



WORKING UPSTREAM IN EDUCATION

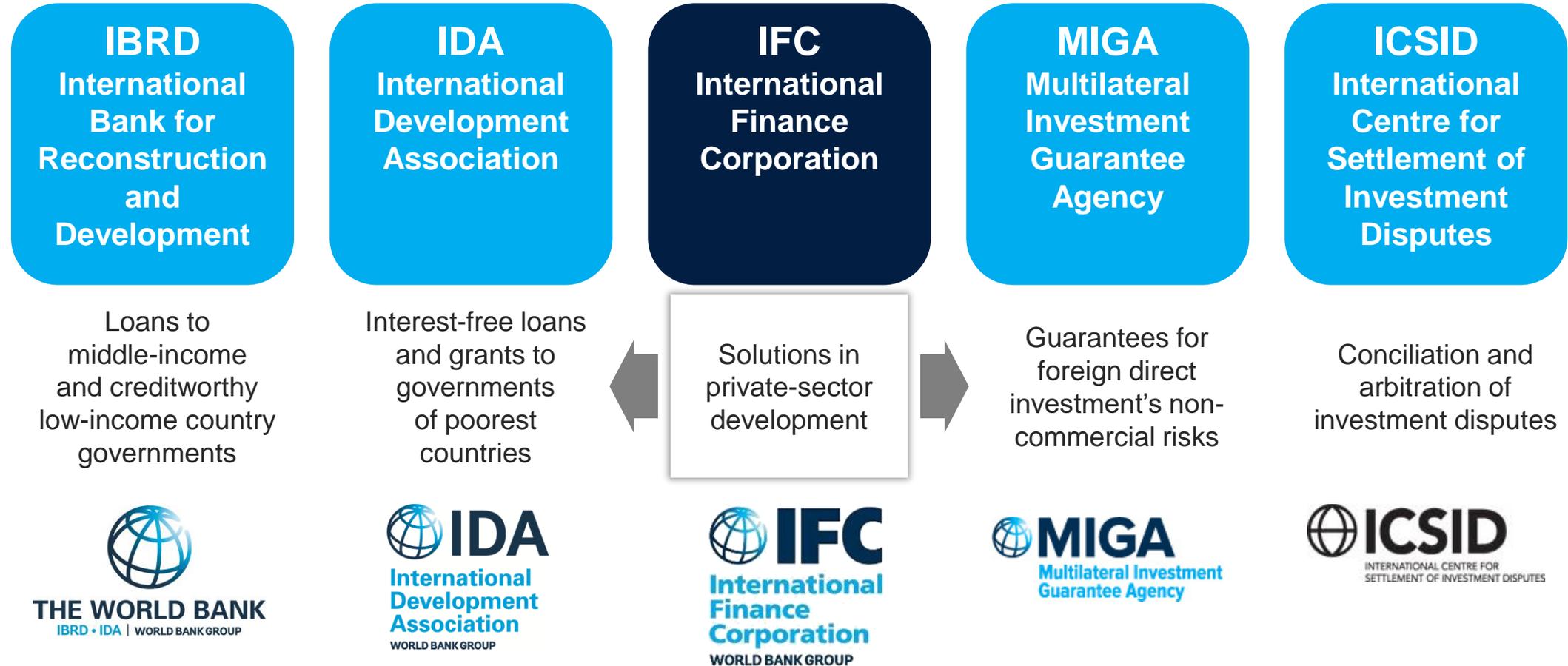
EARLY-STAGE ENGAGEMENT WITH CLIENTS



Creating Markets, Creating Opportunities

INTERNATIONAL FINANCE CORPORATION

A Member of the World Bank Group



OUR PRODUCTS AND SERVICES

Integrated Solutions, Increased Impact

A Wide Range of Products and Services

Upstream/IFC 3.0

IFC is committing time and resources to create, deepen, and expand markets and imagine, design, and implement investment projects through:

- **Global-Delivery Platforms**, including design and development of scalable products and/or solutions applicable to multiple projects in a sector
- **Sector-Wide Initiatives** such as country-specific interventions to unlock markets in a sector
- **Early-Stage Project Development**, covering project-specific engagements with potential sponsors and co-investors

- **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

- **\$21.9 billion committed in FY20**
- **\$58.7 billion committed portfolio**

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

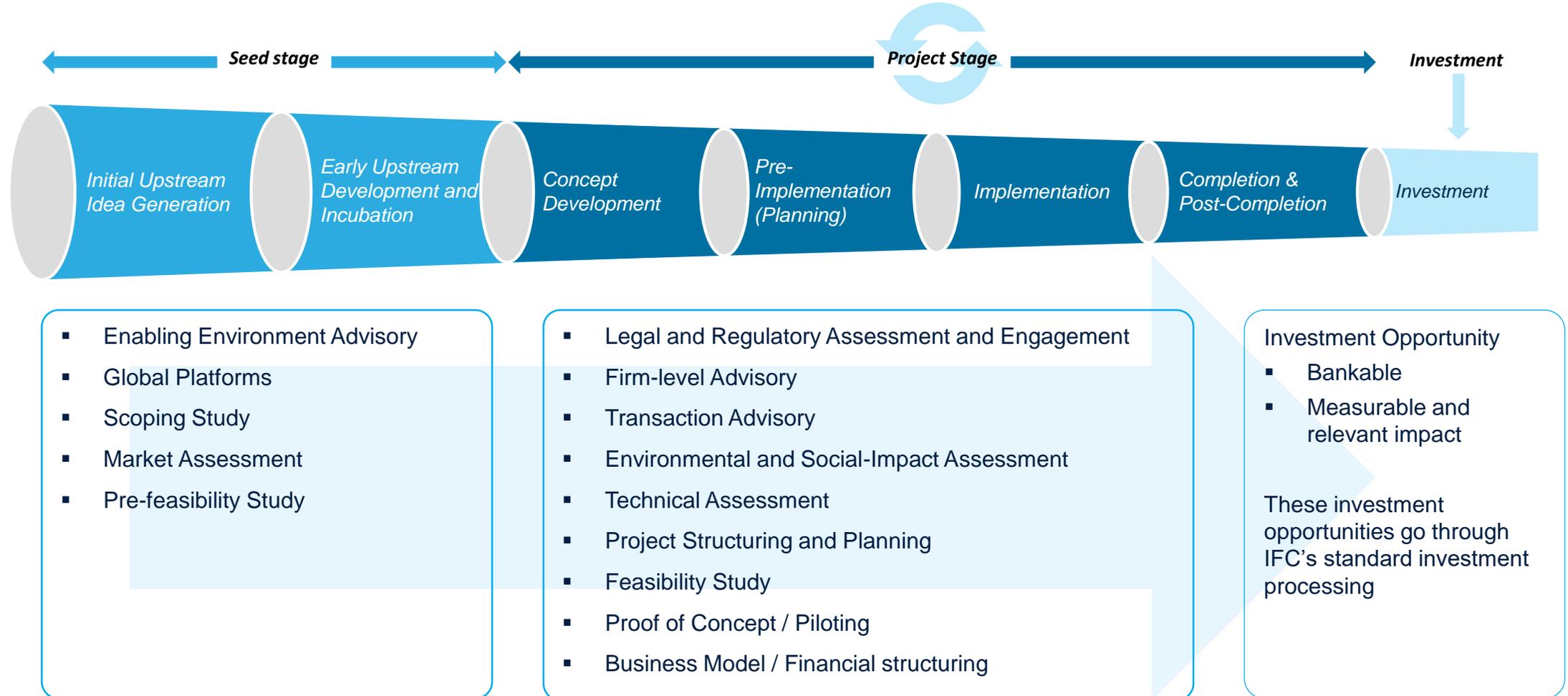
Equity mobilization

- **\$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?



POTENTIAL COLLABORATION WITH EDUCATION SERVICE PROVIDERS

What can IFC Offer?

Diagnostic & Scoping



Provide **funding to conduct diagnostic activities** in order to:

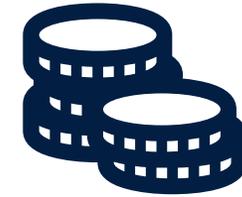
- Scope a new market to identify opportunities and demand for education services
- Determine the feasibility of a new concept or model, and accordingly identify a suitable model for the project

Advisory & Project Development Support



- **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

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

