

# **TOOLBOX:**

Instruments Available to Support Private Investment in Compact with Africa Countries



This toolbox provides an inventory of instruments available from multilateral development banks and the largest European Development Finance Institutions to support private investment in the Compact with Africa (CWA) countries (Cote d'Ivoire, Ethiopia, Ghana, Morocco, Rwanda, Senegal, and Tunisia). In order to provide a useful overview for clients, the toolbox groups the instruments into three main categories: those available to governments, to investors, and to firms.

Under each category, the following structure is applied:

- i. project preparation and advisory facilities
- ii. risk mitigation vehicles and guarantees
- iii. co-investment platforms
- iv. project financial instruments
- v. blended finance project instruments.

In addition, the toolbox describes relevant knowledge platforms related to scaling up private investments in CWA countries.

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The inventory was compiled by the International Finance Corporation (IFC) for the G20 Presidency based on inputs from the International Monetary Fund and Multilateral Development Banks, including the African Development Bank (AfDB), the European Bank for Reconstruction and Development (EBRD), the European Investment Bank (EIB), the Inter-American Investment Corporation (IIC), the Islamic Corporation for the Development of the Private Sector (ICD), the Islamic Development Bank (IsDB), the Multilateral Investment Guarantee Agency (MIGA) and the World Bank (WB). Furthermore, the compilation reflects input from the Association of European Development Finance Institutions.

Cover Photo: New bridge near Rades industrial zone. Tunisia. © Dana Smillie / World Bank

#### LIST OF ABBREVIATIONS:

| AfDB  | African Development Bank  |
|-------|---|
| -     | Compact with Africa   |
| DFI   | Development Finance Institution   |
| EBRD  | European Bank for Reconstruction and  |
| EDKD  | Development   |
| EIB   | European Investment Bank  |
| EMDE  | Emerging Market and Developing Economies  |
| ICD   | Islamic Corporation for the Development of  |
|       | the Private Sector (Member of the Islamic   |
|       | Development Bank)   |
| ICIEC | Islamic Corporation for the Insurance of<br>Investment and Export Credit (Member of the |
|       | Islamic Development Bank)   |
| IDB   | Islamic Development Bank  |
|       | International Finance Corporation   |
| IME   | · .   |
| ITEC  | International Islamic Trade Finance   |
| IIFC  | Corporation (Member of the Islamic  |
|       | Development Bank)   |
| MDB   | Multilateral Development Bank   |
| MSME  | Micro, Small and Medium Enterprises   |
| OECD  | Organisation for Economic Co-operation and  |
|       | Development   |
| PPP   | Public-Private Partnership  |
| REC   | Regional Economic Community   |
| RMC   | Regional Member Country   |
| SME   | Small and Medium-Sized Enterprises  |
| WBG   | World Bank Group  |
| WEF   | World Economic Forum  |
|       |   |

| Instrument                                 | Managing<br>Organization  | Program   | Product/Key Coverage   | CWA<br>Countries<br>Covered | Link  |
|--|---|---|--|-----------------------------|---|
| Project Prep<br>and Advisory<br>Facilities | IFC   | InfraVentures   | Assumes the risks and associated costs of<br>early-stage project development, preparing<br>projects for investment by the private sector.<br>Projects must be related to core<br>infrastructure such as power, water, roads,<br>ports, and airports.   | All                         | InfraVentures<br>Overview of<br>InfraVentures                         |
| Project Prep<br>and Advisory<br>Facilities | IFC<br>A multi-donor<br>facility  | Infrastructure<br>Development<br>Collaboration<br>Partnership<br>Fund (DevCo) | Advisory services on privatization<br>transactions and public-private partnerships<br>(PPPs) in infrastructure, health, and<br>education sectors.<br>Technical assistance to perform due diligence<br>and provide inputs to the development of<br>strategic options and policy choices regarding<br>the structuring of transactions for client<br>governments. | All                         | <u>DevCo</u><br><u>DevCo</u><br><u>Operating</u><br><u>Principles</u> |
| Project Prep<br>and Advisory<br>Facilities | WBG   | Investment<br>Project<br>Financing (IPF)                                      | Supports capital-intensive investments,<br>agricultural development, service delivery,<br>credit and grant delivery, and institution<br>building. Used in all sectors; focused on the<br>long term (5-10 years).   | All                         | <u>IPF</u>  |
| InfraVentures                              | WBG   | Advisory<br>Services and<br>Analytics (ASA)                                   | Helping governments adopt better policies,<br>programs, and reforms that lead to greater<br>economic growth and stability.<br>Consisting of economic and sector work and<br>technical assistance.  | All                         | ASA   |
| Project Prep<br>and Advisory<br>Facilities | A multi-donor<br>organization   | Private<br>Infrastructure<br>Development<br>Group (PIDG)                      | Technical assistance and project preparation<br>facilities such as DevCo and TAF (Technical<br>Assistance Facility).<br>Project development facilities such as<br>InfraCo Africa Development and InfraCo Asia<br>Development.  | All                         | <u>PIDG</u>   |
| Project Prep<br>and Advisory<br>Facilities | A partnership<br>among<br>governments,<br>MDBs,<br>private sector<br>investors, and<br>financiers | Global<br>Infrastructure<br>Facility (GIF)                                    | Supports the full range of project preparation<br>and appraisal activities.<br>Supports legal, regulatory, and institutional<br>reforms needed to enable successful<br>development of long-term private capital.   | All                         | <u>GIF</u>  |
| Project Prep<br>and Advisory<br>Facilities | A multi-donor<br>facility   | Public-Private<br>Infrastructure<br>Advisory Facility<br>(PPIAF)              | Technical assistance to improve and prepare<br>institutional environments that attract private<br>sector capital into infrastructure. Knowledge<br>grants and knowledge sharing.   | All                         | <u>PPIAF</u>  |

| Instrument                                 | Managing<br>Organization | Program   | Product/Key Coverage   | CWA<br>Countries<br>Covered | Link              |
|--|--------------------------|---|--|-----------------------------|-------------------|
| Project Prep<br>and Advisory<br>Facilities | EBRD                     | Infrastructure<br>Project<br>Preparation<br>Facility (IPPF)                     | Offers enhanced support and delivery<br>mechanisms for project preparation (for both<br>PPPs and public sector financed projects) to<br>improve efficiency, quality, and replicability of<br>infrastructure projects.  | Morocco,<br>Tunisia         | <u>IPPF</u>       |
| PPP<br>Management                          | IMF/WB                   | PPP Fiscal Risk<br>Assessment<br>Model (P-FRAM)                                 | Analytical tool that quantifies the macro-fiscal impact of PPP projects and associated risks.  | All                         | <u>P-FRAM</u>     |
| PPP<br>Management                          | IMF                      | PPP Capacity<br>Development   | Technical assistance and training on various aspects of PPP management.  | All                         | <u>PPP CD</u>     |
| Project Prep<br>and Advisory<br>Facilities | AfDB                     | African Legal<br>Support Facility<br>(ALSF)                                     | Litigation support dedicated to providing<br>legal advice.<br>Technical assistance to African countries<br>in negotiation of complex commercial<br>transaction, creditor litigation, and other<br>sovereign transactions.  | All                         | ALSF              |
| Project Prep<br>and Advisory<br>Facilities | AfDB                     | Affirmative<br>Finance Action<br>for Women<br>in Africa<br>Programme<br>(AFAWA) | Supporting regional member countries to<br>assist and influence policy-making, with<br>the objective of creating an environment<br>for improved women's access to finance.<br>Technical assistance to financial institutions<br>dealing with women in business.  | All                         | <u>AFAWA</u>      |
| Project Prep<br>and Advisory<br>Facilities | AfDB                     | NEPAD-IPPF  | Assist regional member countries (RMCs)<br>and regional economic communities (RECs)<br>and related institutions in preparing high<br>quality and viable regional and continental<br>infrastructure projects in the energy, trans-<br>boundary water resources management,<br>transport and ICT sectors, which prepares<br>them to seek financing from public and<br>private sources.   | All                         | <u>NEPAD-IPPF</u> |
| Project Prep<br>and Advisory<br>Facilities | AfDB                     | Fund for African<br>Private Sector<br>Assistance<br>(FAPA)                      | FAPA resources provide untied grants<br>for technical assistance and capacity<br>building to governments, RECs and similar<br>intergovernmental organizations, business<br>associations, market regulatory institutions,<br>business development service providers,<br>business training and research institutions<br>and public/private enterprises to (i) create an<br>enabling environment, (ii) strengthen financial<br>systems, (iii) build competitive infrastructure,<br>(iv) promote the development of MSMEs, and<br>(v) promote trade. | All                         | <u>FAPA</u>       |

| Instrument   | Managing<br>Organization | Program   | Product/Key Coverage  | CWA<br>Countries<br>Covered                                    | Link  |
|--|--------------------------|---|---|--|---|
| Project Prep<br>and Advisory<br>Facilities   | AfDB                     | Migration &<br>Development<br>Fund  | A multi-donor fund that provides financing<br>for: (i) improving knowledge on migrant<br>remittances in Africa; (ii) providing support to<br>reforms of the regulatory frameworks required<br>to improve transfer conditions; (iii) developing<br>financial products; (iv) providing support for<br>productive investment in migrants' countries<br>of origin; and (v) providing support for local<br>development in migrants' countries of origin. | All  | <u>Migration and</u><br><u>Development</u><br><u>Initiative</u> |
| Project Prep<br>and Advisory<br>Facilities   | AfDB                     | The Agriculture<br>Fast Track Fund<br>(ATF)   | Provides grant funding for the initial project<br>development costs of a broad range of<br>agriculture infrastructure projects spanning<br>the entire value chain. These can emanate<br>from the private or public sector and from<br>local or international businesses.  | All  | <u>ATF</u>  |
| Project Prep<br>and Advisory<br>Facilities/<br>Project<br>Financial<br>Instruments | AfDB                     | The Enhanced<br>Private Sector<br>Assistance<br>(EPSA) Initiative                               | An innovative, multi-component, multi-<br>donor framework for resource mobilization<br>and development partnership to support<br>implementation of AfDB private sector<br>operations.   | All  | <u>EPSA</u>   |
| Project Prep<br>and Advisory<br>Facilities/<br>Project<br>Financial<br>Instruments | AfDB                     | Sustainable<br>Energy Fund for<br>Africa (SEFA)   | Supports sustainable private sector-led<br>economic growth in African countries<br>through the efficient utilization of presently<br>untapped clean energy resources. SEFA<br>has been designed to operate under three<br>financing windows: project preparation,<br>equity investments, and enabling<br>environment support.   | All  | <u>SEFA</u>   |
| Project Prep<br>and Advisory<br>Facilities   | EIB                      | FEMIP Trust<br>Fund (Facility<br>for Europe-<br>Mediterranean<br>Investment and<br>Partnership) | Financing facility for upstream technical assistance, regional studies, and targeted risk capital operations supporting innovative private sector companies.  | Morocco,<br>Tunisia  | <u>FEMIP</u><br><u>Trust Fund</u>                               |
| Project Prep<br>and Advisory<br>Facilities   | EIB                      | Cotonou<br>Agreement<br>Investment<br>Facility (TA<br>component)                                | Technical assistance operations to enhance<br>project quality and success rates, increase<br>efficiency and sustainability, and complement<br>other financial products.   | Cote<br>d'Ivoire,<br>Ethiopia,<br>Ghana,<br>Rwanda,<br>Senegal | <u>Cotonou</u><br><u>Investment</u><br>Facility                 |
| Project Prep<br>and Advisory<br>Facilities   | EIB                      | Economic<br>Resilience<br>Initiative  | Focused on both public and private sectors,<br>the Initiative allows the EU bank to accelerate<br>implementation of ongoing projects and<br>provide additional financial and technical<br>support to projects that otherwise would have<br>difficulty originating.  | Morocco,<br>Tunisia  | <u>Economic</u><br><u>Resilience</u><br>Initiative              |

| Instrument                                 | Managing<br>Organization   | Program   | Product/Key Coverage   | CWA<br>Countries<br>Covered                          | Link                 |
|--|--|---|--|--|----------------------|
| Project Prep<br>and Advisory<br>Facilities | Sustainable<br>Infrastructure<br>Foundation<br>(SIF) with a<br>partnership<br>among<br>governments,<br>donors,<br>MDBs, private<br>investors | Source  | Project preparation software designed to<br>maximize public sector users' financing options<br>by providing projects in a consistent and<br>transparent way to the international community<br>of contractors, investors, and lenders.                                    | All  | <u>SIF</u>           |
| Project Prep<br>and Advisory<br>Facilities | ICD  | Africa Sukuk<br>Program   | Helps its member countries mobilize<br>resources from the market through Islamic<br>finance facilities (sukuk).  | Cote<br>d'Ivoire,<br>Morocco,<br>Senegal,<br>Tunisia | <u>Sukuk Program</u> |
| Project Prep<br>and Advisory<br>Facilities | ICD  | Islamic Financial<br>Institutions<br>Development<br>Program                                     | Supports the financial institutions in<br>member countries to set up Islamic Finance<br>windows and converts their operations from<br>conventional finance to Islamic Finance.   | Cote<br>d'Ivoire,<br>Morocco,<br>Senegal,<br>Tunisia | <u>IFI Program</u>   |
| Project Prep<br>and Advisory<br>Facilities | ICD  | Industry and<br>Business<br>Environment<br>Support<br>Program                                   | Helps member countries in the development<br>of a conducive, enabling environment for<br>business; improves firms' competitiveness;<br>enhances value chains; and promotes<br>industrialization in productive sectors.   | Cote<br>d'Ivoire,<br>Morocco,<br>Senegal,<br>Tunisia | <u>IBES Program</u>  |
| Project<br>Financial<br>Instruments        | WBG  | Development<br>Policy Financing<br>(DPF)  | Provides rapidly-disbursing financing to help<br>borrowers address actual or anticipated<br>development financing requirements. Can be<br>extended as loans, credits, or grants.   | All  | DPF                  |
| Project<br>Financial<br>Instruments        | AfDB   | Sovereign<br>guaranteed<br>loans, non-<br>sovereign<br>guaranteed<br>loans,<br>syndicated loans | AfDB's standard loans that are made to<br>regional member countries or to a public-sector<br>enterprise. Terms are more accommodating<br>and responsive to client needs.   | All  | <u>AfDB</u>          |
| Project<br>Financial<br>Instruments        | AfDB   | Synthetic local<br>currency loans   | Loans denominated in one of the Bank's<br>approved lending currencies and disbursed<br>in this currency; repayments (interest and<br>principal) are indexed to local currency<br>interest and exchange rates through an<br>agreed formula and paid in the loan currency. | All  | <u>AfDB</u>          |

| Instrument                          | Managing<br>Organization | Program   | Product/Key Coverage   | CWA<br>Countries<br>Covered                          | Link             |
|-------------------------------------|--------------------------|---|--|--|------------------|
| Project<br>Financial<br>Instruments | EIB                      | Project loans,<br>intermediated<br>loans  | Project loans finance projects promoted<br>by private and public sector companies or<br>entities, or PPPs. EIB lends to projects for<br>which total investment cost exceeds EUR<br>25 million.<br>EIB makes loans to local banks and other | All  | <u>EIB Loans</u> |
|                                     |                          |   | intermediaries which subsequently "on-lend"<br>to final beneficiaries, SMEs or medium-sized<br>companies, and public sector entities.  |  |                  |
| Project<br>Financial<br>Instruments | IDB                      | Loans, leasing,<br>Istisna'a grants,<br>installment<br>sale, equity,<br>Mudarabah | Offers various Islamic finance products to<br>support the development projects in its<br>member countries, and finances a variety<br>of projects in the agriculture, industrial,<br>infrastructure, and other sectors.                     | Cote<br>d'Ivoire,<br>Morocco,<br>Senegal,<br>Tunisia | IDB Products     |

### 2. INVESTORS

| Instrument   | Managing<br>Organization  | Program   | Product/Key Coverage  | CWA<br>Countries<br>Covered                        | Link   |
|--|---|---|---|--|--|
| Project Prep<br>and Advisory<br>Facilities                   | EBRD  | Infrastructure<br>Project<br>Preparation<br>Facility (IPPF) | Offers enhanced support and delivery<br>mechanisms for project preparation (for<br>both PPPs and public sector financed<br>projects) to improve efficiency, quality, and<br>replicability of infrastructure projects.   | Morocco,<br>Tunisia                                | <u>IPPF</u>  |
| Co-Investment<br>Platforms for<br>Institutional<br>Investors | IFC   | Managed<br>Co-Lending<br>Portfolio<br>Program (MCPP)        | IFC's newest syndicated loan platform,<br>MCPP provides a diversified portfolio<br>of loans. Investors provide capital on a<br>portfolio basis, which can be deployed by<br>IFC in individual investments across all<br>regions and sectors in accordance with IFC's<br>strategy and processes.   | All  | <u>MCPP</u><br><u>MCPP Factsheet</u><br><u>for Investors</u> |
| Co-Investment<br>Platforms for<br>Institutional<br>Investors | IFC   | MCPP<br>Infrastructure                                      | Extension of MCPP specifically to<br>infrastructure. This co-investment product<br>enables institutional investors to leverage<br>IFC's ability to originate and manage a<br>portfolio of bankable infrastructure projects.<br>Provides a credit enhancement through an<br>IFC first-loss tranche.  | All  | <u>MCPP</u><br>Infrastructure                                |
| Co-Investment<br>Platforms for<br>Institutional<br>Investors | A partnership<br>among<br>governments,<br>MDBs,<br>private sector<br>investors, and<br>financiers | Global<br>Infrastructure<br>Facility (GIF)                  | The GIF platform coordinates and integrates<br>the efforts of MDBs, private sector investors<br>and financiers, and governments interested<br>in infrastructure investment in EMDEs.  | Cote<br>d'Ivoire,<br>Ghana,<br>Morocco,<br>Tunisia | <u>GIF</u><br><u>GIF Report</u>                              |
| Co-Investment<br>Platforms for<br>Institutional<br>Investors | AfDB  | Africa50 Fund   | <ul> <li>AfDB's Africa50 Fund is structured as a developmentally-oriented yet commercially operated entity. It is complementary to and legally independent of existing development finance bodies in Africa. Projects are mostly in the energy and transport sectors.</li> <li>Products include: <ul> <li>Bridge loans</li> <li>Senior secured loans</li> <li>Refinancing/secondary transactions</li> </ul> </li> </ul> | All  | <u>Africa50</u>  |

#### **INVESTORS**

| Instrument   | Managing<br>Organization | Program  | Product/Key Coverage  | CWA<br>Countries<br>Covered  | Link   |
|--|--------------------------|--|---|--|--|
| Co-Investment<br>Platforms for<br>Institutional<br>Investors | AfDB                     | African<br>Guarantee Fund  | The African Guarantee Fund partners with<br>financial institutions to help them increase<br>their exposure to SMEs in Africa through<br>the provision of guarantees and capacity<br>development assistance. The Fund raises<br>capital from bilateral donors and international<br>development finance institutions. Once it has<br>established its viability, it is also expected to<br>attract capital from private investors such as<br>pension funds and private social investors. | All  | <u>AGF</u>   |
| Co-Investment<br>Platforms for<br>Institutional<br>Investors | Afdb, Eib, IFC           | African<br>Financing<br>Partnership<br>(AFP)                                   | AFP is a collaborative, co-financing platform<br>among Development Finance Institutions<br>active in private sector project financing<br>in Africa. The AFP aims at the efficient<br>mobilization of resources for investment in<br>project financing in Africa. Beneficiaries would<br>include infrastructure and industrial related<br>projects with large funding requirements.  | All  | <u>African</u><br><u>Financing</u><br><u>Partnership</u>           |
| Co-Investment<br>Platforms for<br>Institutional<br>Investors | EBRD                     | Equity<br>Participation<br>Fund (EPF)  | EPF is designed to attract long-term<br>institutional capital into private sector<br>investment in the EBRD regions of operation<br>by mobilizing funds from leading global<br>institutional investors. An investment in<br>the EPF provides investors access to a<br>predetermined slice of EBRD's new direct<br>equity investments over the EPF investment<br>period.   | Morocco,<br>Tunisia  | <u>EBRD Equity</u><br>Participation<br>Fund                        |
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees             | IFC                      | PSW Local<br>Currency<br>Financing<br>Facility (IDA 18)                        | Provides hedging solutions for local currency<br>in markets without commercial hedging<br>solutions.  | Cote<br>d'Ivoire,<br>Ghana,<br>Ethiopia,<br>Rwanda,<br>Senegal                   | <u>PSW</u>   |
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees             | WBG                      | Project-based<br>guarantees<br>(loan<br>guarantees<br>& payment<br>guarantees) | <ul> <li>Project-based guarantees which fall into two main categories: <ul> <li>(i) Loan guarantees that cover defaults of debt service payments.</li> <li>(ii) Payment guarantees that cover payment defaults of non-loan-related government payment obligations to private entities.</li> </ul> </li> <li>New Private Sector Window (PSW) provides additional project-based guarantees with greater flexibility (e.g., does not require sovereign guarantee).</li> </ul>            | All, except<br>for PSW<br>program<br>that only<br>applies<br>to IDA<br>countries | <u>Overview</u><br>of World<br>Bank Group<br>Guarantee<br>Products |

#### **INVESTORS**

| Instrument   | Managing<br>Organization   | Program   | Product/Key Coverage  | CWA<br>Countries<br>Covered                        | Link   |
|--|--|---|---|--|--|
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees                         | AfDB   | Partial risk<br>guarantee                                 | Partial risk guarantees cover political risk,<br>particularly losses on equity/quasi-equity or<br>other forms of direct investment, regulatory<br>risks, convertibility, and transferability.   | All  | <u>AfDB Guarantee</u><br><u>Products</u>         |
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees                         | AfDB   | Private<br>Sector Credit<br>Enhancement<br>Facility (PSF) | PSF provides guarantees to the AfDB on selected private sector operations.  | All  | <u>PSF</u>                                       |
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees                         | AfDB   | Partial credit<br>guarantee<br>(PCGs)                     | PCGs cover a portion of scheduled repayments<br>of private loans or bonds against all risks.<br>PCGs could be utilized to support mobilization<br>of private funds for project finance, financial<br>intermediation, and policy-based finance.  | All  | AfDB   |
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees<br>/ Blended<br>finance | European<br>Commission<br>and EIB  | EU-Africa<br>Infrastructure<br>Trust Fund<br>(AITF)       | Offers technical assistance in support of all<br>project phases; interest rate subsidies to<br>decrease the EU-AITF financiers' loan interest<br>rates; investment grants to finance project<br>components or part of the investment; and<br>financial instruments like guarantees, risk<br>mitigation measures, equity or quasi-equity<br>investments or participations.   | Rwanda,<br>Ethiopia,<br>Ghana,<br>Senegal          | <u>EU-Africa</u><br>Infrastructure<br>Trust Fund |
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees                         | A partnership<br>among MDBs,<br>private sector<br>investors, and<br>financiers | Global<br>Infrastructure<br>Facility (GIF)                | <ul> <li>Finance instruments include the following credit enhancement facilities:</li> <li>Capital Market Catalytic Fund</li> <li>Regulatory Risk Cover Facility</li> <li>Counterparty Risk Cover Facility</li> <li>Contingent Refinancing Facility</li> </ul>  | Cote<br>d'Ivoire,<br>Ghana,<br>Morocco,<br>Tunisia | <u>GIF</u><br><u>GIF Report</u>                  |
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees                         | ICIEC  | Credit and<br>Investment<br>Insurance<br>Solutions        | Credit risk guarantee covers insolvency of the<br>client; failure or refusal of the client to pay;<br>refusal of the client to accept goods after<br>shipment; expropriation by the government of<br>the client; and war or civil disturbance in the<br>client country.<br>Investment guarantees for financial institutions<br>and corporations cover expropriation, war or<br>civil disturbance, and breach of contract. | Morocco,<br>Senegal,<br>Tunisia                    | <u>ICIEC</u>                                     |
| Blended<br>Finance<br>Project<br>Instruments                             | IFC  | Global SME<br>Finance Facility <sup>1</sup>               | Blended finance is based on a combination<br>of market loans and grants, which may take<br>various forms, such as direct investment<br>grants, interest rate subsidies, loan<br>guarantees, technical assistance, risk<br>mitigation, and equity instruments.   | All  | <u>Global SME</u><br><u>Finance Facility</u>     |

<sup>1</sup>Global platform to blend donor funding with funding from international development institutions to expand lending to small businesses in EMs to support high-impact projects with higher risk profiles, women-owned businesses, and those engaged in sustainable energy and climate-charge activities.

#### **INVESTORS**

| Instrument                                   | Managing<br>Organization             | Program   | Product/Key Coverage   | CWA<br>Countries<br>Covered                                    | Link                                      |
|--|--------------------------------------|---|--|--|---|
| Blended<br>Finance<br>Project<br>Instruments | IFC<br>(private<br>sector<br>window) | Global<br>Agriculture and<br>Food Security<br>Program<br>(GAFSP) <sup>2</sup> | Provides competitive grant financing to<br>support governments to implement their<br>food and nutrition security priorities. It also<br>provides concessional finance blended with<br>commercial finance to stimulate private<br>investment into agriculture, gender, nutrition,<br>climate change and targeted support to<br>fragile and conflict affected states.                                    | Cote<br>d'Ivoire,<br>Ghana,<br>Rwanda,<br>Senegal,<br>Ethiopia | <u>GAFSP</u>                              |
| Blended<br>Finance<br>Project<br>Instruments | IFC                                  | Blended Climate<br>Finance (BCF)  | Addresses market barriers by using<br>concessional financial instruments to<br>undertake pioneering projects that directly<br>combat climate change and have a strong<br>potential to transform markets.<br>This can take the form of a variety of<br>products and structures including risk sharing<br>products, lower interest rates, longer tenors,<br>subordinated rank in loans, or lower returns | All  | <u>Blended Climate</u><br><u>Business</u> |
| Blended<br>Finance<br>Project<br>Instruments | IFC                                  | IDA18: PSW<br>Blended<br>Finance Facility                                     | for equity investments.<br>Additional blended finance for sectors such<br>as manufacturing, technology and basic<br>services.  | Cote<br>d'Ivoire,<br>Ghana,<br>Ethiopia,<br>Rwanda,<br>Senegal | <u>PSW</u>                                |
| Blended<br>Finance<br>Project<br>Instruments | AfDB                                 | Boost Africa  | An investment program to provide equity<br>funding to a range of private equity funds<br>supporting start-ups and early stage SMEs<br>across the continent.  | All  | Boost Africa                              |
| Blended<br>Finance<br>Project<br>Instruments | AfDB                                 | Sustainable<br>Energy Fund for<br>Africa (SEFA)                               | Supports sustainable private sector-led<br>economic growth in African countries through<br>the efficient utilization of presently untapped<br>clean energy resources. SEFA has been<br>designed to operate under three financing<br>windows: project preparation, equity<br>investments, and enabling environment<br>support.  | All  | <u>SEFA</u>                               |
| Blended<br>Finance<br>Project<br>Instruments | EIB                                  | Global Energy<br>Efficiency and<br>Renewable<br>Energy Fund<br>(GEEREF)       | Advised by EIB Group, GEEREF is an<br>innovative fund-of-funds that leverages<br>public sector funds to catalyze private sector<br>investment into clean energy in developing<br>countries.  | Cote<br>d'Ivoire,<br>Ethiopia,<br>Ghana,<br>Rwanda,<br>Senegal | <u>GEEREF</u>                             |

<sup>2</sup>GAFSP uses blended finance solutions and the IFC's expertise and knowledge to support projects in the agricultural sector which may not attract commercial funding due to perceived high risks in the sector. GAFSP funding is co-invested alongside IFC funding to address market failures by providing affordable funding with less demanding terms, which allows GAFSP to invest in early stage or riskier projects that hold high potential for development impact and financial sustainability.

## 3. FIRMS

| Instrument   | Managing<br>Organization | Program   | Product/Key Coverage   | CWA<br>Countries<br>Covered | Link   |
|--|--------------------------|---|--|-----------------------------|--|
| Project Prep<br>and Advisory<br>Facilities                   | EBRD                     | Infrastructure<br>Project<br>Preparation<br>Facility (IPPF)                     | Offers enhanced support and delivery<br>mechanisms for project preparation (for both<br>PPPs and public sector financed projects) to<br>improve efficiency, quality, and replicability of<br>infrastructure projects.  | Morocco,<br>Tunisia         | <u>IPPF</u>  |
| Project Prep<br>and Advisory<br>Facilities                   | AfDB                     | Fund for African<br>Private Sector<br>Assistance<br>(FAPA)                      | FAPA resources provide untied grants<br>for technical assistance and capacity<br>building to governments, RECs and similar<br>intergovernmental organizations, business<br>associations, market regulatory institutions,<br>business development service providers,<br>business training and research institutions<br>and public/private enterprises to (i) create an<br>enabling environment, (ii) strengthen financial<br>systems, (iii) build competitive infrastructure,<br>(iv) promote the development of MSMEs, and<br>(v) promote trade. | All                         | <u>FAPA</u>  |
| Project Prep<br>and Advisory<br>Facilities                   | EIB                      | Economic<br>Resilience<br>Initiative  | Focused on both public and private sectors,<br>the Initiative allows the EU bank to accelerate<br>implementation of ongoing projects and<br>provide additional financial and technical<br>support to projects that otherwise would have<br>difficulty originating.   | Morocco,<br>Tunisia         | <u>Economic</u><br><u>Resilience</u><br><u>Initiative</u>        |
| Project Prep<br>and Advisory<br>Facilities                   | EIB                      | Risk Capital<br>Facility for<br>the Southern<br>Neighbourhood<br>(TA component) | Technical assistance window will leverage<br>the impact of the risk capital operations,<br>notably through capacity building programs<br>(focusing on financial intermediaries, mainly<br>micro finance institutions and/or current and<br>potential final beneficiaries).   | Morocco,<br>Tunisia         | <u>Risk Capital</u><br>Facility for<br>Southern<br>Neighbourhood |
| Co-Investment<br>Platforms for<br>Institutional<br>Investors | AfDB                     | African<br>Guarantee Fund<br>(AGF)  | The Fund partners with financial institutions<br>to help them increase their exposure to SMEs<br>in Africa through the provision of guarantees<br>and capacity development assistance.<br>AGF raises capital from bilateral donors<br>and international development finance<br>institutions. Once it has established its<br>viability, it is also expected to attract capital<br>from private investors such as pension funds<br>and private social investors.   | All                         | <u>AGF</u>   |

| Instrument                                       | Managing<br>Organization | Program  | Product/Key Coverage  | CWA<br>Countries<br>Covered   | Link   |
|--|--------------------------|--|---|---|--|
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees | WBG                      | Project-based<br>guarantees<br>(loan<br>guarantees<br>and payment<br>guarantees) | <ul> <li>Project-based guarantees which fall into two main categories: <ul> <li>(i) Loan guarantees that cover defaults of debt service payments.</li> <li>(ii) Payment guarantees that cover payment defaults of non-loan-related government payment obligations to private entities.</li> </ul> </li> <li>New Private Sector Window (PSW) provides additional project-based guarantees with greater flexibility (e.g., does not require sovereign guarantee).</li> </ul>            | All except<br>for PSW<br>program<br>that only<br>applies<br>to IDA<br>countries | <u>Overview</u><br>of World<br>Bank Group<br>Guarantee<br>Products |
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees | AfDB                     | Partial risk<br>guarantee  | Covers political risk, particularly losses on<br>equity/quasi-equity or other forms of direct<br>investment, regulatory risks, convertibility,<br>and transferability.  | All   | <u>AfDB</u>  |
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees | AfDB                     | Partial credit<br>guarantee  | These cover a portion of scheduled<br>repayments of private loans or bonds against<br>all risks. PCGs could be utilized to support<br>mobilization of private funds for project<br>finance, financial intermediation, and policy-<br>based finance.   | All   | <u>AfDB</u>  |
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees | AfDB                     | Agency Line (AL)   | Through local financial and non-financial<br>institutions, AfDB mobilizes funding for<br>projects that are too small for it to handle<br>directly or are difficult to identify and<br>assess from the Bank's headquarters.<br>ALs are designed to increase the volume<br>of funding that can be provided to SME<br>projects without increasing the credit risk<br>on the private financial institution and with<br>minimal involvement of the Bank in the<br>project processing work. | All   | <u>AfDB</u>  |
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees | AfDB                     | Trade Finance<br>Program (TFP)   | TFP seeks to reduce the trade finance gap<br>in Africa by "crowding in" global banks<br>and strengthening local Africa financial<br>institutions that are critical to the promotion<br>of trade on the continent. It offers a<br>wholesale approach to trade finance through<br>the provision of risk mitigation facilities and<br>liquidity support.   | All   | <u>TFP</u>   |
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees | EIB                      | Impact<br>Financing<br>Envelope  | Investing in higher risk projects, the Impact<br>Financing Envelope allows the EIB to go<br>further than traditional operations and<br>explore new sectors and new regions,<br>supporting private sector initiatives.   | Cote<br>d'Ivoire,<br>Ethiopia,<br>Ghana,<br>Rwanda,<br>Senegal                  | <u>Impact</u><br>Financing<br>Envelope                             |

| Instrument                                       | Managing<br>Organization | Program  | Product/Key Coverage  | CWA<br>Countries<br>Covered                          | Link  |
|--|--------------------------|--|---|--|---|
| Risk<br>Mitigation<br>Vehicles and<br>Guarantees | EIB                      | Risk Capital<br>Facility for<br>the Southern<br>Neighbourhood  | Provides access to equity and debt financing<br>to SMEs in order to support private sector<br>development, inclusive growth and private<br>sector job creation.   | Morocco,<br>Tunisia                                  | <u>Risk Capital</u><br><u>Facility for</u><br><u>the Southern</u><br><u>Neighbourhood</u> |
| Project<br>Financial<br>Instruments              | IFC                      | <ul> <li>Equity:</li> <li>Structured finance</li> <li>Equity</li> <li>Private equity and investment funds</li> </ul> | Equity investments provide developmental<br>support and long-term growth capital that<br>private enterprises need. IFC invest directly<br>in companies' equity and through private-<br>equity funds.  | All  | <u>IFC</u>  |
| Project<br>Financial<br>Instruments              | IFC                      | Loans:<br>• Senior loans<br>• Subordinated<br>loans<br>• Syndicated<br>loans<br>• Blended loans                      | IFC finances projects and companies through<br>loans from its own account, typically for 7 to<br>12 years.<br>IFC also makes loans to intermediary banks,<br>leasing companies, and other financial<br>institutions for on-lending.   | All  | <u>IFC</u>  |
| Project<br>Financial<br>Instruments              | ICD                      | Banking equity<br>Non-banking<br>equity  | Investments in selected Greenfield and<br>Operating Companies that have a strong<br>equity story with a potential of major<br>development benefits. The equity investment<br>can be through capital increases or buyouts.<br>This financial channel targets SMEs and retail<br>sectors. These companies must act as a<br>suitable channel that can play an important<br>role and create positive multiplier effects<br>in the socio-economic development of our<br>member countries by directly engaging the<br>private sector. | Cote<br>d'Ivoire,<br>Morocco,<br>Senegal,<br>Tunisia | ICD   |
| Project<br>Financial<br>Instruments              | ITFC                     | Trade Finance:<br>Murabaha,<br>installment sale,<br>and Istisna'a  | Provides different short-term trade financing solutions for the development of its member countries.  | Cote<br>d'Ivoire,<br>Morocco,<br>Senegal,<br>Tunisia | ITFC  |
| Project<br>Financial<br>Instruments              | AfDB                     | Equity and<br>Quasi-equity   | Promotes the emergence of a dynamic<br>private sector through investing in<br>redeemable preference shares, preferred<br>stock, subordinated loans and convertible<br>subordinated loans.   | All  | <u>AfDB</u>   |
| Project<br>Financial<br>Instruments              | AfDB                     | Line of Credit<br>(LoC), Africa<br>SME Program   | A line of credit indicates the amount up to<br>which the Bank is willing to extend loans to<br>private financial institutions for on-lending to<br>its customers.   | All  | <u>AfDB</u>   |

| Instrument   | Managing<br>Organization | Program   | Product/Key Coverage   |  | Link                                     |
|--|--------------------------|---|--|--|--|
| Project<br>Financial<br>Instruments                    | AfDB                     | Loans   | The loan product available to non-sovereign<br>guaranteed borrowers and all private<br>sector borrowers is the Fixed Spread Loan<br>(FSL). There are several available FSL loan<br>structures offered by the Bank, including<br>lines of credit (LoC), corporate loans,<br>parallel and A/B loan syndications and local<br>currency loans. | All  | <u>AfDB</u>                              |
| Project<br>Financial<br>Instruments                    | EBRD                     | <ul> <li>Loans:</li> <li>Senior loans</li> <li>Subordinated loans</li> <li>Syndicated loans</li> <li>Blended loans</li> </ul> | EBRD finances projects and companies<br>through loans from its own account, typically<br>for 5 to 20 years.<br>EBRD also makes loans to intermediary<br>banks, leasing companies, and other financial<br>institutions for on-lending.  | Morocco,<br>Tunisia  | <u>EBRD Project</u><br><u>Finance</u>    |
| Project<br>Financial<br>Instruments                    | EIB                      | <ul> <li>Project loans</li> <li>Intermediated loans</li> </ul>  |  |  | <u>EIB Loans</u>                         |
| Project<br>Financial<br>Instruments                    | EIB                      | <ul> <li>Senior loans</li> <li>Junior or<br/>subordinated<br/>loans</li> </ul>  | A revolving fund where revenue is reinvested<br>in new operations, which makes it a<br>financially sustainable facility.   | Cote<br>d'Ivoire,<br>Ethiopia,<br>Ghana,<br>Rwanda,<br>Senegal | <u>EIB Investment</u><br><u>Facility</u> |
| Project<br>Financial<br>Instruments<br>(Bilateral DFI) | CDC Group<br>(UK)        | <ul><li>Equity</li><li>Debt</li><li>Mezzanine</li><li>Guarantees</li></ul>  | CDC provides capital in all multiple forms—<br>equity, debt, mezzanine, guarantees—and<br>invests directly as well as through fund<br>managers.  | All <sup>3</sup>   | CDC Group                                |
| Project<br>Financial<br>Instruments<br>(Bilateral DFI) | DEG<br>(Germany)         | <ul> <li>Long-term<br/>loans</li> <li>Equity capital</li> <li>Mezzanine<br/>finance</li> <li>Guarantees</li> </ul>            | DEG finances projects and companies through<br>loans from its own account, typically for 4 to<br>10 years.<br>Mezzanine finance is provided under<br>project-specific arrangements. DEG can<br>take a minority stake of equity participation<br>in companies with clearly defined exit<br>strategies.                                      | All  | <u>DEG</u>                               |

<sup>3</sup>Since 2011, CDC's new commitments are concentrated exclusively on eligible countries, states or territories in Africa and South Asia.

| Instrument   | Managing<br>Organization | Program  | Product/Key Coverage  | CWA<br>Countries<br>Covered                                    | Link            |
|--|--------------------------|--|---|--|-----------------|
| Project<br>Financial<br>Instruments<br>(Bilateral DFI) | FMO<br>(Netherlands)     | <ul> <li>Senior loans</li> <li>Syndicated<br/>loans</li> <li>Equity</li> </ul>                 |   | All  | <u>FMO</u>      |
|  |                          | <ul><li>Mezzanine</li><li>Guarantees</li></ul>   | a mix of funding can be provided including<br>loans (such as syndicated loans), equity,<br>mezzanine, guarantees and capital markets.   |  |                 |
| Project<br>Financial<br>Instruments<br>(Bilateral DFI) | Norfund<br>(Norway)      | <ul> <li>Senior loans</li> <li>Subordinated loans</li> </ul>                                   | Norfund can provide private companies and financial institutions in developing countries with a variety of loan instruments.  | Cote<br>d'Ivoire,<br>Ethiopia,<br>Ghana,<br>Rwanda,<br>Senegal | <u>Norfund</u>  |
|  |                          | <ul> <li>Syndicated<br/>loans</li> <li>Equity and<br/>Quasi-equity</li> </ul>                  | Quasi-equity products include convertible loan<br>instruments, unsecured loans, preference<br>shares, and subordinated loans. Norfund<br>offers private equity to businesses with a high<br>growth potential (10-35% of the funding). |  |                 |
| Project<br>Financial<br>Instruments<br>(Bilateral DFI) | Proparco<br>(France)     | <ul> <li>Senior loans</li> <li>Subordinated<br/>loans</li> <li>Syndicated<br/>loans</li> </ul> | Proparco offers a wide range of lending<br>products, such as junior or senior corporate<br>and bank lending, as well as mezzanine<br>finance. Their maturities range from 3 to 20<br>years, with an average of 8-10 years.            | Cote<br>d'Ivoire,<br>Ethiopia,<br>Ghana,<br>Rwanda,<br>Senegal | <u>Proparco</u> |
|  |                          | <ul> <li>Equity and<br/>Quasi-equity</li> </ul>  | It also offers a full spectrum of private equity instruments, directly or through funds.  |  |                 |
| Blended<br>Finance<br>Project<br>Instruments           | AfDB                     | Boost Africa   | An investment program to provide equity<br>funding to a range of private equity funds<br>supporting start-ups and early stage SMEs<br>across the continent.   |  | Boost Africa    |
| Blended<br>Finance<br>Project<br>Instruments           | EIB                      | Global Energy<br>Efficiency and<br>Renewable<br>Energy Fund<br>(GEEREF)                        | Advised by EIB Group, GEEREF is an<br>innovative fund-of-funds that leverages<br>public sector funds to catalyze private sector<br>investment into clean energy in developing<br>countries.   | Cote<br>d'Ivoire,<br>Ethiopia,<br>Ghana,<br>Rwanda,<br>Senegal | <u>GEEREF</u>   |

### KNOWLEDGE AND PROJECT MATCHING PLATFORMS

### MDB Joint Activities

| Platform   | Program  | Areas of Focus   | Partner Profile   | CWA<br>Countries<br>Covered | Link                         |
|--|--|--|---|-----------------------------|------------------------------|
| Sustainable<br>Development<br>Investment<br>Partnership (SDIP) | Project matching<br>Knowledge exchange                     | Infrastructure   | DFIs, OECD, WEF, private banks  | All                         | <u>SDIP</u>                  |
| PPP Knowledge Lab  | Knowledge exchange   | Public-Private<br>Partnerships   | MDBs, UN, OECD, WEF   | All                         | PPP Knowledge<br>Lab         |
| Global Infrastructure<br>Facility (GIF)                        | Market and project<br>development<br>Project structuring   | Infrastructure   | MDBs, governments<br>(United Kingdom,<br>Canada, China, Japan,<br>Singapore)              | All                         | <u>GIF</u>                   |
| PPP in Infrastructure<br>Resource Center<br>(PPPIRC)           | Knowledge sharing  | <ul> <li>PPP legal<br/>frameworks</li> <li>Sector specific<br/>legislation and<br/>regulation</li> </ul> | DFIs  | All                         | <u>PPPIRC</u>                |
| Private Participation<br>in Infrastructure (PPI)<br>Database   | Knowledge sharing  | Infrastructure   | World Bank Group  | All                         | PPI Database                 |
| African Financial<br>Market Initiative                         | Market and project development                             | Capital markets  | MDBs, governments   | All                         | <u>AFMI</u>                  |
| Making Finance Work<br>for Africa (MFW4A)                      | Market and project development                             | Financial sector<br>development  | EIB, IMF and the<br>World Bank Group in<br>cooperation with a<br>number of bilateral DFIs | All                         | <u>MFW4A</u>                 |
| Public-Private<br>Partnerships<br>Certification Program        | Training program for globally recognized PPP certification | Public-Private<br>Partnerships   | Governments, MDBs,<br>DFIs, private sector  | All                         | PPP Certification<br>Program |



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