



Ministry of Finance
of the Czech Republic



IFC International
Finance Corporation
WORLD BANK GROUP

Creating Markets, Creating Opportunities

Black Sea Grain 2025

IFC FINANCING AND ADVISORY SUPPORT FOR THE AGRIBUSINESS SECTOR

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International Finance Corporation

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IFC: A MEMBER OF THE WORLD BANK GROUP



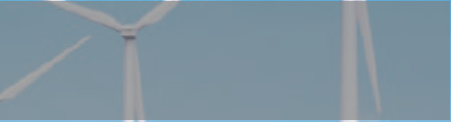
IBRD

International Bank
for Reconstruction
and Development



IDA

International
Development
Association



IFC
International
Finance
Corporation



MIGA
Multilateral
Investment
Guarantee Agency



ICSID
International Centre
for Settlement of
Investment Disputes

Loans to middle-income
and creditworthy low-income
country governments

Interest-free loans and
grants to governments
of the poorest countries

World Bank

◀ SOLUTIONS IN
PRIVATE SECTOR
DEVELOPMENT ▶

Guarantees of foreign
direct investment's
non-commercial risks

Conciliation and
arbitration of investment
disputes

MISSION: END EXTREME POVERTY AND BOOST SHARED PROSPERITY ON A LIVEABLE PLANET

IFC HAS OVER SIX DECADES OF EXPERIENCE MOBILIZING THE PRIVATE SECTOR AND CREATING MARKETS

Leveraging the full range of
World Bank Group (WBG)
capabilities



More than **\$350 billion** invested since our founding in 1956



AAA credit rating;
owned by **186**
countries



Provides **investment, advice, resource mobilization**



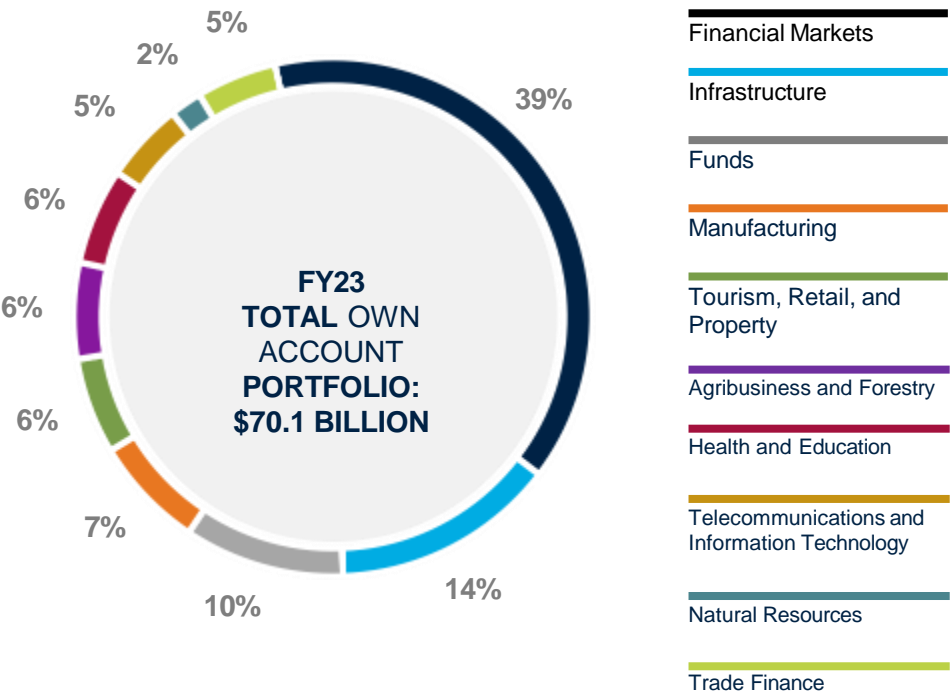
Present in nearly
100 countries



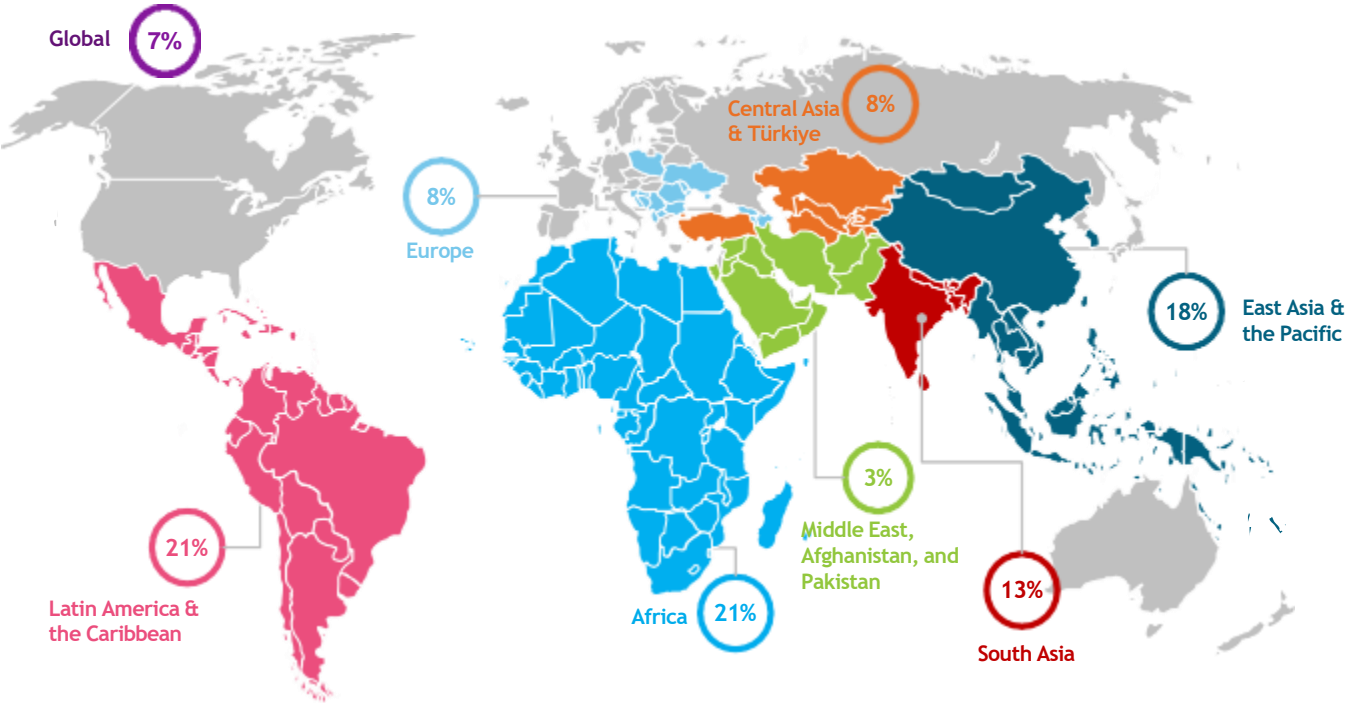
**IFC is the largest
global
development
institution focused
on the private
sector in emerging
markets.**

IFC - A DEVELOPMENT FINANCE INSTITUTION ON A GLOBAL SCALE

GLOBAL PORTFOLIO BY INDUSTRY



GLOBAL PORTFOLIO BY REGION



Over the last 10 years, IFC committed US\$200+ billion globally in 4,000+ projects across a wide range of sectors

Portfolio exposure is defined as the sum of the (i) committed exposure for IFC's debt investments, (ii) fair market value of IFC's equity investments, and (iii) total undisbursed equity commitments.

As of June 30, 2023

IFC'S UNIQUE VALUE PROPOSITION

1 Reduced Political Risk & IFC Privileges



- **Government relations** Enhanced profile vis-à-vis **local authorities and partners**
- **Honest broker role:** IFC is viewed as a neutral broker building credibility for the transactions it assists
- **Preferred creditor status:** preferential access to foreign currency in the event of a country foreign exchange crisis
- **No withholding tax on IFC loans**

2 Global Industry Expertise



- Global IFC **investment team dedicated** to the agribusiness and forestry sector in emerging markets
- **Senior industry specialists** focused on various subsectors with deep technical expertise
- **Senior economists** dedicated to agribusiness and forestry

3 Value-Added Advisory



- Best practices advice on **operations, environment, social, corporate governance, gender, HR, climate, and market entrance**
- **IFC's Environmental & Social (E&S) Equator Principles** have been adopted by over 90 financial institutions
- Identifying and implementing **climate-friendly investments** that improve bottom-line performance

4 Global Presence & Regional Assets



- **Global base of 2,000+ clients** spread across the five continents
- **100+ offices in 90+ countries** with focus on **local presence** and global expertise
- Investment professionals in regional hubs and country offices, with over half of IFC's staff based in emerging markets

5 Long-Term Funding & Local Currency



- **One-stop shop for financing:** equity, debt, structured finance, derivatives etc. based on client needs
- **Longer investment horizon and less cyclical than most financial investors:** up to 10-12 years
- **Local currency financing** in over 50 currencies with potential to structure **multi-currency facilities**

6 Working Upstream



- Proactively helping **stimulate and create conditions** that result in the movement of capital into **investment projects**
- Early-stage project development engagement to **unlock bankable** investment opportunities

IFC'S SOLUTIONS

What is IFC's value add?

Upstream / Early-Stage Projects

IFC can co-finance and design / implement early-stage projects with its clients, seeking a Lead Arranger role in the future financing and an option to invest in the projects.

- Engagement on conceptualizing and/or co-developing projects: IFC supports early-stage pipeline generation by leading or supporting funding for pre-feasibility studies, market scoping, diagnostics, market / company surveys, etc.
- IFC may support with de-risking the project and attracting other strategic investors.
- Joint investment and implementation (via JDA/CA) with a sponsor for a pilot project to establish "proof of concept" of a novel business model, followed by scale-up of the business if proven viable.

\$43.4 billion five-year pipeline in FY2024

IFC's Core Business: Investment

IFC's core business is to finance companies and projects in emerging markets, using:

Debt (loans, bonds & other instruments)

- Direct corporate and project financing
- On-lending through intermediary institutions
- Sustainable / green financing products

Equity

- Direct equity investments
- Private equity funds

Derivative and Structured Finance

- Derivative products to hedge interest rate, currency, or commodity-price exposures

Blended Finance

- Using donor funds to crowd in private financing

\$44 billion of new investments in FY2024
\$97 billion portfolio in FY2024

Advisory Services

Innovative solutions to increase sustainability and reduce risk / costs:

- In-house expertise to reduce risks and costs through increased sustainability and risk management
- Help create new markets / unlock opportunities
- Decarbonization strategies & implementation
- Increase clients' performance and impact by augmenting ESG standards and performance

>\$270 million program in FY2024

Mobilizing Financing

Syndications

- Capital mobilization to serve developmental needs
- Over 80 co-financiers: banks, funds, DFIs

Equity mobilization

\$22 billion of funding raised in FY2024

KEY CRITERIA FOR IFC FINANCING

Meet Key Requirements:

- Project/Borrower To Be Majority Privately Owned (Exception: Commercial SOEs)
- Use of Funds in an Emerging Market
- Company And Shareholders: Integrity Due Diligence (KYC/AML); Technical Expertise; Financial Strength
- Environmental, Social And Governance Risk Assessment
- Commercial Viability Of Project
- Sponsor Commitment: Equity/Pre-completion Guarantees
- High Development Impact

Submit Preliminary Business Plan or Feasibility Study:

- Brief Project Description, Incl. Technical Feasibility And Market Study
- Total Project Size (Typically > \$15 Million In IDA Countries; Otherwise +/- 40 Million). AgriResilience project does not include IDA countries.
- Information On Sponsors/Shareholders And Operators
- Initial Environmental & Social Impact Studies
- Information On Capex Requirements, Envisaged Financing Plan And Cash Flow Projections

BOLSTERING THE RESILIENCE OF THE AGRIBUSINESS SECTOR

The **Project goal** is to facilitate private sector investments in Ukraine and in the Central and Eastern European countries in the areas critical to addressing global food security challenges.



Component 1: Knowledge creation and sharing to accelerate investments in sustainable food systems

Generate and disseminate knowledge about attractive investment opportunities, encourage partnership and networking opportunities, and ultimately bolster the capacity of agribusinesses to develop and finance projects to improve global food security.

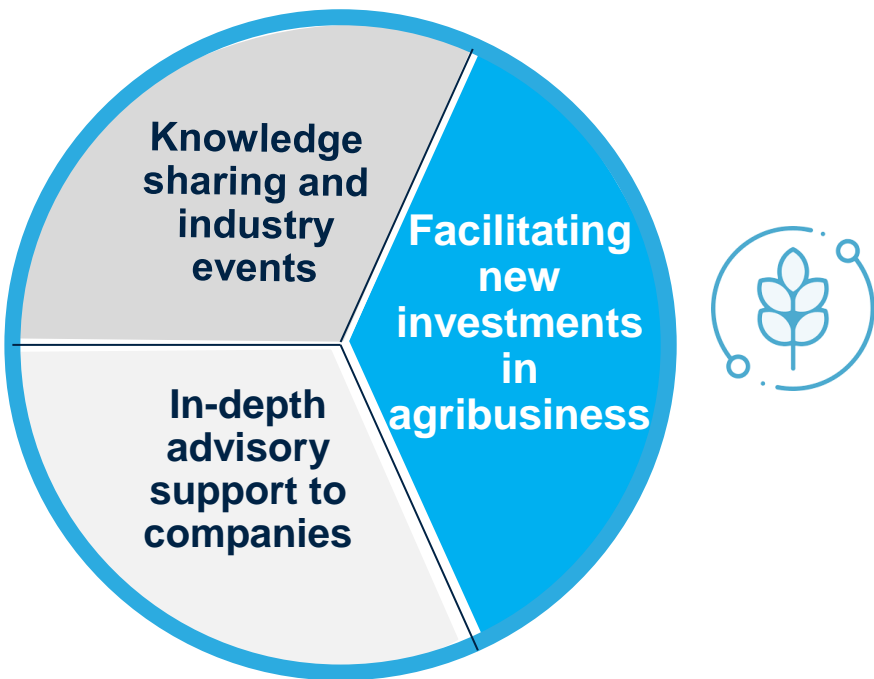


Component 2: Firm-level support to develop bankable projects in agribusiness value chains

Identify and support new investment opportunities in farming, value-added processing and export trade.

Expected to lead to significant new investments along the agri food supply chains in Ukraine and in neighboring countries.

Project timeline: 2024-2026



The Project is being implemented by IFC in partnership with the Ministry of Finance of the Czech Republic

Project countries include Ukraine, Poland, Romania, Moldova, Serbia, Bulgaria, Bosnia, N. Macedonia, and Georgia.



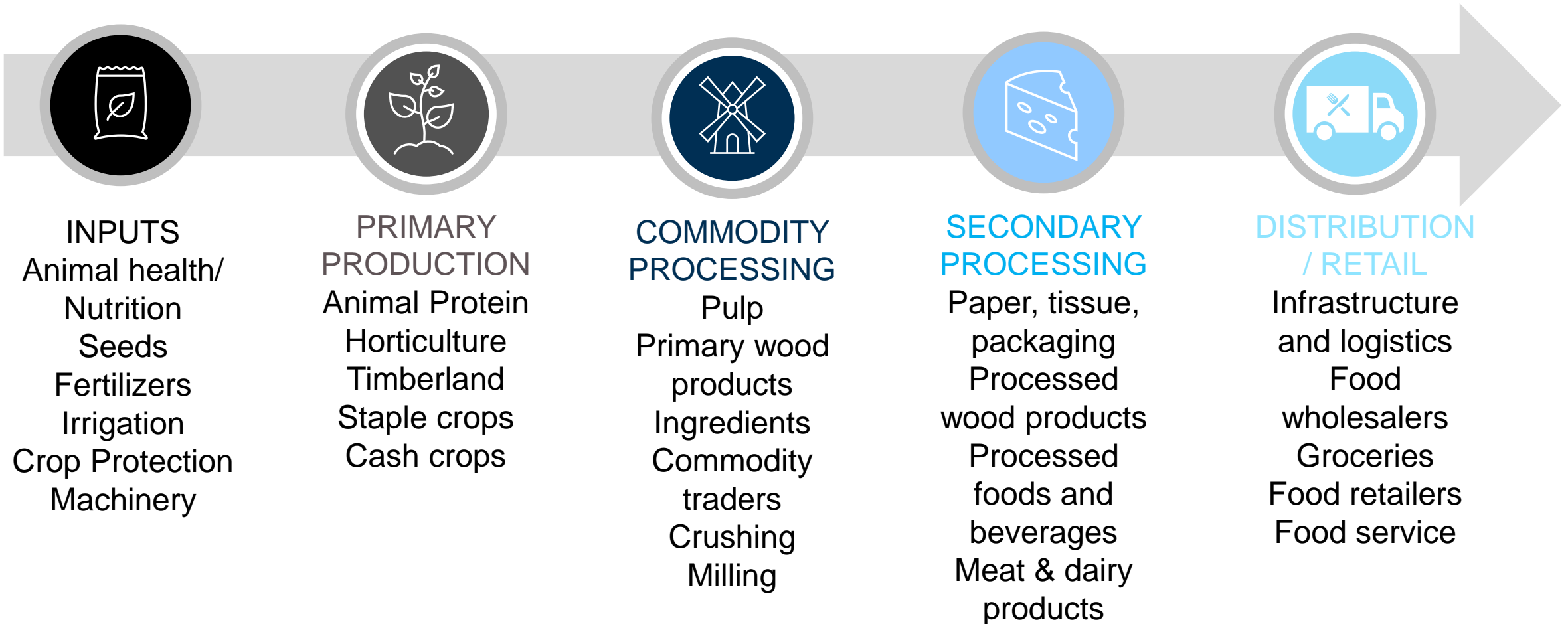
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“FROM FARM TO FORK”: THE PROJECT SPANS THE AGRIBUSINESS AND FORESTRY VALUE CHAINS



WHAT KIND OF SUPPORT IFC COULD PROVIDE TO THE COMPANIES WITHIN THE FRAMEWORK OF THE PROJECT



1. Early-stage project development



- Project origination and selection
- Project preparation
- Funding and implementation

2. Sustainability & Climate



- Developing decarbonization and sustainability strategies
- Sustainability-linked and/or green financing
- Programs addressing Scope 3 emissions
- Green buildings, EDGE certification

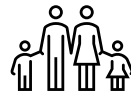
3. Supply Chain Development



Food processing and trading companies:

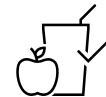
- Supplier development
- Supplier financing
- Supplier capacity building (new technologies, food safety standards, decarbonization)

4. ESG



- Design and improvement of Environmental & Social Management Systems
- Corporate Governance
- Gender-Smart Business Solutions

5. Food Safety Advisory



- Food Safety Management system development and implementation
- Evaluating food loss and waste to identify savings
- GLOBALG.A.P development program
- Food safety capacity building

Input suppliers:



- farmer and farmer organization capacity building
- farmer financing
- selling and sales excellence programs



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INVESTMENT PROJECTS | AGRICULTURE

\$69 million to support global agri trader for Ukraine's operations



\$5 million investment to support reconstruction of the agri plant



INVESTMENT AND ADVISORY PROJECTS | AGRICULTURE

- **\$130 mn** investment to help MHP, Ukraine's leading poultry producer, sustain productivity and expand its waste-to-energy plant (*enabled by FCDO support*).
- Advisory provided on technical and financial feasibility of waste-to-energy plant.



- Proposed **\$80 mn** investment to finance Soy Protein Concentrate Production facility.
- Advisory to assess opportunities in the soya feed market and potential to expand into livestock feed.



INVESTMENT AND ADVISORY PROJECTS | SUPPORTING SMALL FARMERS

\$50 million investment in three RSFs with the Ukrainian FIs to support SMEs (incl. farmers and women-owned businesses)



\$145 million to boost leasing market



\$215 million in RSF to support SMEs and midcaps in Ukraine



- **\$500 million** in guarantees to support exports and imports of essential goods and grains
- Additional **\$2.4 billion** financing for agricultural producers through crop receipts (developed and launched by IFC).
- Partnering with FSD, a Swiss NGO, and local bank to support demining and agricultural redevelopment.

THANK YOU



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