

# Industry Results

## AGRIBUSINESS & FORESTRY

Agriculture plays an important role in poverty reduction. The agricultural sector often accounts for at least half of GDP and employment in many developing countries.

IFC supports the private sector to support agribusiness in a sustainable and socially inclusive way. We offer working-capital facilities to help clients finance inventories and inputs for farmers. We invest in infrastructure such as warehouses and cold storages. We work to improve productivity and reduce costs through technology and resource optimization.

In FY18, our long-term commitments in agribusiness and forestry totaled nearly \$1.6 billion, including \$629 million mobilized from other investors.

## FY18 Development Results

	Total Rated		DOTS Score
Development Outcome	100		54%
	776		59%
Financial Performance	100		46%
	775		41%
Economic Performance	100		48%
	777		52%
Environmental & Social Performance	91		53%
	695		70%
Private Sector Development Impact	100		65%
	772		70%

## Project Financing and Portfolio, by Industry

AGRIBUSINESS & FORESTRY	
\$ millions, for the year ending June 30	FY18
Long-term investment commitments	956
Loans	848
Equity	95
Guarantees and risk management	13
Core mobilization <sup>1</sup>	629
<b>Total commitments</b>	<b>1,585</b>
Committed portfolio for IFC's account	3,866
Committed portfolio for loan syndications <sup>2</sup>	1,301
<b>Total committed portfolio</b>	<b>5,167</b>

1. Includes Loan Syndications (B-Loans, Parallel Loans, and MCPP Loans), IFC Initiatives, AMC, Other Mobilization by Decision, and Public-Private Partnership (PPP) Mobilization.

2. Includes B-Loans, Agented Parallel Loans, and MCPP Loans.

## Development Reach

AGRIBUSINESS & FORESTRY	PORTFOLIO	
	CY16	CY17
Employment	410,889	464,032
Female employment	122,610	130,968
Farmers reached <sup>1</sup>	3,018,978	3,726,428
Domestic purchase of goods and services (\$ millions)	14,841	14,807
Payments to governments (\$ millions)	1,105	1,462

1. Includes data from IFC clients that may not be mapped to this industry sector.

# Industry Results

## FINANCIAL INSTITUTIONS

IFC helps strengthen financial institutions and overall financial systems. This allows us to support far more micro, small, and medium enterprises than we would be able to on our own.

IFC works through financial intermediaries, encouraging them to become more involved in priority sectors—such as women-owned businesses and climate change—and in underserved regions such as fragile and conflict-affected states, as well as in housing, infrastructure, and social services.

In FY18, our new long-term commitments for our own account in financial markets totaled about \$7.2 billion, including \$1.7 billion mobilized from other investors.

## FY18 Development Results

	Total Rated		DOTS Score
Development Outcome	216		62%
	776		59%
Financial Performance	216		45%
	775		41%
Economic Performance	216		56%
	777		52%
Environmental & Social Performance	196		83%
	695		70%
Private Sector Development Impact	211		75%
	772		70%

Financial Institutions IFC

## Project Financing and Portfolio, by Industry

FINANCIAL INSTITUTIONS	
\$ millions, for the year ending June 30	FY18
Long-term investment commitments	5,509
Loans	4,909
Equity	203
Guarantees and risk management	396
Core mobilization <sup>1</sup>	1,703
<b>Total commitments</b>	<b>7,212</b>
Committed portfolio for IFC's account	23,543
Committed portfolio for loan syndications <sup>2</sup>	3,006
<b>Total committed portfolio<sup>3</sup></b>	<b>26,549</b>

1. Includes Loan Syndications (B-Loans, Parallel Loans, and MCPP Loans), IFC Initiatives, AMC, Other Mobilization by Decision, and Public-Private Partnership (PPP) Mobilization.

2. Includes B-Loans, MCPP Loans, Credit Insurance Policies (CIPs), and A-Loan Participations (ALPs).

3. Includes short-term finance.

## Development Reach

FINANCIAL INSTITUTIONS	PORTFOLIO	
	CY16	CY17
SME loans (\$ millions) <sup>1,2,3</sup>	351,123	364,747
SME loans (millions of loans) <sup>1,2,3</sup>	8.33	8.33
Microfinance loans (\$ millions) <sup>1,2,3</sup>	60,650	73,857
Microfinance loans (millions of loans) <sup>1,2,3</sup>	53.69	54.42
Housing finance loans (\$ millions) <sup>3</sup>	28,746	69,809
Housing finance loans (millions of loans) <sup>3</sup>	1.01	2.28
Trade finance transactions (\$ billions) <sup>4</sup>	255.9	280.4
Trade finance transactions (millions of transactions) <sup>4</sup>	1.8	1.7

1. Portfolio reach figures represent the micro, small, and medium outstanding loan portfolio of IFC clients as of end CY16 and CY17 for MSME-oriented financial institutions/projects.

2. Data on the number of micro loans and SME loans has been extrapolated for 3 clients, representing 4% and 53% of the indicators, respectively.

3. CY17 includes data from 271 MSME clients and 28 housing finance clients.

4. Figures reflect transactions directly guaranteed by IFC as well as those executed by network banks that have been supported through the Global Trade Finance Program. In some cases, client understanding of the definition of trade finance might differ from IFC's own definition, which can lead to a margin of error on the value of the indicators. Last year's data have been updated following restatements made by some clients. Data on the amount have been extrapolated, representing 20% of the indicator.

## Global Trade Finance Program Results<sup>1</sup>

\$ MILLIONS	FY17	FY18
<b>Total Trade Supported<sup>2</sup></b>	<b>6,305</b>	<b>7,188</b>
IDA Countries	3,131	2,578
FCS Countries	1,186	1,276
Sub-Saharan Africa	1,106	1,095
South-South <sup>3</sup>	3,186	3,601

1. Figures in this table represent trade supported by IFC guarantees issued through the Global Trade Finance Program in support of the payment obligations of emerging-market banks.

2. Total trade supported is the total value of goods traded under IFC guarantee. For IDA, FCS, and sub-Saharan Africa, it is measured as the value of goods where the region or classification in question was the origin and/or destination of shipment (i.e., on either end of the trade transaction).

3. South-South total trade supported is measured as the total value of goods traded under IFC guarantee where the shipment's country of origin and country of destination are South countries, defined as IFC member countries where IFC can undertake investment and advisory operations.

# Industry Results

## FUNDS

Private equity and venture capital play a critical role in development, helping to build dynamic, job-creating companies that drive prosperity, provide essential goods and services, and strengthen the middle class.

We work with private equity funds in emerging markets to bring capital to promising companies and mobilize money for renewable energy, infrastructure, and other projects in some of the world's poorest countries. In FY18, we made nearly \$2.1 billion in long-term investments in this sector, including \$1.3 billion mobilized from other investors.

## FY18 Development Results

	Total Rated		DOTS Score
Development Outcome	98		64%
	776		59%
Financial Performance	98		24%
	775		41%
Economic Performance	98		65%
	777		52%
Environmental & Social Performance	96		96%
	695		70%
Private Sector Development Impact	98		80%
	772		70%

Funds IFC

## Project Financing and Portfolio, by Industry

FUNDS	FY18
\$ millions, for the year ending June 30	
Long-term investment commitments	747
Loans	231
Equity	516
Guarantees and risk management	–
Core mobilization <sup>1</sup>	1,338
<b>Total commitments</b>	<b>2,085</b>
Committed portfolio for IFC's account	4,640
Committed portfolio for loan syndications <sup>2</sup>	–
<b>Total committed portfolio</b>	<b>4,640</b>

1. Includes Loan Syndications (B-Loans, Parallel Loans, and MCPP Loans), IFC Initiatives, AMC, Other Mobilization by Decision, and Public-Private Partnership (PPP) Mobilization.

2. No committed portfolio for loan syndications under Funds.

## Development Reach

FUNDS	PORTFOLIO	
	CY16	CY17
Employment	880,676	862,634
Female employment	185,616	204,242
New employment <sup>1</sup>	306,680	251,675
Payments to governments (\$ millions)	2,428	2,330
SMES reached <sup>1</sup>	923	1,489
Investee companies with frontier exposure/IDA <sup>1</sup>	737	789
Positive growth investee companies in sales <sup>1</sup>	589	856

1. Includes data from IFC clients that may not be mapped to this industry sector.

# Industry Results

## HEALTH & EDUCATION

Health and education remain beyond the reach of many people in developing countries.

IFC supports the health-care industry by providing financing, sharing industry knowledge, raising management and clinical standards, helping shape government policy, and supporting public-private collaboration. In education, we help private enterprises complement the work of the public sector to create opportunities for children, youth, and working adults.

IFC is the world's largest multilateral investor in private health care and education. In FY18, our new long-term commitments in health and education totaled \$769 million, including \$30 million mobilized from other investors.

## FY18 Development Results

	Total Rated		DOTS Score
Development Outcome	56		61%
	776		59%
Financial Performance	55		42%
	775		41%
Economic Performance	56		59%
	777		52%
Environmental & Social Performance	52		67%
	695		70%
Private Sector Development Impact	56		75%
	772		70%

 Health & Education  IFC

## Project Financing and Portfolio, by Industry

HEALTH & EDUCATION	
\$ millions, for the year ending June 30	
	FY18
Long-term investment commitments	739
Loans	575
Equity	165
Guarantees and risk management	–
Core mobilization <sup>1</sup>	30
<b>Total commitments</b>	<b>769</b>
Committed portfolio for IFC's account	2,828
Committed portfolio for loan syndications <sup>2</sup>	396
<b>Total committed portfolio</b>	<b>3,225</b>

1. Includes Loan Syndications (B-Loans, Parallel Loans, and MCPP Loans), IFC Initiatives, AMC, Other Mobilization by Decision, and Public-Private Partnership (PPP) Mobilization.

2. Includes B-Loans and MCPP Loans.

## Development Reach

HEALTH & EDUCATION	PORTFOLIO	
	CY16	CY17
Employment	385,738	453,659
Female employment	203,656	244,687
Patients served <sup>1</sup>	33,979,848	41,223,768
Students reached <sup>2</sup>	4,938,823	5,733,749
Domestic purchase of goods and services (\$ millions)	3,501	3,237
Payments to governments (\$ millions)	1,063	1,250

1. CY16 total patients served revised due to the restatement of one client value in South Asia.

2. Includes data from IFC clients that may not be mapped to this industry sector.

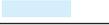
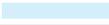
# Industry Results

## INFRASTRUCTURE

Modern infrastructure spurs economic growth, improves living standards, and can represent an opportunity to address emerging development challenges, including rapid urbanization and climate change.

It is also an area in which the private sector can make a significant contribution, providing essential services to large numbers of people—efficiently, affordably, and profitably. This is IFC's focus: supporting private infrastructure projects whose innovative, high-impact business models can be widely replicated. In FY18, our new long-term investments in this sector totaled nearly \$7.4 billion, including \$5.3 billion mobilized from other investors.

## FY18 Development Results

	Total Rated		DOTS Score
Development Outcome	143		62%
	776		59%
Financial Performance	143		46%
	775		41%
Economic Performance	143		48%
	777		52%
Environmental & Social Performance	128		56%
	695		70%
Private Sector Development Impact	144		74%
	772		70%

 Infrastructure  IFC

## Project Financing and Portfolio, by Industry

INFRASTRUCTURE	
\$ millions, for the year ending June 30	FY18
Long-term investment commitments	2,073
Loans	1,857
Equity	118
Guarantees and risk management	99
Core mobilization <sup>1</sup>	5,290
<b>Total commitments</b>	<b>7,364</b>
Committed portfolio for IFC's account	11,370
Committed portfolio for loan syndications <sup>2</sup>	6,462
<b>Total committed portfolio</b>	<b>17,832</b>

1. Includes Loan Syndications (B-Loans, Parallel Loans, and MCPP Loans), IFC Initiatives, AMC, Other Mobilization by Decision, and Public-Private Partnership (PPP) Mobilization.
2. Includes B-Loans, Agented Parallel Loans, MCPP Loans, Unfunded Risk Participations (URPs), and A-Loan Participations (ALPs).

## Development Reach

INFRASTRUCTURE	PORTFOLIO	
	CY16	CY17
Employment	109,172	95,301
Female employment	20,602	17,240
Power generation (millions of people) <sup>1</sup>	78.1	79.2
Power distribution (millions of people) <sup>2</sup>	24.8	18.0
Water distribution (millions of people)	14.3	23.0
Airport passengers (millions)	11.1	23.3
Airline passengers (millions) <sup>3</sup>	4.4	4.5
Containers handled (M TEU containers)	8.0	8.2
Payments to governments (\$ millions) <sup>4</sup>	3,319	4,831

1. CY16 total power generation revised due to the restatement of one client value in South Asia and one client value in Latin America and the Caribbean.
2. Includes data from IFC clients that may not be mapped to this industry sector.
3. One client in sub-Saharan Africa contributed 4.46 million airline passengers in CY17.
4. CY16 payments to governments revised due to the restatement of one client value in Latin America and the Caribbean.

# Industry Results

## MANUFACTURING

The manufacturing sector plays a vital role in creating opportunity and reducing poverty in developing countries. IFC's manufacturing clients tend to create or maintain more employment than those in any other sector.

Our activities in the sector include chemicals, construction materials, energy-efficient machinery, and transportation machinery. We invest in and advise companies to help them develop new products and markets and become internationally competitive. We help clients reduce carbon emissions and energy consumption.

In FY18, our new long-term commitments in the manufacturing sector totaled \$1.7 billion, including \$1.2 billion mobilized from other investors.

## FY18 Development Results

	Total Rated		DOTS Score
Development Outcome	58		64%
	776		59%
Financial Performance	58		50%
	775		41%
Economic Performance	58		57%
	777		52%
Environmental & Social Performance	56		55%
	695		70%
Private Sector Development Impact	57		58%
	772		70%

Manufacturing IFC

## Project Financing and Portfolio, by Industry

MANUFACTURING	
\$ millions, for the year ending June 30	FY18
Long-term investment commitments	536
Loans	506
Equity	18
Guarantees and risk management	13
Core mobilization <sup>1</sup>	1,181
<b>Total commitments</b>	<b>1,717</b>
Committed portfolio for IFC's account	4,515
Committed portfolio for loan syndications <sup>2</sup>	2,823
<b>Total committed portfolio</b>	<b>7,338</b>

1. Includes Loan Syndications (B-Loans, Parallel Loans, and MCPP Loans), IFC Initiatives, AMC, Other Mobilization by Decision, and Public-Private Partnership (PPP) Mobilization.

2. Includes B-Loans, Agented Parallel Loans, MCPP Loans, Unfunded Risk Participations (URPs), and A-Loan Participations (ALPs).

## Development Reach

MANUFACTURING	PORTFOLIO	
	CY16	CY17
Employment	339,694	394,041
Female employment	121,220	139,520
Domestic purchase of goods and services (\$ millions)	9,704	9,112
Payments to governments (\$ millions)	1,744	1,670

# Industry Results

## OIL, GAS & MINING

Industries that harness natural resources are a key source of jobs, energy, and government revenues. IFC's mission in the oil, gas, and mining sector is to help developing countries realize these benefits, while promoting sustainable energy sources. We provide financing and advice for private sector clients, and help governments adopt effective regulations and strengthen their capacity to manage these industries across the value chain. We also work to ensure that local communities enjoy tangible benefits.

In FY18, our new long-term commitments in the sector totaled \$112 million, including \$16 million mobilized from other investors.

## FY18 Development Results

	Total Rated		DOTS Score
Development Outcome	17		59%
	776		59%
Financial Performance	18		33%
	775		41%
Economic Performance	18		44%
	777		52%
Environmental & Social Performance	19		63%
	695		70%
Private Sector Development Impact	18		44%
	772		70%

Oil, Gas & Mining IFC

## Project Financing and Portfolio, by Industry

OIL, GAS & MINING	
\$ millions, for the year ending June 30	FY18
Long-term investment commitments	97
Loans	15
Equity	82
Guarantees and risk management	–
Core mobilization <sup>1</sup>	16
<b>Total commitments</b>	<b>112</b>
Committed portfolio for IFC's account	1,976
Committed portfolio for loan syndications <sup>2</sup>	1,298
<b>Total committed portfolio</b>	<b>3,273</b>

1. Includes Loan Syndications (B-Loans, Parallel Loans, and MCPP Loans), IFC Initiatives, AMC, Other Mobilization by Decision, and Public-Private Partnership (PPP) Mobilization.

2. Includes B-Loans, MCPP Loans, and Unfunded Risk Participations (URPs).

## Development Reach

OIL, GAS & MINING	PORTFOLIO	
	CY16	CY17
Employment	66,092	37,728
Female employment	12,586	5,101
Gas distribution (millions of people) <sup>1, 2</sup>	59.9	3.1
Community development outlay (\$ millions)	18	18
Domestic purchase of goods and services (\$ millions)	5,124	4,354
Payments to governments (\$ millions)	2,456	1,755

1. Includes data from IFC clients that may not be mapped to this industry sector.

2. One client in East Asia and the Pacific contributed 1.16 million people reached through gas distribution in CY17.

# Industry Results

## TELECOMMUNICATIONS & INFORMATION TECHNOLOGY

Modern information and communication technologies make it easier for the poor to obtain access to services and resources. They expand opportunity and make markets and institutions more efficient. IFC works to extend the availability of such technologies. We channel investments toward private companies that build modern communications infrastructure, create information-technology businesses, and develop climate-friendly technologies.

IFC helps clients move beyond their own national borders and into other developing markets. In FY18, our new commitments in this sector totaled \$376 million, including \$169 million mobilized from other investors.

## FY18 Development Results

	Total Rated		DOTS Score
Development Outcome	42		31%
	776		59%
Financial Performance	42		21%
	775		41%
Economic Performance	42		36%
	777		52%
Environmental & Social Performance	14		50%
	695		70%
Private Sector Development Impact	42		55%
	772		70%

Telecommunications & Information Technology IFC

## Project Financing and Portfolio, by Industry

TELECOMMUNICATIONS & INFORMATION TECHNOLOGY	
\$ millions, for the year ending June 30	
	FY18
Long-term investment commitments	207
Loans	197
Equity	6
Guarantees and risk management	5
Core mobilization <sup>1</sup>	169
<b>Total commitments</b>	<b>376</b>
Committed portfolio for IFC's account	1,757
Committed portfolio for loan syndications <sup>2</sup>	668
<b>Total committed portfolio</b>	<b>2,425</b>

1. Includes Loan Syndications (B-Loans, Parallel Loans, and MCPP Loans), IFC Initiatives, AMC, Other Mobilization by Decision, and Public-Private Partnership (PPP) Mobilization.

2. Includes B-Loans, Agented Parallel Loans, and MCPP Loans.

## Development Reach

TELECOMMUNICATIONS & INFORMATION TECHNOLOGY	PORTFOLIO	
	CY16	CY17
Employment	51,296	61,797
Female employment	17,590	21,073
Phone connections (millions of people)	345	187
Payments to governments (\$ millions)	2,294	1,834

# Industry Results

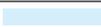
## TOURISM, RETAIL & PROPERTY

The tourism, retail, and property sectors contribute significantly to job creation, tax revenues, and economic growth for developing countries.

Our investments in tourism help develop critical infrastructure where there is often a shortage of high-quality hotels. We work with our retail clients to create jobs, contribute to the tax base, build local banking capacity, improve infrastructure, and raise labor standards. We also invest in property companies to expand affordable housing and commercial real estate.

In FY18, our new long-term commitments in tourism, retail, and property totaled \$1 billion, including \$271 million mobilized from other investors.

## FY18 Development Results

	Total Rated		DOTS Score
Development Outcome	46		48%
	776		59%
Financial Performance	45		29%
	775		41%
Economic Performance	46		37%
	777		52%
Environmental & Social Performance	43		60%
	695		70%
Private Sector Development Impact	46		61%
	772		70%



## Project Financing and Portfolio, by Industry

TOURISM, RETAIL & PROPERTY	
\$ millions, for the year ending June 30	
	FY18
Long-term investment commitments	764
Loans	666
Equity	98
Guarantees and risk management	–
Core mobilization <sup>1</sup>	271
<b>Total commitments</b>	<b>1,036</b>
Committed portfolio for IFC's account	2,678
Committed portfolio for loan syndications <sup>2</sup>	256
<b>Total committed portfolio</b>	<b>2,934</b>

1. Includes Loan Syndications (B-Loans, Parallel Loans, and MCPP Loans), IFC Initiatives, AMC, Other Mobilization by Decision, and Public-Private Partnership (PPP) Mobilization.

2. Includes B-Loans and MCPP Loans.

## Development Reach

TOURISM, RETAIL & PROPERTY	PORTFOLIO	
	CY16	CY17
Employment <sup>1</sup>	119,440	171,373
Female employment <sup>1</sup>	47,317	68,252
Domestic purchase of goods and services (\$ millions)	2,642	6,787
Payments to governments (\$ millions) <sup>1</sup>	325	790

1. CY16 employment, female employment, and payments to governments revised due to the restatement of one client in Europe and Central Asia.