosnia and Herzegovina
Farmer and SME Training	Trained over 69,000 people and reached 15,800 entities Enabled farmers and SMEs to increase their annual sales by approximately \$196 million
Resource Efficiency	Reached 200 entities through cleaner production audits and broader workshops Facilitated over \$57 million in financing, of which \$39.6 million was for cleaner production in Russia 300,000 metric tons/year of GHG emissions expected to be avoided in Russia and LAC region
Strategic Community Investment	Reached over 244,000 individuals in 2,500 entities Facilitated effective management of \$246 million for local communities in Colombia and Peru
Sustainable and Inclusive Investing	Trained 1,400 people and reached 740 entities

## RESULTS BY INDUSTRY

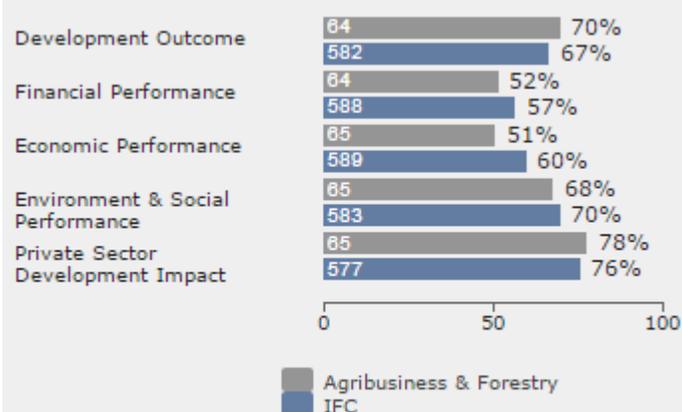
## Agribusiness & Forestry

Agribusiness is a strategic priority for IFC because of the sector's broad development impact and strong role in poverty reduction. The agricultural sector often accounts for half of GDP and employment in many developing countries.

IFC helps the private sector address higher demand and escalating food prices in an environmentally sustainable and socially inclusive way. We support global initiatives for sustainable production of agricultural commodities. To help clients finance seeds, fertilizers, chemicals, inventories, and fuel for farmers, IFC offers working-capital facilities. To facilitate trade and lower costs, we pursue investments in infrastructure, such as warehouses and cold-storage facilities. We work to bring land into sustainable production and improve productivity through transferring technologies.

IFC helps companies set benchmarks for responsible production, in line with industry best practices. In areas such as sequestering carbon, managing watersheds, preserving biodiversity, and producing renewable energy resources, IFC can help generate new income through environmental services.

### FY11 Development Outcome Scores



### Project Financing and Portfolio

(\$ millions, fiscal year ending June 30)	FY11	FY10***
IFC commitments	512	727
Loans	352	665
Equity	101	18
Guarantees and risk management	58	44
Mobilization Commitments*	175	72
<b>Total commitments</b>	<b>687</b>	<b>798</b>
Committed portfolio for IFC's account	3,095	3,288
Committed portfolio for Loan Syndications**	372	692
<b>Total portfolio</b>	<b>3,467</b>	<b>3,980</b>

\* Including Loan Syndications (B-Loans & Parallel Loans & ALPs), Structured Finance, IFC Initiatives, and AMC, as applicable for this Industry Sector

\*\* Including B-Loans, ALPs and Agented Parallel Loans

\*\*\* FY10 data has been revised to be consistent with IFC's FY11 re-organizational changes across Industry departments

**Development Reach**

	New Business	Portfolio	
	Expectations FY11	CY10	CY09
Employment	27,801	366,457	380,465
Female Employment	6,823	107,933	93,951
Number of Farmers*	1,239,140	2,512,370	2,088,890
Number of MSMEs Reached	84,143 <sup>(a)</sup>	804,610	228,686
Domestic Purchase of Goods and Services (\$ million)	263.9	2,629	2,697
Payments to Government (\$ million)	89	1,431	866

\* Number of Farmers includes farmers reached by all IFC industries.

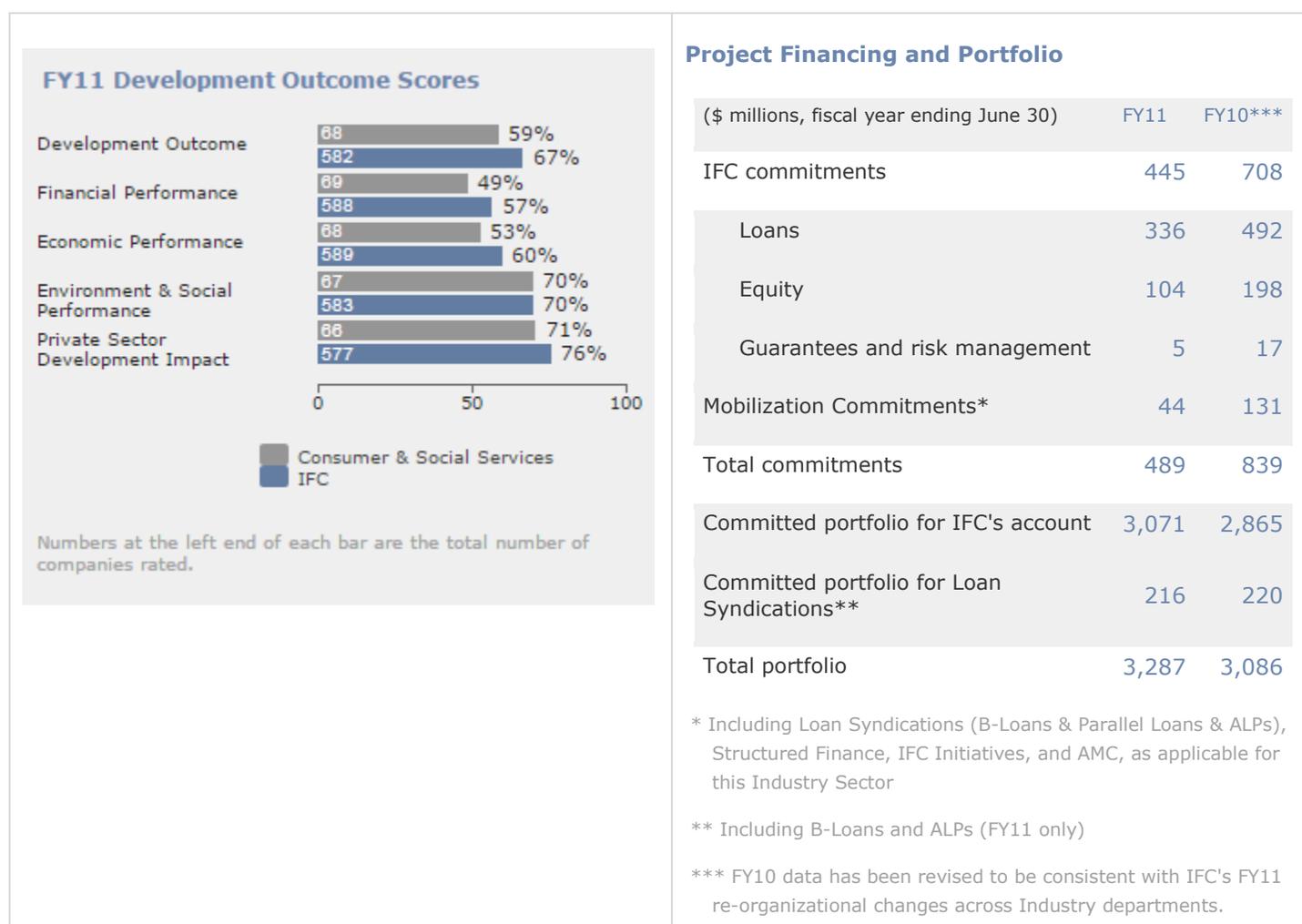
(a) Includes 7,200 MSMEs reached through joint-venture projects with financial markets.

## Consumer & Social Services

IFC is the world's largest multilateral investor in private health care and education in emerging markets. We invest in these sectors because they are fundamental to human and economic development—health care plays a key role in improving the quality of life, while education is a powerful instrument for reducing poverty and growing human capital.

We work to increase access to high-quality health care and education while also helping strengthen job-creating sectors such as tourism, retail, and property. We help improve standards of quality and efficiency, facilitate the exchange of best practices, and create jobs for skilled professionals. IFC also works closely with the World Bank and governments to tailor strategies for countries that lack adequate resources.

We focus on helping partner companies increase development impact. In addition to making direct investments in socially responsible companies, we also share industry knowledge and expertise, fund small enterprises, promote higher medical and education standards, and help clients expand services to low-income groups.



**Development Reach**

	New Business	Portfolio	
	Expectations FY11	CY10	CY09
Employment	54,780	301,908	239,552
Female Employment	25,252	132,612	105,561
Number of Patients*	2,556,560	7,507,041	7,567,589
Number of Students*	544,600	984,965	1,364,510
Net Income (\$ million)**	102	2,349	627
Net Sales (\$ million)	1,169	17,304	15,712
Domestic Purchase of Goods and Services (\$ million)	515.3	8,812	8,829
Payments to Government (\$ million)	662	655	661

\* Number of patients and number of students reflect reach of several IFC industry sectors. Number of students includes students reached with IT services in universities in Africa (500,000 in both CY09 and CY10).

\*\* The CY10 net income of a company in East Asia and the Pacific is over \$1.4 billion because of the one-time sale of one of the subsidiaries.

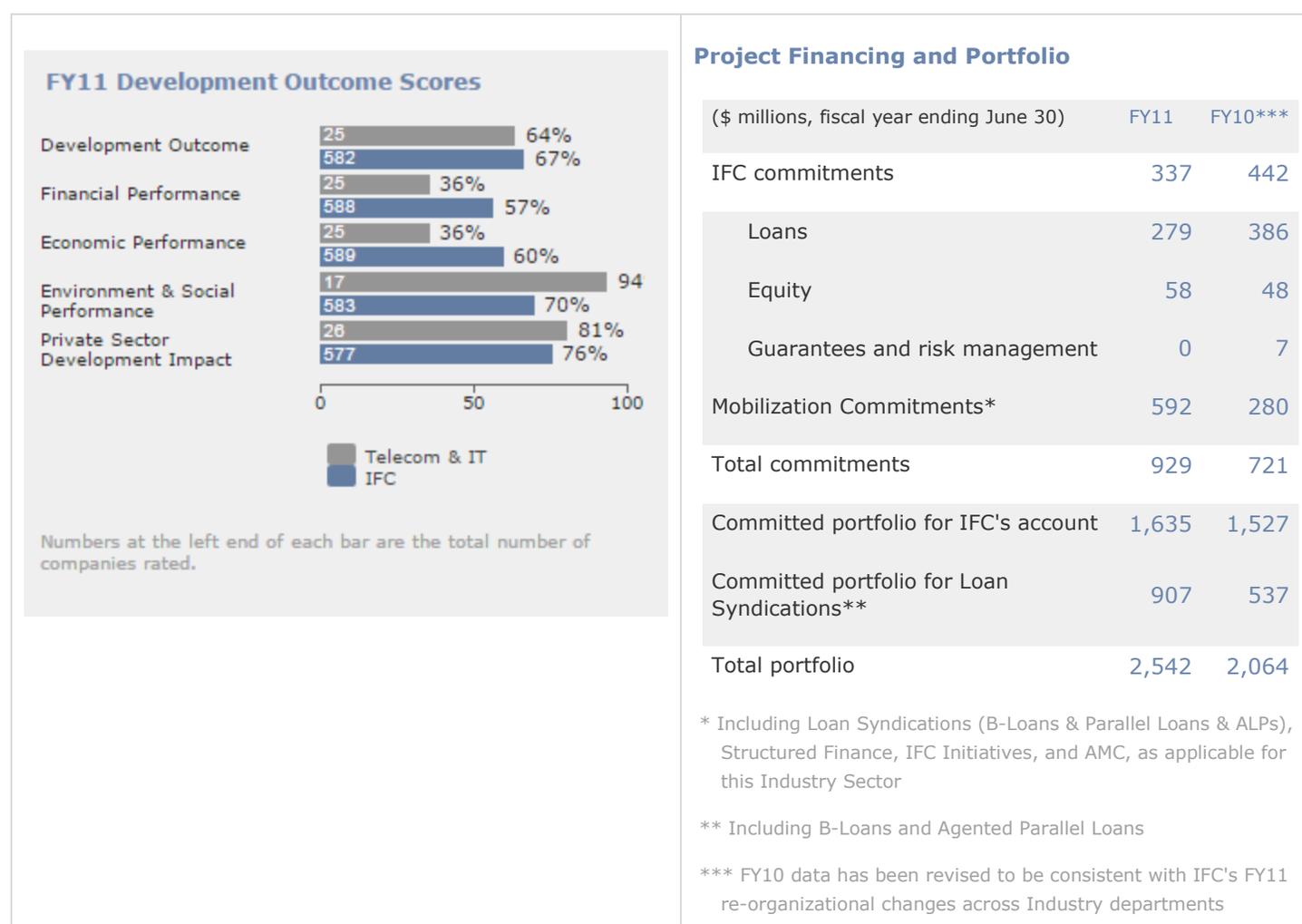
## Telecommunications & Information Technology

Modern information and communication technologies make it easier for the poor to obtain access to services and resources. They expand opportunity and make markets and institutions more efficient.

IFC works to extend the availability of such technologies to promote sustainable economic growth and good governance, enhance social inclusion, and reduce poverty. We channel investments toward private companies that build modern communications infrastructure and information-technology businesses, and develop climate-friendly technologies.

IFC has the ability to raise additional funds through its syndications and guarantee program. We almost always bring co-investors into projects, providing comfort and encouraging other private investors into markets often considered too risky.

IFC increasingly helps clients move beyond their own national borders and into other developing markets.



**Development Reach**

	New Business	Portfolio	
	Expectations FY11	CY10	CY09
Employment	7,944	88,333	95,262
Female Employment	207	26,640	26,110
Phone Connections (million customers)*	7.44	180	169
Payments to Government (\$ million)	1,921	1,917	2,263

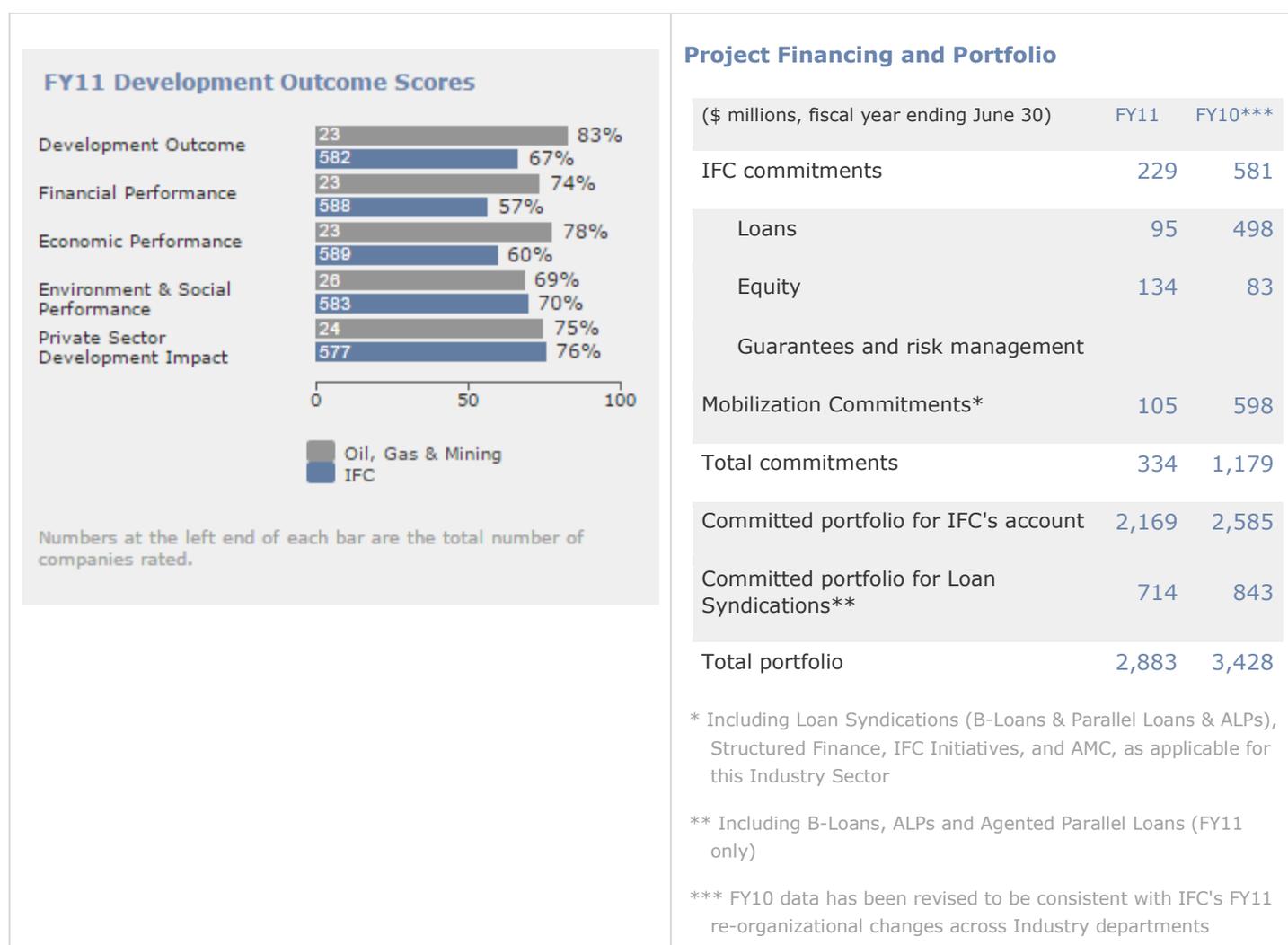
\* Includes phone customers reached by all IFC industries.

## Oil, Gas, & Mining

IFC's mission in the oil, gas, and mining sector is to help developing countries realize sustainable economic benefits from natural resources. We provide financing and advice for private sector clients. We also help governments put in place regulatory frameworks and strengthen their capacity to manage these industries across the value chain—from resource extraction to revenue management and spending.

Fossil fuels such as natural gas play a role as a transition fuel to a less carbon-intensive economy. In addition to fossil fuels, our energy investments support a mix of traditional and alternative energy sources, including wind, solar, and thermal energy.

We support private sector investment in extractive industries by working to ensure that communities enjoy concrete benefits such as jobs, improved infrastructure, and economic opportunities. We also help develop capacity among small and local companies, engage with communities to improve projects' long-term development benefits, and foster transparency and governance to combat corruption.



**Development Reach**

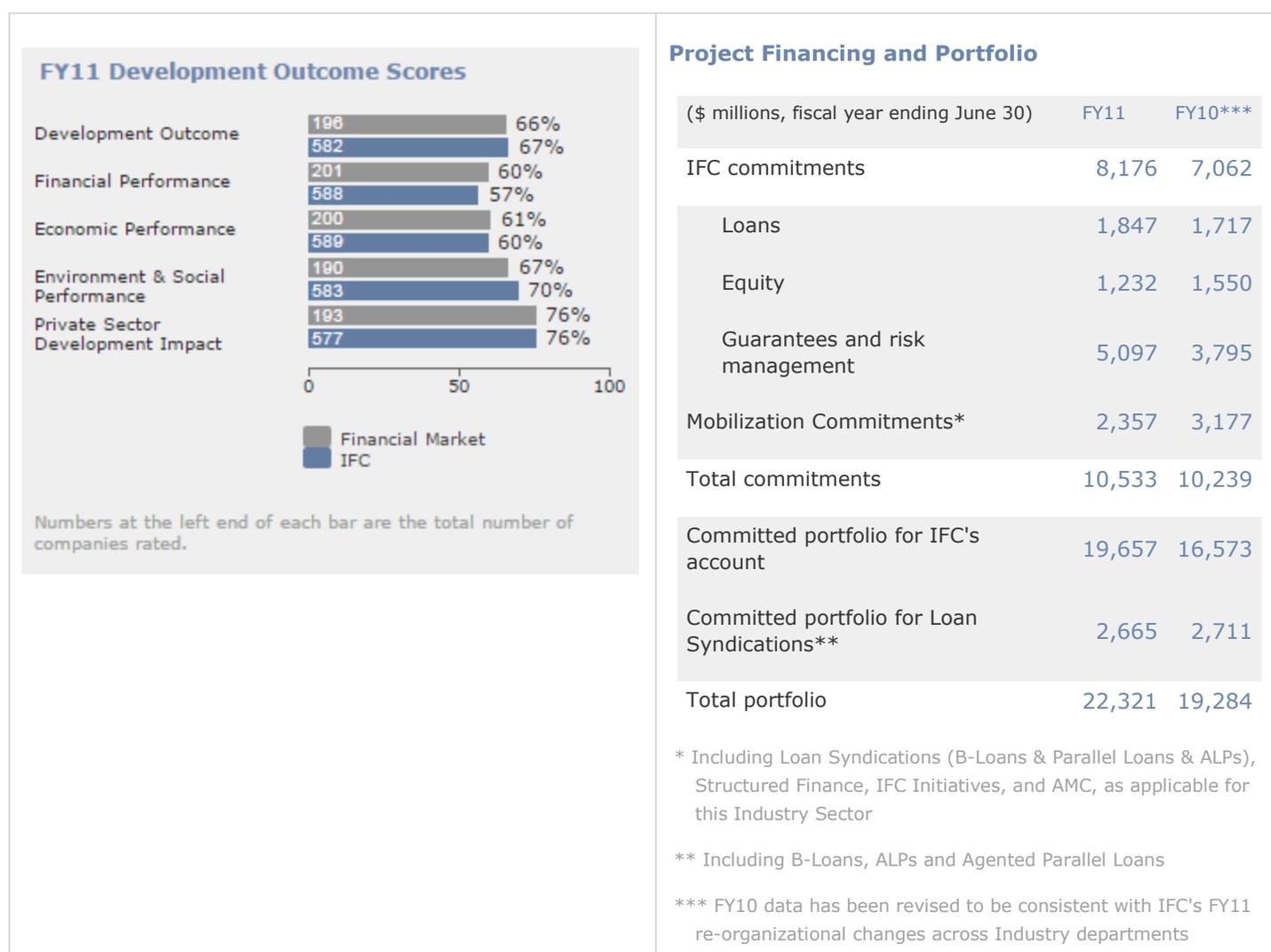
	New Business	Portfolio	
	Expectations FY11	CY10	CY09
Employment	1,550	71,736	74,321
Female Employment	185	7,572	7,820
Community Development Outlay (\$ million)	8.63	100	247
Domestic Purchase of Goods and Services (\$ million)	210	6,447	5,581
Payments to Government (\$ million)	508	5,026	6,816

## Financial Markets

Sound financial markets are vital to development—they ensure efficient resource allocation, create jobs, and spur economic growth.

We focus on small and medium enterprises, microfinance, trade, and climate change, among others. IFC is a leading investor in microfinance. We create innovative products in insurance and supply-chain finance to reach the poor. We are rebuilding our investments in housing finance and are supporting capital-market development in light of the global financial crisis. The crisis underscored the need for IFC in financial markets. Small and medium enterprises, which account for more than half of employment worldwide, saw lines of credit reduced or eliminated. Investors shied away from capital markets. IFC stepped in to fill the gap.

To maximize our impact, we work with financial intermediaries to extend financial products and best practices to more businesses and microfinance entrepreneurs than we could on our own.



**Development Reach**

	New Business	Portfolio	
	Expectations FY11	CY10	CY09
SME loans (\$ million)	49,120	127,822	101,322
SME loans (million of loans)	1.00	1.72	1.48
Microfinance loans (\$ million)	13,727	12,615	10,794
Microfinance loans (million of loans)	24.69	8.02	8.45
Housing finance loans (\$ million)	207	27,477	16,362
Housing finance loans (million of loans)	0.01	2.17	0.69

In many cases, results reflect also contributions from IFC Advisory Services.

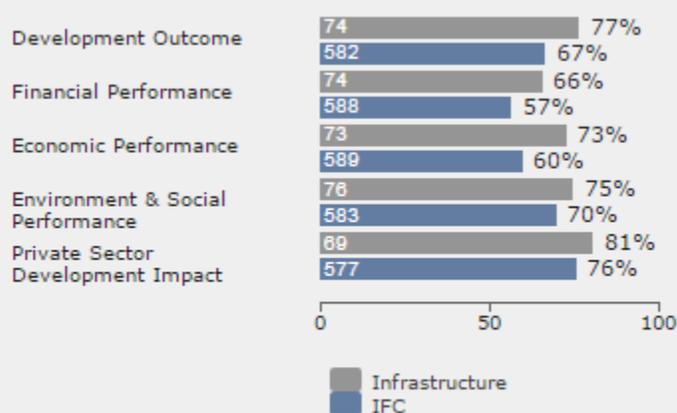
## Infrastructure

About 2.5 billion people lack proper sanitation facilities in developing countries. At least 1.6 billion have no electricity. And 884 million can't get clean water.

IFC helps increase access to power, transport, and water by financing infrastructure projects and advising client governments on public-private partnerships.

We add value by devising innovative projects and public-private partnerships in difficult markets. We mitigate risk and leverage specialized financial structuring and other capabilities. A significant part of our advisory work is supported by other parts of the World Bank Group and donor partners.

### FY11 Development Outcome Scores



### Project Financing and Portfolio

(\$ millions, fiscal year ending June 30)	FY11	FY10***
IFC commitments	1,621	1,904
Loans	1,387	1,257
Equity	168	617
Guarantees and risk management	66	30
Mobilization Commitments*	2,711	616
Total commitments	4,332	2,520
Committed portfolio for IFC's account	7,490	6,508
Committed portfolio for Loan Syndications**	5,707	2,760
Total portfolio	13,197	9,268

\* Including Loan Syndications (B-Loans & Parallel Loans & ALPs), Structured Finance, IFC Initiatives, and AMC, as applicable for this Industry Sector

\*\* Including B-Loans, ALPs and Agented Parallel Loans

\*\*\* FY10 data has been revised to be consistent with IFC's FY11 re-organizational changes across Industry departments

## Development Reach

	New Business	Portfolio	
	Expectations FY11	CY10	CY09
Employment	10,572	332,567	337,157
Female Employment	452	89,327	75,579
Power Generation (millions of customers)* **	12.8	41.9	57.4
Power Distribution (millions of customers)*	0.3	32.0	29.4
Gas Distribution (millions of customers)*	0.0	17.2	15.7
Water Distribution (millions of customers)* ***	0.4	20.1	26.6
Airport Passengers (million)*	0.0	39.0	31.95
Airline Passengers (million)*	0.0	84.6	72.5
Transportation: Shipping, Freight & Cargo (M TEU Containers)*	6.5	10.6	5.4
Payments to Government (\$ million)	2,694	8,197	7,501

\* The value of these indicators includes reach from all IFC industries.

\*\* IFC has revised its methodology for estimating residential power generation customers served. Estimates for past years have been revised accordingly.

\*\*\* CY09 water figure has been corrected. It included 7 million customers of sewage services.

## Manufacturing

The manufacturing sector plays a vital role in creating opportunity and reducing poverty in developing countries. IFC's manufacturing clients tend to create or maintain more employment than those in any other sector.

Over the years we have expanded our activities in the sector to include construction materials; energy-efficient machinery; chemicals and fertilizers; and solar and wind power. We invest in companies that are developing new products and markets, as well as those that are restructuring and modernizing to become internationally competitive.

We focus on clients that are—or can be—strong players in their local markets. In middle-income countries, we increasingly support local second-tier companies and cross-border investments. We also aim to play a strong role in developing local companies in the poorest countries. As these industries represent some of the most carbon-intensive sectors, we are helping clients develop and undertake investments that help reduce carbon emissions and energy consumption.

### FY11 Development Outcome Scores



### Project Financing and Portfolio

(\$ millions, fiscal year ending June 30)	FY11	FY10***
IFC commitments	830	1,240
Loans	689	705
Equity	141	460
Guarantees and risk management		75
Mobilization Commitments*	490	504
<b>Total commitments</b>	<b>1,320</b>	<b>1,744</b>
Committed portfolio for IFC's account	5,095	4,973
Committed portfolio for Loan Syndications**	1,806	1,539
<b>Total portfolio</b>	<b>6,901</b>	<b>6,513</b>

\* Including Loan Syndications (B-Loans & Parallel Loans & ALPs), Structured Finance, IFC Initiatives, and AMC, as applicable for this Industry Sector

\*\* B-Loans, Agented Parallel Loans and ALPs (FY11 only)

\*\*\* FY10 data has been revised to be consistent with IFC's FY11 re-organizational changes across Industry departments

**Development Reach**

	New Business	Portfolio	
	Expectations FY11	CY10	CY09
Employment	43,416	356,172	327,368
Female Employment	6,561	78,719	46,367
Net Income (\$ million)	639	3,758	1,749
Net Sales (\$ million)	2,880	50,945	38,180
Domestic Purchase of Goods and Services (\$ million)	6,482.3	21,510	20,819
Payments to Government (\$ million)	530	2,492	1,971