Overview of IFC
IFC’s Vision and Purpose

**IFC’s vision**: People should have the opportunity to escape poverty and improve their lives.

**IFC’s purpose** is to create this opportunity by:

<table>
<thead>
<tr>
<th>Mobilizing</th>
<th>Promoting</th>
<th>Supporting</th>
<th>Helping</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mobilizing other sources of finance for private enterprise development</td>
<td>Promoting open and competitive markets in developing countries</td>
<td>Supporting companies and other private sector partners where there is a funding gap</td>
<td>Helping generate productive jobs and deliver essential services to the poor and the vulnerable</td>
</tr>
</tbody>
</table>
## IFC’s History: Six Decades of Creating Opportunity

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1956</td>
<td>IFC was founded 12 years after the Bretton Woods Conference created the World Bank to finance post-WWII reconstruction and development by lending to governments.</td>
</tr>
<tr>
<td>1957</td>
<td>IFC's first investment: a $2 million loan to help the Siemens affiliate in Brazil manufacture electrical equipment.</td>
</tr>
<tr>
<td>1965</td>
<td>IFC first syndication mobilizes $600,000 for Brazilian pulp and paper company Champion Cellulose. The project also launches IFC’s syndications program.</td>
</tr>
<tr>
<td>1971</td>
<td>IFC creates a Capital Markets Department to strengthen local banks, stock markets, and other intermediaries.</td>
</tr>
<tr>
<td>1984</td>
<td>IFC becomes financially independent from the rest of the World Bank Group, gaining approval to issue its own bonds in international capital markets.</td>
</tr>
<tr>
<td>1989</td>
<td>AAA Credit Rating: IFC receives the highest possible endorsement of financial health from private rating agencies.</td>
</tr>
<tr>
<td>2000</td>
<td>IFC launches its first Global Dollar Bond.</td>
</tr>
<tr>
<td>2009</td>
<td>IFC Asset Management Company is launched as a third business. IFC Asset Management Company invests third-party capital in a private equity fund format.</td>
</tr>
</tbody>
</table>
Strong Shareholder Support

- IFC is a legally distinct entity of the World Bank Group with its own articles of agreement, balance sheet and staff
- **Owned by 184 shareholders:** governments of member countries
- Approximately **60% of capital is held by AAA/AA sovereigns**
- IFC does not pay dividends or taxes; profits are channeled back into investments in developing member countries

Very solid franchise, supported by 184 member countries, and a track record of about 60 years…IFC’s shareholders continue to view it as a relevant institution to their development policies

Standard & Poor’s | 8 June 2016
# IFC Overview

## What We Do

<table>
<thead>
<tr>
<th>Client Solutions</th>
<th>Advisory Services</th>
<th>Asset Management</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Investment Services</strong></td>
<td><strong>Financial sector</strong></td>
<td><strong>Wholly-owned subsidiary of IFC founded in 2009</strong></td>
</tr>
<tr>
<td>Loans</td>
<td>Investment climate</td>
<td>Invests <em>third-party capital</em> in a private equity format</td>
</tr>
<tr>
<td>Equity products</td>
<td>Public-private partnerships</td>
<td>Allows outside equity investors to benefit from IFC’s expertise in achieving <em>strong equity returns</em> as well as <em>development impact</em></td>
</tr>
<tr>
<td>Syndicated loans</td>
<td>Agribusiness</td>
<td></td>
</tr>
<tr>
<td>Trade finance</td>
<td>Energy and resource efficiency</td>
<td></td>
</tr>
<tr>
<td>Structured finance</td>
<td></td>
<td></td>
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<tr>
<td>Guarantees</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Risk management products</td>
<td></td>
<td></td>
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<tr>
<td>Local currency financing</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- *$18.9 billion committed in FY16*
- *$52 billion committed portfolio*
- *over $200 million in advisory services income annually*
- *12 funds with $8.9 billion under management*

*Figures as of 30 June 2016*
Overview of IFC

ICF: A growing Businesses

**ICF’s total disbursed loans and equity portfolio and net liquid asset position at fiscal year-end**

*IFC’s fiscal year-end is 30 June*
Strong Fundamentals

IFC exercises prudent financial discipline

- IFC has one of the **lowest leverage ratios** of any supranational
- Equity investments are funded by IFC’s net worth, not its borrowings

---

### Liquidity ratio

- **45%** min
- **85%** actual

(percentage of estimated net cash requirements for the next 3 years)

---

### Leverage

- **2.8x** actual
- **4.0x** max

Debt to net worth, times

---

### Risk-adjusted capital

- **$19.2** min
- **$22.5** actual

US$ billions

---

*Actual level figures as of 30 June 2016
Minimum and maximum thresholds based on triple-A rating methodology guidelines as agreed with rating agencies*
**Track Record of Profitability**

*IFC has recorded operating profit in every year since its founding in 1956*

*IFC’s fiscal year-end is 30 June*
Highly Diversified Global Portfolio

IFC has debt and equity exposure in **122 countries** and **over 2,000 companies**

### Industry portfolio diversification
- **Financial Markets**: 32%
- **Infrastructure**: 17%
- **Manufacturing**: 10%
- **Consumer & Social Services**: 8%
- **Agribusiness & Forestry**: 7%
- **Trade Finance**: 7%
- **Funds**: 7%
- **Oil, Gas & Mining**: 5%
- **Telecom & IT**: 4%
- **Other**: 3%

### Regional portfolio diversification
- **World**: 7%
- **East Asia and the Pacific**: 14%
- **Europe and Central Asia**: 19%
- **Sub-Saharan Africa**: 14%
- **South Asia**: 12%
- **Middle East and North Africa**: 11%
- **Latin America and the Caribbean**: 23%

**Figures as of 30 June 2015**
Overview of IFC

IFC’s Presence in Africa

Total Commitments in FY 2015: $8.8 billion

Portfolio by Country

- Africa Region: 24%
- Nigeria: 20%
- Kenya: 10%
- Other Countries: 17%
- Other countries:
  - South Africa: 8%
  - Ghana: 6%
  - Uganda: 3%
  - Cote D’Ivoire: 3%
  - Guinea: 3%
  - Ethiopia: 2%
  - Tanzania: 2%

Portfolio by Sector

- Financial Institution Group: 42%
- Infra Industry Group: 25%
- MAS Industry Group: 20%
- CTT Industry Group: 13%
Focus on Debt Capital Markets
Sound financial markets are vital to development as they ensure efficient resource allocation, create jobs, and spur economic growth.

Debt markets in particular are crucial sources of capital funds, especially to help close huge financing gap in sectors like Infrastructure and Housing.

They create channels for domestic savings – such as those managed by pension funds and other institutional investors – to be put to productive use in the local economy.

$57 trillion: Global Infrastructure Funding Gap for 2013-2030 --- $3.2 trillion a year through 2030.

McKinsey | January 2013
“Infrastructure productivity: How to save $1 trillion a year”
IFC supports domestic capital market development through:
- issuing local currency bonds
- advice to regulators, authorities, and market participants; and
- helping first-time issuers access capital markets

IFC promotes access to local currency finance through loans, swaps, and structured products that are customized to best meet client needs.
IFC is a Frequent Issuer in Global Debt Capital Markets

- IFC raises funds in global capital markets to support investments in the private sector in emerging markets.
- Funding strategy in global markets focused on:
  1. **Establishing a regular presence in its core markets** such as USD
  2. **Ensuring access to a wide range of markets** to benefit from opportunistic and competitively priced transactions
  3. **Promoting development of emerging capital markets** by issuing bonds in local currencies, often in domestic markets.

**Borrowings by currency in FY16**

- USD 64%
- AUD 9%
- BRL 6%
- NZD 5%
- JPY 4%
- CNH 3%
- TRY 3%
- HKD 2%
- INR 1%
- ZAR 1%
- Other 1%
- CLP
- COP
- CRC
- MXN
- NAD
- NGN
- RUB
- Other 1%
Focus on Debt Capital Markets

Historical Data

*Historical performance of 5-year benchmarks issued by IFC and its peers*
Focus on Debt Capital Markets

USD 5 year Global Distribution

**USD3.0 billion September 2019**  
(issued July 2014)

- **AMEA**: 40%  
- **Asia**: 32%  
- **Banks**: 43%  
- **Fund managers**: 22%  
- **Central banks/Official institutions**: 36%

**USD2.25 billion July 2020**  
(issued July 2015)

- **AMEA**: 38%  
- **Asia**: 32%  
- **Banks**: 48%  
- **Fund managers**: 5%  
- **Central banks/Official institutions**: 47%

**USD2.5 billion July 2021**  
(issued July 2016)

- **AMEA**: 22%  
- **Asia**: 51%  
- **Banks**: 31%  
- **Fund managers**: 11%  
- **Central banks/Official institutions**: 58%
Issuing in Local Markets
Strong focus on Local Currency Bond Issuances

- IFC aims to help develop local capital markets:
  - To create **catalytic impact for future corporate bond issuances and facilitate financing through demonstration and signaling effect**
  - To test and **improve domestic processes** for bond issuance and encourage **changes in regulation** (e.g. cost of issuance, pension fund asset allocation)
  - To provide access to **new breed of investors**, particularly international investors
  - To help local markets decouple from more volatile global funding sources

- For local investors, IFC issuances introduce **a high-quality new asset class to** the domestic market.

---

Kenya has annual infrastructure financing deficit of $2.1 billion.

*World Bank* | November 2012
1. **Alternative to foreign currency borrowing**, reducing various risks
2. **Diversify sources of funding** beyond banks and equity markets
3. **Support major trends** that stem from economic and financial growth
   - Issuers: Infrastructure development, privatization, securitization and government decentralization create demand for bond issuance
   - Investors: The growth of insurance and social security create institutional investors that have an appetite for long-term assets such as bonds
4. **Strengthen the financial sector**
   - Transparency through public disclosure of business operations
   - Competition with local banking sector through dis-intermediation

---

**IFC Local Currency Bond Issuances: Benefits**

$2.5 trillion: Additional infrastructure financing by 2030 if institutional investors meet their target allocations.

*McKinsey | January 2013
*“Infrastructure productivity: How to save $1 trillion a year”
Issuing in Local Markets

Focus on Domestic Capital Market Development

Europe
- Georgia – Iveria Bond 2015 – GEL 30 million due 2017
- Russia – Volga Bond 2012 – RUB 13 billion due 2017
- Turkey 2017 – TRY 100 million due 2022
  2017 – TRY 150 million due 2022

China
- Dim Sum Bonds 2014 – CNH 1 billion due 2019
  2014 – CNH 500 million due 2017 (Green)
  2014-2015 – CNH 4.7 billion due 2017
  2012 – CNH 500 million due 2014
  2011 – CNH 150 million due 2016
- Panda Bonds 2006 – CNY 870 million due 2013
  2005 – CNY 1.3 billion due 2015

Malaysia
- Wawasan-Islamic Bond 2004 – MYR 500 million due 2007

Latin America
- Brazil – Amazonian Bond 2007 – BRL 200 million due 2011
- Colombia – El Dorado Bond 2017 – COP 33.7 billion due 2022
  2004 – COP 269 billion due 2006
  2002 – COP 125 billion due 2007
  2002 – COP 225 billion due 2007
- Costa Rica – Irazu Bond 2014 – CRC 5 million due 2019
- Dominican Republic – Taino Bond 2016 – DOP 180 million due 2023
  2012 – DOP 390 million due 2017
- Peru – Inca Bond 2004 – PEN 50 million due 2007

Africa
- CFA Franc – Kola Bond 2009 – XAF 20 billion due 2014
  2006 – XOF 22 billion due 2011
- Namibia – Namib Bond 2016 – NAD 180 million due 2021
- Nigeria – Naija Bond 2013 – NGN 12 billion due 2018
- Rwanda – Twigire Bond 2015 – RWF 3.5 billion due 2018
- Rwanda – Umuganda Bond 2014 – RWF 15 billion due 2019
- South Africa – ZAR Green Bond 2015 – ZAR 1 billion due 2024

India
- Green Masala Bond 2015 – INR 3 billion due 2020
- Maharaja Bond 2014 – INR 6 billion due 2019, 2024, 2027-2034
- Masala Bond 2018 – INR 8.7 billion due 2024
  2017 – INR 53.5 billion due 2022, 2024
  2016 – INR 8.6 billion due 2024, 2031
  2015 – INR 33 billion due 2018, 2019
- Masala Uridashi Bond 2016 – INR 300 million due 2019

Middle East
- Gulf Cooperation Council – Hilal Sukuk 2009 – USD 100 million due 2014
- Sukuk al Wakala 2015 – USD 100 million due 2020

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Issuing in Local Markets
Pan-African Domestic Medium Term Note Programme

**Description**
- Programme initiated in May 2012 under which IFC may issue local currency denominated debt instruments with maturities of 3 months or longer in various African jurisdictions.
- Initially Botswana, Ghana, Kenya, Namibia, Rwanda, South Africa, Uganda and Zambia; also to be extended to CFA franc zone and Nigeria.
- Funds to be used primarily to fund IFC’s local currency denominated investments.

**Benefits to local markets**
- Introduction of a new asset class of highest credit quality.
- Setting a risk-free benchmark.
- Diversification of domestic and foreign institutional investors.
- Assist in accelerating development of non-sovereign sector of bond market.
- Contribution to further development of the African financial markets.

**Benefits to domestic clients**
- Long-term local currency funding to help reduce cross-currency risk.
- Well-developed, liquid, and deep bond market ensuring diversified sources of funding to meet business needs.

**Local Currency Track Record**
- Over the past 5 years (through March 2012) over $650 million equivalent committed in 17 local African currencies.
- First multilateral financial institution to enter into a long-term swap with an African central bank (Rwanda).
IFC’s Local Currency Track Record in Asia - Highlights

- IFC has a **distinguished track record** in lending long-term in local currency to the private sector.
- Over the past 5 years IFC has committed **over $2.3 billion equivalent in 13 local Asian currencies**.
- IFC has been the first international issuer of **CNY “Panda” bonds (2005, 2006)**.
- IFC has also issued in the **CNH Dim Sum Bond Market (2011)**, has been the first to utilize proceeds in mainland China and has been the first multilateral to issue a green bond in the offshore markets.
- In August 2012, IFC set up a **CNH Discount Note Program** in Hong Kong. The first of its kind Program provides short-term liquidity to IFC clients. As a first such program in the CNH market, the facility will also offer diversification to domestic and international investors seeking high quality (AAA) short-term paper.
- IFC has **entered into swap facilities with two policy banks in China** to provide long term CNY financing – the first Multilateral to do so.
- IFC has **successfully executed 10 risk sharing facilities under the CHUEE Program** in China providing CNY financing to renewable energy projects.
- IFC within the last two years has successfully launched both **onshore (“Maharaja”) (2014)** and **offshore Rupee (“Masala”) bond programs (2013-2015)**, successfully creating yield curves in both markets.
- IFC provided **the first Partial Credit Guarantee on a corporate bond** issuance in Indonesian domestic bond markets (2014).
Issuing in Local Markets

Local Currency Issue Case Study: IFC Naija Bond

• Issued in February 2013
• IFC’s inaugural Naira-denominated bond
• First ever issuance by a nonresident issuer and the first international AAA-rated Naira-denominated bond in the domestic market in Nigeria
• Fixed Rate Senior Unsecured Notes due 2017
• Initial notional size of NGN 8 bn ($50 million equivalent), increased to NGN 12 bn ($76 million equivalent) with a 5 year tenor
• Semi annual coupon and bullet repayment
• Offer for subscription by way of book-build
• Priced below the government yield curve
• Listed on the Nigeria Stock Exchange (NSE)
• Lead manager: Standard Chartered Bank Nigeria Limited
• Co-lead arranger and broker: Chapel Hill Advisory Partners Limited

First domestic placement by an international triple-A rated issuer

Interactions with various local Regulators

National Pensions Commission (PENCOM)

National Insurance Commission (NAICOM)

Central Bank of Nigeria (CBN)

Securities and Exchange Commission (SEC)

Nigerian Stock Exchange

MOF and DMO
Issuing in Local Markets

Local Currency Issue Case Study: IFC Zambezi Bond

• Issued in September 2013
• First non-government debt issue since 2009
• First and only international AAA-rated Zambian Kwacha-denominated paper in Zambia
• Strong local involvement with Stanbic Bank Zambia and Stockbrokers Zambia chosen as lead arrangers
• Strong participation from both local and international investors: Issue oversubscribed 4.8 times
• Bond details:
  • 4-year tenor, bullet repayment
  • Notional size of ZMW 150mn ($28mn) increased from ZMW 100mn
• For IFC: First issue under its Pan-African Domestic Medium Term Note Programme (PADMTN)
Local Currency Issue Case Study: IFC Umuganda Bond

- Issued in May 2014
- IFC’s inaugural issuance under the PADMTN in East Africa
- First ever international AAA-rated Rwandan Franc bond issuance in Rwanda and the first non-sovereign issuance since 2010
- Issuance to expand the availability of long-term local-currency finance for local businesses while strengthening the country’s domestic capital markets
- Offer for subscription by way of book-build
- Listed on the Rwanda Stock Exchange (RSE)
- Strong participation from both local and international investors: 2.2x oversubscribed
- Issuance managers: Standard Bank / Stanbic Kenya, Bank of Kigali
- Bond (Senior Unsecured Notes) Details:
  - 5-year tenor, bullet repayment, due 2019
  - Semi-annual fixed rate coupon (12.25%); no 5 year government benchmark yield
  - Notional size of RWF 15bn ($22mn equiv.)
  - Regulatory Status: 0% risk weighting for computing capital adequacy; liquid asset status; Repo eligible; 100% admissible asset for insurance companies’ solvency ratios
Helping Clients Access Capital Markets
Helping Clients Access Capital Markets

IFC Debt Capital Market (“DCM”) Product Offering - Overview

IFC offers a range of instruments aimed at helping clients successfully issue debt instruments (e.g. straight bonds, themed bonds, structured debt) in both international and domestic capital markets.

1. Anchor Investment

**Product:**
- Investment in:
  - Plain Vanilla Bonds
  - Green Bonds
  - Asset Backed / Structured Debt, etc

**What:**
- Direct financing via purchase of a substantial portion of an issuance.

**How:**
- IFC commits to subscribe to an issuance ahead of the public offering, which can be communicated to prospective investors to send a positive signal.

2. Credit Enhancement

**Product:**
- Guarantee on:
  - Bonds
  - Asset Backed / Structured Debt

**What:**
- Partial guarantee of an issuance to improve the risk profile of the instrument.

**How:**
- IFC provides a partial credit guarantee to improve the credit rating of an issuance for wider investor access and longer term financing.

Best Practice

Supporting the process:
- Leverage IFC’s experience as a bond issuer to offer advisory on regulations, documentation and structuring across products
- Bring in partners that can provide additional resources

Comprehensive Financing Solution

Flexible approach to tailor offering to issuance process:
- IFC’s approval to invest can be applied flexibly in the form of an Anchor Investment, Partial Credit Guarantee, or Loan disbursement / bridge financing if the bond issuance is delayed
Anchor Investments

Basics
• IFC can provide its support to a bond issuance by committing to purchase a portion of the notes issued
• After its due diligence and credit approval, IFC can sign a commitment agreement, and IFC’s anchor investment can then be announced to the market during the roadshow
• Depending on the pre-agreed structure and auction format, IFC can offer to reduce its allocation depending on subscription levels

Benefits to Investors
• IFC’s public support of the issuance reduces pricing uncertainty
• Investors derive comfort from IFC’s due diligence and “stamp of approval”

• May provide better economics compared to a PCG for investors who are less focused on ratings

Benefits to Issuers
• Like a partial underwriting, an IFC anchor investment ensures a successful issuance
• IFC’s public endorsement will help to boost subscription levels and reduce the clearing yield
• IFC can support the structuring and marketing process as needed
Anchor Investment Example 1: Bayport Financial Services (Zambia)

About Bayport Financial Services

• Bayport Financial Services (Bayport) is a non-bank financial institution in Zambia servicing retail customers. The company has experienced a dynamic growth of its portfolio with plans for further expansion.

Accessing the Zambian Domestic Bond Market

• To support its growing business, Bayport needed to diversify its funding sources beyond local banks and tap into the nascent Zambia capital markets.
• Following IFC’s inaugural Zambezi bond issuance in September 2013, Bayport established a domestic Medium-Term Note program to issue Zambian Kwacha (ZMW) denominated bonds.

IFC as an Anchor Investor

• New IFC client.
• IFC committed to investing ZMW 60m (c. USD 9.4m) via a parallel private placement note, thus providing funding and sending a strong signal of support to potential investors.
• IFC’s first anchor investment in Africa and first ZMW-denominated corporate bond investment.

IFC Advisory Support

• IFC shared experience in structuring, collateral and legal arrangements, regulatory approvals, and marketing, in close collaboration with the lead managers and legal advisors.

Issuance Summary

<table>
<thead>
<tr>
<th>Issuer</th>
<th>Bayport Financial Services Ltd, Zambia</th>
</tr>
</thead>
<tbody>
<tr>
<td>Issuance Status</td>
<td>Senior Secured</td>
</tr>
<tr>
<td>Pricing Date</td>
<td>16 April 2014</td>
</tr>
<tr>
<td>Settlement Date</td>
<td>25 April 2014</td>
</tr>
<tr>
<td>Size</td>
<td>ZMW 172m, approx. USD 27m</td>
</tr>
<tr>
<td>Maturity</td>
<td>25 April 2018</td>
</tr>
<tr>
<td>Tenor</td>
<td>4 years</td>
</tr>
<tr>
<td>Coupon</td>
<td>Tranche 1: 2.50% over 182-T-Bill</td>
</tr>
<tr>
<td></td>
<td>Trance 2: 1.52% over 364 T-Bill</td>
</tr>
<tr>
<td>Listing</td>
<td>Lusaka Stock Exchange</td>
</tr>
<tr>
<td>Arranger</td>
<td>Barclays Bank Zambia, ABSA</td>
</tr>
<tr>
<td>Sponsoring Broker &amp; Placing Agent</td>
<td>Stockbrokers Zambia</td>
</tr>
<tr>
<td>Governing Law</td>
<td>Zambian Law</td>
</tr>
</tbody>
</table>

Achievements

• Issue size was raised to ZMW 172m (c. USD 27m) from ZMW 150m following strong investors’ demand.
• Successful placement with domestic and international investors: diversification of funding sources for Bayport.
• Stimulation of the domestic capital markets: Bayport’s inaugural bond was one of the largest issuances in the Zambian market and one of the very few secured issuances in Zambia.
Anchor Investment Example 2: Seven Energy (Nigeria)

About Seven Energy

- A Lagos- and London-based oil and gas upstream and midstream company with assets in the Niger Delta in Nigeria.
- Active in managing its capital structure and cost of funding to match its investment profile.
- With funding needs arising from the construction of a pipeline network in the south east Niger Delta.

Accessing the International Bond Market

- To raise long-term funding in the high yield corporate market.
- To refinance outstanding convertible notes, prepay a reserve-based lending facility and a working capital facility.
- To get access to an international investor base of high quality strategic investors and real money fund managers.

IFC as an Anchor Investor

- An existing client, where IFC is also an equity investor.
- Pre-launch, IFC committed to subscribing up to USD 50m.
- Issuer and book runners leveraged IFC’s commitment by communicating IFC’s interest during the marketing period.
- Following the allocation process, IFC invested USD 50m, amounting to 17% of the total issuance.
- As an existing investee, IFC was able to turn around its investment cycle process in under six weeks.

Achievements

- Seven Energy’s inaugural Eurobond issue.
- First international Eurobond high yield issuance by a non-listed Nigerian corporation.
- IFC’s anchor investment contributed to mitigating the execution risk amidst volatile markets following negative news on another Nigerian Oil & Gas company, a decrease in oil price, general investors’ pullback from emerging markets and a growing Ebola crisis in West Africa.
- Investor base diversification and international outreach with investors from Africa, the US, Europe and Asia.

Issuance Summary

<table>
<thead>
<tr>
<th>Issuer</th>
<th>Seven Energy Finance Ltd</th>
</tr>
</thead>
<tbody>
<tr>
<td>Issuer Status</td>
<td>Senior Secured</td>
</tr>
<tr>
<td>Issue Rating</td>
<td>B-/B- (S&amp;P, Fitch)</td>
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<tr>
<td>Issue Format</td>
<td>144A / Reg S</td>
</tr>
<tr>
<td>Pricing Date</td>
<td>2 October 2014</td>
</tr>
<tr>
<td>Settlement Date</td>
<td>10 October 2014</td>
</tr>
<tr>
<td>Size</td>
<td>USD 300m</td>
</tr>
<tr>
<td>Final Maturity</td>
<td>11 October 2021 final maturity</td>
</tr>
<tr>
<td>Non-Call</td>
<td>11 October 2018</td>
</tr>
<tr>
<td>Re-Offer Price / Yield</td>
<td>98.781% / 10.500% p.a.</td>
</tr>
<tr>
<td>Coupon</td>
<td>10.250% p.a.</td>
</tr>
<tr>
<td>Listing</td>
<td>Irish Stock Exchange</td>
</tr>
<tr>
<td>Governing Law</td>
<td>New York</td>
</tr>
<tr>
<td>Bookrunners</td>
<td>Standard Chartered, Deutsche Bank, Morgan Stanley</td>
</tr>
</tbody>
</table>
Helping Clients Access Capital Markets

Anchor Investment Example 3 – Petra Diamonds (South Africa)

About Petra Diamonds

• Petra is a producer of rough diamonds that has developed into a leading independent diamond mining group and an increasingly important supplier of rough diamonds to the international market.

• Founded in 1997, during the company’s early history, Petra focused on diamond exploration but in 2007 started acquiring a series of De Beers’ mines to transform itself from an explorer to a producer.

• The company is geographically diversified with four producing mines in South Africa, one producing mine in Tanzania, and one exploration project in Botswana.

IFC Anchor Investment

• Supported Petra’s first bond offering and attained high oversubscription levels.

• IFC investment of USD 30mm amounted to 10% of the total issuance.

• Pre-committed participation in public offering sent a positive signal to the market.

• Petra is a long-term IFC client and the notes purchase follows a $40 million IFC loan to the company in 2010 to support the expansion of the Williamson diamond mine in Tanzania.

Issuance Summary

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<thead>
<tr>
<th>Issuer</th>
<th>Petra Diamonds US Treasury Plc</th>
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<tr>
<td>Issuance Status</td>
<td>Senior Secured Second-Lien Notes</td>
</tr>
<tr>
<td>Issue Rating</td>
<td>B2 / B+ (Moods, S&amp;P)</td>
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<td>Issue Format</td>
<td>144A / Reg S</td>
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<tr>
<td>Pricing Date</td>
<td>6 May 2015</td>
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<td>Settlement Date</td>
<td>13 May 2015</td>
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<td>Size</td>
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<td>Final Maturity</td>
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<td>Yield</td>
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<td>Governing Law</td>
<td>New York</td>
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<tr>
<td>Bookrunners</td>
<td>Barclays, RBC Capital Markets, Rand Merchant Bank</td>
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</tbody>
</table>

Highlights

• Provides Petra with financial flexibility to broaden its sources of funding.

• Proceeds enabled the replacement of a 50-year old processing plant at Cullinan diamond, a 112-year old mine.

• IFC’s anchor investment allowed a reach to a wider international investors’ base and a multiple times oversubscribed issuance.
Growing Corporate Green Bond Issuance in Emerging Markets

Benefits to Issuers
• Investor diversification
• Franchise Value
• Industry leadership, enhances reputation in the market by generating environmental benefits from investments and by integrating debt management into firm-wide commitments to reduce GHG emissions
• Cultivate a positive internal culture of long-term sustainability and environmental governance

IFC’s Value Proposition
• Ability to share expertise in Climate business, capital markets and Green Bond market in one package
• Transfer knowledge and guide the issuance process to comply with the Green Bond Principles
• Ability to share impact reporting tools and training available to IFC’s clients, an essential element of the green bond
• Ability to commit and invest in local currency green bonds and ability to catalyze off-shore investors along side IFC
• In-depth knowledge of Impact Investors who participate in Green Bonds

Key Elements of Green Bonds
• Criteria for use of Proceeds
• Second opinion
• Management of Proceeds
• Reporting (environmental benefits)
Yes Bank Green Bond (India)

About Yes Bank Financial Services

• Yes Bank, is India’s fourth largest private sector Bank, it is a “Full Service Commercial Bank” and has steadily built a Corporate, Retail and S&E banking franchise.
• The Bank is the only Greenfield Bank license awarded by the RBI in the last two decades.

A pioneer in the Indian bond market

• To support its growing investment in Renewable energy infrastructure, Yes Bank needed to establish a Green Bond program that would help diversify its funding sources beyond local banks and tap into the nascent Green Bond capital markets.
• Yes Bank established its Green Bond Medium-Term Note program that follows the 4 pillars of the Green Bond Principles. This framework will enable Yes Bank to raise funding from international Social Responsible investors looking for diversification in domestic markets.
• Yes Bank’s green bond of INR 3.15b (approx. US$ 49.2m) issued in August 2015 was the second green bond under the bank’s EMTN program and the first issued for an international investor under the Green Bond Principles guideline opening doors for other international investors in future issuances.

IFC as an Anchor Investor

• IFC committed to purchase up to US$ 50 million notes in Yes Green Bond issuance, providing both funding and sending a strong signal of support to potential investors who are looking for diversification into emerging markets.
• IFC supported the issuance by sharing IFC’s experience and expertise in Green Bond market, review of Yes bank’s pipeline of green investment and IFC’s climate definitions helped draft “Use of Proceeds Language”, and provided impact reporting tool and training to provide future investors environmental impact data.

Issuance Summary

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<th>Issuer</th>
<th>Yes Bank Limited</th>
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<tbody>
<tr>
<td>Status</td>
<td>Green Bond, Senior Unsecured</td>
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<tr>
<td>Pricing Date</td>
<td>3 August 2015</td>
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<td>Settlement Date</td>
<td>5 August 2015</td>
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<tr>
<td>Size</td>
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<td>Maturity</td>
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<td>Bombay Stock Exchange</td>
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<td>Governing Law</td>
<td>Indian Law</td>
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</table>

IFC’s Investment

• Fully Subscribed by IFC
• Pre-committed private placement
• IFC’s first Green Bond investment, and IFC’s first green corporate bond investment in Indian Rupee

Achievement

• Setting the market standard for Green Bonds in India and EM Markets
• Stimulating the domestic capital markets and opening the door for climate change investments
Securitization

Basics
• A form of off-balance sheet financing which involves pooling of financial assets and issuance of securities that are repaid from the cashflows generated by these assets
• IFC provides credit enhancement to the senior tranche by investing in a mezzanine tranche or by covering payment shortfalls due to senior Noteholders
• As a Structuring Investor, IFC can support the process with arrangers, regulators and credit rating agencies and provide best practice from other markets.

Benefits to Issuers
• Allows highly rated securities to be created from less credit worthy assets
• Access to wider investor base
• Facilitates Rating increase
• Alternative form of longer term funding
• Can improve balance sheet management and potentially provide capital relief

Benefits to Investors
• Reduced probability of default
• IFC due diligence and supervision
Case Study: Mercantile Rental Finance SME Securitization

About the client

- Mercantile Rental Finance (the “Client”) is a South African rental finance company majority owned by Mercantile Bank that provides financing targeted at mostly small and medium enterprises to allow them to rent equipment they need to operate, rather than purchasing it and tying up capital.
- Until IFC’s investment the Client had relied solely on Mercantile Bank (it’s parent) to provide funding for growth.

Accessing the capital market

- In order to fund its rapid growth, Mercantile Rental Finance decided to access the capital market as a strategic long-term and cost-effective funding source.
- However, the company needed to build the portfolio track record necessary for a credit rating of a public securitization of its rental assets.

IFC as an Anchor Investor

- IFC worked closely with the company and the arranger to establish a market-standard securitization program listed on the Johannesburg Stock Exchange (JSE) through a Special-Purpose Vehicle (SPV) dubbed “Compass Securitization (RF) Ltd”
- IFC committed to provide funding to the SPV for 3 years to help the program build a track record ahead of issuing publicly rated notes
- This was IFC’s first SME leasing securitization in Sub-Saharan Africa

Program Summary

<table>
<thead>
<tr>
<th>Program Summary</th>
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<tbody>
<tr>
<td><strong>Issuer</strong></td>
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<td><strong>Program Size</strong></td>
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<td><strong>Senior Notes issued</strong></td>
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<td><strong>Scheduled Maturity</strong></td>
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<td><strong>Final Maturity</strong></td>
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<td><strong>Listing</strong></td>
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<tr>
<td><strong>Governing Law</strong></td>
</tr>
<tr>
<td><strong>Structural Features</strong></td>
</tr>
<tr>
<td><strong>Arranger</strong></td>
</tr>
</tbody>
</table>
Diversified Payment Rights (DPRs)

**Basics**
- DPRs transactions are cross-border bonds issued by a domestic bank, which are secured by cross-border payment flows
- Set-up cost – typically objective to issue repeatedly in a program approach.

**Benefits to Investors**
- Best of both worlds: Investor benefits from protection of a securitization and mitigation of political risk, but retains recourse to the originator.

**Benefits to Issuers**
- Can provide attractive funding on the international capital market
Covered Bonds

Basics
- Similar to a securitization: Ring-fenced portfolio as security for bondholders, provides matching long-term funding for Issuer Bank
- Different from a securitization: Investors have double recourse to cover pool and Issuer Bank – no risk transfer

Benefits to Issuers
- Allows highly rated securities to be created from less credit worthy assets
- Access to wider investor base
- Facilitates rating increase
- Alternative form of funding, that can be lower and more longer term
- Can improve balance sheet management

Benefits to Investors
- Higher Rated: On average 4 notches higher than issuer (Fitch)
- No Losses to investors in over 100 years
IFC Partial Credit Guarantee (PCG) for Bonds

**Basics**
- IFC irrevocably guarantees due payment to bondholders, up to Guarantee Amount
- IFC PCG can reduce both probability of default and loss given default
- Objective is to offer minimum guarantee amount necessary to facilitate successful transaction

**Benefits to Issuers**
- Access to wider investor base
- Paves the way for future issuances without enhancement
- Extend maturity
- Rating increase

**Benefits to Investors**
- Reduced loss given default
- Reduced probability of default
- IFC due diligence and supervision
- “Stamp of Approval”

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Helping Clients Access Capital Markets

Investors

Guaranteed Notes

Issuer

IFC

IFC Guarantee

Stand-by Loan Agreement
Partial Credit Guarantee (PCG) Example 1

Vinte MXN Bond Issuance, Mexico

Overview
- MXN 100mm 3Y bond issuance by Vinte, lead developer of sustainable housing for lower and middle-income families in Mexico.

IFC’s Credit Enhancement
- IFC offered a partial credit guarantee to support VINTE’s first-ever bond issuance.

Achievements
- IFC’s guarantee helped VINTE bonds achieve ratings of ‘Aa3.mx’ by Moody’s and ‘HR AA-‘ by HR Rating, compared to VINTE’s stand-alone corporate ratings of ‘Baa3.mx’ and ‘HR A-‘ at the time of issuance.
- VINTE was able to diversify its funding options by issuing a bond and positioned itself as a successful corporate debt issuer in the domestic capital markets.
- Given the improvement in the ratings, Vinte was able to attract a new investor base, specifically pension funds which are only able to invest in assets rated Aa3.mx or above.
Helping Clients Access Capital Markets

Partial Credit Guarantee (PCG) Example 2

PT Ciputra Residence Bond Issuance, Indonesia

Overview

• IDR 500bn total of 3Y (IDR 200bn), 5Y (IDR 220bn) and 7Y (IDR 80bn) bond issuance by Ciputra, a leading Indonesian property company focused on residential property development.

IFC’s Credit Enhancement

• 20% guarantee of the total principal amount outstanding under the bonds, with a maximum guarantee amount of IDR 100 billion (USD 8.7 million equivalent).

Achievements

• Bond rating enhanced to A (idn) from the corporate ratings of A- (idn) by Fitch on the Indonesian national rating scale.

• Bond was the first with a partial credit guarantee to be issued in Indonesia and helped Ciputra establish a strong profile in the capital markets.

• Issuance was more than 2x oversubscribed and was sold to a variety of investors including pension funds, banks, asset managers, insurers and foundations.

• Proceeds used to support the construction of low-rise houses and relevant ancillary facilities in developments across Indonesia.

• Ciputra agreed to use the IFC Green Building Standards in developing some of its buildings, a first in Indonesia.
Overview

- MXN 200mn 2y bond by Consorcio de Asistencia al Microemprendedor S.A. de C.V., S.F.P (“CAMESA”), a microfinance institution in Mexico serving the bottom of the pyramid and focused on lending to women.

IFC’s Credit Enhancement

- IFC offered 50% guarantee and liquidity feature to support CAMESA’s first-ever bond issuance.

Achievements

- IFC’s guarantee helped CAMESA achieve a local credit rating of AA- by Fitch Ratings and HR Ratings.
- CAMESA’s first successful bond will help diversify its funding base and hopefully pave the way for future issuances.
Client Risk Management Products (CRMs)

- IFC provides hedging instruments directly to clients who do not have full access to hedging products
- Interest rate swaps/Interest rate caps and collars, cross-currency swaps/FX forwards, commodity hedges and other instruments available in the market
- These hedges can be used to hedge Assets (loans, bonds, revenues, portfolio etc.,) and/or Liabilities (new or outstanding IFC and third party loans, deposits, etc.)

**Example: CRM on Euro Loan from a Consortium of Lenders to a Client whose assets are in ZAR**

**Initial Flows**

<table>
<thead>
<tr>
<th>Lending Consortium</th>
<th>EUR</th>
<th>Client</th>
<th>EUR</th>
<th>ZAR</th>
<th>IFC</th>
</tr>
</thead>
</table>

**Flows over Time**

<table>
<thead>
<tr>
<th>Lending Consortium</th>
<th>EURIBOR plus EUR spread</th>
<th>Client</th>
<th>EURIBOR plus JIBAR plus ZAR spread</th>
<th>IFC</th>
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</thead>
</table>

Helping Clients Access Capital Markets
Advisory Services in Capital Markets Development

1. Country Operations
   Comprehensive, programmatic approach to advise countries on all aspects of building a market, including:
   - Regulatory Environment,
     Market Infrastructure, Capacity Building, Corporate Governance
   - Transaction Support, Regionalization

2. Knowledge Management
   - Documenting and sharing lessons learned
   - Products: policy notes, toolkits, case studies, roundtable discussions, Global Conferences on topics relevant to development of equity markets in the target client countries

3. South-South Dialogue
   - Expand reach beyond country operations; dialogues conducted through web/audio/VC
   - Facilitates South-South peer-group learning

Some Examples:
East Africa: New ABS regulations developed in Kenya & Uganda; and New Prospectus Law in Uganda
Nigeria: New investment guidelines implemented to allow pension funds’ diversification.
Advisory Services in Capital Markets Development continued

Programs draw on full range of World Bank/IFC tools:

- Global product expertise + in-country knowledge/presence
- Public and private engagements
- Targeted and implementation-oriented interventions

Transaction Support

Enabling Environment

Regulatory Assistance

Strengthening the Marketplace

Capacity Building

Regionalization
ESMID fosters development of well-functioning securities markets to:
- Broaden availability of local-currency instruments
- Enable private sector development
- Improve financing for housing & infrastructure
- Create jobs and improve livelihoods

ESMID’s advisory support:
- Helps simplify regulations and procedures for issuing, investing in, and trading bonds
- Helps establish and strengthen market infrastructure
- Builds capacity of market participants
- Facilitates the regionalization of securities markets
- Supports demonstration and replicable transactions

ESMID supports all layers of a securities market:
- **Regulators** – MOF, Securities Commissions, Central Banks, Pension Regulators
- **Market Infrastructure** – Exchanges, OTC Trading System, Clearing & Settlement System, Rating Agencies
- **Market Participants** – Issuers, Intermediaries, Investors

**Partnership between:**
Swedish International Development Cooperation Agency (Sida); International Finance Corporation
World Bank | Funding: $6.3 million from Sida
ESMID Coverage

Currently expanding into:
Latin America and Caribbean region (Peru and Colombia)

Looking to expand into new countries in Africa, and support operations in South and East Asia and emerging Europe
### Other Advisory Services: Access to Finance in Africa

<table>
<thead>
<tr>
<th>Micro Retail</th>
<th>Core Banking</th>
<th>Financial Infrastructure</th>
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</thead>
<tbody>
<tr>
<td>Programs aimed at increasing access to a diverse range of financial services for low income individuals, small-scale entrepreneurs and farmers.</td>
<td>Programs strengthen capacity of banks and financial institutions to serve SME market, low income housing market, agricultural sector and women entrepreneurs.</td>
<td>Programs strengthen the foundation of financial systems, including institutions, information technologies, and rules and standards for financial intermediation.</td>
</tr>
</tbody>
</table>
## Contacts

### IFC Treasury Client Solutions

<table>
<thead>
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</table>

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<th>Juan Pablo De Mollein</th>
</tr>
</thead>
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<table>
<thead>
<tr>
<th>Kokou Akolly</th>
<th>Lucinda Haremza</th>
<th>Cecile Marie Puiggali</th>
</tr>
</thead>
<tbody>
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<td>+44 207 592 4802</td>
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<table>
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<tr>
<th>Eugene Awori</th>
<th>Arezo Kohistany</th>
<th>Frederic Wandey</th>
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<tbody>
<tr>
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<td>Financial Analyst</td>
<td>Senior Financial Officer</td>
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<td><a href="mailto:Fwandey@ifc.org">Fwandey@ifc.org</a></td>
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<thead>
<tr>
<th>Ndeye Fatou Diop</th>
<th>Akua M. Opoku-Mensah</th>
<th>Gulnara Yunusova</th>
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<tbody>
<tr>
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<td>Financial Officer</td>
<td>Senior Financial Officer</td>
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<tr>
<td>+44 207 592 8014</td>
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<td>+44 207 592 8533</td>
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<td><a href="mailto:Gyunusova@ifc.org">Gyunusova@ifc.org</a></td>
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</tbody>
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August 2017