



## Danish IFU attitude to sustainable construction

Sustainable real estate and green building certification: an option or a 'must' for Ukraine?      Kyiv, 29 November 2017



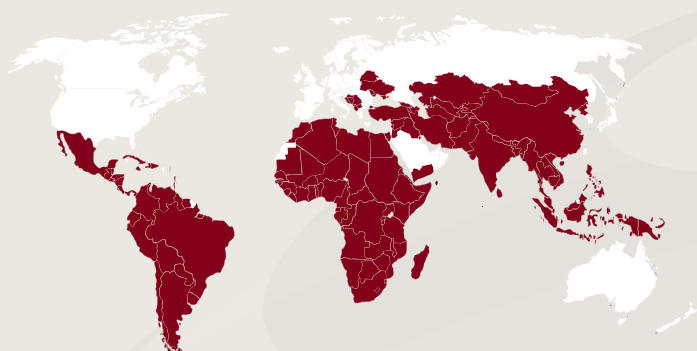
# IFU IN BRIEF

Danish government-owned fund, operating on commercial terms

**12.1 %** The average annual gross return on share capital (2009 - 2016)

Promotes economic and social progress in developing countries

Provides risk capital and advice for projects having a Danish interest



**146** investment countries  
40 – 50 annual investments  
New and additional financing

Established in 1967



Active portfolio of 212 projects  
Average commitment of 7 - 10 years

**2.5** bn EUR  
invested in share capital and loans



Total contracted investments of more than

**23** bn EUR



Leverage/mobilisation of capital: factor 8-9



## General direct outcomes



Jobs, taxes, female employment, youth employment, etc.

## Sector-specific direct outcomes



Limited CO2 emissions, number of assisted small farmers, etc.

IFU  
CONTRIBUTES TO  
THE 17  
SUSTAINABLE  
DEVELOPMENT  
GOALS

## Input and output



Technology level, staff training, ESG assessment, etc.

## Indirect contributions



IFU

# IFU'S INVESTMENTS

EUROPE (ex. Ukraine)	
Investments (no.):	379
Total investments (DKKm):	41,652
IFU investments (DKKm):	6,021
Actual direct employment (people):	60,660

UKRAINE (since 2000)	
Investments (no.):	51 (21 active)
Total investments (DKKm):	2,662
IFU investments (DKKm):	663
Actual direct employment (people):	4,597

ASIA	
Investments (no.):	385
Total investments (DKKm):	46,720
IFU investments (DKKm):	5,308
Actual direct employment (people):	85,952

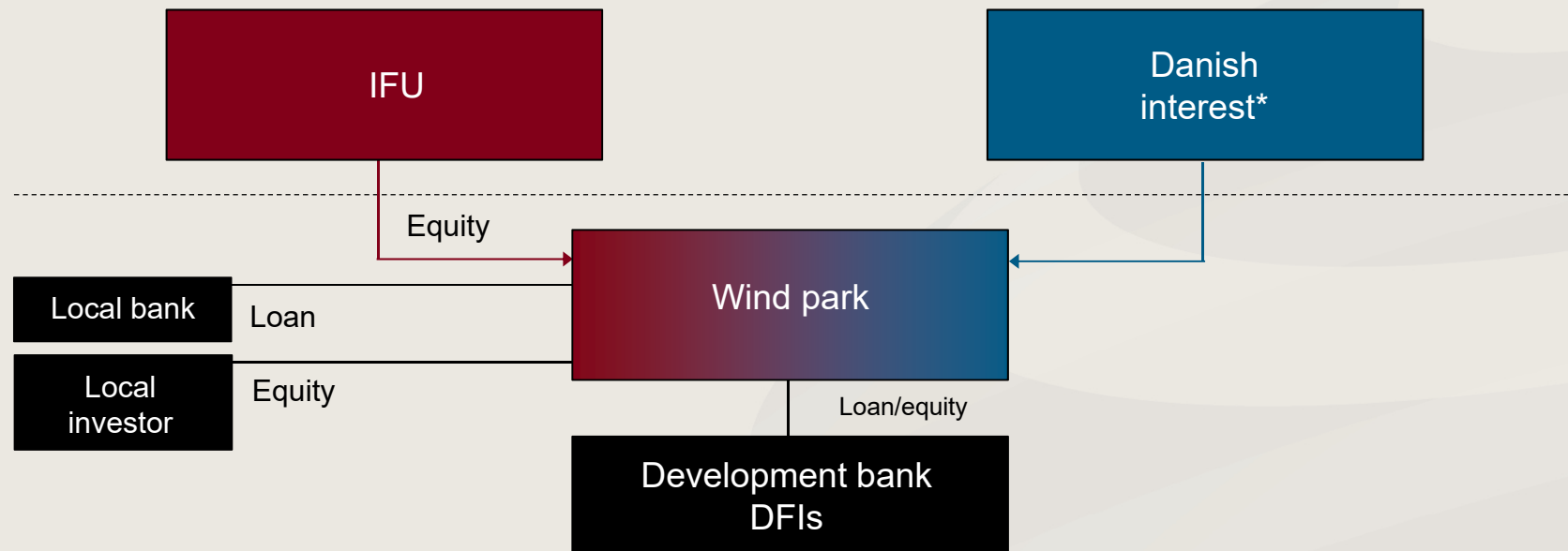
LATIN AMERICA	
Investments (no.):	111
Total investments (DKKm):	8,274
IFU investments (DKKm):	1,516
Actual direct employment (people):	25,149

AFRICA	
Investments (no.):	243
Total investments (DKKm):	54,616
IFU investments (DKKm):	3,703
Actual direct employment (people):	45,960

- Active minority investor
- Equity in the range of EUR 2m – EUR 15m
- Agreed exit strategy



## Typical investment



\*

- Danish investor
- Danish company supplying goods, technology, know-how, management or services;
- Indirect financial participation to the project company;
- Danish company sourcing products from the project company;
- Danish participation on the board or in the management team of the project company;
- Use of state-of-the-art Danish technology in the project;
- Direct or indirect job creation in Denmark;
- Etc.

## IFU's preference is projects, complying with internationally agreed standards

- Certification is a way of ensuring uniform high quality and it was pioneered in the oil and gas sector where demands for high quality and reliable safe products are important.
- IFU always likes certifications in the ISO family: ISO 9000 (management); ISO14000 (environment); and OHSAS 18000 (Occupational Health and Safety); ISO 22000 Food safety.
- A lot of other standards also are highly sought for.
- We always lean ourselves towards IFC's 8 Performance Standards and the 65 sector specific guidelines of the IFC/WB group (EHS guidelines)



## IFU IN UKRAINE – INCREASING COMMITMENT

- Ukraine is ranked high for Denmark
- Investment development continues despite low economy
- Neighborhood Energy Investment Fund of DKK 130m for Ukraine and Georgia (2018-20)
- Danida Business Finance programs for public sector
- Grants for energy efficiency and Danish SMEs working in Ukraine
- Fruitful cooperation with EBRD, NEFCO, BSTDB



# EUROPE AND MENA TEAM



## In Copenhagen:



**Lisbeth Erlands**  
Vice President,  
Europe & MENA



**Klaus Prebensen**  
Investment Director



**Anders Paludan-Müller**  
Investment Director



**Anastasiia Erichsen**  
Investment and Administrative  
Supporter

## In Kiev:



**Olexiy Parkhomchuk**  
Investment Director



**Lars Vestbjerg**  
Adviser

How to start? – Give us a call ([ifu.dk](http://ifu.dk)) and be specific

