

# How to Work with IFC

Creating Markets, Creating Opportunities

IFC, a member of the World Bank Group, is the largest global development institution focused exclusively on the private sector in developing countries.

We utilize and leverage our products and services—as well as products and services of other institutions in the World Bank Group—to provide development solutions customized to meet clients' needs. We apply our financial resources, technical expertise, global experience, and innovative thinking to help our partners overcome financial, operational, and political challenges. Working with over 2,000 businesses worldwide, IFC's long-term investments in developing countries exceeded \$23 billion in fiscal year (FY) 2018.

## HOW TO APPLY FOR FINANCING

IFC offers a wide variety of financial products for private sector projects in developing countries. To be eligible for IFC funding, a project must meet a number of criteria. The project must:

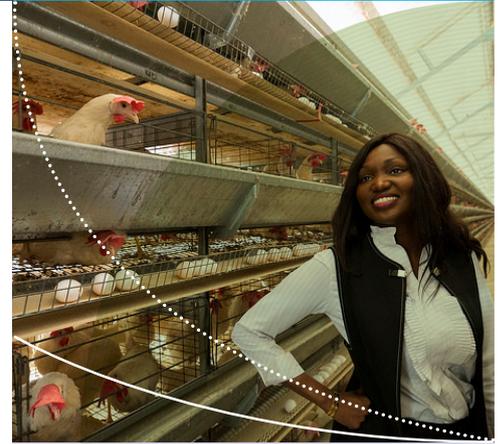
- Be located in a developing country that is a member of IFC;
- Be in the private sector;
- Be technically sound;
- Have good prospects of being profitable;
- Benefit the local economy; and
- Be environmentally and socially sound, satisfying our environmental and social standards as well as those of the host country.

**LOANS.** IFC finances projects and companies through loans from 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. While IFC loans traditionally have been denominated in the currencies of major industrial nations, we have made it a priority to structure local-currency products. IFC has provided local-currency financing in more than 50 local currencies.

**EQUITY.** IFC generally invests between five and 20 percent of a company's equity. We encourage the companies we invest in to broaden share ownership through public listings, thereby deepening local capital markets. We also invest through profit-participating loans, convertible loans, and preferred shares.

## INVESTMENT PROPOSALS

A company or entrepreneur seeking to establish a new venture or expand an existing enterprise can approach IFC directly by submitting an [investment proposal](#). After this initial contact and a preliminary review, IFC may proceed by requesting a detailed feasibility study or business plan to determine whether or not to appraise the project.



## How to Provide Advisory Services

IFC regularly needs individual consultants or firms to carry out specific assignments. Individuals can view and express interest in all World Bank Group opportunities online at [www.wbgeconsult2.worldbank.org](http://www.wbgeconsult2.worldbank.org).

This system is used by IFC to carry out the procurement process efficiently and provides applicants with a secure online application that will help them manage and monitor their end of the bidding process.

IFC's [project/investment cycle](#) illustrates the stages a business idea goes through as it becomes an IFC-financed project. Visit [www.ifc.org/solutions](http://www.ifc.org/solutions) to learn more.

#### SYNDICATIONS

To support private sector development in emerging markets, IFC mobilizes funds through syndicated "B" loans (mainly from commercial banks), syndicated parallel loans (mainly from international financial institutions), and "A" loan participation (from commercial banks or other financial institutions). As a multilateral development institution, IFC enjoys de facto preferred creditor status, which grants IFC loan recipients preferential access to foreign currency in the event of a country foreign exchange crisis. This mitigates the transfer and convertibility risk for IFC and its B loan participants. In June 2018, IFC's syndicated loan commitments amounted to \$7.8 billion. For additional information on IFC's syndications, please visit: [www.ifc.org/syndications](http://www.ifc.org/syndications).

#### TRADE & SUPPLY CHAIN FINANCE

The IFC Global Trade and 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 for more than 200 banks across more than 80 countries.

#### 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. For a complete list of our Treasury Client Solutions, please visit: [www.ifc.org/treasury](http://www.ifc.org/treasury).

#### IFC ASSET MANAGEMENT COMPANY

Formed in 2009, AMC is IFC's fund management business, managing third-party capital across eleven funds that invest in IFC transactions in developing countries. AMC is a new model of development, using a strong governance structure and innovative business model to marry commercial capital with development finance. AMC presents a unique opportunity for institutional investors to access IFC's superior investment track record in emerging markets, its unparalleled network of in-country presence and expertise, and its strong investment pipeline. AMC also provides a robust governance framework which capitalizes on IFC's strengths in identifying and structuring investment opportunities while maintaining requisite decision making independence as a manager of third-party funds with the attendant fiduciary duties.

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## IFC Western Europe has two core mandates:

- 1. Coordination and consensus building** with governments and European International Financial Institutions (IFIs) and Development Finance Institutions (DFIs) on IFC's corporate strategy, high profile investments, and a wide range of issues of particular interest to our shareholders such as financial market stability, agribusiness, climate finance, energy efficiency, and environmental protection.
- 2. Business development and relationship management** with companies, banks, and investors based in Western Europe and Israel and partnership/network building with business associations, governments, IFIs, legislative bodies, and NGOs. The Western Europe offices are also actively involved in IFC's special initiatives such as the Joint IFI Initiative for Central and Eastern Europe, Joint IFI Action Plan for Africa, and the Debt and Asset Recovery Program (DARP).

