

# Corporate Finance Services

An IFC Advisory Solution to Support Private Sector Growth in Emerging Markets



## Overview of IFC Corporate Finance Services

BUY SIDE ADVISORY	SELL SIDE ADVISORY	CORPORATE ADVISORY
Assist clients to assess and select potential markets for entry/expansion—at a regional, country and city level; identify, shortlist and select targets for acquisition or partnership; support valuation, negotiations and transaction execution, up to deal closure	Assist clients to identify, market to, shortlist and engage with investors/strategic partners—from both traditional and non traditional markets; support valuation, negotiations and transactions execution, including facilitation of investors' due diligence, up to deal closure	Assist clients to optimize financing structures and attract third party funding; advise on balance sheet restructuring and value realization strategies; support clients as a trusted advisor when preparing for an IPO

## Examples of Clients Benefitting from IFC Corporate Finance Services

### Buy Side Advisory and Research: SERVICE INDUSTRY IN AFRICA

**CLIENT:** A global service provider looking to expand their services in Sub-Saharan Africa, by either acquiring existing service providers and/or pursuing greenfield projects with local partners

**IFC ROLE:** By leveraging the World Bank Group's strong relationship with local providers, investors and Governments across Sub-Saharan Africa, our team:

- Identified the most attractive markets across multiple countries in Sub-Saharan Africa
- Analyzed the macroeconomic outlook, political risk, regulatory environment, labor market, investment climate and relevant market conditions in each target country
- Identified a shortlist of the most attractive potential acquisition, joint venture and greenfield opportunities
- Facilitated introductions to key targets and partners in multiple countries across Sub-Saharan Africa

### Sell Side Advisory and Financing: TELECOM SECTOR IN LATIN AMERICA

**CLIENT:** A Telecom consortium looking for an international strategic partner to provide additional capital, management skills and operating expertise to help build and operate a wholesale telecom network in Latin America

**IFC ROLE:** By leveraging existing relationships with major global telecom operators and financial institutions, our team:

- Identified and shortlisted suitable investors
- Promoted the opportunity to such investors
- Helped select the lead strategic partner
- Marketed the cross-border investment to financiers and appointed a strong international bank as lead arranger



## IFC - A Partner Of Choice

- **The Leading Expert in Emerging Markets** – advising and investing in these markets since 1956, leveraging the World Bank Group network and longstanding relationships with local governments
- **Global Presence and In-depth Regional Knowledge** – a global/local team based in all key centers in the target markets (e.g. over 450 IFC staff in Sub-Saharan Africa alone), in addition to Washington DC and Western Europe
- **Global Industry Expertise** – a matrix of industry experts with local market knowledge and tailored research capabilities
- **A Strategic Sounding Board and Long Term Partner** – the only global multilateral institution providing impartial advice, as well as debt and equity financing, with a firm focus on sustainability

## IFC Corporate Finance Services Can Help Companies:

- Attract strategic partners to reinforce/diversify shareholding structure
- Find new markets and growth opportunities in emerging regions
- Pursue cross-border mergers, acquisitions and partnerships in emerging markets
- Divest assets as part of a change in strategic direction or restructuring
- Structure and raise financing for large projects and optimize capital structures to maximize shareholders' value

*Corporate Finance Services provide a unique value proposition leveraging the World Bank Group global network and IFC's breadth and depth of investment expertise*

## IFC is a member of the World Bank Group, with unparalleled global reach

<b>IBRD</b>	Loans to middle-income and credit-worthy low-income country governments
<b>IDA</b>	Interest-free loans and grants to governments of poorest countries
<b>IFC</b>	Investment and advisory solutions for private sector development
<b>MIGA</b>	Guarantees of private sector investment's non-commercial risks
<b>ICSID</b>	Conciliation and arbitration of investment disputes

## Who We Are

IFC is the world's largest multilateral private sector investor (over US\$125 billion) in emerging markets. With a AAA rating, IFC supports companies and private sector partners with tailored specific investments, advisory, and asset management services. IFC has worked with private enterprises in over 100 countries, and uses its capital, expertise, and influence to help clients in emerging markets grow in a sustainable manner. IFC has offices in 98 countries, with over half of its staff based in emerging markets.

### CONTACT

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