



IFC | International
Finance Corporation
World Bank Group

Partnerships for Scale and Impact

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International Finance Corporation

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IFC: An Introduction

- Part of the World Bank Group
- Largest multi-lateral focused on private sector development

Investment Services

- Senior Debt
- Structured Finance
- Mezzanine Finance
- Private Equity
- Sustainable Finance

Advisory Services

- Sustainable Supply-Chains
- PPP Transaction Advisory
- Clean Energy and Resource Efficiency Advisory
- Financial Inclusion

Local Knowledge
Supplemented with
Global Expertise

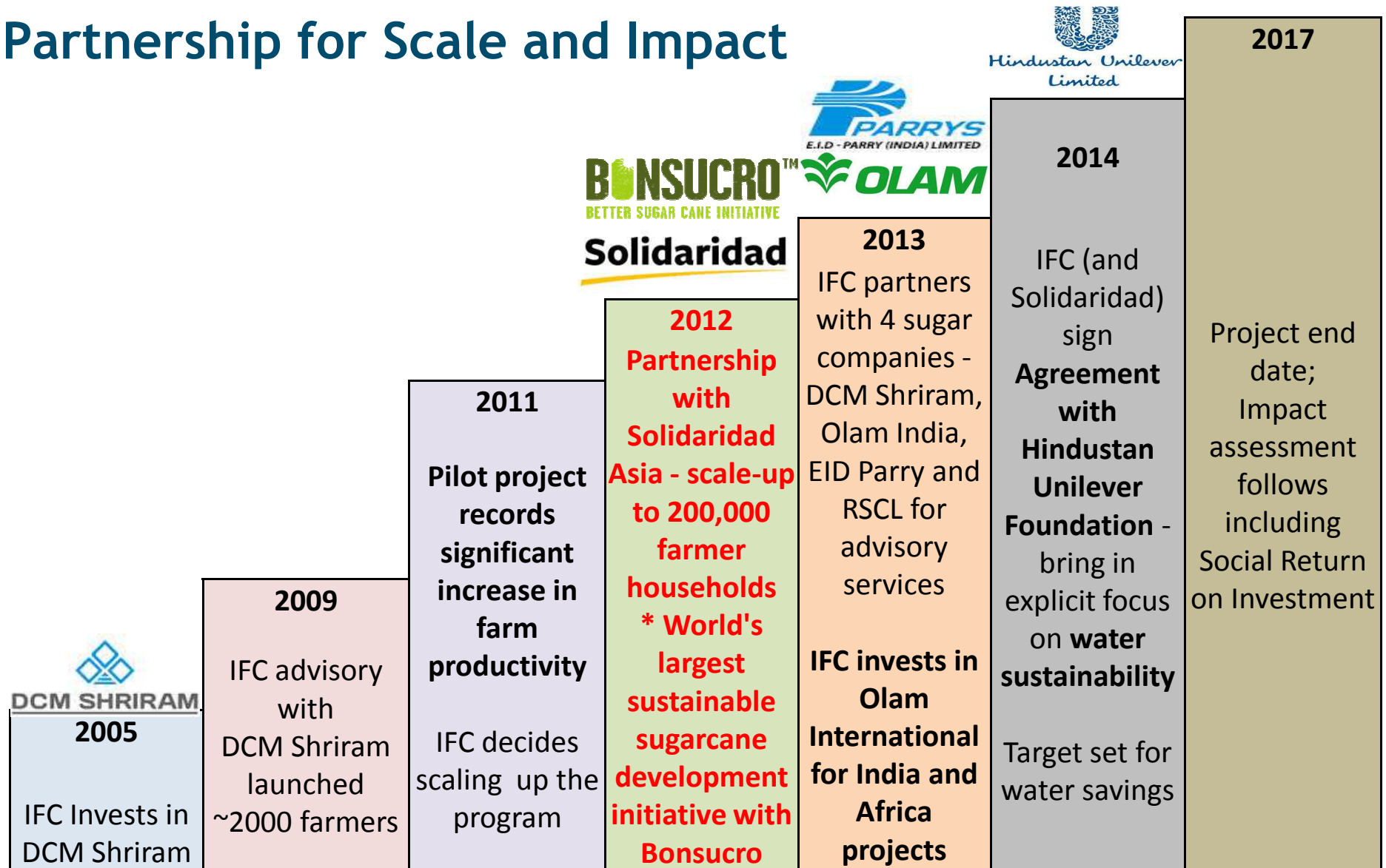
Alignment with National
Government
Priorities

Large Exposure to
Emerging Markets and
Frontier Regions

How do we create lasting partnerships for sustainable development?

**Example:
The IFC-Solidaridad India Sugar Advisory
Farmer Support Programme**

Partnership for Scale and Impact

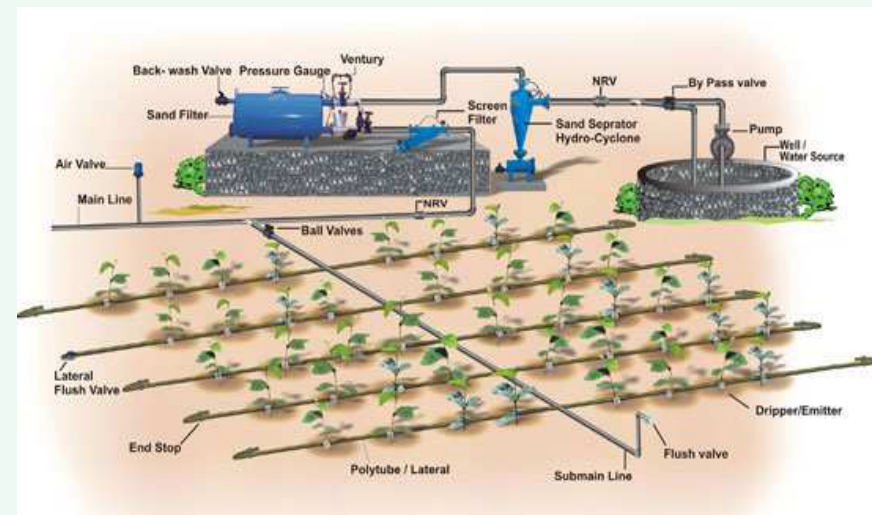


The India Sugar Advisory Farmer Support Programme

I. Farmer Training and Capacity Building



II. Water Efficient Sugarcane Production



III. Rural Supply-Chain Development



IV. Bonsucro Standards Advisory

BONSUCRO™



Complex Matrix of Engagement Priorities

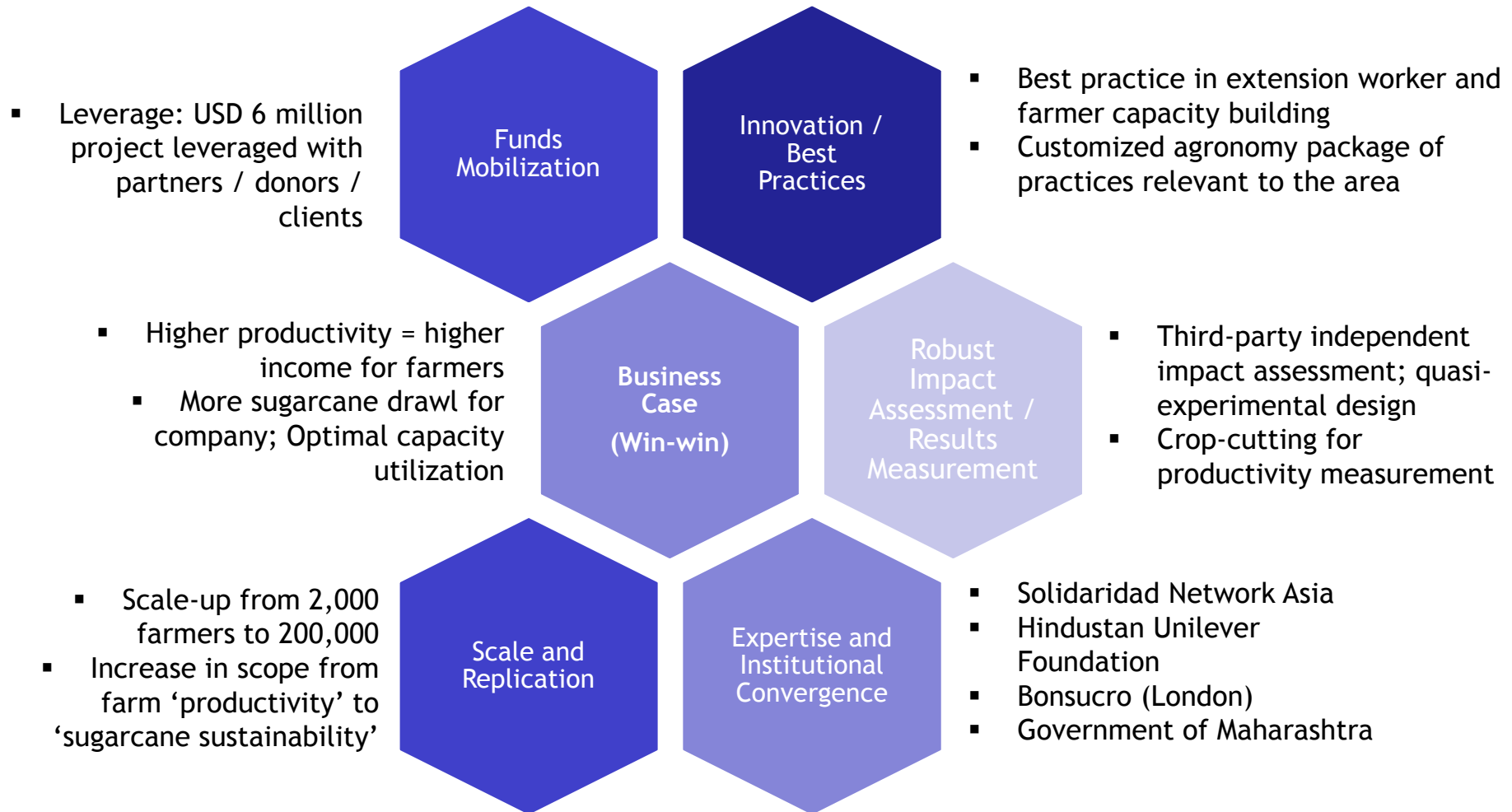
	DACL	Olam India	EID Parry	RSCL
Farmer training and extension support (productivity)	***	***	**	**
Water-use efficiency (with Hindustan Unilever Foundation)	**	**	***	***
Farm-mechanization support through micro-entrepreneurs	**	**	**	**
Bonsucro standards advisory	*	***	***	***

Other stakeholders include:

- Sugar mills association in India and globally
- Government institutions and departments
- Sugarcane research and training institutions
- Civil society organizations and
- Media

What makes this partnership work?

Unmatched “Value Add”



What makes partnerships work?

- Strategic alignment
 - E.g. Both IFC and Solidaridad work to promote sustainable supply-chains in emerging markets
- Unique *value proposition* of the partnership
 - Additionality - what is it that we can ‘deliver’ together that we cannot do alone?
- Complementary skills and expertise
 - Leverage core competencies (e.g. IFC and Solidaridad)
 - No ‘safeguarding your turf’ mindset
- Institutional credibility
 - All 4 sugar companies in the partnership have high credibility and track-record of sustainable development and farmer development programmes
- Track-record of results on the ground
 - Nothing succeeds like success...results on the ground make all the difference!

Thank you.

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