

## **IIB discussed with its shareholders priorities for country strategies**

March 23, 2017

As a concluding part of a preparatory work to develop the International Investment Bank's (IIB) Development Strategy for the period 2018-2022 as well as to articulate new country strategies, a delegation of the Bank held a series of consultations in each of its member states.

The main aim of this round of consultations was to identify strategic priorities for the activities of the IIB and the areas of growth in each individual market. This included the determination of priority industries and client segmentation, the value offering, and possible extension of the services and financial instruments of the Bank. The delegation also discussed with key stakeholders the possibility of further developing local partnership networks with potential strategic partners, such as state structures, development institutions and leading commercial banks.

Fully supported by the IIB Council delegations, meetings were held with the economic bloc of the government bodies, chambers of commerce and industry and business associations for a detailed review of the macroeconomic situation in regions of the IIB's operations and the options to participate in the implementation of financial, investment, trade and economic programmes at national levels. In a number of member states, talks were held with potential clients interested in the Bank's services. Specific conditions for possible deals were discussed.

There was a comprehensive dialogue with the top executives and delegations from the relevant ministries and central banks, which represent the member countries in the IIB Council. The main issues of the future strategic development cycle of the Bank in the context of each individual member state were discussed in detail, as well as the requirements for the successful implementation of the future strategy in general, including possible ways and forms of the financial support for the institution.

The overall result of this strategic "marathon" was threefold: the reach of agreements concerning the principal value proposition for each of the shareholders; the expansion of existing and identification of new potential partnerships and the identification of additional potential niches for the Bank's operations on local markets.