

IFC wins Best DCM Investor Relations Award 2021!

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#Awards



Best DCM Investor Relations Award is given to a borrower with an impressive pro-active DCM Investor Relations operation and team, leading in what is best practise in the market.

The [International Finance Corporation](#) is part of the World Bank group, providing financing for private sector investment in developing countries around the world. The IFC is particularly focused on promoting inclusive economic growth, gender equality and environmental sustainability.

IFC Treasury's Investor Relations team manages relationships with existing and potential bond investors. This year, has been extremely busy for the IFC; By December their short to long -term funding issuance reached USD15bn across 20 currencies. Their continuous engagement makes them stand out. They have pushed for stronger ESG standards in the industry. By integrating all ESG aspects into the Treasury function of the IFC, the team was able to lead the organization to achieve new ESG objectives, including thematic bond issuances.

The team's efforts to provide investors with access to detailed information on IFC's sustainable bonds has led to listings on green exchanges such as Luxembourg LGX and the LSEG's Green Bond Segment. This year, IFC began listing on NASDAQ's Sustainable Bond Network with its largest ever social bond – a USD1bn issued after their announcement of a USD8bn COVID-19 response package. The bond was issued the same day that the WHO declared the virus a pandemic and followed the worst day in the financial markets since the 2008.

Their execution strategy and proactive investor engagement resulted in exceptional investor interest. In IFC's FY20, they issued the market's first ever Social Impact Notes giving retail investors in the US the opportunity to support specific projects that target positive impacts ranging from inclusive SME lending to providing loans to women-owned enterprises.

As part of their engagement plan, the Investor Relations team developed and launched IFC's inaugural ESG Dealer Survey. They became the first issuer to explicitly include ESG scorecards into the underwriter selection process. Denise Odaro (1) commented: "We have run an underwriter scorecard for the last 7 years and the ESG scorecard is now an additional critical component. The new inclusion goes beyond ESG expertise or products offered, to an in-depth engagement on ESG matter and practices within each bank."

In addition to their investor relations functions, they are actively shaping the future. They play a fundamental role on the Executive Committee of the ICMA's Green Bond and Social Bond Principles (GBP/SBP). They were involved in drafting the updates for these, the Impact Reporting Framework and the High-Level mapping for the Sustainable Development Goals.

The COVID pandemic caught many Investor Relations teams off guard. The pandemic forced investor events down digital channels, something that the IFC's Investor Relations team has been highly comfortable with. The team's impressive use of social media also makes them stand out, using a wide range of communication channels to engage with investors around the world.

The Investor Relations team at the IFC is led by Esohe Denise Odaro (1), who joined the IFC in 2012 to establish the Investor Relations function. In addition to her role at the IFC, she also serves as Chair of ICMA's GBP/SBP Committee. She works with Sophie Peeters (2) who supports the investor relation team in managing and expanding the IFC's investor base. Sophie co-authors IFC's Green and Social Bond Impact Reports. She was selected as one of SRIC's 30 under 30. Maki Yasui (3) covers investor outreach in Japan and Laura Stirling (4) coordinates the team's web program. The team works jointly with funding officers in engaging investors and the broader market.

Runner up: [Belfius](#) (Best DCM Investor Relations Team)