



## **IIB expands strategic cooperation with leading financial groups of its member states - agreement with BT Capital Partners**

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The International Investment Bank (IIB) and Romania's [BT Capital Partners S.A.](#) signed a Strategic Cooperation Agreement focused on expanding their partnership and continuing mutually beneficial cooperation on capital markets. The document was signed by Denis Ivanov, Deputy Chairman of the IIB Board, and Paul Prodan, Chairman of the Board of the consulting and brokerage company, which is part of the leading Romanian financial group Banca Transilvania.

With assistance from BT Capital Partners, in 2015 and 2016 the IIB successfully placed two bond issues on the Romanian market totalling RON 411 million (about EUR 90 million). These placements were among the largest in Romania by any international financial institution and [received awards from the Romanian Stockbrokers' Association](#) for their contribution to the development of the corporate bond market in the past two years. In 2013, the IIB provided BT Leasing, which is also part of the Banca Transilvania group, with a credit line of EUR 10 million for support of Romanian SMEs.

The agreement expands opportunities for collaboration between the IIB and BT Capital Partners within the implementation of ongoing and the identification of new joint projects, as well as for continuing activities on the Romanian capital market. With this aim, the parties intend, in particular, to develop interaction in such areas as syndicated and interbank lending as well as treasury operations, provide consulting services and bank guarantees, including for export-import operations, and set up specialised credit lines for the SME sector as well as limits for trade finance operations. The document also foresees exchange of experience and financial expertise in order for the organisations to implement latest banking technologies and services.

*"The agreement institutionalizes our long-term and very successful cooperation with BT Capital Partners, which assists the Bank with raising funding on the Bucharest Stock Exchange at favourable rates. I am convinced that the partnership between our organisations will contribute to the further growth of the Romanian capital market and the country's economy", - commented **D. Ivanov**.*

*"This agreement continues the excellent collaboration with the International Investment Bank made to raise capital on the Bucharest Stock Exchange. We are confident that this collaboration will contribute greatly to the increase of the financial intermediation in Romania", - commented **P. Prodan**.*

Since 2015, the IIB systematically increases investments into the Romanian economy, successfully raises funding on the market and carries out regular presentations of its products

and services. The volume of signed agreements regarding the Bank's investments into Romanian companies since the launch of its reform in 2012 exceeds EUR 60 million, with a promising pipeline of additional projects. The multilateral development institution also does not exclude the possibility of additional bond placements on the national capital market in the foreseeable future.

### *Reference*

***BT Capital Partners***, as a member company of Banca Transilvania Financial Group, is the exclusive OAKLINS member for Romania, the world's biggest alliance of mergers and acquisitions professional advisors and also the biggest retail broker in Romania. BT Capital Partners advised on more than 50 initial public offers, exceeding EUR 1 billion. BT Capital Partners offers brokerage services, advisory for listing on the capital markets and for attracting investors, mergers and acquisitions advisory and consultancy for attracting and structuring complex financings, market research and strategy. The awards constantly received by BT Capital Partners are a recognition of its contribution to the development of the Romanian capital market.