

Measuring up



OUR STRATEGIC FOCUS AREAS

IFC strives to deliver what cannot be obtained elsewhere. We offer clients a unique combination of investment and advice designed to promote sustainable private sector development in emerging markets. We call that special edge our “additionality.” Using it to maximize our development impact is a cornerstone of our strategy. Our activities are guided by five strategic priorities that allow us to help where we are most needed, and where our assistance can do the most good.



SCORECARD

IFC's Performance on Strategic Focus Areas

Indicator	Performance	
	FY13	FY12
DEVELOPMENT RESULTS		
Investment Companies Rated High (DOTS Score) ¹	66%	68%
Advisory Projects Rated High ²	76%	72%
Focus Areas		
FRONTIER MARKETS		
IDA: Number of Investment Projects	288	283
IDA: Commitments (millions)	\$6,649	\$5,864
IDA: Share of Advisory Services Program in IDA Countries, % ³	65%	65%
Frontier Regions: Number of Investment Projects	59	42
Fragile and Conflict Situations: Number of Investment Projects	44	45
Fragile and Conflict Situations: Share of Advisory Services Program, %	18%	18%
Commitments in Sub-Saharan Africa (millions)	\$3,501	\$2,733
Commitments in Middle East and North Africa (millions)	\$2,038	\$2,210
LONG-TERM CLIENT RELATIONSHIPS INCLUDING SOUTH-SOUTH		
Number of South-South Investment Projects	47	41
Commitments in South-South Investment Projects (millions)	\$1,674	\$1,515
CLIMATE CHANGE, ENVIRONMENTAL AND SOCIAL SUSTAINABILITY		
Climate-related investments (millions) ⁴	\$2,509	\$1,621
INFRASTRUCTURE, HEALTH AND EDUCATION, FOOD SUPPLY CHAIN		
Commitments in Infrastructure, Health and Education, and Agribusiness and Food Supply Chain (millions) ⁵	\$6,934	\$6,034
LOCAL FINANCIAL MARKETS		
Commitments in Financial Markets (millions) ⁶	\$10,124	\$9,375
Commitments in Micro, Small and Medium Enterprises (millions) ⁷	\$7,192	\$6,077

Notes:

1. DOTS scores: percentage of client companies with high development outcome ratings as of June 30 of the respective year, based on projects approved over a rolling six-year period (FY13 ratings are based on approvals from 2004–2009).
2. For Advisory Services, development effectiveness ratings are for calendar years 2012 and 2011.
3. FY12 and FY13 figures reflect improved methodology for measuring Advisory Services expenditures in IDA countries, incorporating regional projects.
4. "Climate-related" is an attribute of a project involving Climate Mitigation, Climate Adaptation and/or Special Climate activities. For more details on these terms and activities, please visit www.ifc.org/ghgaccounting.
5. Commitments in Infrastructure (excluding Oil, Gas and Mining), Communications & Information Technologies, Subnational Finance, Health & Education, and Agribusiness & Food Supply Chain.
6. Commitments of IFC's Financial Markets excluding Investment Funds and Private Equity.
7. Includes direct MSME borrowers, financial institutions with more than 50% of their business clients being MSMEs, and any other investments that specifically target MSMEs as primary beneficiaries.

CREATING OPPORTUNITY WHERE IT'S NEEDED MOST

IFC and our clients make a wide range of contributions in developing countries. Our clients' success can have ripple effects across an economy, giving many people—including the poor—a chance to improve their lives.



EAST ASIA AND THE PACIFIC

31.1 Million

CUSTOMERS SUPPLIED WITH GAS

684,000

MICRO, SMALL, AND MEDIUM ENTERPRISES REACHED

\$420 Million

IN FINANCING SECURED WITH MOVABLE PROPERTY FOR 38,000 FIRMS



EUROPE AND CENTRAL ASIA

6.14 Million

20-FOOT SHIPPING CONTAINERS TRANSPORTED (EQUIVALENT)

\$12 Billion

IN GOODS AND SERVICES PURCHASED FROM DOMESTIC SUPPLIERS

1.7 Million

PEOPLE EXPECTED TO RECEIVE IMPROVED ACCESS TO INFRASTRUCTURE SERVICES AND \$390 MILLION MOBILIZED THROUGH PUBLIC-PRIVATE PARTNERSHIPS



LATIN AMERICA AND THE CARIBBEAN

903,000

STUDENTS EDUCATED

\$83 Billion

IN MSME LOANS MADE

\$400 Million

IN NEW INVESTMENTS DUE TO INDUSTRY REFORM AND INVESTMENT-PROMOTION WORK WITH GOVERNMENTS



**MIDDLE EAST AND
NORTH AFRICA**

244,000

JOB^S PROVIDED

3.6 Million

PATIENTS CARED FOR

\$180 Million

IN NEW FINANCING FOR FIRMS
WITH IMPROVED CORPORATE
GOVERNANCE PRACTICES



SOUTH ASIA

120 Million

PHONE CONNECTIONS

620,000

FARMERS REACHED

\$310 Million

IN NEW INVESTMENTS DUE
TO INDUSTRY REFORM AND
INVESTMENT-PROMOTION WORK
WITH GOVERNMENTS



**SUB-SAHARAN
AFRICA**

11.1 Million

CUSTOMERS SUPPLIED WITH POWER
(GENERATION + DISTRIBUTION)

\$4 Billion

IN FINANCING SECURED
WITH MOVABLE PROPERTY
FOR 3,600 FIRMS

3 Million

PEOPLE RECEIVED
OFF-GRID LIGHTING