IFC 2011

Creating Opportunity
Where It is Needed Most

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IE
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IBRD
International Bank for Reconstruction and Development
Est. 1945

Role: To promote institutional, legal and regulatory reform
Clients: Governments of member countries with per capita income between $1,025 and $6,055.
Products: Technical assistance Loans, Policy Advice, Interest Free Loans, Policy Advice

IDA
International Development Association
Est. 1960

Role: To promote institutional, legal and regulatory reform
Clients: Governments of poorest countries with per capita income of less than $1,025.
Products: Technical assistance Loans, Policy Advice

IFC
International Finance Corporation
Est. 1956

Role: To promote private sector development
Products: Equity/Quasi-Equity, Long-term Loans, Risk Management, Advisory Services, Asset Management Company

MIGA
Multilateral Investment Guarantee Agency
Est. 1988

Role: To reduce political investment risk
Clients: Foreign investors in member countries
Products: Political Risk Insurance

ICSID
International Center for the Settlement of International Disputes
Est. 1966

Role: To facilitate conciliation and arbitration of international investments disputes
Clients: Governments and investors
Products: Conciliation and arbitration

Shared Mission: To Promote Economic Development and Reduce Poverty
IFC’s Global Reach

100+ country and regional offices worldwide
3,500 staff, of which 55% are outside of Washington
Our Core Businesses

**Investment Services**
- Loans
- Equity
- Trade finance
- Syndications
- Securitized finance
- Other financial products

**Advisory Services**
- Access to finance
- Sustainable Business
- Investment Climate
- Public-Private Partnerships

**Asset Management Company**
- Wholly owned subsidiary of IFC
- Private equity fund manager
- Invests third-party capital alongside IFC

- $55.2 b portfolio
- $200m per year
- $4.1b under mgmt
* Mobilization includes syndicated loans, structured finance, IFC initiatives and other, and IFC Asset Management Company.
Investments by Region, FY11

Commitments for IFC’s Account: $12.2 Billion

- Sub-Saharan Africa 18%
- East Asia and Pacific 16%
- Latin America and the Caribbean 25%
- Europe and Central Asia 22%
- Middle East and North Africa 13%
- South Asia 6%
- Global >1%
Investments by Industry, FY11

Commitments for IFC’s Account: $12.2 Billion

- Telecommunications & Information Technology: 3%
- Oil, Gas & Mining: 2%
- Manufacturing: 7%
- Infrastructure: 13%
- Finance Markets: 25%
- Funds: 4%
- Agribusiness & Forestry: 4%
- Consumer & Social Services: 4%
- Other Sectors: >1%
- Trade Finance: 38%
A Valuable Partner

We are well-positioned to help clients in good times and bad.

We offer:

- A strong financial position
- Low leverage ratios, prudent risk management policies
- A long-term partnership perspective, providing clients important countercyclical financing when commercial banks cut back
- The expertise and experience needed to make a difference, focusing on innovative transactions where our development impact is the highest - creating opportunity where it is needed most
- Affiliation with the World Bank
Financing Criteria

- Located in a developing country that is a member of IFC
- Be in the private sector
- Be technically sound
- Have good prospects of being profitable
- Benefit the local economy
- Be environmentally and socially sound, satisfying IFC environmental and social standards as well as those of the host country
The Reach of IFC’s Projects

*IFC’s activities help raise living standards for people throughout the developing world*

Last year our clients provided:

- 2.2 million jobs
- $112 billion in micro, small, and medium enterprise loans
- 8 million patients with health care treatment
- 35 million people with clean water
- 29 million people with power connections
- 1.4 million students with education services
What does IFC look for in its people?

- Technical expertise
- Diverse nationalities and experience
- Strong interpersonal and teamwork skills
- Commitment to the IFC mission
- Leadership potential
- Language proficiency
- Enthusiasm for working in a multicultural environment
- Interest to live in emerging markets
Investment Officers

Lead multi-disciplinary teams focused on identifying investment opportunities, executing transactions and actively managing portfolio projects

• Analyze operational and financial performance of potential client companies to identify opportunities, address risks and recommend investment options
• Develop innovative and appropriate financial structures
• Negotiate investment terms
• Supervise project implementation, including disbursements
• Build and maintain strong relationships with clients and other stakeholders
• Travel 6-12+ weeks per year

Qualifications

• Work experience (3-6 years) in investment/finance
• Strong analytical, communications and negotiations skills
Two Ways to Enter IFC as an Associate IO

Global Transaction Team Program

- 2-year program to launch a global career at IFC
- 6-month initiation in Washington followed by 18-month assignment in regional hub (Istanbul, Hong Kong or Johannesburg)
- Post program: 2-3 year international assignments
- Geographic flexibility
- International (US$) compensation
- Centralized Recruitment
  - Applications due - Wednesday, Oct 12
  - Interviews - Friday, Oct 28
  - Offers - Dec 2011
  - Start - Sept 2012

Direct Regional Hires

- Grow career in one location/region
- Usually join with relevant regional experience and language skills
- Eventual opportunities for short-term assignment in another location or permanent transfer
- Local currency compensation
- Decentralized Recruitment
  - Applications due - Wednesday, Oct 12
  - Interviews: Friday, Oct 28
  - Referral to regional office
  - Offers/start on continuous basis

All staff receive generous benefits package and access to skills /leadership training
GTT Career Path

- Thorough onboarding process to get to know IFC business and culture
- 2-3 year assignments in different locations to build expertise and leadership
- Option to pursue alternative career path as regional hire

GTT Program - 2 years

Initiation 6 months
- Join in Washington
- Common start date
- Undertake corporate training
- Gain exposure to Global Industry Dept

GTT Experience 18 months
- In large hub - Istanbul, Hong Kong, or Johannesburg
- In Regional Industry Department (same industry, to leverage network)

Preferred Post-Program Career Path

Hub Experience 2 years
- In hub, e.g. Sao Paulo, Mexico City, Moscow, Dakar, Nairobi, Delhi, Beijing
- In Regional Industry Department (different industry)

Global Experience 2 years
- In Washington or Operations Center
- In Global Industry Group to develop industry depth
- Or in investment-related function, e.g. Credit, Special Operations

Alternative track: Regional hire

Opt out of globally mobile GTT career track and apply for a direct regional hire position in any location
Summer Internship Program

- 35 - 40 interns are selected each summer to work in Washington and regional offices

- Undertake discrete projects, such as investment due diligence and market/sector research

- Minimum internship period of 4 weeks

- Recruitment Process
  - Candidates must be in the first year of an MBA/graduate program
  - Selection requirements differ by department/function
  - Online application: Dec 1 to Jan 15
  - Short-listed candidates are contacted directly by departments for interviews

- Select number of summer interns are considered for the GTT Program and other full-time opportunities
Creating Opportunity
for extraordinary professional growth

- Team-based work with diverse group of highly qualified and motivated professionals
- Truly global experience
- Dynamic and challenging environment
- Corporate commitment to learning
- Competitive remuneration and benefits package

www.ifc.org/careers