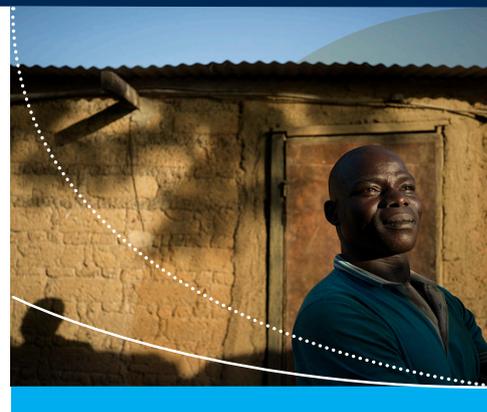


IFC and the Netherlands

Partners in Private Sector Development



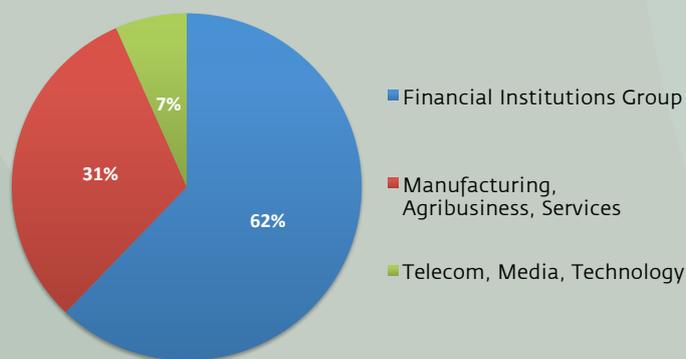
OVERVIEW

IFC, a member of the World Bank Group, is the largest global development institution focused on the private sector in emerging markets. Working with over 2,000 businesses worldwide, IFC's long-term investments in developing countries exceeded \$23 billion in fiscal year (FY) 2018. The Netherlands, which ranks among the largest donors to IFC, has a long-standing and successful partnership with IFC, supporting both investment and advisory services in emerging markets. Of IFC's long-term committed portfolio of \$696 million with Dutch partners, 62% is in finance, 31% in manufacturing, agribusiness and services, and the remaining 7% in telecom, media and technology. Thirty-two percent of investments are in East Asia & the Pacific, followed by Sub-Saharan Africa at 30%, the Middle East and North Africa at 21%, Latin America & the Caribbean at 14%, and the remaining 3% in South Asia.

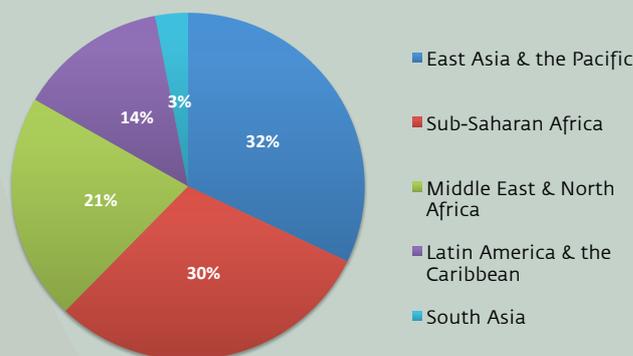
IFC's Long-Term Investment Portfolio with Dutch Sponsors

As of FY18 (ending in June 2018), IFC's long-term investment portfolio with Dutch sponsors amounted to \$696 million. Dutch private sector companies have benefited from co-investments with IFC, while making notable contributions to development.

IFC Long-Term Investment Portfolio as of June 2018
by Industry with Dutch Sponsors (\$696 million)



IFC Long-Term Investment Portfolio as of June 2018
by Region with Dutch Sponsors (\$696 million)



IFC Long-Term Investment Portfolio
as of June 2018 (Dollar Amounts in Millions)

Banking	333
Agribusiness & Forestry	191
Trade Finance	100
Funds (Collective Investment Vehicles)	46
Health, Education & Life sciences	26
Total	696

- **Mobilization:** IFC has a strong relationship with Dutch financial institutions (FIs) and an active engagement across multiple sectors. As of June 2018, Dutch FIs held over \$1.6 billion in IFC Syndicated Loans.
- **Global Trade Finance Program (GTFP):** As of June 2018, IFC issued over 1400 guarantees amounting to over \$1.6 billion for Dutch banks since the program began in 2005. The most active confirming banks have been Rabobank, ING and ABN AMRO.

PARTNERSHIP WITH THE GOVERNMENT AND DEVELOPMENT FINANCE INSTITUTION

As of June 2018, the Netherlands committed \$388 million to support IFC Advisory Services, including \$5 million in FY18. The donor partnership was marked by several innovative approaches: the Netherlands was the first donor to set up a comprehensive framework agreement delegating to IFC the allocation of funds to priority programs; and devoted donor funding to invest in IFC's Global Trade Liquidity Program to promote internal trade flows that were affected in emerging markets following the financial crisis. The Netherlands Development Finance Company (FMO), the country's international development bank, is active both in syndications and co-investments with IFC, having supported IFC's microfinance projects and the Africa and China Project Development Facilities.



Examples of Successful Cooperation

Rabobank, Tanzania



In May 2018, IFC committed a subordinated loan of up to \$30 million in local currency, as part of a financing package approved in June 2017, to NMB, a leading retail bank in Tanzania. NMB's main shareholders are the Government of Tanzania and the Dutch banking group Rabobank. The financing package includes: a senior loan of up to \$60 million; a subordinated loan of up to \$30 million; a commodity finance facility under IFC's Global Warehouse Finance Program (GWFP) of up to \$35 million; and an uncommitted trade finance guarantee facility under IFC's Global Trade Finance Program (GTFP) of up to \$10 million. The GWFP and GTFP facilities were committed in February 2018. The project aims to help NMB expand its reach in micro, small and medium enterprises (MSMEs) finance and in commodity agrifinance. IFC's investment is expected to help enhance access to finance for farmers in Tanzania, thereby promoting employment and supporting economic growth.

De Heus, Vietnam



In March 2017, IFC committed an A loan of \$4 million to Bel Ga JSC, one of the leading broiler breeding and hatchery companies in Vietnam, owned by the Dutch animal feed producer De Heus, and the Belgian poultry hatchery Belgabroed N.V. IFC's investment will assist Bel Ga JSC in doubling its capacity by 2019 to help meet the growing demand for high quality broiler day-old-chicks (DOCs) from independent farmers in Vietnam. The company is currently operating two breeder farms and one hatchery, all located in Vietnam's Lam Dong province. IFC's investment will benefit to farmers, by providing high-quality inputs and technical advice. In addition, the improved availability of quality inputs and promotion of best farming practices is expected to result in lower costs and productivity gains across the supply chain, which will help improve the competitiveness of locally-produced poultry.

Royal DSM, Rwanda



In July 2015, IFC committed a \$7 million A loan and \$1 million in equity to Africa Improved Foods (Holding) B.V., in which Royal DSM (DSM) owns 47%, and Africa Improved Foods Rwanda. DSM is a multinational Dutch science-based company active in health, nutrition and materials. In addition, the financing package will include \$10 million in syndicated loans and \$8 million from the Private Sector Window of the Global Agriculture and Food Security Program ("GAFSP"). The project will finance the construction of a processing plant in Rwanda to produce fortified, blended food, which will be sold to institutional clients as well as local and international markets. IFC's investment will support the prevention and treatment of malnutrition among vulnerable populations, including more than 700,000 children who will get access to fortified blended food annually; increase access to high-quality nutritional products for urban and rural populations; create additional income opportunities for farmers, who will supply raw material to the plant; and generate jobs in Rwanda and other African countries.

CONTACT

Henri Duf y
Principal Investment Officer
& Country Manager for
the Netherlands
T: +33 1 40 69 31 83
E-mail: HDufey@ifc.org

BRUSSELS

17, Avenue Marnix
2nd Floor
1000 Brussels, Belgium
Tel: +32 2 522 00 39

FRANKFURT

Bockenheimer
Landstrasse 43
60325 Frankfurt am Main
Germany
Tel: +49 69 743 48230

PARIS

66, avenue d' lena
75116 Paris
France
Tel: +33 1 4069 3060

LONDON

12th Floor Millbank Tower
21-24 Millbank SW1P4QP
London, UK
Tel: +44 207 592 8400