

# IFC in Western Europe

Creating Markets, Creating Opportunities

IFC's Western Europe operations cover relations with 23 countries, including: Austria, Belgium, Cyprus, Czech Republic, Denmark, Finland, France, Germany, Hungary, Iceland, Ireland, Israel, Italy, Luxembourg, Malta, the Netherlands, Norway, Portugal, Slovakia, Spain, Sweden, Switzerland, the United Kingdom and the European Union.

WE WORK WITH THE PRIVATE SECTOR IN DEVELOPING COUNTRIES TO HELP CREATE OPPORTUNITY FOR ALL.

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.

Clients view IFC as a provider and mobilizer of scarce capital, knowledge, and long-term partnerships that can help address critical constraints in areas such as finance, infrastructure, employee skills, and the regulatory environment.

IFC is also a leading mobilizer of third-party resources for its projects. Our willingness to engage in difficult environments and our leadership in crowding-in private finance enable us to extend our footprint and have a development impact well beyond our direct resources.

## WHERE IFC WORKS

As the largest global development institution focused on the private sector, IFC operates in more than 100 countries. We apply lessons learned in one region to solve problems in another. We help local companies make better use of their own knowledge, by matching it to opportunities in other developing countries. Developing regions include:

- East Asia & the Pacific
- Europe & Central Asia
- Latin America & the Caribbean
- Middle East & North Africa
- South Asia
- Sub-Saharan Africa



## What We Bring

**INNOVATION:** For more than half a century, IFC has innovated to strengthen private sector development wherever it's needed most.

**INFLUENCE:** As the world's largest global development institution focused on the private sector, IFC plays a significant role in influencing the course of private sector development.

**DEMONSTRATION:** We have a long history of setting a good example—of demonstrating the rewards of investing in challenging markets.

**IMPACT:** We go wherever we are needed most, and deploy our resources wherever they will achieve the greatest impact.

IFC PROVIDES COMPREHENSIVE SOLUTIONS TO CLIENTS IN DEVELOPING COUNTRIES TO ADDRESS TODAY'S GREATEST DEVELOPMENT CHALLENGES.

IFC's offerings are designed to meet the specific needs of our clients in different industries, with a special focus on infrastructure, manufacturing, agribusiness, services, and financial markets.

Our financial products enable companies to manage risk and broaden their access to foreign and domestic capital markets. Our advice helps unlock private sector investment, which is essential for expanding businesses, creating jobs, and growing economies.

We work with the private sector to encourage entrepreneurship and build sustainable businesses—advising them on a wide range of issues, including environmental, social and governance standards, energy and resource efficiency, and supply chains. We help expand access to critical finance for individuals and micro, small, and medium enterprises through our work with financial intermediary clients.

In fiscal year 2018, we delivered over \$23 billion in long-term financing for developing countries., including nearly \$11.7 billion mobilized from other investors.

#### PRODUCTS & SERVICES

Loans  
Equity  
Trade & Supply Chain Finance  
Syndications  
Treasury  
Client Solutions  
Asset Management

#### EXPERTISE

Agribusiness & Forestry  
Financial Institutions  
Funds  
Health & Education  
Infrastructure  
Manufacturing  
Oil, Gas, & Mining  
Public-Private Partnerships  
Telecoms, Media, & Technology  
Tourism, Retail, & Property

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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).

