

IFC and Austria

Partners in Private Sector Development



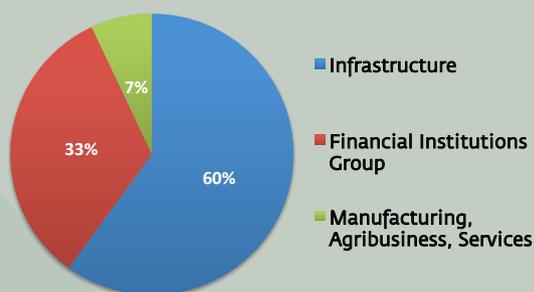
OVERVIEW

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. IFC is an active partner of established Austrian multinationals and mid-sized firms that are interested in investing in emerging markets. Of IFC's long-term committed investment portfolio of \$718 million with Austrian partners, 60% is in infrastructure, followed by 33% in the financial sector and 7% in manufacturing, agribusiness and services. Ninety-six percent of investments are in the Europe & Central Asia region, and the remaining 4% in East Asia & the Pacific. There is further potential for investment in the sectors where Austrian firms are most competitive, such as hydro, solar technology, agribusiness and waste and water management.

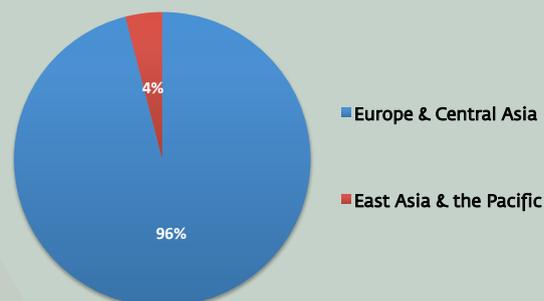
IFC's Long-Term Investment Portfolio with Austrian Sponsors

As of FY18 (ending June 2018), IFC's long-term investment portfolio with Austrian sponsors amounted to \$718 million. Austrian 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 Austrian Sponsors (\$718 million)



IFC Long-Term Investment Portfolio as of June 2018
by Region with Austrian Sponsors (\$718 million)



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

Power	431
Banking	239
Chemicals & Fertilizers	30
Tourism, Retail & Property	18
Total	718

- Mobilization:** IFC has a strong relationship with Austrian financial institutions (FIs) and an active engagement across multiple sectors. As of June 2018, Austrian FIs held close to \$370 million in IFC Syndicated Loans.
- Global Trade Finance Program (GTFFP):** As of June 2018, IFC had issued over 110 guarantees amounting to over \$142 million for banks in Austria since the program began in 2005. The most active confirming banks in the Austrian market are Raiffeisen Zentralbank Österreich AG and ERSTE.

PARTNERSHIP WITH THE GOVERNMENT AND DEVELOPMENT FINANCE INSTITUTION

Austria is a strong partner of IFC Advisory Services in Europe & Central Asia (ECA), especially in the Western Balkans and Ukraine. With the support of the Austrian Ministry of Finance, and until recently, the Austrian Development Bank (OeEB), IFC was able to implement successful projects, promoting renewable energy generation and distribution, strengthening cleaner production, and increasing productivity in agribusiness. Austria also supported programs aiming at improving the investment climate for private sector development, not only in ECA, but also in Sub-Saharan Africa. As of June 2018, Austria provided cumulative funding of about \$160 million in support of IFC Advisory Services, including over \$8 million in FY18.



Examples of Successful Cooperation



RBI, Bosnia & Herzegovina

In June 2015, IFC committed a €5 million (\$6 million equivalent) A loan to Raiffeisen Bank dd Bosna i Hercegovina, a subsidiary of RBI, to provide much needed long-term financing to support its mortgage/housing lending program in Bosnia and Herzegovina. IFC's investment will improve access to long-term funding for the financial sector and create a demonstration effect for similar foreign direct investment by other investors in Bosnia and Herzegovina; help facilitate access to long-term housing loans and, therefore, improve the affordability of housing; and sustain confidence in the Bosnian financial sector, critically upended by the 2008 global financial crisis.



Lenzing, Indonesia

Since 2004, IFC has provided debt financing and syndications services to P.T South Pacific Viscose for three projects. P.T South Pacific Viscose, a subsidiary of Lenzing AG - the second-largest viscose manufacturer in the world and a long-standing partner of IFC, is an export-oriented producer of high-quality fiber based in Indonesia. In combination with funds mobilized by IFC, the latest projects amounted to over \$280 million and have allowed the company to expand its viscose production capacity based on renewable raw material. The projects support the long-term growth of the Indonesian textiles sector through increased domestic production of viscose at internationally competitive quality and costs. This ensures the retention and generates employment opportunities across the textiles value chain. Three earlier projects with Lenzing date back to the 1990s and supported the company in its expansion in Brazil and Indonesia.



Agrana, Ukraine

In 2004, IFC, in partnership with the Austrian government, launched the Fruit Supply Chain Development project to help Agrana, an Austrian firm majority owned by IFC investment client Raiffeisen Bank, in improving the supply chain linked to its fruit processing plant in Ukraine. The project, which was implemented between 2005 and 2011, increased the fruit supply by improving the competitiveness and sustainability of local fruit producers, thus responding to a growing demand for Agrana's products in the country and abroad. By 2011, the average productivity of fruit farms in the region was three times higher than the Ukrainian average. Agrana contributed significant resources (more than \$4 million) and efforts to support the implementation of the project in the region.

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