**INTERNATIONAL PARTNERSHIP**

**BUSINESS PARTNERS**
- International Financial Organizations
- Regional development banks
- National development banks
- National Chambers of Trade and Industry
- Export credit agencies
- State and private financial institutions
- Platforms and associations of financial institutions
- Commercial banks
- ADB
- New Development Bank
- BEI
- development bank of Latin America
- European Investment Bank
- European Bank for Reconstruction and Development
- IDB
- WBG
- IEA
- NDDB
- IBRD
- IFC
- IDA
- IDFC
- World Bank
- IDRC
- IIB
- ISID
- EBRD
- EIB

**NON-COMMERCIAL ORGANISATION PARTNERS**
IIB takes a strong stance on supporting initiatives aimed at environmental protection and sustainable development. The Bank not only extends financial support to such projects (loans and grants), but also actively cooperates with non-profit international organizations to develop new policies and promote responsible development financing.

These esteemed organisations include: 
- United Nations (IIB is a member of UN Global Compact)
- UNEP FI
- WWF
- Wetlands International
- ICC Green Finance Working Group

**RECOGNITION**
- Banking Association for Central and Eastern Europe (BACCE) award for the Development of International Banking Cooperation (2015)
- BNE Intellinews recognition as “The most innovative IFI” (2016)
- Association of Development Financing Institutions in Asia and the Pacific (ADFIAF) award for best trade finance support programme among IFIs (2017)
- Romanian Stockbrokers’ Association award for activities aimed at the development of national capital markets (2015, 2016, 2017)
- International publication “Global Banking and Finance Review” recognition as “The Fastest growing infrastructure bank of CEE region” (2018)
- Bucharest Stock Exchange recognition “Consistency in funding via Romanian capital market” (2019)
- Association of Development Financing Institutions in Asia and the Pacific (ADFIAF) award for best Corporate Governance Reform (2019)

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STRATEGY

2013-2018 HIGHLIGHTS
- All shareholders increased their shares in the Bank capital
- IIB obtained 4 investment-grade ratings from leading international rating agencies
- 11 successful bond placements in 4 member countries including issues in national currencies
- Hungary returns as an IIB member state
- Rapid improvement of volume, quality and geographic diversification of the loan portfolio
- IIB Trade Finance Facilitation Programme launch
- Launch of the Central Europe Fund of Funds (CEFOf) in collaboration with EIF aimed at SMEs support
- Bank develops a wide partnership network
- IIB Relaunch Strategy 2013-2017 successfully implemented
- Approval of new statutory documents and introduction of a new three-tier corporate governance system
- Authorized charter capital increases to 2 bn euro
- 2018-2022 Strategy and a new capitalisation programme were unanimously approved by member states

STRATEGIC VISION 2018-2022
By the end of 2022, IIB aims to:
- Raise total assets to EUR 1.7 bn and expand the loan portfolio to EUR 1.2 bn, increase volume of bonds issuances including in national currencies of the member states
- Become an acclaimed niche lending institution capable of executing medium-sized projects to promote the development of the member states’ national economies
- Put forward a recognizable value proposition on the markets of member states, play a prominent role in supporting financial transactions both between them and third countries, which includes funding export/import operations and investment
- Run a partnership network in each member state on the basis of long-term mutually advantageous relationships
- Achieve and maintain long-term financial sustainability
- Demonstrate sustainable profitability through its core activity
- Expand its shareholder structure to strengthen the capital base and identify new, sound financing opportunities
- To reinforce presence in certain geographical areas by opening local representative offices

LANDMARK PROJECTS
IIB is focused on medium- and long-term financing of projects aimed at supporting the development of the economies of IIB member countries with positive social, environmental and economic impacts. The Bank provides loans directly, in cooperation with other financial institutions, or through partner banks.

KEY FOCUS
Project Finance
Trade between IIB member countries with the focus on integration projects
Modernization and renovation of infrastructure
Mergers and acquisitions
SME support
Sustainable development

Agriculture
10 years

Leasing
10 years

Energy Sector
8 years

Transport & Logistics
7 years

Trade Support
5 years

SME Support
5 years

SME Support
5 years

Telecommunications
7 years

Sources of Funding

<table>
<thead>
<tr>
<th>LT Funding by Countries</th>
<th>31.12.2019</th>
<th>2018</th>
<th>2017</th>
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<tbody>
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<td>Czech Republic</td>
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<td>Russia</td>
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<tr>
<td>Hungary</td>
<td>17</td>
<td>41</td>
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</tr>
<tr>
<td>Bulgaria</td>
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<td></td>
<td>10</td>
</tr>
<tr>
<td>Others</td>
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</table>

LT Funding by Currencies

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<tr>
<th>Year</th>
<th>EUR</th>
<th>RUB</th>
<th>USD</th>
<th>RON</th>
<th>HUF</th>
<th>CZK</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>29</td>
<td>28</td>
<td>29</td>
<td>27</td>
<td>19</td>
<td>26</td>
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<td>2018</td>
<td>25</td>
<td>44</td>
<td>34</td>
<td>4</td>
<td>7</td>
<td>19</td>
</tr>
<tr>
<td>31.12.2019</td>
<td>2</td>
<td>44</td>
<td>34</td>
<td>4</td>
<td>7</td>
<td>19</td>
</tr>
</tbody>
</table>

Key Bond Placements

Russia
5 issues
24 bn RUB
Listing: Moscow Exchange

Romania
5 issues
1.511 mln RON
140 mln EUR
Listing: Bucharest Stock Exchange

Slovakia
1 issue
30 mln EUR
Listing: Bratislava Stock Exchange

Czech Republic
1 issue
1.5 bn CZK
Listing: Prague and Vienna Stock Exchanges

Hungary
2 issues
47.2 bn HUF
Listing: Budapest Stock Exchange