

Supply-Chain Finance Advisory Services



IFC's Supply Chain Finance (SCF) Advisory Services help banks to build scalable SCF business operations. These enable banks to win market share, mitigate underwriting risks, and build their corporate and SME client base.

What we offer

- Strategic fit, business-case development, organizational alignment
- Product-solution designs
- Operational excellence through end-to-end process design and the use of cutting-edge technology
- Sales organizational models, pipeline development, branding and go-to-market approach
- Skills-building for SCF managers and staff
- Credit and risk-management frameworks for SCF and scoring solutions

Why SCF for Banks?

SCF can accelerate the growth of banks' corporate and SME businesses and improve the overall risk profile of banks' portfolios. Other advantages include:

- New segment opportunities
- Competitive differentiation to fortify corporate relationships & wallet share
- Faster, more cost-efficient scalability of banks' SME portfolios via stronger risk-management and technological support
- Enhanced transactional business and accruing-fee income
- Facilitated linked-cash and payment mandates
- Uncommitted; can be priced dynamically
- Construction of real-time credit models allowed, feeding off actual supply-chain performance data



Why IFC?

We are the largest global development institution focused on the private sector, operating in over 100 countries and offering:

- More than 60 years' experience in unlocking private investment, creating markets & opportunities where they are needed most
- Over 700 corporate clients, 900 financial institutions in 120 countries, most using a mix of IFC Investment & Advisory services
- More than 700 Advisory projects in 100 countries
- One of the largest teams of supply-chain finance specialists, bringing global & local expertise to client banks
- Successful implementation of SCF Advisory projects
- Strong network of partners in shaping policy & regulation to facilitate supply chain finance
- Support for clients with Investment products, to grow banks' SME-SCF businesses & reduce concerns about risk.
- Products include risk-sharing facilities, credit lines, credit insurance, supplier finance, & trade-finance products (e.g., LCs, LGs & trade guarantees).