

FMO

Entrepreneurial
Development
Bank

CAMRIS

JULY 13&14 2015 PANAMA

THE DUTCH DEVELOPMENT BANK WWW.FMO.NL
Robert H. Voskuilen – Energy LAC





- Licensed bank supervised by the Dutch Central Bank



- Rating AAA (Fitch) and AA+ (Standard & Poor's)



- Industry leading sustainability ratings from Sustainalytics (85) and Oekom Research (B)

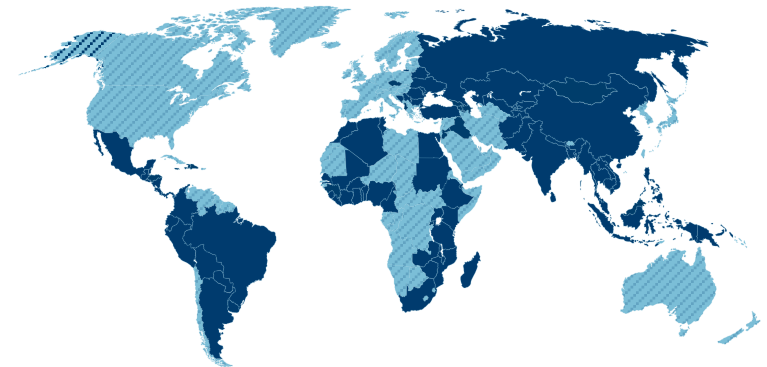


- Funding through bonds issued in the capital market



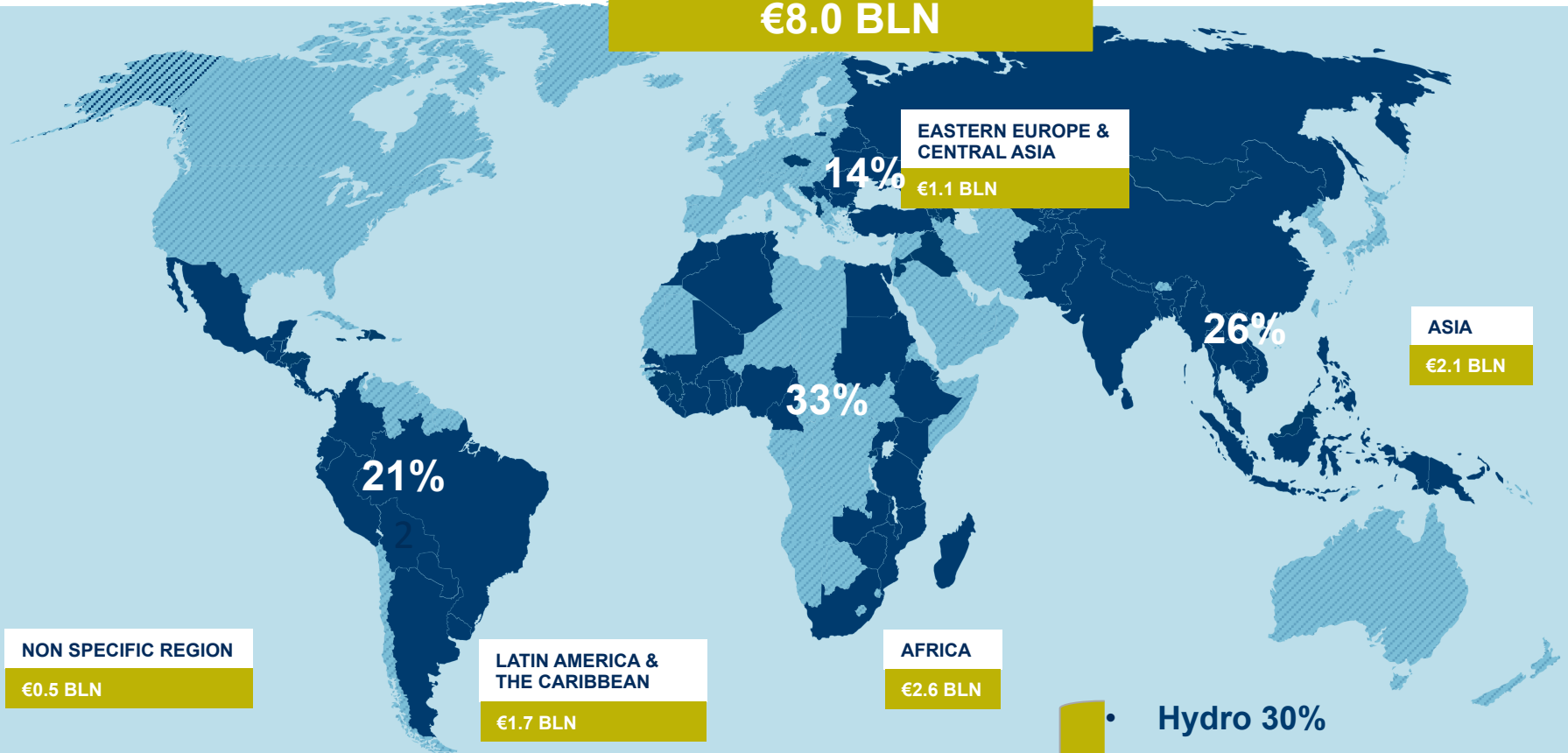
- Unique ownership structure 51% by the Dutch State, 42% Dutch banks, 7% Employers' associations, trade unions and individual investors

- FMO is the Dutch development bank - incorporated in 1970
- Promoting private sector growth in more than 85 developing countries and emerging markets
- Offering financial products, expertise and access to our networks
- Focus sectors: Financial Institutions, Energy, Agribusiness and Infrastructure, Manufacturing & Services sectors



TOTAL COMMITTED PORTFOLIO 2014

€8.0 BLN



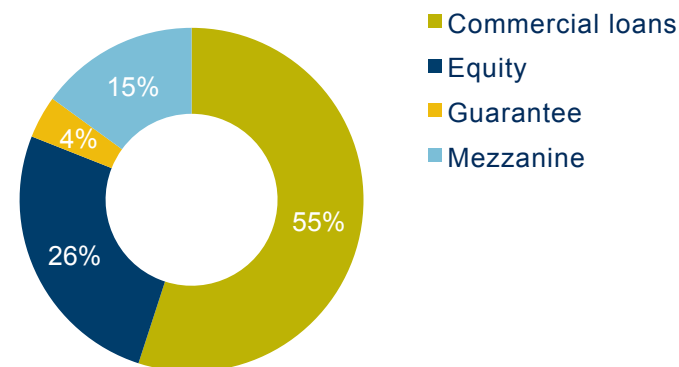
Energy sector 21% of total Portfolio / EUR 1.7 bln

- Hydro 30%
- Wind 23%
- Solar 10%
- Other RE 13%
- Non renewable 24%

We offer clients financing and services – from loans and credits to mixed packages, often in local currencies.

- Long-term debt / project finance (max. 37.5% of TPC / <15 years)
- Syndicated loans / Structuring & arranging capacity (MLA)
- Mezzanine and other tailor-made risk capital solutions
- Equity (<20%)
- Early stage equity for project development
- Guarantees

Committed portfolio per product group FMO total, 2014



In the past 2 years FMO has catalyzed over USD 1.7 billion and has introduced 65 (new) active Lenders in 78 syndicated loans.

In the past 2 years FMO has invested for its own accounts over USD 627million and catalyzed an additional USD 645 million for 15 Energy projects.