SUMMARY OF THE PROJECT IN DESIGN * (*)

ABACO: Working capital financing for Central American SMEs

PITCH ELIGIBILITY DATE	COUNTRY(IES)
04/22/2026	El Salvador; Guatemala

ALIGNED WITH COUNTRY STRATEGY?
Yes

PARTNER(S)
Abaco Capital Sa De Cv

PRELIMINARY CLASSIFICATION ENVIRONMENTAL AND SOCIAL IMPACT
FI-3 (**)

TOTAL BUDGET	IDB Lab	LOCAL COUNTERPART AND COFINANCING
	US 1,500,000	

DESCRIPTION

The problem Micro, small, and medium-sized enterprises (MSMEs) in Central America—particularly in El Salvador and Guatemala—face a severe working capital gap due to long payment cycles (30–180 days) and limited access to formal credit. Factoring penetration is below 1% of GDP, reflecting an underdeveloped market despite growing demand and recent digital infrastructure improvements.

The solution Ábaco Capital provides a digital factoring platform that converts invoices into working capital within 24 hours. It uses API integrations with e-invoicing systems, AI-driven credit scoring, and direct bank connections to eliminate manual underwriting and collateral requirements. Its model combines factoring, supply chain finance (ProntoPago), and upcoming payables management , enabling faster, scalable, and lower-risk financing for MSMEs while reducing acquisition costs through corporate partnerships.

The beneficiaries The primary beneficiaries are underserved MSMEs in Central America that lack access to formal credit. These firms face liquidity constraints due to delayed payments and limited financing options. By accessing fast working capital, they can sustain operations, meet payroll, invest in growth, and reduce reliance on informal or high-cost lending sources.

The partner The executive agency will be Ábaco Capital S.A. de C.V., a Salvadoran fintech company specializing in digital factoring for Central American SMEs. Ábaco Capital is well-positioned due to its experienced fintech team, strong regional expertise, and rapid traction. The company has demonstrated scalable growth, strong credit performance, and backing from reputable investors such as Nazca and Mercy Corps Ventures, along with access to significant debt financing, enabling expansion and operational scale.

The IDB Lab's contribution IDB Lab is proposing an initial equity investment of $500,000 in a funding round led by institutional investors. Funds will strengthen Ábaco's balance sheet and support expansion into Guatemala. In addition, IDB Lab is analizing the inclusion of a potencial US $1M follow-on investment, to be executed at the time of the Company's Series A, contingent on performance milestones.

*The information mentioned in this document is indicative and may be altered throughout the project cycle prior to approval. This document does not guarantee approval of the project.

**The IDB categorizes all projects into one of six E/S impact categories. Category A projects are those with the most significant and mostly permanent E/S impacts, category B those that cause mostly local and short-term impacts, and category C those with minimal or no negative impacts. A fourth category, FI-1 (high risk) Financial Intermediary (FI)'s portfolio includes exposure to business activities with potential significant adverse environmental or social risks or impacts that are diverse, mostly irreversible or unprecedented, FI-2 (medium risk) FI's portfolio consists of business activities that have potential limited adverse environmental or social risks or impacts, FI-3 (low risk) FI's portfolio consists of financial exposure to business activities that predominantly have minimal or no adverse environmental and social impacts.