WORKING UPSTREAM IN EDUCATION
EARLY-STAGE ENGAGEMENT WITH CLIENTS
INTERNATIONAL FINANCE CORPORATION
A Member of the World Bank Group

IBRD
International Bank for Reconstruction and Development
Loans to middle-income and creditworthy low-income country governments

IDA
International Development Association
Interest-free loans and grants to governments of poorest countries

IFC
International Finance Corporation
Solutions in private-sector development

MIGA
Multilateral Investment Guarantee Agency
Guarantees for foreign direct investment’s non-commercial risks

ICSID
International Centre for Settlement of Investment Disputes
Conciliation and arbitration of investment disputes
OUR PRODUCTS AND SERVICES
Integrated Solutions, Increased Impact

A Wide Range of Products and Services

Upstream/IFC 3.0
- 250 people employed globally to work Upstream

Investment
- Loans
  - Project and corporate financing
  - On-lending through intermediary institutions
- Equity
  - Direct equity investments
  - Private equity funds
- Trade and Commodity Finance
  - Guarantee of trade-related payment obligations of approved financial institutions
- Derivative and Structured Finance
  - Derivative products to hedge interest rate, currency, or commodity-price exposures of IFC clients
- Blended Finance
  - Using donor funds to crowd in private financing

Advisory
- 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

- $274.4 million program in FY20

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

- $21.9 billion committed in FY20
- $58.7 billion committed portfolio
- $28 billion syndicated in last five years
OUR STRATEGY: IFC 3.0/UPSTREAM

Early-Stage Project Development

What Early-Stage Activities Can We Fund and Support?

- Enabling Environment Advisory
- Global Platforms
- Scoping Study
- Market Assessment
- Pre-feasibility Study

- Legal and Regulatory Assessment and Engagement
- Firm-level Advisory
- Transaction Advisory
- Environmental and Social-Impact Assessment
- Technical Assessment
- Project Structuring and Planning
- Feasibility Study
- Proof of Concept / Piloting
- Business Model / Financial structuring

Investment Opportunity
- Bankable
- Measurable and relevant impact

These investment opportunities go through IFC’s standard investment processing.
POTENTIAL COLLABORATION WITH EDUCATION SERVICE PROVIDERS

What can IFC Offer?

### Diagnostic & Scoping

- Evaluate entry into new regions/countries and capture new opportunities in emerging markets
- Assist in **analyzing structural options** for public-private engagements as well as pure-private projects with corporate clients
- Engage in **project co-development activities** including piloting novel business models, co-funding project development costs, de-risking projects, and supporting the conceptualization and/or development of projects

### Advisory & Project Development Support

- Provide **funding to conduct diagnostic activities** in order to:
  - Scope a new market to identify opportunities and demand for education services
  - Determine the feasibility of a new concept or model, and accordingly identify a suitable model for the project

### Stapled Financing

- Provide **financing to fund investments** in scalable and replicable education projects
- Offer municipal lending to support projects at the city or municipal level
- Conduct a **full assessment of projects from a technical, legal and financial viewpoint** in order to arrive at the optimal project structure