



**INTER-AGENCY ROUNDTABLE ON ADDITIONALITY  
OF PRIVATE SECTOR DEVELOPMENT PROGRAMS AND OPERATIONS  
SUPPORTED BY INTERNATIONAL DEVELOPMENT INSTITUTIONS**

**May 23-24, 2002  
IDB Headquarters, Washington, D.C.**

- **Purpose and rationale:** The purpose of the Roundtable is providing a venue for the exchange of operational knowledge and experiences of peer international organizations and practitioners in appraising and managing the additionality of their private sector development programs or activities. The strong interest for sponsoring a roundtable dedicated to this main theme was first proposed when the Board of the Inter-American Investment Corporation recently considered, in the fall of 2001, the implementation of a new “Private Sector Additionality (PSA)” management framework, and invited an exchange with peer organizations working in this field.
- ◆ **Sponsorship:** The Roundtable’s organization is led under auspices of the Inter-American Investment Corporation (IIC), with the co-sponsorship of the International Finance Corporation (IFC).
- ◆ **External audience and participation:** Leading experts and senior operational managers of IIC peer organizations and professional networks, both international and national, with relevant private sector-oriented development programs and operations. The event is to provide a technical forum for participation mainly by three groups that include: IFC, EBRD, EIB, NIB, and other similar agencies; peer financial institutions at the regional and subregional level (CAF, CABEI, CDB, and NADBANK); and a select group of international organizations such as The Netherlands’ FMO, Germany’s KfW, US-OPIC, Norway’s NORFUND, and Denmark’s IFU. Invitations are also made to ensure a strong representation from within Latin America, including Central America and the Caribbean.
- ◆ **IDB Group and IFC involvement:** In addition to the IIC, the IDB’s Private Sector Development Department (PRI) and the Multinational Investment Fund (MIF). The Roundtable’s plenary sessions will be open to observers from the IIC and IFC Executive Boards and their designated staff. Representatives from the agencies’ external evaluation offices will likewise be able to attend the plenary and thematic experts’ sessions.



◆ **Organization and thematic agenda of Roundtable:**

The gathering is organized around two plenary sessions, complemented by three thematic workshop sessions among experts. The program highlights include:

- Keynote presentations by key peer organizations that have developed or are working to have an operational capacity to incorporate development impact and additionality objectives, in their performance management and operational monitoring and reporting of portfolio results to their shareholders.
  - Presentation of IIC additionality framework to elicit views from peer organizations, and relevant learnings and practices. The opportunity is also provided for PRI and MIF to share their respective learnings in this field.
  - Exchange of know-how on systems, management tools, design of additionality benchmarks and performance indicators that can best represent private sector operations and portfolios.
  - Development of plans and efforts in the area of project additionality monitoring and appraisal ratings to improve the quality assurance of private sector-oriented programs and operations.
  - Workshop discussions around such key topics as relating the appraisal of private sector project additionality and development impact; the additionality of the project vs. the distinct role and contribution of the international agency or external sponsor; and the assurance of meeting the test of last resort finance; and of not displacing other capital sources.
  - In closing session of Roundtable, participants will have the opportunity to share with attendees the relevant indications as to their organizations' plans to enhance private sector additionality in their decision-making and managerial processes.
- ◆ **Meeting documents:** Participants and guests will be invited to provide to the Roundtable Coordinator evidence of their organizations' relevant policies and documentation in this field, for advance distribution to the Roundtable. Speakers' presentations will likewise be distributed.
- ◆ **Roundtable format:** It is intended to be primarily technical and operational in content. Participants will be invited to highlight their own experiences in the field of appraising and monitoring private sector additionality, as well as to ask questions of other participants, and hence to stimulate an open exchange of information.
- ◆ **Reporting and dissemination of results:** Roundtable report and registry of good practices and inter-agency experiences will be prepared for inter-agency dissemination.

**Roundtable coordinator:** Queries and consultations should be directed to the attention of Jean M. Houde, Principal Corporate Advisor seconded from the Inter-American Development Bank to the Office of the IIC General Manager (tel. 202-623-3401 and email [jeanh@iadb.org](mailto:jeanh@iadb.org)).