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.
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 Sírius 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

<table>
<thead>
<tr>
<th>Sector</th>
<th>Region</th>
<th>Project Investment</th>
<th>Approval Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporates</td>
<td>El Salvador</td>
<td>US$8M</td>
<td>2019</td>
</tr>
</tbody>
</table>

#### Targets (2027)

<table>
<thead>
<tr>
<th>Space Available for Leasing</th>
<th>Total revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>221,000 Sq m</td>
<td>US$252,577,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Renewable Energy Generated (MWh)</th>
<th>Greenhouse Gas Emission Reduction</th>
</tr>
</thead>
<tbody>
<tr>
<td>102,721 MWh</td>
<td>3,131 tons of CO2 per year</td>
</tr>
</tbody>
</table>
MEASURING DEVELOPMENT IMPACT

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

INSTALLED SOLAR POWER CAPACITY (2021):
8.2 MW

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

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

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

RENEWABLE ENERGY GENERATED (2021):
24,571 MWh
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

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

AIP’S 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.

*To complement the DELTA Impact Score, IDB Invest computes 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 score that encompasses both the DELTA Impact Score and the DELTA Additionality Score.*
Managing for impact is an ongoing process.
Let’s continue the conversation.