CREATING MARKETS, CREATING OPPORTUNITIES

IFC in Latin America and the Caribbean
IFC AT A GLANCE

$19.3 billion
total long-term, global investments in FY17, including mobilized funds

2.4 million
jobs provided by our clients around the world

101
offices in 94 countries

2,005
private sector clients across the globe

$2.1 billion
invested in agribusiness, forestry and fertilizers in FY17

$3.1 billion
invested in infrastructure in FY17

$3 billion
invested in climate related projects across 41 countries in FY17

$412 billion
in loans provided to micro, small and medium enterprises by our financial institution partners

(Note: some numbers are approximate)
WHO WE ARE

IFC was founded in 1956 on a bold idea: that the private sector is essential to development.

We have six decades of experience in the world’s most challenging markets.

IFC is the largest global development institution focused on the private sector. We leverage the full range of World Bank Group capabilities. By providing investment, advice and asset management, we help companies create jobs, promote growth, and improve people’s lives.

Committed Investment Portfolio by Region*

*IFC’s total investment portfolio in FY17 was $55 billion; 3% of investments were in global projects
IFC IN LATIN AMERICA AND THE CARIBBEAN

Since our first project in Brazil in 1957, IFC has invested $88 billion in long-term finance and trade finance in Latin America and the Caribbean. This includes funds mobilized from partners.

We work across the region, with more than 200 staff. In Fiscal Year 2017, we committed $5.3 billion in long-term financing in Latin America and the Caribbean.

IFC Long-term Commitments by Sector

<table>
<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Markets</td>
<td>36%</td>
</tr>
<tr>
<td>Infrastructure</td>
<td>23%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>13%</td>
</tr>
<tr>
<td>Oil, Gas &amp; Mining</td>
<td>7%</td>
</tr>
<tr>
<td>Health, Education, Life Sciences</td>
<td>5%</td>
</tr>
<tr>
<td>Trade Finance</td>
<td>5%</td>
</tr>
<tr>
<td>Agribusiness &amp; Forestry</td>
<td>4%</td>
</tr>
<tr>
<td>Telecom, Media, &amp; Technology</td>
<td>4%</td>
</tr>
<tr>
<td>Tourism, Retail, Construction &amp; Real Estate</td>
<td>1%</td>
</tr>
</tbody>
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Our Strategy Focuses on Promoting

- Competitiveness and Innovation
- Regional Integration
- Inclusive Growth
- Business Solutions to Climate Change
IFC provides comprehensive solutions to clients in emerging markets. We meet their needs in different industries, with a focus on infrastructure, manufacturing, agribusiness, services, and financial markets.

Investment

IFC’s financial products enable companies to grow, manage risks, and expand their access to foreign and domestic capital markets. We operate on a commercial basis, investing in profitable and sustainable projects. Our product lines include:

**Loans:** IFC offers fixed and variable rate loans to private sector projects, typically for seven to 12 years.

**Syndications:** IFC mobilizes financing, acting as catalyst to raise capital from international and domestic sources. The Managed Co-Lending Portfolio Program, a new syndications process, allows outside investors to participate in IFC’s senior loan portfolio.

**Equity:** We provide long-term growth capital, directly and through private-equity funds.

**Structured Finance:** IFC utilizes structured finance products with an emphasis on long-term local currency solutions and access to local capital markets.

**Local Currency Financing:** We have provided nearly $23 billion in local-currency financing across 73 currencies — through loans, swaps, guarantees, risk-sharing facilities, and securitized products.

**Trade Finance:** IFC issues credit guarantees, providing liquidity for trade flows through a global network of more than 590 partnerships across 86 countries.

Asset Management

IFC Asset Management Company was created in 2009 to provide investors with access to IFC’s emerging-markets investment pipeline and to expand the supply of long-term capital to these markets.

AMC has raised $10 billion. It manages 13 investment funds covering equity, debt and fund-of-fund products on behalf of a wide variety of institutional investors, including sovereign wealth funds, pension funds, and development finance institutions.
Advice

Providing advice is now more than ever a critical part of IFC’s strategy to create markets and mobilize private investment. Through this work, we help establish the necessary conditions that will attract the most private capital, enabling the private sector to grow.

- We help companies attract private investors and partners, enter new markets, and increase their impact.

- We provide tailored market insights as well as advice on how to improve companies’ operational performance and sustainability.

- We help industries adopt good practices and standards to increase competitiveness and productivity.

- We help governments structure public-private partnerships to improve people’s access to high-quality infrastructure and basic services. We help governments implement reforms that encourage private investment.

IFC’s advisory services are provided with the financial support of donor institutions.
WHAT MAKES US DIFFERENT?

With global expertise, IFC has led the way in private sector development for six decades.

**Long-Term Partnerships**  Multiple rounds of financing help our clients grow.

**Sector Expertise**  Regional, on-the-ground knowledge and unparalleled project assessment.

**Leadership in Sustainability**  World-class environmental, social, and corporate governance standards to give companies a competitive edge.

**Tailored Solutions**  Flexible financial structures and products are customized to meet clients’ needs.

**Mobilization Capacity**  Our successful track record emboldens others to follow our lead. In FY17, IFC mobilized nearly $7.5 billion for investment in developing countries.

**Brand Value**  Strengthening clients’ reputations to open doors to new sources of financing and expertise.

**Managing Third-Party Capital**  Providing investors with unique access to attractive opportunities in emerging markets.
Bridging the Gap in Infrastructure

IFC helps develop infrastructure projects that improve peoples’ lives, with an emphasis on power, utilities, and transportation.

IFC joined four other development banks to commit $2.3 billion for the Panama Canal’s expansion. This doubled the canal’s capacity to make trade more efficient.

We supported every phase of Colombia’s ambitious infrastructure program—which will add 7,000 km of new roads—from structuring PPPs to pioneering new financial tools that mobilize untapped capital.

With more than 7,500 employees, Brazil’s Vix Logística provides logistics and transportation solutions in key sectors such as mining, oil and gas. This helps boost the country’s competitiveness.
Ramping up Climate-Smart Initiatives

IFC is a leading financier of clean energy. Renewables represents two-thirds of our power business.

IFC’s support for AES Colón, Central America’s first liquefied natural gas-to-power facility, will help avoid a million tons of carbon dioxide emissions each year, equivalent to taking 200,000 cars off the road.

We helped Bancolombia launch the first green bond in the region by a commercial bank. It raised approximately $115 million, unlocking new investments for clean energy and paving the way for other banks.

IFC’s $49 million investment in Brazil’s CerradinhoBio helps increase production of bioethanol and electricity from sugarcane pulp. This avoids 280,000 tons of greenhouse gases per year.
Helping Local Entrepreneurs Thrive

IFC’s clients help close the credit gap. Last year in Latin America they provided $94 billion in loans to micro, small and medium entrepreneurs.

IFC’s $375 million financing package for Banco Bradesco has helped more than 280,000 Brazilian small and medium enterprises gain financing.

IFC launched the Banking on Women program to help local banks expand financial services for women entrepreneurs. The program has a $685 million portfolio in the region.

Across Latin America, IFC is introducing collateral registries to help banks lend to entrepreneurs who only have movable assets as security. In its first year, Colombia’s registry received 1.3 million registrations.
Pioneering Public-Private Partnerships

IFC is a pioneer in supporting PPPs to help governments improve education, healthcare, communications and transportation.

We helped Haiti’s government turn a state-owned phone company that was losing $1.5 million a month into a thriving PPP. NATCOM’s customer base jumped from 75,000 to 1.8 million.

IFC dramatically improved the quality of health services with two PPPs in Bahia, Brazil: Hospital do Subúrbio and Imaging Diagnostics. Together they serve over 700,000 patients each year.

Unlocking Capital for Sustainable Development

IFC helps provide innovative, large-scale financing solutions by mobilizing funds from new sources.

IFC’s new initiative, MCPP Infrastructure, aims to raise $5 billion from institutional investors over the next five years for power, transportation, and telecommunications.

The IFC Asset Management Company raises money from institutional investors to increase long-term capital in emerging markets.

IFC’s Syndicated Loan Program is the oldest and largest among multilateral development banks. In FY17, IFC syndicated $3.5 billion, mostly to infrastructure borrowers.
Leveraging the Power of Technology

IFC is the largest emerging-market FinTech investor focusing on technology-driven innovation.

IFC invested $4 million in Afluenta, a leading peer-to-peer lending network that connects investors and borrowers, transforming the process of applying for a loan.

We helped the Argentine company InvoiNet reach new markets to make electronic invoices available for financing in an online marketplace. This opens up more financing alternatives.

IFC supported the expansion of GuiaBolso, a personal finance platform that is helping 3 million users in Brazil consolidate their financial information and better manage their money.
Expanding Opportunity for Farmers

We help companies from farm to retail boost production, improve logistics and distribution, and expand access to credit for small farmers.

Coffee is Central America’s leading export. In Nicaragua, where the “La Roya” fungus decimated the coffee industry, IFC is helping channel loans to farmers to purchase new plants and renovate over 5,000 hectares.

About 15,000 small and mid-sized farmers in southern Brazil will get financing for fertilizers, seeds and other inputs thanks to IFC’s $35 million investment in Belagrícola.

In Colombia, IFC’s investments in dairy company Alqueria SA helped increase its production capacity, sourcing milk from 13,000 independent farmers.
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