Measuring up
IFC strives to deliver what cannot be obtained elsewhere. We offer clients a unique combination of investment and advice designed to promote sustainable private sector development in emerging markets. We call that special edge our “additionality.” Using it to maximize our development impact is a cornerstone of our strategy. Our activities are guided by five strategic priorities that allow us to help where we are most needed, and where our assistance can do the most good.

**STRENGTHENING THE FOCUS ON FRONTIER MARKETS**
- IDA countries, fragile and conflict situations, and frontier regions of middle-income countries

**ADDRESSING CLIMATE CHANGE AND ENSURING ENVIRONMENTAL AND SOCIAL SUSTAINABILITY**
- Developing new business models and financing instruments, and setting and raising standards

**ADDRESSING CONSTRAINTS TO PRIVATE SECTOR GROWTH IN INFRASTRUCTURE, HEALTH, EDUCATION, AND THE FOOD SUPPLY CHAIN**
- Increasing access to basic services and strengthening the agribusiness value chain

**DEVELOPING LOCAL FINANCIAL MARKETS**
- Building institutions, mobilizing resources, and introducing innovative financial products

**BUILDING LONG-TERM CLIENT RELATIONSHIPS IN EMERGING MARKETS**
- Using the full range of our products and services to guide clients’ development and assist cross-border growth
# SCORECARD

## IFC's Performance on Strategic Focus Areas

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Performance</th>
<th>FY13</th>
<th>FY12</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>DEVELOPMENT RESULTS</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment Companies Rated High (DOTS Score)</td>
<td></td>
<td>66%</td>
<td>68%</td>
</tr>
<tr>
<td>Advisory Projects Rated High</td>
<td></td>
<td>76%</td>
<td>72%</td>
</tr>
<tr>
<td><strong>Focus Areas</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>FRONTIER MARKETS</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IDA: Number of Investment Projects</td>
<td></td>
<td>288</td>
<td>283</td>
</tr>
<tr>
<td>IDA: Commitments (millions)</td>
<td></td>
<td>6,649</td>
<td>5,864</td>
</tr>
<tr>
<td>IDA: Share of Advisory Services Program in IDA Countries, %</td>
<td></td>
<td>65%</td>
<td>65%</td>
</tr>
<tr>
<td>Frontier Regions: Number of Investment Projects</td>
<td></td>
<td>59</td>
<td>42</td>
</tr>
<tr>
<td>Fragile and Conflict Situations: Number of Investment Projects</td>
<td></td>
<td>44</td>
<td>45</td>
</tr>
<tr>
<td>Fragile and Conflict Situations: Share of Advisory Services Program, %</td>
<td></td>
<td>18%</td>
<td>18%</td>
</tr>
<tr>
<td>Commitments in Sub-Saharan Africa (millions)</td>
<td></td>
<td>3,501</td>
<td>2,753</td>
</tr>
<tr>
<td>Commitments in Middle East and North Africa (millions)</td>
<td></td>
<td>2,038</td>
<td>2,210</td>
</tr>
<tr>
<td><strong>LONG-TERM CLIENT RELATIONSHIPS INCLUDING SOUTH-SOUTH</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Number of South-South Investment Projects</td>
<td></td>
<td>47</td>
<td>41</td>
</tr>
<tr>
<td>Commitments in South-South Investment Projects (millions)</td>
<td></td>
<td>1,674</td>
<td>1,515</td>
</tr>
<tr>
<td><strong>CLIMATE CHANGE, ENVIRONMENTAL AND SOCIAL SUSTAINABILITY</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Climate-related investments (millions)</td>
<td></td>
<td>2,509</td>
<td>1,621</td>
</tr>
<tr>
<td><strong>INFRASTRUCTURE, HEALTH AND EDUCATION, FOOD SUPPLY CHAIN</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commitments in Infrastructure, Health and Education, and Agribusiness and Food Supply Chain (millions)</td>
<td></td>
<td>6,934</td>
<td>6,034</td>
</tr>
<tr>
<td><strong>LOCAL FINANCIAL MARKETS</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commitments in Financial Markets (millions)</td>
<td></td>
<td>10,124</td>
<td>9,375</td>
</tr>
<tr>
<td>Commitments in Micro, Small and Medium Enterprises (millions)</td>
<td></td>
<td>7,192</td>
<td>6,077</td>
</tr>
</tbody>
</table>

Notes:
1. DOTS scores: percentage of client companies with high development outcome ratings as of June 30 of the respective year, based on projects approved over a rolling six-year period (FY13 ratings are based on approvals from 2004–2009).
2. For Advisory Services, development effectiveness ratings are for calendar years 2012 and 2011.
3. FY12 and FY13 figures reflect improved methodology for measuring Advisory Services expenditures in IDA countries, incorporating regional projects.
4. “Climate-related” is an attribute of a project involving Climate Mitigation, Climate Adaptation and/or Special Climate activities. For more details on these terms and activities, please visit www.ifc.org/ghgaccounting.
5. Commitments in Infrastructure (excluding Oil, Gas and Mining), Communications & Information Technologies, Subnational Finance, Health & Education, and Agribusiness & Food Supply Chain.
7. Includes direct MSME borrowers, financial institutions with more than 50% of their business clients being MSMEs, and any other investments that specifically target MSMEs as primary beneficiaries.
IFC and our clients make a wide range of contributions in developing countries. Our clients’ success can have ripple effects across an economy, giving many people—including the poor—a chance to improve their lives.

31.1 Million
CUSTOMERS SUPPLIED WITH GAS

6.14 Million
20-FOOT SHIPPING CONTAINERS TRANSPORTED (EQUIVALENT)

903,000
STUDENTS EDUCATED

31.1 Million
CUSTOMERS SUPPLIED WITH GAS

6.14 Million
20-FOOT SHIPPING CONTAINERS TRANSPORTED (EQUIVALENT)

903,000
STUDENTS EDUCATED

EAST ASIA AND THE PACIFIC

684,000
MICRO, SMALL, AND MEDIUM ENTERPRISES REACHED

$12 Billion
IN GOODS AND SERVICES PURCHASED FROM DOMESTIC SUPPLIERS

$83 Billion
IN MSME LOANS MADE

LATIN AMERICA AND THE CARIBBEAN

$420 Million
IN FINANCING SECURED WITH MOVABLE PROPERTY FOR 38,000 FIRMS

1.7 Million
PEOPLE EXPECTED TO RECEIVE IMPROVED ACCESS TO INFRASTRUCTURE SERVICES AND $390 MILLION MOBILIZED THROUGH PUBLIC-PRIVATE PARTNERSHIPS

$400 Million
IN NEW INVESTMENTS DUE TO INDUSTRY REFORM AND INVESTMENT-PROMOTION WORK WITH GOVERNMENTS

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LATIN AMERICA AND THE CARIBBEAN
244,000 JOBS PROVIDED

120 Million PHONE CONNECTIONS

11.1 Million CUSTOMERS SUPPLIED WITH POWER (GENERATION + DISTRIBUTION)

3.6 Million PATIENTS CARED FOR

620,000 FARMERS REACHED

$180 Million IN NEW FINANCING FOR FIRMS WITH IMPROVED CORPORATE GOVERNANCE PRACTICES

$310 Million IN NEW INVESTMENTS DUE TO INDUSTRY REFORM AND INVESTMENT-PROMOTION WORK WITH GOVERNMENTS

$4 Billion IN FINANCING SECURED WITH MOVABLE PROPERTY FOR 3,600 FIRMS

3 Million PEOPLE RECEIVED OFF-GRID LIGHTING