



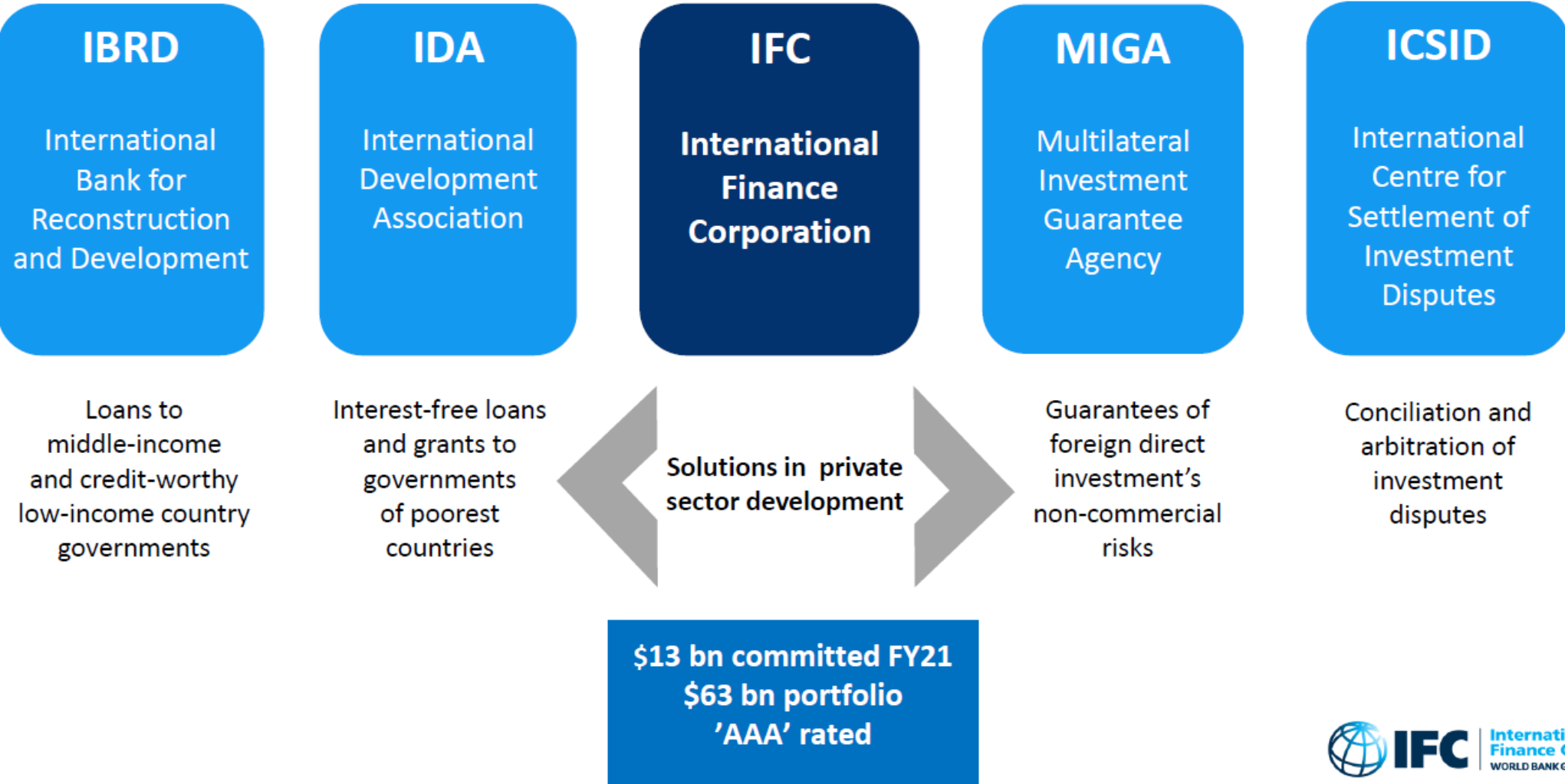
IFC - A GLOBAL PARTNER IN URBAN INFRASTRUCTURE DEVELOPMENT



Creating Markets, Creating Opportunities

March 2022

IFC: A MEMBER OF THE WORLD BANK GROUP



OUR PRODUCTS & SERVICES

IFC offers a wide range of products and integrated solutions to increase development impact for our clients



INVESTMENT

Loans

- Project and corporate financing (**G7 and Local Currency**)
- On-lending through intermediary institutions

Equity

- Direct equity investments
- Private equity funds

Derivative and Structured Finance

- Derivative products to hedge interest rate, currency, or commodity-price exposures of IFC clients

Blended Finance

- Using donor funds to crowd in private financing

Syndications

- Capital mobilization to serve development needs
- Over 60 co-financiers (bank, fund, DFIs)

Trade and Commodity Finance

- Guarantee of trade-related payment obligations of approved financial institutions



UPSTREAM

Create proprietary projects and investment opportunities by developing a sustainable pipeline of bankable transactions

- Early-stage, project level intervention in return for proprietary rights for equity and debt arranger role
- Promoting and anchoring the design and implementation of platforms and programmatic approaches
- Working closely across the World Bank Group to help develop policies, regulations and frameworks for private sector investments

**Working
UPstream**



ADVISORY

Innovative Solutions Combining IFC's Expertise and Tools to:

- Help create new markets
- Unlock investment opportunities
- Strengthen clients' performance and impact
- Improve environmental, social, and corporate governance standards



AMC

IFC Asset Management Company (AMC)

- Mobilizing and managing capital for businesses in emerging markets

IFC – 53 YEARS OF ENGAGEMENT IN INDONESIA




Recent Selected Transactions

INFRASTRUCTURE – Extensive experience and outreach across energy, telecoms and transport

2009	2010	2011	2012	2013	2013	2009/2014	2014/2020	2014	2018	2020/2021
										
\$30m loan \$40m mobilization to container port in Jakarta	\$31m loan to shipping company	\$15m convertible \$35m senior loan to Offshore Support Vessels	\$25m equity in a leading power platform	\$24m loan + \$53m mobilization \$9m equity for water supply project	\$50m loan to communication towers operator	\$30m loan+\$197.5m mobilization \$40m equity in infrastructure financing company	\$72m loan+\$210m mobilization to refinance hydropower plant + \$7.5m equity	\$18m equity as cornerstone investor at taxi company IPO	\$50m loan to Riau Gas IPP and Hedge Provider	IDR450 bn quasi-equity for express logistics expansion (pending convertible bond approval)
Arranger and Lender	Lender	Lender	Investor	Arranger, Lender & Investor	Lender	Arranger, Lender & Investor	Arranger, Lender & Investor	Investor	Lender	Investor

- IFC Transaction Advisor for first PPP (Central Java), appointed by PLN
- IFC Joint Transaction Advisor with JICA for Legok Nangka WTE, appointed by the Ministry of Finance and West Java
- Upstream MOU with Ministry of SOE on Asset Recycling

FINANCIAL SECTOR – Pioneer in Sustainable Finance

2018/2022	2019/2020	2020
		
\$150m revolving loan, \$600m MSME green loan	2019 - \$150m green bond (first issued by private sector) 2020 - \$200m loan, \$350m climate finance loan, \$210m WSME loan	\$50m loan, \$327m microloans, \$34m SME loans
Lender	Lender	Lender

MAS – Manufacturing, Agribusiness and Services

2020	2018/2020	2018/2020	2017/2018
			
\$120m loan and mobilization for regional integrated logistic property company	\$275m loan; \$100m Covid response facility for retail, property, tourism group	\$107m loan and mobilization; \$30m Covid response facility for food manufacturer	\$90m equity and mobilization for regional medical supply-chain solutions company
Lender	Lender	Lender	Investor

Cities Initiative

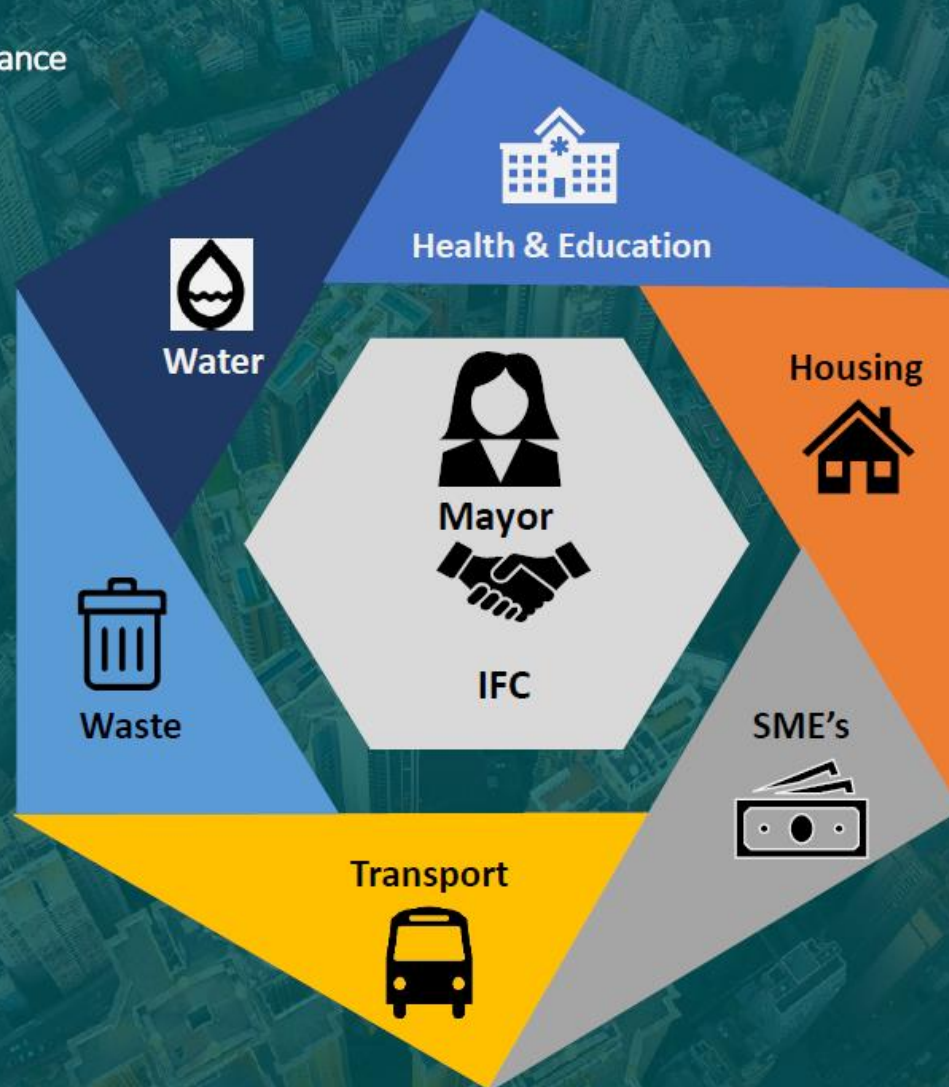
IFC supports Cities clients through long term partnerships and with combined and tailored investment and advisory services across a range of sectors

Commercial Subnational Finance

- Wide range of customizable financial products to help fund Cities partners' infrastructure needs

PPPs

- Competitively tender private involvement in urban infrastructure projects



Advisory Services

- Capacity building
- Project Preparation
- Project Enhancement

Private Sector Investments

- Support private investments in priority urban sectors

IFC's Municipal and Environmental Infrastructure Space

IFC engages across the full spectrum of the urban infrastructure challenges



Select IFC Investments in the Environmental and Municipal Infrastructure sector

India  Tabreed \$25M Equity Investor FY 2021	Ukraine  Mariupol \$14M Loan Lender FY 2019	Brazil  CORSAN \$56M Loan Lender FY 2021	Morocco  Casablanca-Settat \$58M Loan Lender FY 2020	Colombia  City of Bogota \$140M Loan Lender FY 2019	Argentina  Cordoba \$150M Loan \$150M Syndication Arranger and Lender FY 2018	Argentina  Buenos Aires \$50M Loan Lender FY 2017	Turkey  Istanbul Metro Line \$133M Loan \$54.4M Syndication Arranger and Lender FY 2016, 2009	China  BGE \$60M Green Bond Lender FY 2019
Brazil  AEGEA Saneamento \$49.6M Loan \$60.9M Equity Arranger, Lender & Investor FY 2012, 2013, 2016, 2018	Middle East  Metito Holdings \$100M Loan \$30M Syndication Arranger and Lender FY 2013, 2010, 2008	China  Pengyao \$100M Loan \$20M Syndication Arranger and Lender FY 2017	Colombia  EPM \$25M Loan \$324M Syndication Arranger and Lender FY 2012, 2011	Turkey  Izmir \$160M Loans \$109M Syndication Lender FY 2014, 2012	Turkey  Izsu Sewerage \$48M Loans Lender FY 2015, 2013	Serbia  Belgrade WtE \$178M A/B Loan, Blended Finance Arranger and Lender FY 2020	China  Canvest WtE \$110M Loan \$130M Syndication Arranger and Lender FY 2016, 2017, 2018	Eastern Europe  Veolia Voda \$140M Equity Investor FY 2010

What IFC Doing in Cooling?

- Supporting deployment of efficient space cooling infrastructure: District Cooling (DC).
- Supporting low carbon and energy efficient buildings to reduce demand for cooling using EDGE*.
- Supporting the expansion of cold chain infrastructure and services by third party service providers: Temperature Controlled Logistics.
- Supporting start-ups developing new energy efficient technologies: Advisory Services with TechEmerge/Venture Capital.

*EDGE → Excellence in Design for Greater Efficiencies: IFC's green buildings tool and certification.

- IFC has financed six District Heating (DH) deals since 2009, including two private DH companies and three municipal companies in Russia and Romania. The investments were accompanied by two advisory projects in Romania to help municipal-owned DH companies improve efficiency and reduce operating costs to improve the affordability of DH services.
- IFC has recently committed US\$25 million of equity to its first DC project to set up a greenfield DC platform for Asia with Tabreed, the world's largest listed district cooling utility, based in UAE.

Key challenges in emerging markets include (in general):

Lack of awareness of
DC solutions.

Local engineering and
design expertise

Energy sources and supply terms –
the unpredictability of supply and
costs of energy

Policy and regulation - required an
appropriate regulatory framework
and infrastructure

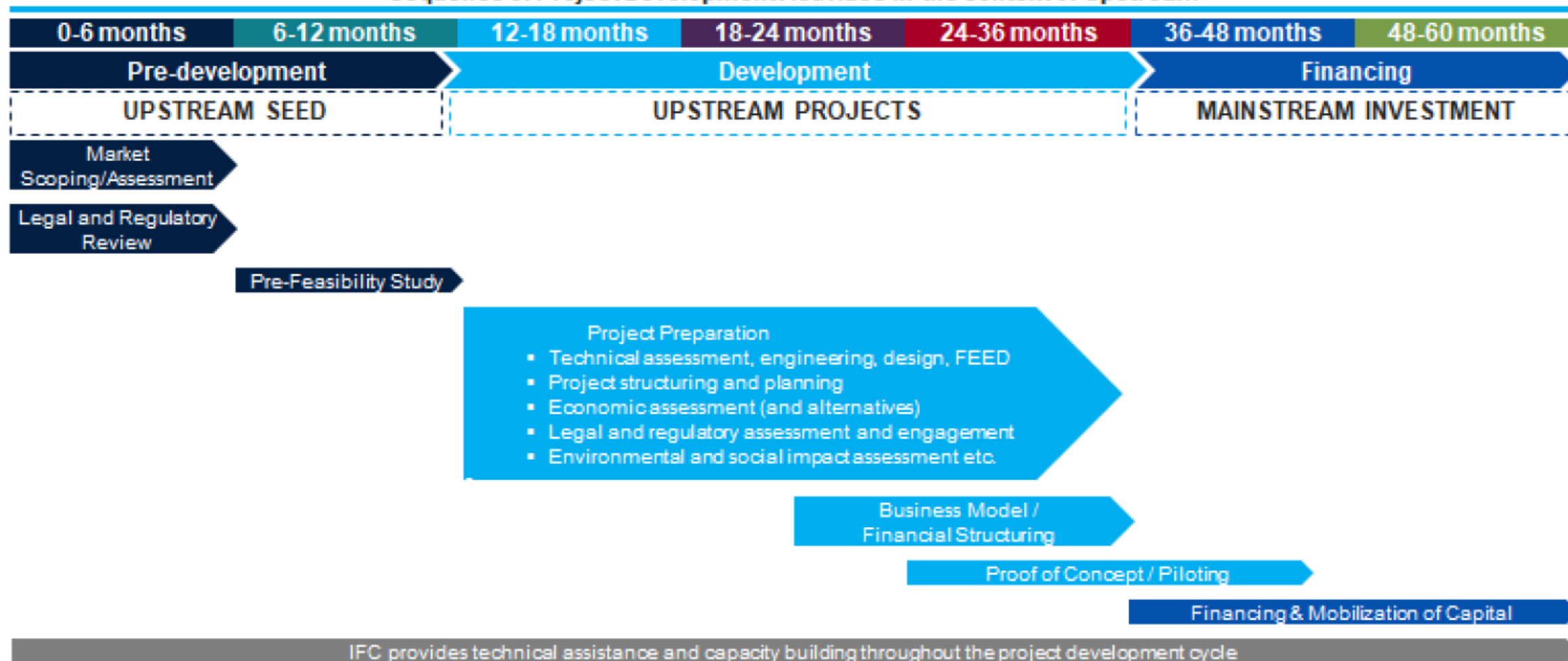
IFC: FINANCING PRODUCTS

LOANS	<ul style="list-style-type: none">▪ Project and corporate financing▪ On-lending through intermediary institutions
EQUITY	<ul style="list-style-type: none">▪ Direct equity investments▪ Private equity funds
DERIVATIVES & STRUCTURED FINANCE	<ul style="list-style-type: none">▪ Derivative products to hedge interest rate, currency, or commodity-price exposures of IFC clients
TRADE & COMMODITY FINANCE	<ul style="list-style-type: none">▪ Guarantee of trade-related payment obligations of approved financial institutions
SYNDICATIONS	<ul style="list-style-type: none">▪ Capital mobilization to serve developmental needs▪ Over 60 co-financiers: banks, funds, DFIs
BLENDED FINANCE	<ul style="list-style-type: none">▪ Using donor funds to crowd in private financing

HOW DOES PROJECT DEVELOPMENT FIT IN IFC CYCLE?

Conceptualizing an Idea into a bankable investment opportunity

Sequence of Project Development Activities in the context of Upstream

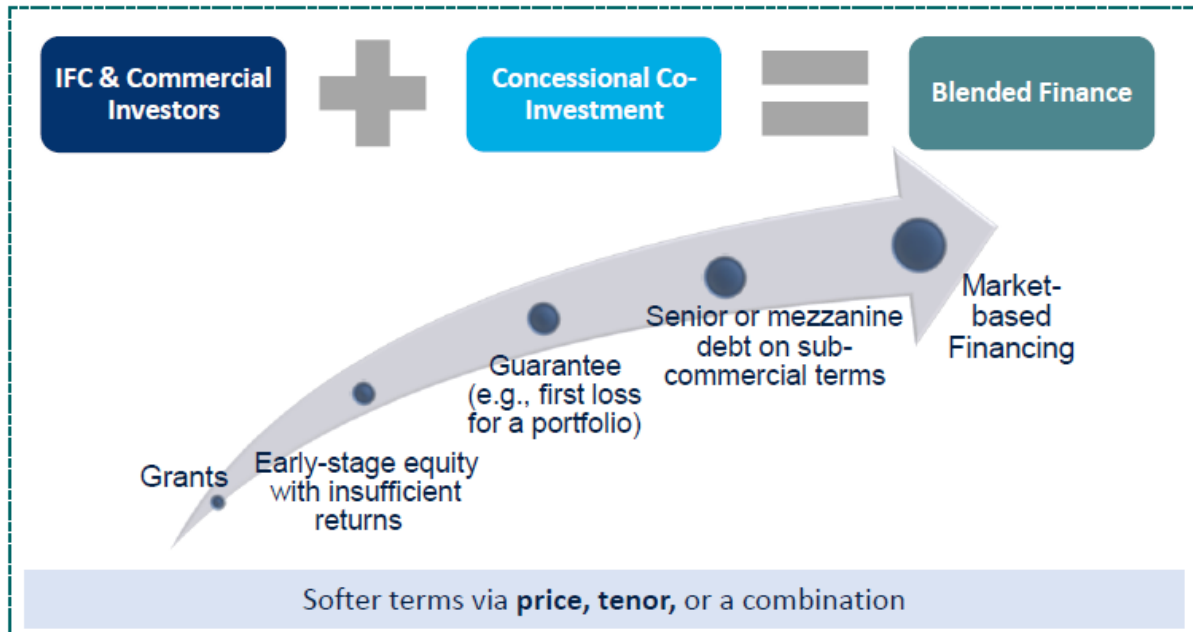


CLIMATE – RELATED FINANCING

IFC develops and implement solutions to better address client's needs such as Corporate Green Loans/Bonds, and Blended Finance for our partners. These solutions are not mutually exclusive and can be implemented simultaneously.

Blended Finance – Concessional Financing

Concessional funds from donors alongside IFCs' own account and/or commercial financing from 3rd parties to address Climate and Sustainable Development Goals (SDGs)



Green Loans/Bonds

IFC can help structure Green Loans and Green Bonds

IFC Green Bond

Issued to finance green assets with defined use of proceeds for climate needs, in line with Green Bond Principles.

Includes IFC's stamp of approval to attract investors.

IFC Green Loan

A standard IFC Loan made exclusively to finance Eligible Green Projects, in line with the Green Loans Principles.

Helps diversify funding sources and widen investor universe

Eligible Projects

Waste Management



Water Management



Energy Efficiency



Renewable Energy



Green Buildings



Transport



END OF SLIDE