



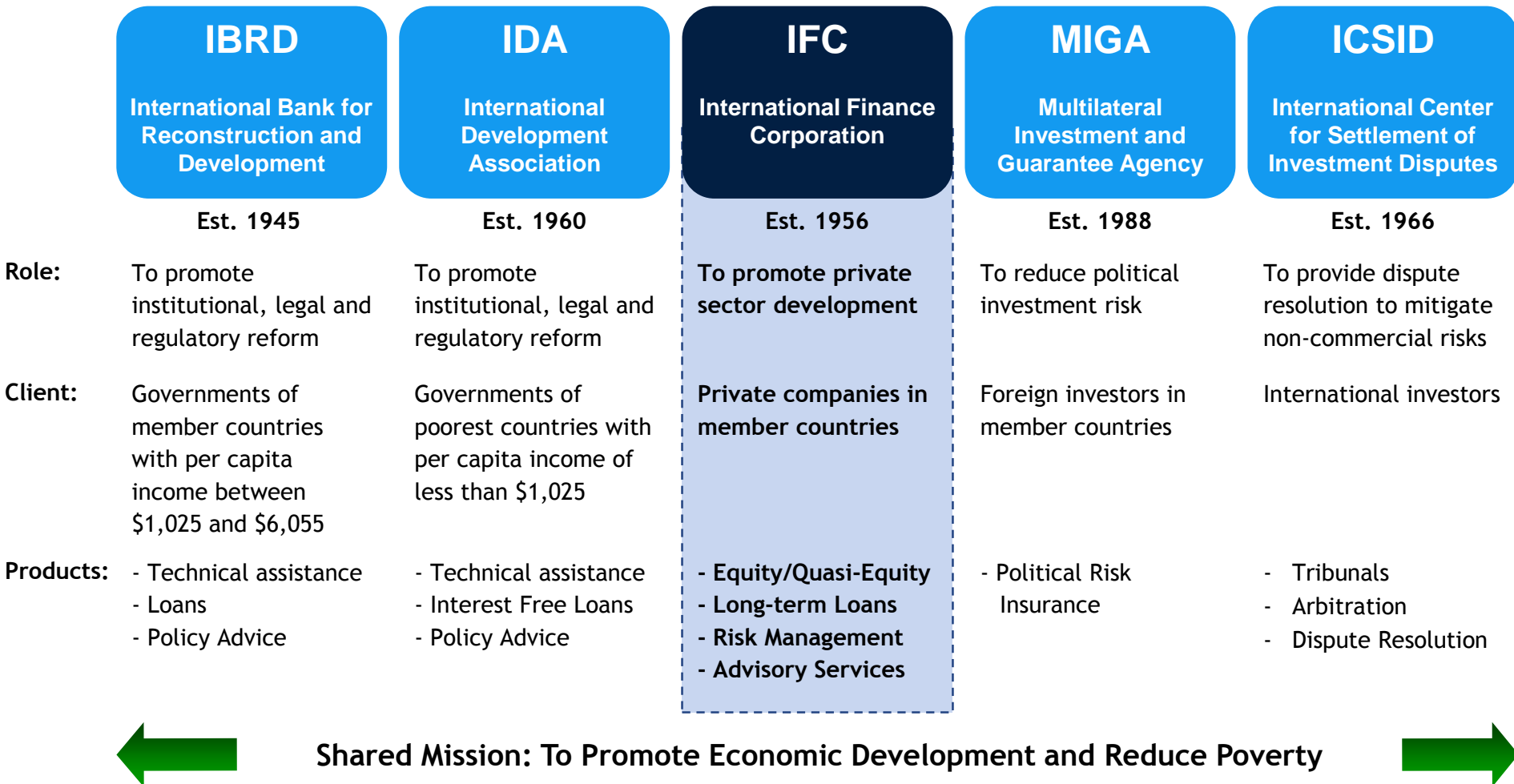
Queen Alia Airport, Jordan



The New Silk Road

October, 2015

IFC: Part of the World Bank Group



IFC's Three Businesses

Integrated Solutions, Increased Impact

INVESTMENT SERVICES

- Loans
- Equity
- Trade finance
- Syndications
- Securitized finance
- Risk management
- Blended finance

**\$50.4 bn portfolio
(FY15)**

ADVISORY SERVICES

- Firm-level advice
- PPP transaction advice
- In partnership w/World Bank, advice on broader market development and enabling environment for private sector

**600 projects valued at
\$1.2 bn (FY15)**

IFC ASSET MANAGEMENT COMPANY

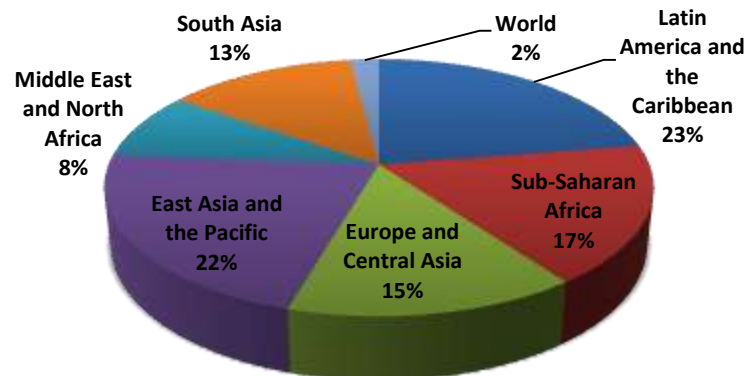
- Wholly owned subsidiary of IFC
- Private equity fund manager
- Invests third-party capital alongside IFC

**\$8.5 bn under mgmt
(FY15)**

Over \$180 Billion Invested Since 1956

- Largest multilateral source of loan/equity financing for the emerging markets private sector
- Founded in 1956 with 184 member countries
- AAA-rated by S&P and Moody's
- Equity, quasi-equity, loans, risk management and local currency products
- Takes market risk with no sovereign guarantees
- Promoter of environmental, social, and corporate governance standards
- Resources and know-how of a global development bank with the flexibility of a merchant bank
- Infrastructure and Natural Resources accounted for 29.5% of commitments in FY15

FY 2015 Investments by Region



FY 2015 Highlights

Portfolio	\$50.4 billion
New Commitments	\$10.6 billion
Core Mobilization*	\$7.1 billion
# of Companies	2,033
# of Countries	83

* Includes 3rd parties

IFC's Global Reach stretches to 100 country and regional offices worldwide

3,687 staff of which 59% are outside of Washington, D.C.

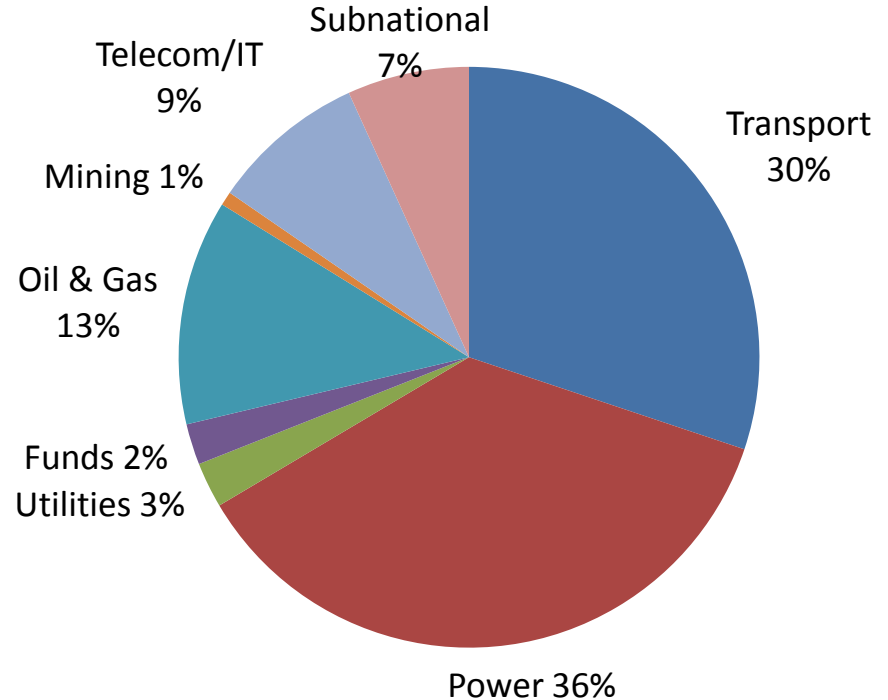


IFC Infrastructure and Natural Resources in EMENA

Infrastructure and Natural Resources Overview

- ❖ IFC's EMENA Infrastructure and Natural Resources (INR) commitment volumes averages around US\$1.0bn per year
- ❖ In the EMENA region, IFC's outstanding INR portfolio is around US\$3.1bn. Close to 13% of our portfolio is equity
- ❖ IFC is active in all infrastructure sectors in the region. Power and Transport are the largest exposures at 36% and 30% of our outstanding portfolio

EMENA Portfolio Breakdown by sectors Outstanding Portfolio



New Silk Road

Existing Projects

- ❖ Rolling stock - Russia, Kazakhstan
IFC invested US\$815 mn since 2002
- ❖ Significant Investments in Power/Renewables in Pakistan, Turkey and Eastern Europe
- ❖ CSAIL Partnership with China Three Gorges in Pakistan
Equity investment of US\$125 mn in up to US\$7 bn project

Related Pipeline

- ❖ Road PPPs:
Almaty Toll Road, Kazakhstan (AS project)
Road Tolling System, Kyrgyzstan
- ❖ Rail Freight Concession in Pakistan
- ❖ Ports in Georgia, Ukraine, etc

Thinking About

- ❖ Rail, ICDs in Eastern Europe and Central Asia
- ❖ Logistics in China
- ❖ Implications for Port and Shipping Transactions in Asia and Europe

IFC's Investment Parameters

Commercially Sound

- IFC invests exclusively in for-profit projects and charges market rates for its products and services

Market Catalyst

- IFC generally finances no more than 25-50% of total project cost
- Never the largest shareholder, typical stake up to 20%
- Typical ticket size \$20-50m, but can go to \$100m +
- Able to mobilize additional debt (B loan program) and equity funds (AMC)

Long-term Horizon

- IFC invests for the medium-to-long term

Environmentally & Socially Responsible

- Each investment assessed for E&S risks by in-house team of experts, and action plan put in place to mitigate risks
- Increasingly relevant for clients, namely land acquisition, carbon footprint, community buy-in
- Facilitates debt raising (Equator Principles)

Corporate Governance

- Detailed corporate governance assessment carried out (dedicated internal resources)
- Work on governance issues with companies pre-IPO and those already listed
- Roster of quality independent directors
- Facilitates exit, especially in public markets

Annex

Overview of International Finance Corporation

IFC is the private arm of the World Bank Group dedicated towards the promotion of private sector participation in emerging countries.

Our vision is that people should have the opportunity to escape poverty and improve their lives.

Our values are excellence, commitment, integrity, and teamwork.

IFC's Purpose is to create opportunity for people to escape poverty and improve their lives by:

- Promoting open and competitive markets in developing countries
- Supporting companies and other private sector partners where there is a gap
- Helping generate productive jobs and deliver essential services to the underserved
- Catalyzing and mobilizing other sources of finance for private enterprise development

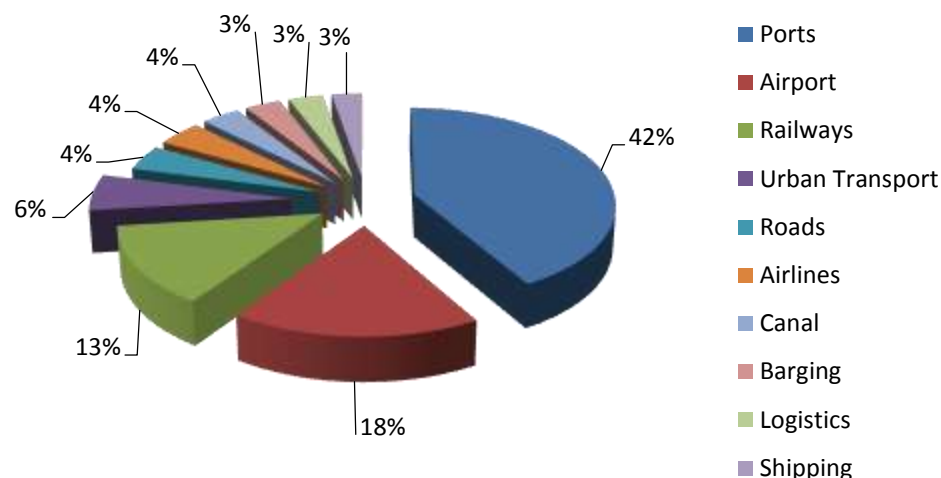
To achieve its purpose, IFC offers development-impact solutions through firm-level interventions (direct investments, advisory services, and the IFC Asset Management Company); standard-setting; and business enabling environment work.

IFC's Global Transport Practice

Overview

- IFC's Transport Practice commitment volumes average around US\$0.8-1.0 billion per year
- IFC's committed Transport portfolio for its own account is approximately US\$5.5 billion since 2005. Approximately 10% of the commitments are equity
- IFC is active in all Transport subsectors. Ports account for approximately 42% of the committed portfolio

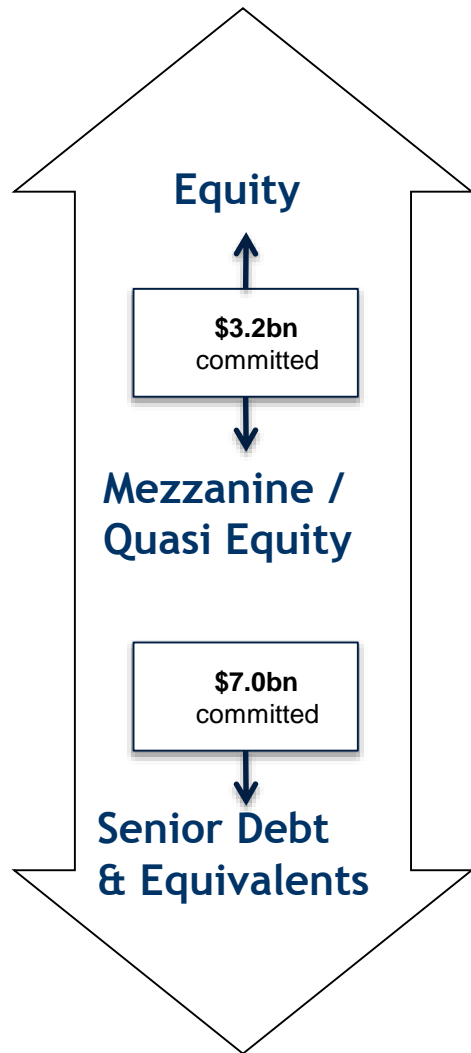
Committed Portfolio: Breakdown by Sector



As of September 2015.

US\$8.6 billion for IFC's own account & mobilized since 2005

IFC Offers a Wide Range of Financial Products



- Long-term investor, typically 6-8 year holding period
- Not just financial investor, adding to shareholder value
- Typically 5-15% shareholding (not normally to exceed 20% of total equity)
- InfraVentures (early equity investments)

- Subordinated loans
- Income participating loans
- Convertibles
- Other hybrid instruments

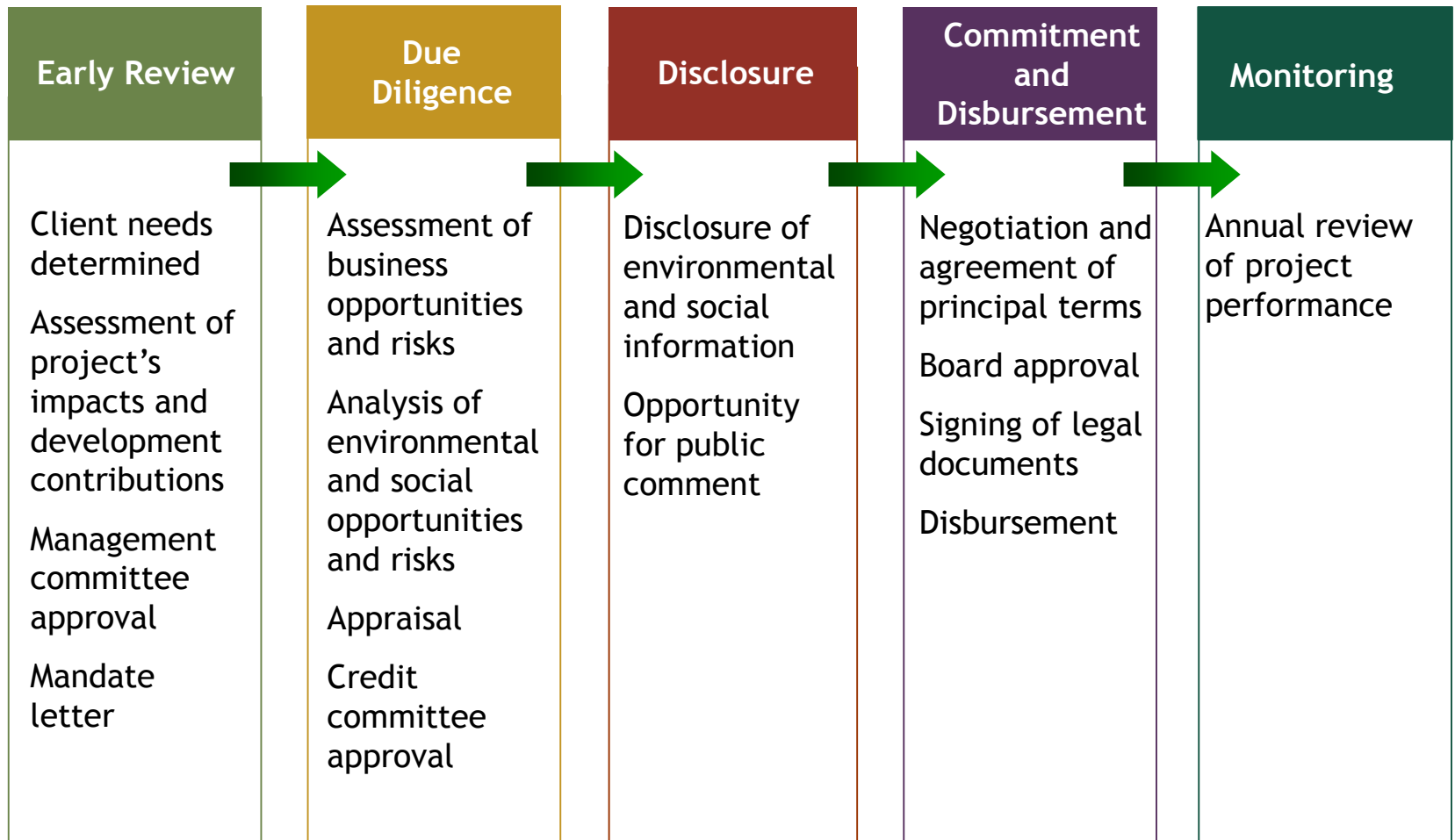
- Senior Debt (corporate finance, project finance)
- Fixed/floating rates, US\$, Euro and local currencies available
- Commercial rates, repayment tailored to project/company needs
- Long maturities: 8-20 years, appropriate grace periods
- Range of security packages suited to project/country
- Mobilization of funds from other lenders and investors, through co-financings, syndications, underwritings and guarantees

IFC Investment Guidelines

Greenfield, total cost less than \$50 million	→	Up to 35% of project cost for IFC's account
Greenfield, total cost more than \$50 million	→	Up to 25% of project cost for IFC's account
Expansion or rehabilitation	→	Up to 50% of project cost

- IFC's total financing (for its own account) must be less than 25% of total company capitalization
- IFC can also mobilize additional financing through:
 - B loans from international commercial banks
 - Parallel loans from development financial institutions
 - Portfolio co-lending

IFC's Project Cycle



We agree on a specific timeline to meet client's needs

Environmental & Social Standard Setting

IFC Performance Standards

- 1 Assessment and management of environmental and social risks and impacts
- 2 Labor and working conditions
- 3 Resource efficiency and pollution prevention
- 4 Community, health, safety and security
- 5 Land acquisition and involuntary resettlement
- 6 Biodiversity conservation and sustainable management of living natural resources
- 7 Indigenous peoples
- 8 Cultural heritage

IFC Syndications Program

Overview

- Established in 1957
- Over US\$34 billion mobilized from more than 550 financial institutions
- Over 900 projects in more than 100 emerging markets
- Co-financiers from developed, as well as emerging markets, include commercial banks, funds and development finance institutions (DFIs)
- IFC is the Lender of Record
 - May allow lenders to reduce their provisioning requirements

Benefits to Borrower

- Enables loans with longer tenors
- No withholding tax
- Completes financial package
- Introduces new banking relationships
- IFC's "stamp of approval"