

This factsheet gives an overview of FMO's latest figures. For more information, please visit: www.fmo.nl

FMO is the Dutch development bank. We support sustainable private sector growth in developing and emerging markets by investing in ambitious entrepreneurs. We believe a strong private sector leads to economic and social development, empowering people to employ their skills and improve their quality of life.

We specialize in sectors where we believe our contribution can have the highest long-term impact: financial institutions, energy, and agribusiness, food & water. When financing companies and projects in other sectors such as telecoms and infrastructure, we work with a worldwide network of partners with thorough expertise in that area.

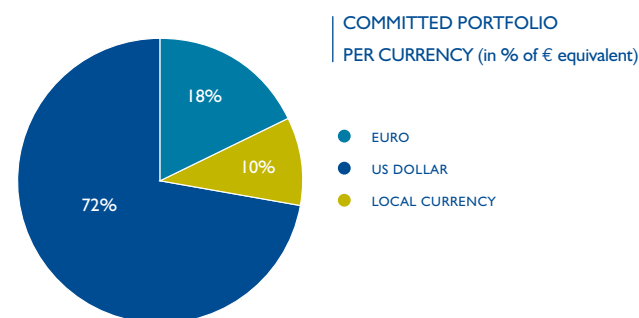
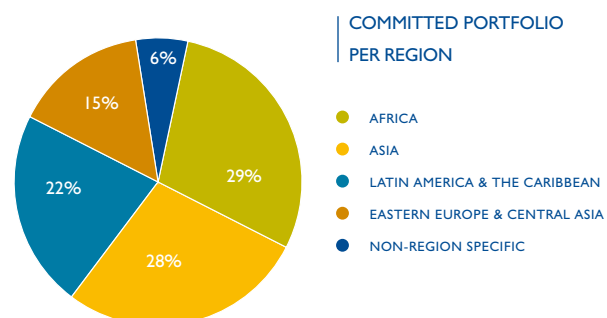
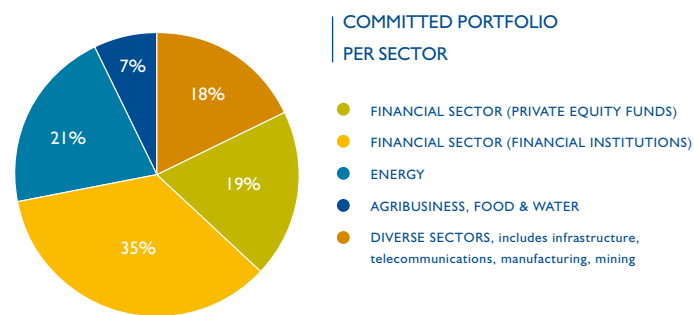
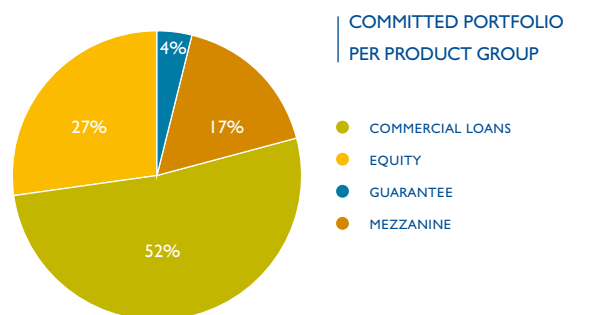
Founded in 1970, FMO is a public-private partnership, with 51 % of our shares held by the Dutch State, and 49% held by commercial banks, trade unions and other private-sector representatives. FMO has a full banking license from the Dutch Central Bank. FMO has a AAA rating from Fitch Ratings and a AA+ from Standard & Poor's.

KEY FIGURES

TOTAL ASSETS	COMMITTED PORTFOLIO OF WHICH GOVERNMENT FUNDS	SHAREHOLDERS' EQUITY	TOTAL INCOME	NET PROFIT	EMPLOYEES AVERAGE FTE
2013 €6,184mln	2013 €6,633mln of which government funds €844mln	2013 €1,963mln	2013 €254mln	2013 €133mln	2013 336
2012 €5,564mln*	2012 €6,281mln	2012 €1,815mln*	2012 €271mln	2012 €145mln*	2012 306
2011 €5,059mln	2011 €5,874mln	2011 €1,665mln	2011 €238mln	2011 €93mln	2011 283
2010 €4,305mln	2010 €5,292mln	2010 €1,514mln	2010 €225mln	2010 €126mln	2010 270

*The 2012 financial figures have been restated for the changes in IAS 19R, provisions for employee benefits. The change in this IFRS standard, which became effective in 2013, also has an effect on the figures of 2012.

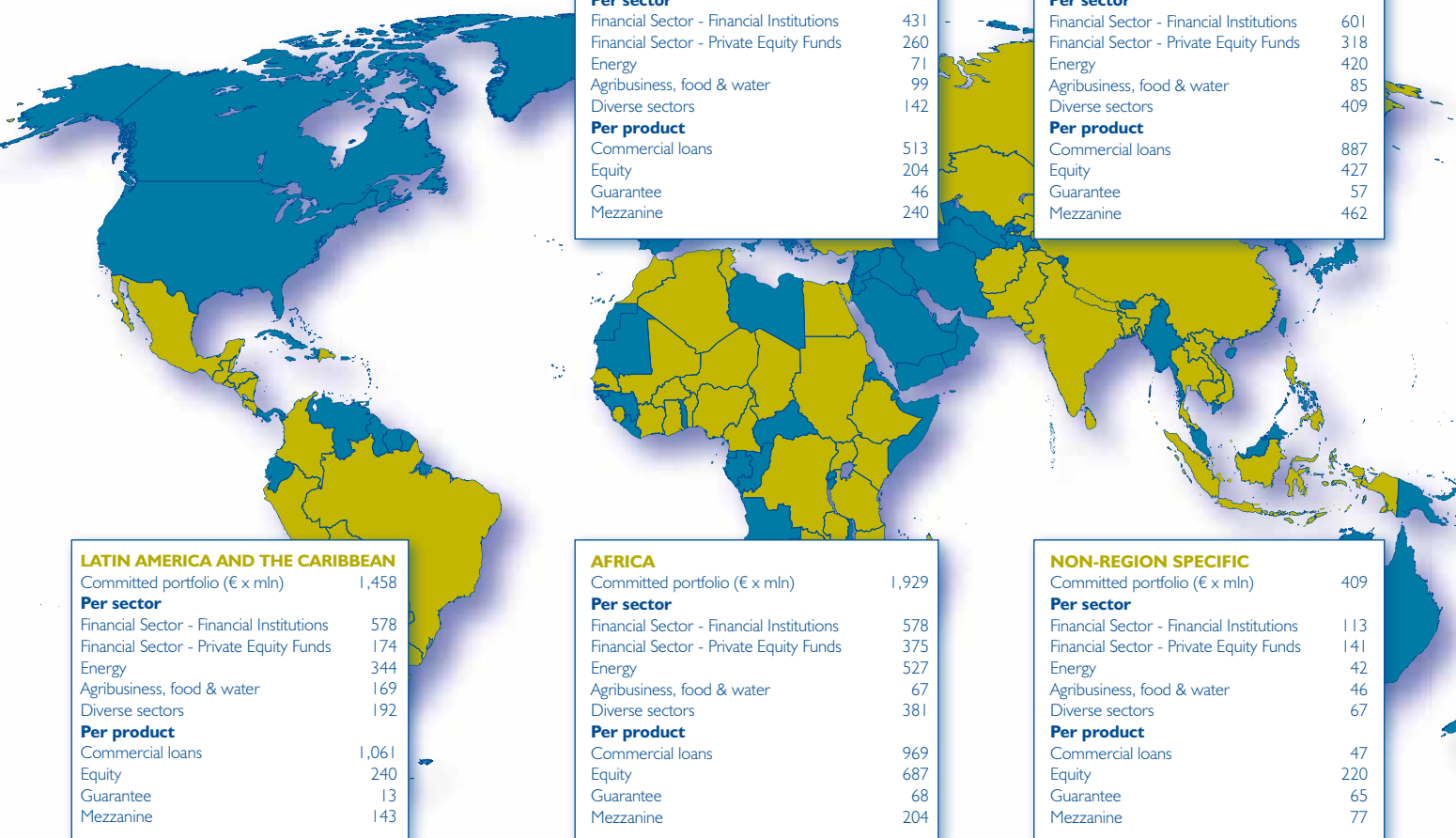
COMMITTED PORTFOLIO 2013



PRODUCT OVERVIEW

LOANS	GUARANTEES	EQUITY	MEZZANINE	CAPITAL MARKETS	SYNDICATED LOANS
<ul style="list-style-type: none"> • Medium and long-term financing • Typical maturities of 3 to 12 years at signing • A principal repayment grace period where appropriate • Local currency denominations wherever possible • US dollar or Euro denomination options 	Credit guarantees for the following financial instruments: <ul style="list-style-type: none"> • Trade facilities/letters of credit • Commercial paper • Capital market transactions (bond issues, securitizations) 	FMO can answer private equity needs through: <ul style="list-style-type: none"> • Investment in private equity or mezzanine funds • Co-investments with our investee funds • Direct equity investments in financial institutions or energy companies or projects • Mezzanine transactions combining elements of equity and debt 	FMO offers tailored mezzanine finance options. For example: <ul style="list-style-type: none"> • Subordinated loans • Loans with profit sharing • Loans with warrants • Convertible loans • Preferred redeemable shares 	Capital market transaction structures including: <ul style="list-style-type: none"> • Senior and subordinated bond issues • Warehouse facilities • Microfinance and SME loan securitizations • Remittance securitizations • Residential Mortgage Backed Securities • Various structured transactions through partial risk guarantees 	<ul style="list-style-type: none"> • A/B loan structures with FMO as lender of record and parallel loans • FMO retains a longer term A loan and serves as lender of record for a shorter term B loan syndicated to other investors
FUNDS	MASSIF provides financial intermediaries with resources to aid the development of Micro, Small and Medium-sized Enterprises (MSMEs).	IDF The Infrastructure Development Fund provides long-term financing for infrastructure projects in developing countries.	AEF The Access to Energy Fund finances private sector projects that create sustainable access to energy services.	FOM With the Fund Emerging Markets (FOM), FMO stimulates Dutch enterprises to invest in emerging markets and developing countries.	
PROGRAMS	CAPACITY DEVELOPMENT PROGRAM (Technical Assistance)				

COMMITTED PORTFOLIO 2013



EASTERN EUROPE AND CENTRAL ASIA	
Committed portfolio (€ x mln)	1,004
Per sector	
Financial Sector - Financial Institutions	431
Financial Sector - Private Equity Funds	260
Energy	71
Agribusiness, food & water	99
Diverse sectors	142
Per product	
Commercial loans	513
Equity	204
Guarantee	46
Mezzanine	240

ASIA	
Committed portfolio (€ x mln)	1,833
Per sector	
Financial Sector - Financial Institutions	601
Financial Sector - Private Equity Funds	318
Energy	420
Agribusiness, food & water	85
Diverse sectors	409
Per product	
Commercial loans	887
Equity	427
Guarantee	57
Mezzanine	462

LATIN AMERICA AND THE CARIBBEAN	
Committed portfolio (€ x mln)	1,458
Per sector	
Financial Sector - Financial Institutions	578
Financial Sector - Private Equity Funds	174
Energy	344
Agribusiness, food & water	169
Diverse sectors	192
Per product	
Commercial loans	1,061
Equity	240
Guarantee	13
Mezzanine	143

AFRICA	
Committed portfolio (€ x mln)	1,929
Per sector	
Financial Sector - Financial Institutions	578
Financial Sector - Private Equity Funds	375
Energy	527
Agribusiness, food & water	67
Diverse sectors	381
Per product	
Commercial loans	969
Equity	687
Guarantee	68
Mezzanine	204

NON-REGION SPECIFIC	
Committed portfolio (€ x mln)	409
Per sector	
Financial Sector - Financial Institutions	113
Financial Sector - Private Equity Funds	141
Energy	42
Agribusiness, food & water	46
Diverse sectors	67
Per product	
Commercial loans	47
Equity	220
Guarantee	65
Mezzanine	77