



SUPPORTING DEVELOPMENT THROUGH THE PRIVATE SECTOR

THE IDB GROUP

ABOUT US



CONTACT US

Vice Presidency for Private Sector and
Non-Sovereign Guaranteed Operations
Inter-American Development Bank

1300 New York Ave., N.W.
Washington, D.C. 20577
USA

privatesector@iadb.org | www.iadb.org/vpp



The Inter-American Development Bank (IDB) is a leader in social and economic development and the leading source of multilateral financing for Latin America and the Caribbean. We work with governments, companies, and civil society organizations from our 48 member countries.

The IDB Group includes four private sector windows that offer complementary products and services:

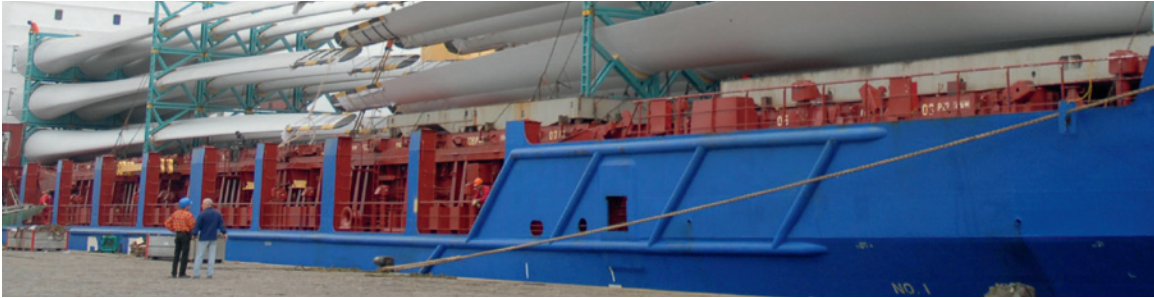
- The Structured and Corporate Finance Department (SCF)
- The Inter-American Investment Corporation (IIC)
- The Multilateral Investment Fund (MIF)
- The Opportunities for the Majority Initiative (OMJ)

THE IDB GROUP AND THE PRIVATE SECTOR

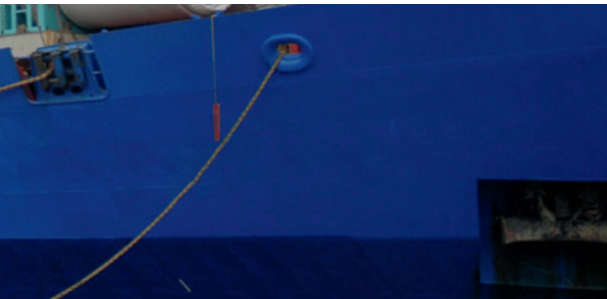
Our four windows work together to promote development through the region's private sector.

We provide funding and technical assistance to a broad range of private sector players whose operations and projects have a positive impact on the social and economic development of the region. They range from microenterprises to large companies, and also include financial institutions and other partners, such as mixed-capital entities and civil society organizations. In recent years, we have considerably expanded the range of sectors in which we provide financing for innovative and sustainable private sector projects.

WE SUPPORT



PRIVATE SECTOR PROJECTS THAT:



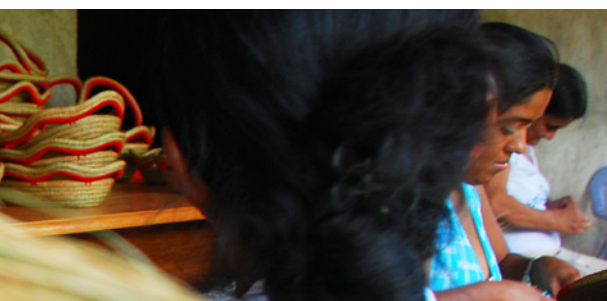
Deepen **regional integration**, increase international trade, promote sustainable use of natural resources, and increase indirect investment.



Increase **social inclusion** through education, health, housing, job training and capacity building, and high quality services and products for low-income populations.



Provide greater **access to basic services** including infrastructure, particularly for energy, transportation, and water and sanitation.



Foster greater **access to credit** and capital markets for all businesses, from microenterprises to SME and large corporations, as well as financial institutions of all sizes.



Improve adaptation to and mitigation against **climate change** through fostering renewable energy, energy efficiency, recycling, and biofuels.

THE BENEFITS OF HAVING A CUTTING-EDGE PARTNER

- **Vast knowledge of Latin America and the Caribbean:** As the region's leading multilateral lender with over a half century of operational experience, we have the networks that enable us to build bridges and create alliances.
- **Financial strength:** We are rated AAA/Aaa by Moody's and Standard & Poor's.
- **Innovative products, well-calculated risks:** Our financial practices and products, risk mitigation techniques, and tailor-made solutions enable us to close deals. Our transactions are recognized as models of excellence.
- **A culture of responsibility:** We have built tremendous goodwill with our clients in the region, helping us to reconcile interests among different parties.
- **Sustainable investments:** We follow the highest environmental, labor, health, and ethical standards.
- **Financial additionality:** We can offer longer tenors, act as a catalyst to mobilize additional financial resources from third parties, and structure deals that meet the needs of individual clients.





WHEN SHOULD YOU CONSIDER WORKING WITH US?

- When private sources cannot supply sufficient credit for your project.
- If your project has sensitive environmental and/or social impacts that you would like to address with an international partner experienced in these issues.
- If your project requires technical assistance to ensure a solid start.
- If your project is in a regulated or sensitive industry and you need a partner that knows how to navigate such an environment.
- If your project would benefit from the IDB's ability to mobilize resources from third parties.
- If you are undertaking a public-private partnership.
- If you are looking for a partner to invest in new and innovative markets.
- If your products and/or services target low-income people.

SUPPORTING
MEDIUM AND
LARGER-SCALE
SUSTAINABLE
PRIVATE SECTOR
INVESTMENTS IN
LATIN AMERICA
AND THE
CARIBBEAN



THE STRUCTURED AND CORPORATE FINANCE DEPARTMENT (SCF)

OUR MISSION

We support sustainable private sector investments that create opportunities for current and future generations.

We lead the IDB's non-sovereign guaranteed operations for large infrastructure projects, financial institutions, capital markets, trade finance, companies, and mixed-capital entities in a broad range of economic sectors.

We help mobilize resources from third parties by partnering with commercial banks, institutional investors, co-guarantors, and other co-lenders for projects with high developmental impact.



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Structured and Corporate
Finance Department
Inter-American Development Bank
1300 New York Ave., N.W.
Washington, D.C. 20577
USA
scf@iadb.org | www.iadb.org/scf

THE PRODUCTS WE OFFER

- We provide tailor-made medium- and long-term direct loans, guarantees and technical assistance to companies, financial institutions, and eligible state-owned enterprises without a sovereign guarantee, and mobilize additional capital from third parties.
- We support project financing for greenfield and expansion projects as well as corporate financing for expansions and modernizations. The sectors in which we work include, among others: energy, transportation, water and sanitation, energy efficiency, oil, gas and chemicals, mining and manufacturing, tourism, agribusiness, education and healthcare.
- We provide loans and guarantees to financial institutions and funds that invest in high social impact sectors such as housing and micro, small, and medium-size enterprises.
- We fund special sustainability lines to financial intermediaries in the areas of energy efficiency, renewable energy, and waste and water treatment. In addition, we offer these financial intermediaries technical assistance that will lead to the creation of better and more sustainable banking institutions.
- Our Trade Finance Facilitation Program provides guarantees to cover the commercial and political risk of nonpayment by the issuing bank on trade-related instruments, and provides specialized training to trade finance banks and their clients.

THE VALUE WE ADD

- We provide a variety of tailored solutions and financial products in U.S. dollars and various local currencies.
- We help our clients implement projects in the region, with sustainable environmental and social dimensions and sound corporate governance principles, often by pairing financial products with knowledge transfer.
- We catalyze resources for projects: our participation is usually supplemented by funding through syndicated loans or private placements and/or other types of co-financing.
- Through our programs of loan participations and co-financing we consistently provide our clients with unique opportunities for achieving benchmark financing packages.

HELPING SMALL AND MEDIUM-SIZED COMPANIES GROW



THE INTER-AMERICAN INVESTMENT CORPORATION (IIC)

OUR MISSION

We are the only multilateral financial institution that provides financing to private businesses in Latin America and the Caribbean with a special focus on small and medium-size enterprises (SMEs).

We help SMEs overcome business challenges, improve business strategies, and adopt new technologies. We provide direct financing for SMEs that do not have access to medium- or long-term financing from the capital and financial markets, and we channel financing to SMEs through financial institutions. We also provide SMEs with specialized technical assistance.



CONTACT US

Inter-American Investment Corporation

1350 New York Ave., N.W.

Washington, D.C. 20577

USA

iicmail@iadb.org | www.iic.org

THE PRODUCTS WE OFFER

- We provide SMEs with direct loans, guarantees, equity, and quasi-equity. We also mobilize additional capital from third parties.
- We support operations in a wide variety of industries such as agribusiness, financial services, health and education, information and communications technology, investment funds, manufacturing, oil, gas and mining, retail and services, utilities and infrastructure among other sectors, as well as financing through supply chains. On a limited and selective basis, we also finance greenfield projects.
- We offer indirect funding for SMEs through financial institutions. We provide lines of credit for expansion projects, working capital lines through the FINPYME Credit program, financial and operating lease lines, agency lines, and trade finance facilities.
- We offer a unique form of technical assistance through a program called FINPYME (Spanish language acronym for “Innovative Financing for Small and Medium Size Enterprises”) and FINPYME Initiatives (FINPYME ExportPlus, FINPYME Diagnostics, FINPYME Family Business, FINPYME Integrity, GREENPYME and FINPYME Technical Assistance) geared specifically for SMEs. We also provide personalized technical assistance for individual companies improving financial, environmental, and business management.

THE VALUE WE ADD

- Through 25 years of operations we have become the acknowledged authority on SME development in Latin America and the Caribbean.
- We are significantly expanding technical assistance through our FINPYME program.
- We can help attract additional resources for the SMEs we support, including technology transfer and technical and managerial know-how.

EXPANDING
ACCESS TO
FINANCE,
MARKETS, AND
BASIC SERVICES
IN LATIN AMERICA
AND THE
CARIBBEAN

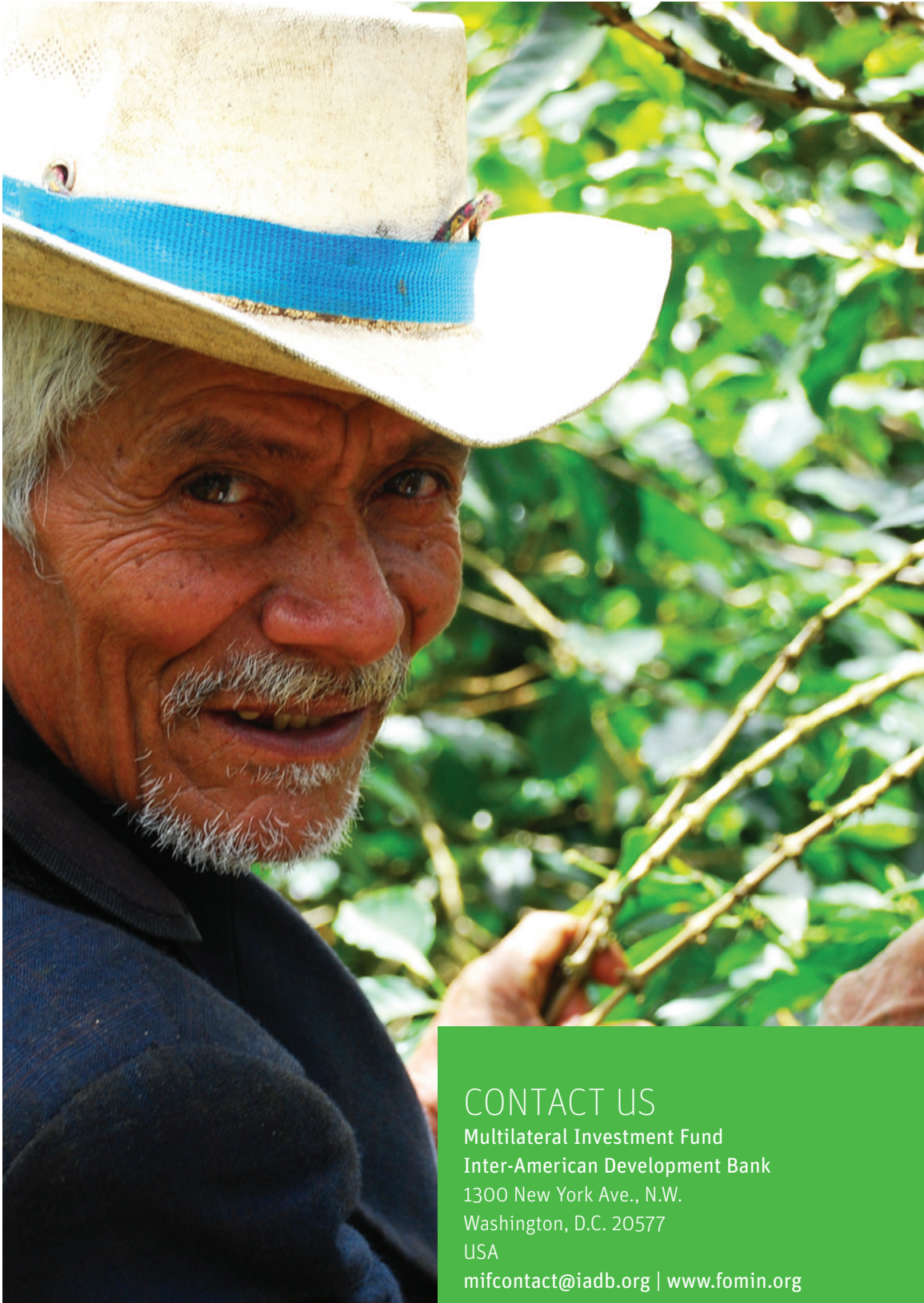


THE MULTILATERAL INVESTMENT FUND (MIF)

OUR MISSION

The Multilateral Investment Fund (MIF) is the largest provider of technical assistance for private sector development in the Latin American and Caribbean region. The MIF supports private sector-led development benefitting low-income populations and the poor – their businesses, households and farms. The aim is to give them the tools to boost their incomes: access to markets and the skills to compete in those markets, access to finance, and access to basic services, including green technology.

A core MIF mission is to act as a development laboratory – experimenting, pioneering, and taking risks in order to build and support successful micro and SME business models.



CONTACT US

Multilateral Investment Fund
Inter-American Development Bank
1300 New York Ave., N.W.
Washington, D.C. 20577
USA

mifcontact@iadb.org | www.fomin.org

THE PRODUCTS WE OFFER

- We provide financing in the form of grants, loans, guarantees, equity and quasi-equity, as well as advisory services.
- Approximately 70 percent of our resources are grants for non-profit organizations (e.g. business associations, NGOs, foundations, and public sector agencies), and 30 percent are loans or investments.
- We are one of the biggest regional investors in microfinance and venture capital funds for small businesses. Our investment resources typically fund private financial institutions, such as banks, cooperatives, and microfinance institutions, or NGOs that can channel our resources to micro and small businesses.
- We are a knowledge broker and hub of a large network of 1,000 partner NGOs, CSOs, businesses, public sector entities, and foundations.

THE VALUE WE ADD

- Our projects have produced concrete development impacts for the more than four million small producers and microentrepreneurs that have benefited from our financing.
- We have completed more than 1,000 projects, of which close to 80 percent achieved their development goals.
- As part of our efforts to foster innovation, we evaluate our projects' impact, generate a wide range of knowledge products, and engage with others to transfer and share information.

INVESTING IN UNDERSERVED MARKETS IN LATIN AMERICA AND THE CARIBBEAN



THE OPPORTUNITIES FOR THE MAJORITY INITIATIVE (OMI)

OUR MISSION

We invest in innovative business models that provide high-quality goods and services for low-income people. We support market-based solutions for underserved markets that will improve participation in the formal economy and improve the quality of life of the base-of-the-pyramid, which constitutes the majority of the region’s population – some 360 million people living on less than US\$3/day.

We engage private sector companies, local governments, and communities in the development and delivery of quality and affordable products and services. We provide financing, act as an incubator for piloting new models, offer technical assistance, and support efforts to scale up innovative base-of-the-pyramid business models.



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Opportunities for the Majority
Inter-American Development Bank
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Washington, D.C. 20577
USA

OM-IDB@iadb.org | www.iadb.org/om

THE PRODUCTS WE OFFER

- We provide medium- and long-term loans, guarantees, and technical assistance to companies and financial institutions of all sizes that currently serve or are interested in serving low-income markets in areas such as financial services, housing, education, nutrition, and health.
- We leverage grant resources to facilitate transfer of market know-how and the design of new business models.
- We help scale up innovative and financially sustainable base-of-the-pyramid businesses. We finance operations that promote higher quality and lower prices, help build local value chains, and foster creation of opportunities for businesses and local entities. We also support projects to adapt products, services, and distribution channels to increase access and enhance product value, as well as opportunities to replicate successful experiences.

THE VALUE WE ADD

- Through our work with financial institutions and foundations, we have learned what it takes to create successful base-of-the-pyramid businesses, and we can share this knowledge with you.
- We have staff skilled in identifying, designing, financing and monitoring private sector solutions to low-income development challenges.
- As a leader in base-of-the-pyramid operations, we have built up an extensive network of potential partners from governments, media and the financial, corporate, philanthropic, and academic sectors, to help your business succeed.
- Our “Market Solutions to Mobilize Social Change” fund serves as a platform for dialogue and as a tool to disseminate lessons learned and best practices across the region.

