

HOW TO WORK WITH IFC

ABOUT IFC

The International Finance Corporation (IFC), a member of the World Bank Group, is the largest global development institution focused on the private sector in emerging markets. We work in more than 100 countries, using our capital, expertise, and influence to create markets and opportunities in developing countries. In fiscal year 2021, IFC committed a record **\$31.5 Billion to private companies and financial institutions** in developing countries, leveraging the power of the private sector to end extreme poverty and boost shared prosperity as economies grapple with the impacts of the COVID-19 pandemic.

IFC'S WORK IN DISRUPTIVE TECHNOLOGY AND VENTURE CAPITAL

IFC supports innovative tech companies in emerging markets by investing directly, or by partnering with top-tier growth equity, venture capital, and seed/accelerator funds. We also provide funding to tech startups through our Startup Catalyst funds. To date, IFC has committed **over \$2.3 Billion in venture capital** through about 200 equity investments in tech startups and companies, VC funds, seed funds, and accelerators across emerging markets. Our work focuses on tech-driven business models in high-impact sectors, including **Fintech, Health Tech, Agtech, Climate Tech, EdTech, e-Commerce, e-Logistics and Mobility, and e-Supply Chains.**

In addition to investments, our IFC TechEmerge program connects global tech innovators with leading organizations in emerging markets to pilot and scale new solutions in healthcare, sustainable cooling, and disaster management and climate resilience.

With one of the largest footprints in emerging markets, IFC is uniquely positioned to help tech startups scale by offering growth and expansion capital, sector knowledge and understanding of local markets, as well as connections to a global network of clients and partners. In addition to providing capital and expertise, we work with the World Bank to create favorable conditions for private sector growth and technology adoption. We help improve regulations, strengthen entrepreneurship ecosystems, and encourage regulatory sandboxes and tax incentives that promote innovation and entrepreneurship.



PORTFOLIO HIGHLIGHTS

CLIMATE TECH



Aihuishou



AGTECH



E-LOGISTICS AND MOBILITY



B2B SUPPLY CHAINS



EDTECH AND HR-TECH



HEALTH TECH



FINTECH



Check out more startups and venture funds in our portfolio [here](#) and [here](#) (fintech portfolio).

BECOME A UNICORN WITH US

We aim to be a long-term partner to the ventures we support, working together to scale innovative business solutions and expand their impact across emerging markets. IFC has supported several startups throughout their journey to unicorn status, including **Apeel**, **Bolt**, **BYJU'S**, **Fawry**, **Interswitch**, **Moglix**, **BigBasket**, **upGrad**, **Coursera**, **Microvast**, and more.

Will you be the next?





IFC'S SERVICES

IFC provides investment, advice, and asset management services that are mutually reinforcing and can be tailored to a client's specific needs.

PRIVATE EQUITY: IFC generally invests between 5% and 20% of a company's equity. We also invest through profit-participating loans, convertible loans, and preferred shares. In fiscal year 2021, equity investments accounted for about \$1.2 billion of commitments we made for our own account. Learn more [here](#).

LOANS: IFC finances projects and companies through loans for our own account, typically for seven to 12 years. We also make loans to intermediary banks, leasing companies, and other financial institutions for on-lending. Learn more [here](#).

TRADE AND SUPPLY CHAIN FINANCE: The IFC Global Trade Finance Program guarantees trade-related payment obligations of approved financial institutions. The program extends and complements the capacity of banks to deliver trade finance by providing risk mitigation on a per-transaction basis. Learn more [here](#).

SYNDICATIONS: IFC catalyzes partnerships with commercial banks, institutional investors, insurance companies, sovereign funds, impact investors and development institutions to enlarge the pool of capital available to deliver positive social, environmental and economic impact. Learn more [here](#).

TREASURY CLIENT SOLUTIONS: IFC offers innovative derivative, structured finance, and local currency products and solutions that enable clients to hedge foreign exchange, interest rate, and commodity price exposure. Learn more [here](#).

BLENDED FINANCE: IFC uses blended concessional finance to support highly transformative projects that are initially unable to attract commercial finance but have the potential to become commercially viable over time. Learn more [here](#).

IFC ASSET MANAGEMENT COMPANY: IFC Asset Management Company mobilizes and manages capital for businesses in developing countries and frontier markets. Learn more [here](#).

ADVISORY:

IFC helps 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.
- Adopt good practices and standards to increase competitiveness and productivity.

IFC helps governments:

- Structure public-private partnerships to improve people's access to high-quality infrastructure and services.
- Implement reforms that encourage private investment.

Learn more about our advisory support [here](#).



PARTNER WITH US!

To learn more, visit www.ifc.org/solutions or get in touch with an expert from our [Disruptive Technology](#) or [Fintech](#) teams.

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[Contact our Fintech Team](#)