

Main Achievements and Milestones

\$29.7M
in investment
generated or retained
via FIAS-supported projects

\$22.3M in value
of financing facilitated
via FIAS-supported projects

63% of FIAS Core
projects gender flagged

58% climate flagged;
nearly a third have climate and gender elements

A New Era for FIAS

The FIAS Program for FY22–26 supports the IFC 3.0 Creating Markets agenda while helping developing countries recover from pandemic impacts and gird against new challenges ranging from conflict to climate change. IFC Advisory Services supported by FIAS increasingly combine economy-wide reform work with sector-specific and firm-level advisory that can help move client country economies toward new investment and inclusive job creation. The new strategy cycle began on July 1, 2021—the start of FY22—with the FIAS Program team focused on building a new portfolio emphasizing investment generation and finance facilitation. The new projects will have clearer correlations to measurable economic benefits on the ground, such as new investment benefits in the areas of gender and inclusion and climate change mitigation and adaptation.

FIAS Results at a Glance

Many projects in the FIAS portfolio are too new to have begun producing beneficial impacts. Yet the shift in focus of the FIAS Program is still evident in the results generated in FY22 (July 1, 2021, to June 30, 2022). Investment generated and retained for FY22 represents modest progress toward the five-year FIAS target of \$1 billion but, in combination with more recent results, gives reason for optimism that FIAS-supported projects are delivering:

Emphasis on New Investment, Finance

Investment generated

\$29,733,755 in new investment generated and retained through FIAS-supported projects in **Bosnia and Herzegovina** and **South Africa**

\$29.7 million

Value of financing

\$22.3 million in value of financing facilitated via the Global Housing Advisory Platform project and the Invest West Africa Regional Warehouse Receipts Program

\$22.3 million

World Bank, IFC synergies

35 of 73 FIAS projects had ties to IFC or World Bank policy and investment operations (28 IFC; 5 World Bank; 2 IFC and World Bank)

Business cost savings

Regulatory streamlining in **Bosnia and Herzegovina** generated \$296,707 in direct compliance cost savings to private businesses in FY22

Reforms

Markets and Competition Policy Project in **Peru** generated one investment climate reform in FY22, helping enact first economy-wide merger control law

New Investment

Greater Efforts in Gender and Climate Change

Gender components

63% of FY22 projects funded from FIAS Core (15 of 24 projects) include gender components, solid progress toward the FIAS strategy target of 80 percent

FY22
FIAS Core

47% of all FIAS projects (34 of 73) include gender components, ahead of 40 percent target

All FIAS
Projects

Climate change components

58% of FIAS Core projects (14 of 24) include climate change components, progressing toward the FIAS target of 70 percent

FIAS
Core

26% of all FIAS projects (19 of 73) include climate components; as older projects close and are replaced by new projects, FIAS anticipates meeting the 35 percent target

All FIAS
Projects

Both gender and climate

29% of FIAS Core projects (7 of 24) have *both* gender and climate components; 11% of all portfolio projects (8 of 73) have both

FIAS
Core

Continuity in FIAS Priorities: IDA, Africa, FCS, Streamlined Business Regulations

→ Share of FIAS FY22 client-facing spending in **IDA, Sub-Saharan Africa, FCS**

58%
IDA

↓ below target

44%
Sub-Saharan Africa

↓ below target

33%
FCS

↑ ahead of target

Spending levels will more closely align with targets as the portfolio expands

FIAS Scorecard

STRATEGIC THEME	INDICATOR*	FY17–21 CUMULATIVE	FY22	FY22–26 CUMULATIVE	FY22–26 STRATEGY TARGET
1. Focus on Priority Clients	% FIAS client-facing project implementation spend in IDA countries	63%	58%	58%	70%
	% FIAS client-facing project implementation spend in Sub-Saharan Africa	46%	44%	44%	50%
	% FIAS client-facing project implementation spend in FCS	28%	33%	33%	25%
2. Delivering Significant Business Results	Number of Reforms supported by FIAS	204	1	1	200
	% reforms supported by FIAS in IDA countries	58%	0%	0%	70%
	% reforms supported by FIAS in Sub-Saharan Africa	43%	0%	0%	50%
	% reforms supported by FIAS in FCS countries	24%	0%	0%	25%
3. Client Satisfaction and Development Effectiveness	Overall client satisfaction: FIAS client survey results	94%	96%	96%	90%
	Development Effectiveness: % FIAS-supported projects rated satisfactory for DE	72%	100%	100%	80%
4. Measuring Impact	Direct Compliance Cost Savings (USD)	\$196.2M	\$296,707	\$296,707	\$200M
	Investment Generated/Retained (USD)	\$999.1M	\$29,733,755	\$29,733,755	\$1B
5. Measuring Impact (New Indicator)	Value of financing facilitated (USD)		\$22,300,000	\$22,300,000	TBD
6. Measuring Impact (Jobs)	Number of Jobs Pilot impact assessments		TBD	TBD	10–15
7. Leverage (New Indicators for tracking and reporting)	Number of IFC investment operations informed and enabled by FIAS	106	30	30	
	Number of IBRD Development Policy and Investment operations informed by FIAS	28	7	7	
8. Thematic Impact (New indicators)	% projects gender flagged (FIAS Core)		63%	63%	80%
	% projects gender flagged (FIAS total program portfolio)		47%	47%	40%
	% projects with climate related activities (FIAS Core)		58%	58%	70%
	% projects with climate related activities (FIAS total program portfolio)		26%	26%	35%

Blank boxes in FY17–21 indicate the value was not part of Scorecard for that cycle; in Target column, blank boxes indicate targets are not being calculated for IFC, IBRD linkages.

In January 2022 FIAS launched a new allocation process designed to incentivize IFC project teams to step up their work in gender and climate change and to gear projects toward producing new private investment in client countries and enabling them to retain more investment. As of June 30, 2022, the end of FY22, about half the FIAS portfolio of 73 projects was less than two years old. The FIAS portfolio contains projects carried over from the FY17–21 cycle and new additions geared to the FY22–26 strategy. The share of the portfolio delivering sector-specific advisory will increase. As shown below, 14 projects deliver sector advisory exclusively (19 percent); 28 projects (38 percent) do so with enabling environment advisory. In all, 42 projects (58 percent) include sector-level work.

PROJECT TYPE	ENABLING ENVIRONMENT	SECTOR-LEVEL ADVISORY	ECONOMY-WIDE AND SECTOR-LEVEL ADVISORY	TOTAL
Client-facing Projects	27	14	24	65
Share of Client-facing Projects (%)	42%	22%	37%	100%
Global Knowledge Projects	4	0	4	8
Share of Global Knowledge Projects (%)	50%	0%	50%	100%
Total Projects	31	14	28	73
Share of Total Projects (%)	43%	19%	38%	100%

In FY22–26, FIAS is transitioning to sector-oriented work aimed at helping client countries attract and retain investment leading to inclusive job creation. Sectors covered by FIAS-supported advisory include agriculture and agribusiness, tourism, manufacturing, finance, and infrastructure. As agreed under the new FIAS strategy, any IFC unit, working in areas ranging from manufacturing to finance to infrastructure to enabling environment advisory, is eligible to seek FIAS funding for project activity provided it can demonstrate adherence to the strategy.

While FIAS moves in new directions it maintains its well-established priorities. These include support for projects in borrowing countries of the International Development Association (IDA)—countries that struggle with low per capita income levels (the limit was \$1,255 in FY23) and require concessional funding. FIAS allocation decisions also prioritize countries in the Sub-Saharan Africa region, and countries in fragile and conflict-affected situations (FCS) facing high levels of institutional and social fragility, and violent conflict. Some FIAS client countries fall into all three of these categories.

The longstanding priorities of the FIAS Program—work in IDA, Sub-Saharan Africa, and FCS, and a client-focused approach supported by deep regional and global analytics—remain intact as detailed below:

Client-Facing Engagements

→ Share of FIAS FY22 client-facing projects in **IDA, Sub-Saharan Africa, FCS¹**



Global Engagements

- Of the 73 FIAS FY22 projects, 59 (81 percent) are specific to a country or set of countries; 14 (19 percent) are global projects
- Of the 14 global projects, 8 are knowledge development products (KDPs) advancing knowledge and expertise in areas relevant to the FIAS agenda and applicable across the portfolio
- 6 of the global projects are considered client-facing because they are developing activities to be rolled out in client countries; all will eventually support projects in Africa, for example:
 - › The Global Food Safety Platform will benefit clients in IDA and Africa
 - › The Sustainable Banking Network Global project will develop clients in IDA, Africa, and FCS
 - › The Global Microfinance Initiative will develop projects in IDA and Africa

Development Effectiveness, Client Satisfaction

- 45 clients of FIAS-supported projects responded to the client satisfaction survey, 43 positively, or 96 percent (strategy cycle target: 90 percent)
- During FY22, 4 of 4 closed projects received positive ratings for Development Effectiveness, or 100 percent (strategy cycle target: 80 percent):
 - › Europe and Central Asia Agri-Finance Project; closed 2022, DE rating: Successful
 - › Vietnam Private Sector Competitiveness; closed 2022, DE rating: Mostly Successful
 - › Doing Business Mozambique; closed 2020, DE rating: Mostly Successful
 - › ECA Green Banking Academy; closed 2021, DE rating: Mostly Successful

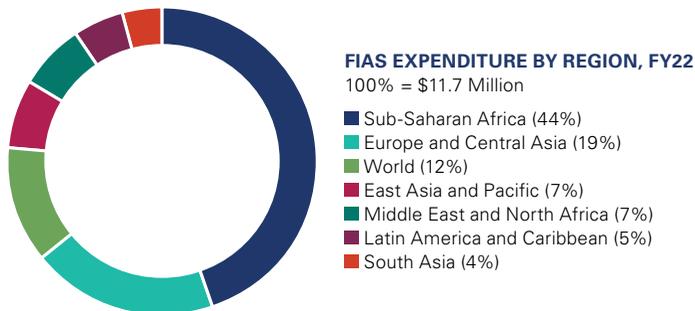
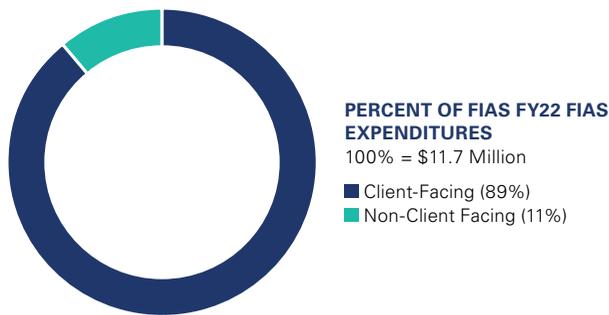
¹ The three FIAS priority categories—IDA, Sub-Saharan Africa, and FCS—include many of the same countries.



FIAS CLIENT SATISFACTION, FY17–22
Share of positive client responses from FIAS supported projects

FIAS FY22 Expenditures

- FIAS FY22 project expenditures totaled \$11.7 million, with \$10.4 million, or 89 percent, client-facing (FY21: 88 percent), \$1.1 million, or 9 percent, for non-client facing global projects, and \$204,052, or 2 percent, for program management and general and administrative costs
- Of \$10.4 million in FIAS FY22 client-facing expenditures, 58 percent supported IDA (target 70 percent); 44 percent supported Sub-Saharan Africa (target 50 percent); 33 percent supported FCS (target 25 percent)

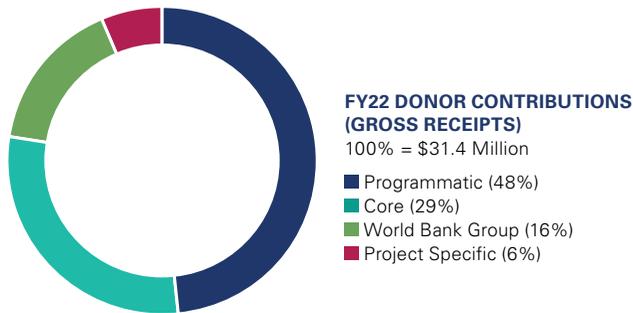


FIAS Fundraising

FIAS FY22–26 Fundraising (as of November 2022)

- Through the first quarter of FY23 FIAS secured contributions of \$137 million for FY22–26, 69 percent of the way to the five-year \$200 million FIAS fundraising goal
- \$56.3 million (41 percent) was for FIAS Core, the trust fund account that enables the FIAS Program team to direct funding to priority areas (IDA, Sub-Saharan Africa, FCS, gender, climate change)
- \$80.9 million (59 percent) was raised for programmatic activity in which a donor or donors set priorities within the framework of the FIAS strategy
- The ratio of about \$4 out of every \$10 going to FIAS Core is in line with the FY17–21 cycle
- For FY22, FIAS gross receipts from donor contributions and the World Bank Group totaled \$31.4 million, with just under half representing donor support for programmatic programs and 45 percent in combined donor and World Bank Group support for FIAS Core
- The \$11.7 million in direct project expenditures out of \$31.4 million in gross receipts reflects the early stage of many of the projects in the developing FIAS FY22 portfolio

FIAS Core Contributions	\$56,266,507
FIAS Programmatic Contributions	\$80,879,017
Total Combined Contributions	\$137,145,524
Funding Gap	(\$62,854,476)



FIAS FY17–21 and FY22 Funding and Expenditure

CONTRIBUTIONS (SOURCES OF FUNDS)	IN US\$ (FY 2017-21)	SHARE OF TOTAL (FY 2017-21)	IN US\$ (FY 2022)	SHARE OF TOTAL (FY 2022)
WORLD BANK CONTRIBUTIONS	38,661,111	26%	5,000,000	16%
Core	35,000,000	24%	5,000,000	16%
IFC ⁽¹⁾	28,661,111	19%	5,000,000	16%
World Bank	10,000,000	7%	-	0%
DONOR CONTRIBUTIONS	109,336,867	74%	26,395,751	84%
Core	24,640,465	17%	9,181,888	29%
Programmatic	54,665,942	37%	15,219,839	48%
Project Specific	30,030,459	20%	1,994,024	6%
TOTAL CONTRIBUTIONS	147,997,978	100%	31,395,751	100%
Less Trust Fund Administration Fees	4,853,929		1,220,086	
TOTAL NET CONTRIBUTIONS	143,144,049		30,175,664	

EXPENDITURES (USES OF FUNDS) ⁽²⁾				
Staff Costs	62,728,065	48%	4,831,751	41%
Consultants /Temporaries & Contractual services	48,612,622	37%	6,053,773	52%
Operational Travel Costs	13,744,863	10%	474,982	4%
Other expenses	6,715,699	5%	329,517	3%
TOTAL EXPENDITURES	131,801,249	100%	11,690,024	100%

1 IFC's annual contribution to the FIAS FY22-26 funding cycle is \$5.0 million each year. FY2017-21 IFC contributions includes \$3.6 Million in project specific contributions.

2 Includes contributions from all sources of funds that support the FIAS FY22-26 strategic agenda. FIAS FY22-26 funding cycle contributions and expenses (previously reported) have been adjusted for comparative purposes.