

# IFC AGRIBUSINESS



*Creating Markets, Creating Opportunities*

October 2019



*Creating Markets, Creating Opportunities*

- A member of the World Bank Group
- Provides investment, advice, resource mobilization
- AAA credit rating; owned by 184 countries
- Present in nearly 100 countries

***IFC is the largest global development institution focused on the private sector in emerging markets.***

# WHAT WE DO

Integrated Solutions, Increased Impact

## INVESTMENT

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- Loans
- Equity
- Trade and Commodity Finance
- Syndications
- Derivative and Structured Finance
- Blended Finance

## ADVICE

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- 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

## IFC ASSET MANAGEMENT COMPANY

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- Mobilizing and Managing Capital for Investment

# HOW IFC DIFFERS FROM OTHER PARTNERS

## Global Industry Expertise

- Global investment team dedicated to the agribusiness sector in emerging markets
- Industry specialists in house

## Long-term Competitive Financing

- One-stop-shop for financing: equity, debt, structured finance, advisory, based on client needs
- Longer investment horizon and less cyclical than most financial investors: up to 7-9 years, both equity and debt

## Capital Mobilization

- IFC can mobilize funding: debt from commercial banks and other DFIs (syndications), equity from investors (AMC), etc.

## Country Risk Mitigation

- Reduced political risk through government relations, preferred creditor status, neutral broker role
- Withholding tax benefit

## Global Presence & Local Access

- More than 108 offices in 100 countries with increased focus on local presence and expertise
- Investment professionals in regional hubs and large country offices, with over half of IFC's 3,500+ staff based in emerging markets

## Environmental & Social Risk Management

- Advice on Environmental and Social Best Practices
- Equator Principles modeled after IFC Standards (60 international banks)
- Local Consultation and Disclosure
- Corporate Governance and Sustainability Toolkit

# ADVISORY SERVICES PRIMARILY IN 5 “PLATFORMS”

## Smallholder Supply Chains

*Supporting sourcing from smallholder farmers, improved efficiency of input suppliers' distribution systems, and greater sustainability and transparency within the supply chain.*



## Irrigation & Water Efficiency

*Promoting the adoption of water efficient technologies and practices in agribusiness supply chains to deliver development and commercial impact.*



## Food Safety

*Supporting clients in agro-processing and retail sectors to unlock new markets, reduce costs, mitigate risks, and contribute to better food security.*



## Animal Protein

*Strengthening client operations in sectors such as poultry, dairy, and meat production and processing, as well as enhancing their environmental and social performance.*



## ICT4Ag

*Promoting digital solutions for farm data recording, agent development, information sharing, farmer info services, and traceability to provide a comprehensive solution for farmers*

Platforms house technical expertise, conduct business development, engage in fundraising and promote our work with external stakeholders

# OVER US\$300 BILLION INVESTED IN EMERGING MARKETS SINCE 1956

## Overview (FY 18)

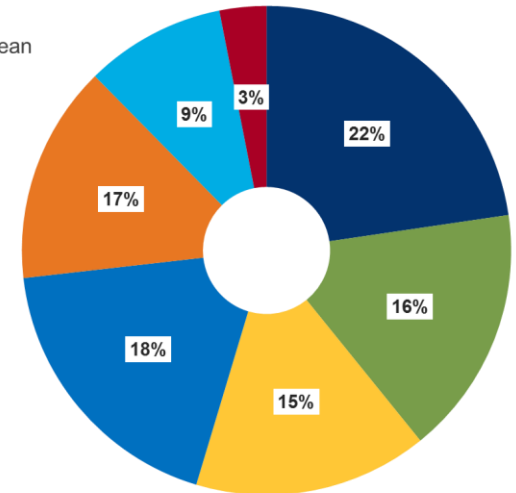
<b>Shareholders</b>	<ul style="list-style-type: none"> <li>184 member countries</li> </ul>
<b>S&amp;P &amp; Moody's rating</b>	<ul style="list-style-type: none"> <li>AAA/Aaa</li> </ul>
<b>Total Assets</b>	<ul style="list-style-type: none"> <li>US\$87.5 billion</li> </ul>
<b>Portfolio</b>	<ul style="list-style-type: none"> <li>US\$57.2 billion</li> </ul>
<b>Committed in FY18</b>	<ul style="list-style-type: none"> <li>US\$11.6 billion own account</li> <li>US\$11.7 billion mobilized</li> </ul>

**Largest development institution focused exclusively on the private sector in developing countries**

## Portfolio (Total \$57.2 billion at June 2018)

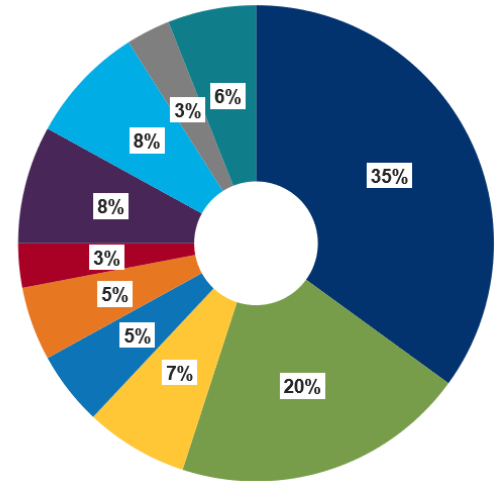
### BY REGION

- Latin America and the Caribbean
- East Asia and the Pacific
- Sub-Saharan Africa
- Europe and Central Asia
- South Asia
- Middle East and North Africa
- Global



### BY SECTOR

- Financial Markets
- Infrastructure
- Agribusiness and Forestry
- Health and Education
- Tourism, Retail, and Property
- Oil, Gas, and Mining
- Funds
- Manufacturing
- Telecommunications and Information Technology
- Trade Finance



# AGRIBUSINESS - ONE OF IFC'S STRATEGIC PILLARS

## We make a difference by:

- **Enhance Food Security:** focus on increased production, efficient value chains, waste reduction, and income enhancement
- **Promoting Inclusive Development:** focus on small holders, women, nutrition and risk management
- **Supporting Environmental & Social Sustainability** and reduce the sector's future footprint



# SIX SECTORAL THEMES DRIVE OUR AGRIBUSINESS AGENDA



## Water

Global Irrigation Program  
Inputs (e.g. seeds)  
Soil Management



## Small Farmers

Inclusive supply chains  
Global Food Security Program (GAFSP)



## Land

Princ. of Resp. Agri Investment  
Africa Hybrid Investments  
Productive Land, Degraded Land



## Urbanization

Safe food processing & efficient supply chains  
Food affordability



## Animal Protein

Mitigate impacts of full value chain (e.g., feed efficiency)  
Seafood

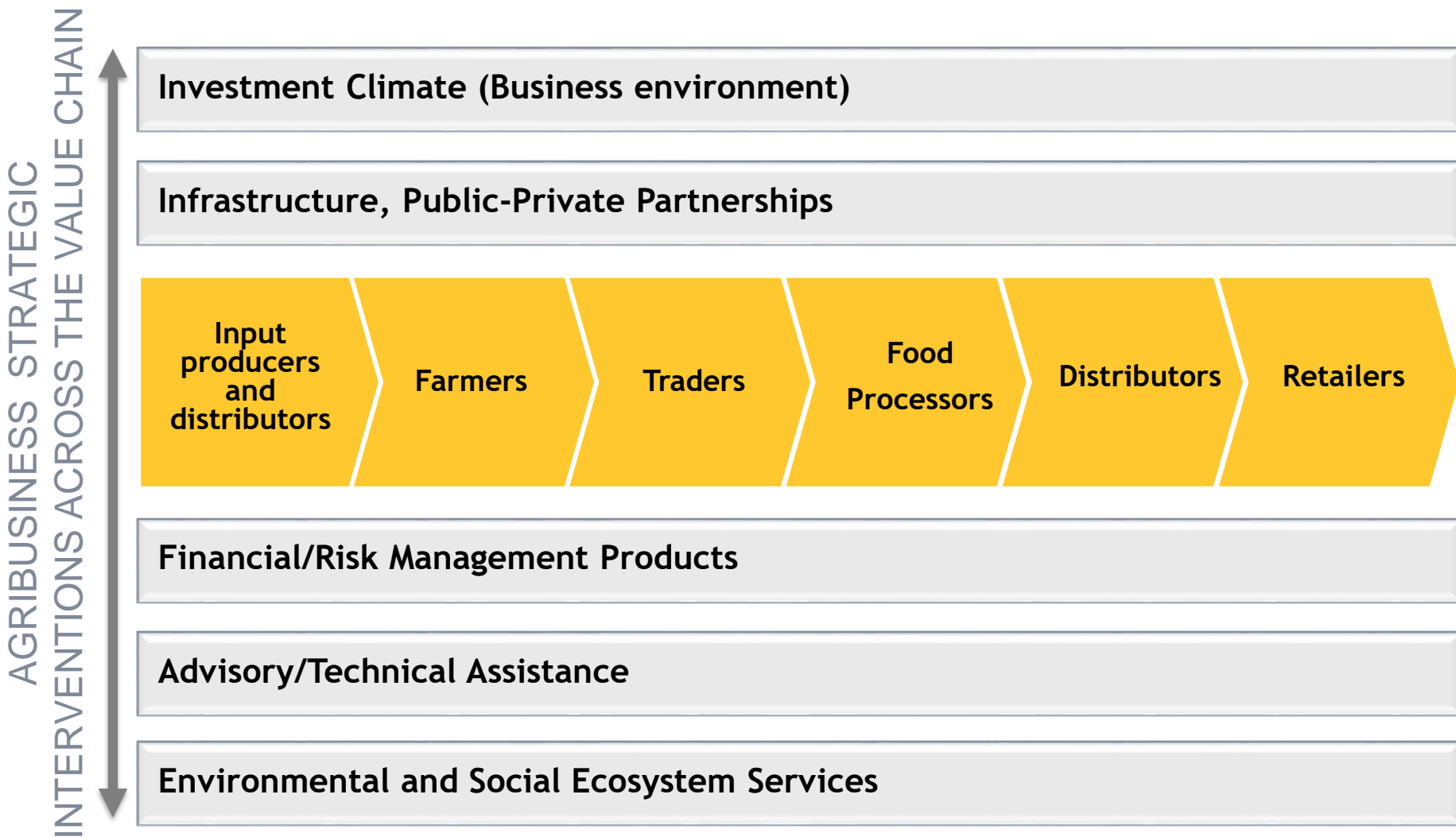


## Nutrition & Innovation

Food ingredients  
Fortified foods and drinks



# IFC SUPPORTS AN INTEGRATED VALUE CHAIN APPROACH AS KEY PART OF ITS AGRIBUSINESS STRATEGY...



THANK YOU!

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