

# A LEADER IN EMERGING MARKET FINANCE

## International Finance Corporation (IFC)

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

IFC was established in 1956 and is owned by 184 member countries. IFC is triple-A rated, with an \$84 billion balance sheet funded by retained earnings and market-based borrowing.

IFC invests in commercially viable projects that create sustainable jobs and inclusive economic growth.

### 50 years of Experience Lending in Emerging Markets

Senior lending is a key part of IFC's business:

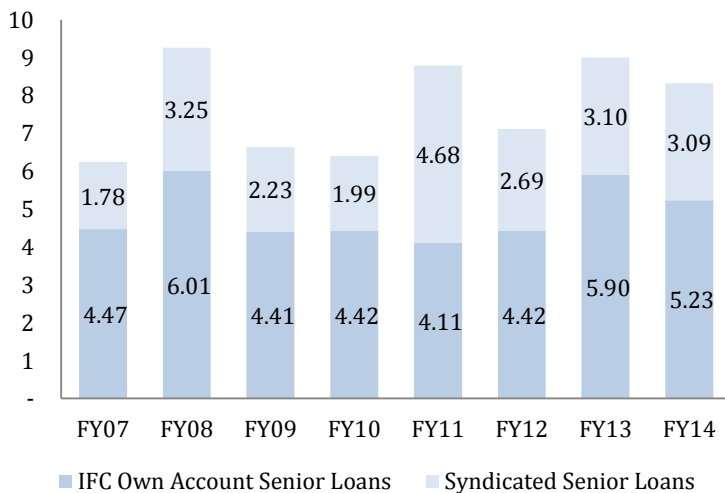
- Representing half of the portfolio and one-third of new commitments
- \$77 billion in senior loans committed since 1956
- \$25 billion in the committed portfolio
- Currently senior loans in 106 emerging markets across 22 sectors within financial markets, infrastructure, and manufacturing
- IFC's loan book is predominantly floating rate, denominated in USD, and structured with amortizing principal repayments

IFC investments generate a market return, create development impact, and meet IFC's legal, social, environmental, and governance standards.

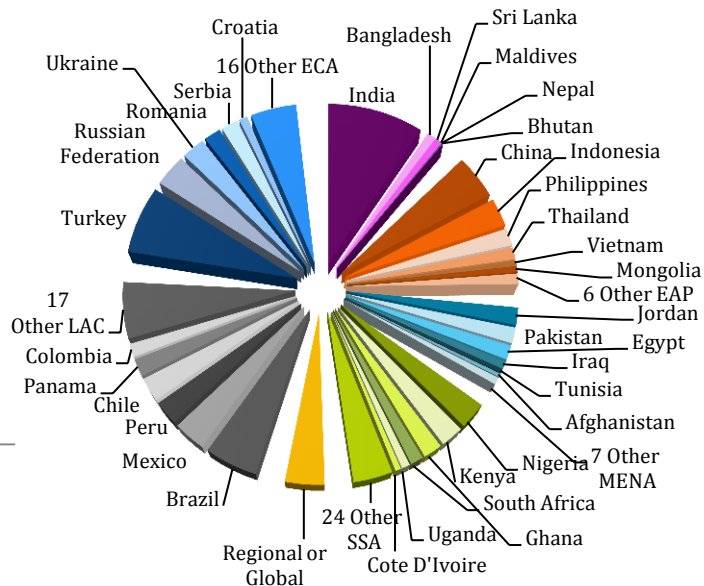
### IFC: A Partner of Choice in Emerging Markets

- Unique global footprint: 4000 staff in over 100 emerging markets enable IFC to effectively source and manage loans.
- Distinctive combination of investment and advisory services, long-term commitment to clients, and global expertise.
- Strong deal structuring, specialized workout teams, and IFC's standing as a multilateral development institution result in low portfolio volatility, both through stable default rates and strong recoveries post default.
- IFC's loan pricing is commercially driven, combining a proprietary internal pricing model and market price benchmarking.

SENIOR LOAN NEW COMMITMENTS  
AT FISCAL YEAR-END (US\$B)



STRAIGHT SENIOR LOAN COMMITTED  
PORTFOLIO BY COUNTRY AS OF FYE14



# CO-INVEST IN IFC'S LOAN PORTFOLIO

## Managed Co-Lending Portfolio Program (MCP)

IFC has a long track record in arranging and managing loan co-investments for third parties:

- \$48 billion in syndicated loans to 750 co-investors in 1,000+ projects
- IFC currently oversees \$15 billion for co-investors

MCP is IFC's newest syndicated loan platform:

- Provides a diversified portfolio of loans
- Similar to an Index Fund; investor's portfolio mimics IFC's future loan portfolio
- Follows a "blind pool" approach with investors committing funds for a set of future IFC loans

- IFC and each investor pre-agree on loan eligibility criteria and portfolio concentration limits
- IFC commits each investor's funds in every transaction that meets these requirements
- IFC lends for its own account in every transaction, and is Lender of Record for each loan
- Investor's exposure is a set percentage of IFC's exposure in each transaction
- Same risk/return profile to IFC and investor
- IFC manages its own exposure and the investor's for the life of the loan
- The first MCP investor, China's PBOC, pledged \$3 billion in September 2013

## Benefits to Investors

### ASSET CLASS DIVERSIFICATION

- Limited correlation between floating rate loan portfolios and other asset classes
- Minimal duration assets provide upside potential in rising interest rate environments
- Limited volatility creating a stable return profile
- Annual flow of principal and interest back to investors as loans amortize

### ACCESS TO A UNIQUE EMERGING MARKET PIPELINE

- Priority access to a proprietary pipeline of emerging market loans
- Leverages IFC's 50+ years of experience lending across a broad and diverse set of emerging market countries
- Best practice approach to mitigating environmental, social, and governance risk
- Benefits from IFC's specialized workout capacity

### CUSTOMIZED FUND STRUCTURE AND INVESTMENT STRATEGY

- Investor makes a single commitment to a Fund that will invest in a portfolio developed over time. The Fund can be structured as an IFC Trust Fund, traditional GP/LP, or other structure to meet investor preferences
- Program can be customized to reflect a specific investment strategy, such as specific countries or sectors

### ALIGNMENT OF INTERESTS

- Aligns incentives through a co-investment approach where IFC retains as much exposure for its own account as the investor in any individual loan
- IFC interfaces with borrower on behalf of investor as the Lender of Record
- IFC manages the supervision process (ongoing waivers and amendments) in line with decisions made for IFC's own exposure

### FEES CHARGED ON CAPITAL DEPLOYED

- IFC does not charge fees upfront but rather charges fees based on reflows from outstanding performing loans in the portfolio, further aligning interests
- MCP leverages IFC's existing loan origination and management capabilities, allowing fees to cover the incremental costs of new business development and portfolio supervision

For more information contact:

Euan Marshall ([EMarshall1@ifc.org](mailto:EMarshall1@ifc.org)), Anjali Varma ([AVarma@ifc.org](mailto:AVarma@ifc.org)), or Bobby Kia ([BKia@ifc.org](mailto:BKia@ifc.org))