



# AMERICAN INDUSTRIAL PARK

Client Impact  **DEBrief**

# ABOUT AIP



In operation since 1993, American Industrial Park (AIP) is one of the main industrial parks in El Salvador. With 200,000 square meters of industrial space, the park houses 26 operating companies that employ almost 12,000 people. It is located near the rural departments of La Libertad, Santa Ana, and Sonsonate, where half of the country's population lives.

AIP's main revenue comes from renting industrial space to international companies, mostly in the textile sector. The park also receives revenue from providing energy to these companies using its own dedicated power transmission line. Among other services, the park offers solid waste management, a health clinic, day-care, a pharmacy, and an ambulance service for park employees.

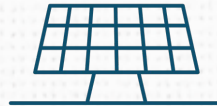
Park's industrial space  
available for leasing:  
**221,000 sq meters**

Workers employed by AIP's  
operating companies:  
**Approx. 12,000**

## GEOGRAPHIC FOCUS



## SECTORS



## VISION



# PARTNERING WITH AIP



IDB Invest is supporting AIP's expansion with a long-term loan for up to US\$8 million. The investment is financing the installation of an 8.3 MW solar plant, as well as the construction of 17,000 sq meters of industrial space in a new park called the Sirius Industrial Park. The new park offers additional medical services to the park companies' employees.

Through this partnership, IDB Invest is contributing to job creation in the park's surrounding rural communities, promoting social development, and fostering economic growth. By financing the new solar plant and helping AIP become more resource efficient in reusing wastewater, IDB Invest is also helping to mitigate climate change. The partnership allows AIP to expand its business, offer more services for the logistics and storage sector, and provide integrated health and clinic services in an area where these do not exist. Through the investment, AIP becomes the first industrial park and free zone in El Salvador with a fully redundant power supply, potentially serving as a model for replication.

# INVESTMENT SNAPSHOT

Sector	Region	Project Investment	Approval Date
Corporates	El Salvador	US\$8M	2019

## Targets (2027)

Space Available for Leasing	Total revenue
221,000 Sq m	US\$252,577,000
Renewable Energy Generated (MWh)	Greenhouse Gas Emission Reduction
102,721 MWh	3,131 tons of CO2 per year

# MEASURING DEVELOPMENT IMPACT

A person in a blue suit is holding a tablet that displays various data charts and graphs. The background is a blurred industrial setting, possibly a factory, with sparks flying from a machine in the foreground. The overall color scheme is blue and white.

IDB Invest's [Impact Management Framework](#) is an end-to-end series of tools and practices covering the complete investment lifecycle. It allows us to build, measure, and manage a portfolio of financially sustainable investments that maximize development impact and contribute to reaching the Sustainable Development Goals (SDGs).

The SDGs are at the core of our approach. IDB Invest identifies the expected contributions of each investment to specific SDG targets upfront, and measures actual progress achieved over time.

# AIP: DEVELOPMENT IMPACT RESULTS

## 7 AFFORDABLE AND CLEAN ENERGY



AIP's solar power generation increases the share of renewable energy in the global energy mix.

INSTALLED SOLAR POWER CAPACITY (2021):  
**8.2 MW**

## 8 DECENT WORK AND ECONOMIC GROWTH



The park's expansion contributes to sustaining per capita economic growth.

TOTAL REVENUE (2021):  
**US\$ 43,035,742**

## 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



AIP's upgraded infrastructure adopts environmentally sound technologies and increases resource-use efficiency.

RENEWABLE ENERGY GENERATED (2021):  
**24,571 MWh**

# AIP: DEVELOPMENT IMPACT RESULTS

## 12 RESPONSIBLE CONSUMPTION AND PRODUCTION



AIP's Environmental Plan introduces sustainable practices, such as solid waste management and reuse of wastewater.

PERCENT OF ENVIRONMENTAL ACTIONS AND ACTIVITIES EXECUTED FROM THE SOCIAL AND ENVIRONMENTAL PLAN (2021):

**100%**

## 13 CLIMATE ACTION



The park generates part of its energy using renewable sources, thus reducing its carbon footprint.

GREENHOUSE GAS EMISSION REDUCTION (2021):

**5,631 Tons of CO2 per year**



# MEASURING & MANAGING IMPACT: AIP DELTA IMPACT SCORE



## DELTA Impact Score

The DELTA is IDB Invest's rating system for assessing the expected economic, social, and environmental impact of each investment. The **DELTA Impact Score\*** is tracked and updated annually to monitor and benchmark investment performance.

AIP's DELTA Impact Score reflects its potential to generate positive economic, social, and environmental impacts. The score captures the park's capacity to contribute to sustainable economic growth and decent work by expanding the country's industrial sector capacity, creating new employment opportunities, and improving worker access to health and other social services. Its score also captures AIP's contribution to mitigating the impacts of climate change. By generating solar power, the park is diversifying its energy sources, becoming more energy efficient and, overall, reducing GHG emissions.

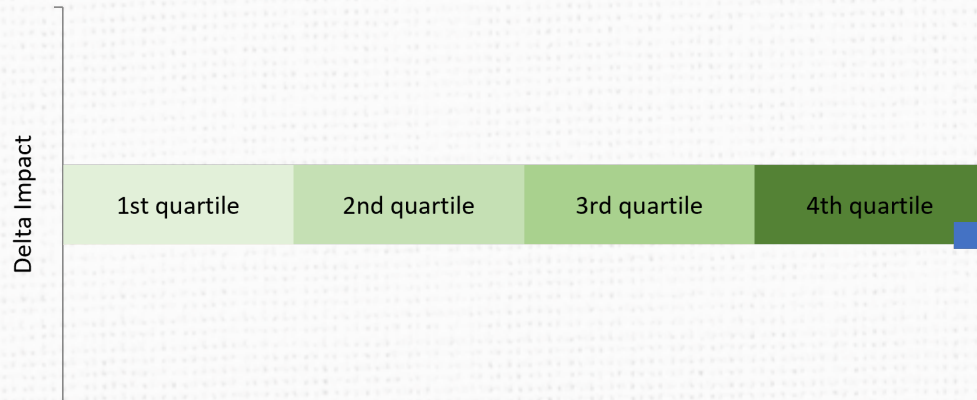
\*To complement the DELTA Impact Score, IDB Invest calculates an Additionality Score to ensure that it provides financing beyond what is available in the market and that it contributes to better investment outcomes. The "DELTA Project Score" is the overall rating assigned to each project that encompasses both the DELTA Impact Score and the DELTA Additionality Score.

# MEASURING & MANAGING IMPACT: AIP'S DELTA IMPACT SCORE

## AIP'S DELTA IMPACT SCORE



How does AIP compare to other IDB invest-supported manufacturing investments?



## BUILDING BLOCKS OF THE DELTA IMPACT SCORE\*



### Economic Analysis

Estimates the net benefits of the investment to the economy and society (Economic & Social Rate of Return).



### Stakeholder Analysis

Complements the Economic Analysis by assessing the types of beneficiaries reached and the type of benefits generated.



### Sustainability

Ensures that the project is financially sustainable and meets IDB Invest's ESG requirements.

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Managing for impact is an ongoing process.  
Let's continue the conversation.



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