

Annual accounts 2003

Balance sheet

as at December 31, 2003 before profit appropriation

| Assets 439,515 349,376 Loans to the private sector ^{2,4} 847,880 829,143 Equity investments in developing countries ^{1,4} 81,915 75,643 Interest-bearing securities ⁵ 275,613 115,470 Participating interests ⁶ 5,667 3,692 Other equipment ⁷ 8,154 2,792 Current accounts with funds and 348,9167 348,894 State programs ⁹ 10,345 348,9376 Accrued income ¹⁰ 39,167 348,894 Total Assets 1,748,283 1,457,518 Liabilities 1 1,457,518 Banks ¹¹ 11,897 49,214 Debt securities ¹² 293,701 367,877 Debentures and notes ¹³ 620,029 280,045 Current accounts with funds 1,8360 15,598 Current accounts with funds 3,407 3,407 and State programs ¹⁶ 40,397 41,274 Accrued liabilities ¹⁷ 19,159 3,407 Provisions ¹⁸ 9,076 9,076 | | | 2003 | | 2002* |
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| Banks 11 11,89749,214Debt securities 12 293,701367,877Debentures and notes 13 620,029280,045Other liabilities 14 18,36015,928Current accounts with funds7,9908,995and State programs 15 7,9908,995Liabilities in connection with funds40,39741,274Accrued liabilities 17 19,15915,504Provisions 18 3,8443,407Share capital 19 9,0769,076Share premium reserve 20 29,27229,272Development fund 21 583,461546,201Contractual reserve 22 101,89882,706Other reserves 23 7,7927,688Undistributed profit 24 1,407331Shareholders' equity $\underline{732,906}$ $\underline{675,274}$ | | | | | |
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| Provisions ¹⁸ 3,844 3,407 1,015,377 782,244 Share capital ¹⁹ 9,076 9,076 Share premium reserve ²⁰ 29,272 29,272 Development fund ²¹ 583,461 546,201 Contractual reserve ²² 101,898 82,706 Other reserves ²³ 7,792 7,688 Undistributed profit ²⁴ 1,407 331 Shareholders' equity 732,906 675,274 | | | | | |
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| Other reserves 237,7927,688Undistributed profit 241,407331Shareholders' equity732,906675,274 | Development fund ²¹ | 583,461 | | 546,201 | |
| Undistributed profit ²⁴ 1,407 331 Shareholders' equity 732,906 675,274 | Contractual reserve ²² | 101,898 | | 82,706 | |
| Shareholders' equity 732,906 675,274 | Other reserves ²³ | 7,792 | | 7,688 | |
| | Undistributed profit ²⁴ | 1,407 | | 331 | |
| Total Liabilities 1,748,283 1,457,518 | Shareholders' equity | | 732,906 | | 675,274 |
| | Total Liabilities | | 1,748,283 | | 1,457,518 |
| | | | | | |
| Contingent liabilities 25 118,618 127,309 | | | 118,618 | | |
| Irrevocable facilities ²⁶ 366,372 367,342 | Irrevocable facilities ²⁶ | | 366,372 | | 367,342 |

1 up to 38 Refers to the notes to these accounts. * Adapted for comparison purposes.

Profit and loss account

2003

| | | 2003 | | 2002* |
|---|---------|---------|---------|--------|
| Income | | | | |
| Interest income ²⁹ | 102,103 | | 106,096 | |
| Interest expense ³⁰ | 26,485 | | 29,960 | |
| | | | | |
| Interest | | 75,618 | | 76,136 |
| Income from equity investments ³¹ | | 6,619 | | 2,556 |
| Remuneration for services rendered ³² | | 18,551 | | 14,149 |
| Other income ³³ | | 3,826 | | 1,732 |
| | | | | |
| Total income | | 104,614 | | 94,573 |
| | | | | |
| | | | | |
| Expenses | | | | |
| Administrative expenses | | | | |
| • Staff costs ³⁵ | 23,917 | | 21,878 | |
| Other administrative expenses ³⁶ | 7,239 | | 7,187 | |
| | | | | |
| | | 31,156 | | 29,065 |
| | | | | |
| Depreciation ⁷ | | 1,594 | | 1,118 |
| Other operating expenses ³⁷ | | 447 | | 328 |
| | | | | |
| | | | | |
| Operating expenses ³⁴ | | 33,197 | | 30,511 |
| | | | | |
| | | | | |
| Value adjustments to loans ⁴ | 20,303 | | 27,372 | |
| Value adjustments to equity investments ⁴ | 2,801 | | 8,282 | |
| Movement general value adjustment ⁴ | 19,079 | | 18,782 | |
| | | 40 100 | | E4 426 |
| | | 42,183 | | 54,436 |
| Total expenses | | 75,380 | | 84,947 |
| local expenses | | /5,380 | | 04,947 |
| Result from participating interests | | 110 | | -504 |
| Result before taxation | | 29,344 | | 9,122 |
| TOSATS DEFOIC FURTION | | 20,044 | | 5,122 |
| Taxation on operating result ³⁸ | | 8,744 | | 4,554 |
| randon on operating reput | | | | |
| Net profit | | 20,600 | | 4,568 |
| | | | | |

1 up to 38 Refers to the notes to these accounts.

* Adapted for comparison purposes.

Cash flow statement

2003

| | | 2003 | | 2002* |
|---|-------------------|----------|------------------|---------|
| | | | | |
| Operations | | | | |
| Net profit | 20,600 | | 4,568 | |
| Adjusted for: | 5 0 5 5 | | 1 010 | |
| • result sale of equity investments | -5,377 | | -1,616 | |
| depreciation | 1,594 | | 1,118 | |
| • value adjustments | 42,183 | | 54,436 | |
| increase in provisions result from participating interest | 437 -110 | | 579 504 | |
| movement in working capital (excluding | -110 | | 504 | |
| equity investments and funds and | | | | |
| State programs) | -1,387 | | 2,903 | |
| | -1,507 | | 2,300 | |
| Net operating cash flow | | 57,940 | | 62,492 |
| | | | | |
| | | | | |
| Operational activities | | | | |
| Loan disbursements | -360,811 | | -206,640 | |
| Loan repayments | 195,160 | | 236,965 | |
| Purchase of equity investments | -22,830 | | -16,700 | |
| Sale of equity investments | 16,678 | | 16,594 | |
| Movement in banks | -37,317 | | -11,824 | |
| Movements working capital equity | 2 0 2 1 | | 10 507 | |
| investments and funds and State programs | -3,831 | | 13,527 | |
| Net cash flow from operational activities ³⁹ | | -212,951 | | 31,922 |
| | | | | |
| the second second tetra | | | | |
| Investment activities | 001.071 | | 40,400 | |
| Purchase of interest-bearing securities | -291,371 | | -40,402 | |
| Redemption/sale of interest-bearing securities Investments in equipment | 131,228 -7,878 | | 57,082 -1,501 | |
| investments in equipment | -7,070 | | -1,501 | |
| Net cash flow from investment activities ⁴⁰ | | -168,021 | | 15,179 |
| | | | | |
| | | | | |
| Financing activities | | | | |
| Received contribution Development Fund | 37,260 | | 37,261 | |
| Disbursement debt securities | 28,811 | | 22,443 | |
| Disbursement of debentures and notes | 578,267 | | 232,853 | |
| Redemption debt securities | -76,851 | | -64,005 | |
| Redemption of debentures and notes | -154,088 | | -245,338 | |
| Dividend paid | -228 | | -228 | |
| Cash flow from financing activities 4 | | 412 171 | | 17.014 |
| Cash flow from financing activities ⁴¹ | | 413,171 | | -17,014 |
| Net cash flow | | 90,139 | | 92,579 |
| | | | | |
| Banks and cash | | | | |
| Banks and cash as at January 1 | | 349,376 | | 256,797 |
| Banks and cash as at December 31 | | 439,515 | | 349,376 |
| Movement in banks and cash | | 90,139 | | 92,579 |
| wovement in panks and cash | | 90,139 | | 52,079 |
| | | | | |

39 up to 41 Refers to the notes of the cash flow statement. * Adapted for comparison purposes.

Notes

to the balance sheet and profit and loss account

General

The annual accounts have been prepared in accordance with the legal requirements for annual accounts contained in Title 9, Book 2 of the Netherlands Civil Code. Because it engages in banking activities, the company makes use of the models used by banks in the Netherlands (the models prescribed by the Netherlands Central Bank as specified in Article 417 of the Netherlands civil code). Where necessary to provide proper insight into the financial position and results of the company, the annual accounts deviate from the prescribed models.

FMO's activities

The activities of the company consist of financing operations carried out at its own risk and those guaranteed by the Dutch State. Besides these activities, the company provides services within the context of funds and State programs.

Financing operations at own risk and those guaranteed by the State

FMO's financing activities comprise the provision of loans, guarantees and equity investments in developing countries, partly at its own risk and partly guaranteed by the State.

Provision of services to government programs and funds

Supplementary means from the State enable FMO to offer additional services. These fall into three separate categories.

1. FMO is the executor of the subsidy regulations ORET and TAEM.

2. FMO receives means that are deposited into the LDC Fund, NIMF (15% stake FMO), IFOM, IPTA and the Balkan Fund.

3. FMO has agreements with the State regarding the Seed Capital Fund (13% stake FMO) and Small-scale Enterprise Fund.

The equity stake in the Seed Capital Fund and NIMF are accounted as equity investments.

The remuneration received for these services consists of contractually agreed payments. Formal legal requirements mean that the expenses in respect of these activities are not shown separately in the profit and loss account. A breakdown of the related operating expenses is included in the notes to the profit and loss account. The allocated operating expenses are mainly staffing costs. Operating expenses are allocated on the basis of the actual time worked by staff and apportionment formulas. The portfolio of funds and State programs managed by the company is set out in the appendices. The State's IPTA and TAEM programs are not included because they basically involve the provision of grants or subsidies.

Fiscal unity

As from January 1, 2002 the company has formed a fiscal unity with its wholly-owned subsidiary NIO for corporate income tax purposes.

Significant contracts

FMO and the State

The Dutch State has undertaken to contribute an annual sum to the Development Fund up to the year 2005. These contributions will be used by the company to finance its operations.

Furthermore, the State has unconditionally guaranteed commitments which FMO has undertaken in connection with its fund-raising in the capital markets and various other contracts entered into by FMO. For a detailed description of these arrangements, see Other Information.

IFOM

As from April 1, 2003, FMO manages and operates the Emerging Markets Investment Facility (IFOM) on behalf of the Ministry of Economic Affairs, which supports business activities by Dutch enterprises in emerging markets. Under this program, FMO provides loans under certain conditions, while the Ministry provides FMO with collateral covering up to 90% or 95% of the loans.

NIO and the state

On behalf of the Ministry of Foreign Affairs, FMO's subsidiary NIO manages and operates part of the loan portfolio established by the Dutch State.

Besides this bilateral financial development aid, which since 1991 has consisted almost entirely of grants, NIO also acts as agent for a significant portfolio of concessionary loans. The State unconditionally guarantees the repayment of the principal and the interest on all financing raised by NIO. Additionally, the State has undertaken to pay NIO remuneration to compensate for operating expenses and any shortfall arising from differences between interest earnings and interest expenses.

As from March 2002, NIO has also managed the ORET/MILIEV program. This program was initiated by Development Cooperation (part of Ministry of Foreign Affairs) and provides grants to interested parties with qualifying projects. NIO's tasks include acceptance, disbursement and monitoring as well as project evaluation. NIO will manage the program for a three-year period.

Changes in principles

Balance sheet before profit allocation

In accordance with changes in generally accepted accounting standards regarding subsequent events after balance sheet date, the balance sheet is presented before profit allocation. In previous years the proposed dividend distribution was, in anticipation of the decision by the General Meeting of Shareholders, recorded under the short-term liabilities whereas from the year 2003 the amount is included in and separately recorded as 'undistributed profit'.

Under the new accounting standards, the balance sheet may take into account profit allocations that arise from legal requirements. For the company this applies to the Contractual Reserve.

The balance sheet at December 31 and the profit and loss account 2002 have been amended for comparison purposes.

Consolidation

Up to and including the year 2002, the company did not prepare consolidated annual accounts as it did not deem this to be necessary to obtain proper insight into its financial position and results. NIO's activities were carried out entirely at the expense and risk of the Ministry of Foreign Affairs and the wholly-owned subsidiaries FMO Antillen N.V. and FMO Participaties B.V. were not included in the consolidation, given their minor financial importance.

As NIO has been further integrated into FMO's operations during 2003, it has now been included in the consolidated accounts. Additionally, the financial information relating to FMO Antillen N.V. and FMO Participaties B.V. has been included in full.

Changes in classification

With effect from the 2003 the subsidiaries FMO Antillen N.V. and FMO Participaties B.V. are no longer reported as equity investments, but as participating interests.

Furthermore, the debt securities and debentures and notes are now recorded separately in the balance sheet. Previously these amounts were presented on combined basis.

The 2002 figures have been adjusted for comparison purposes without any consequences for shareholders' equity and net profit.

Accounting policies

Recognition of financial instruments in the balance sheet

A financial asset or a financial liability is included in the balance sheet as from the moment the company has a right to the benefit or is committed to the obligations arising from the contractual provisions of the financial instrument. From the moment that these conditions are no longer met, a financial instrument is no longer included in the balance sheet. Financial assets and liabilities are netted off in the balance sheet if the company is allowed to do so on the basis of legal or contractual provisions and has the intention to offset these liabilities or to settle them simultaneously.

General

Unless stated otherwise, the assets and liabilities have been valued at their nominal value and there are no material differences between the balance sheet value and the fair value. In the notes to the balance sheet the fair value is mentioned. The fair value is the amount for which assets and liabilities could be exchanged between two parties. The fair values indicated for each individual balance sheet item are contrary to movements in currencies and the fair values of derivative instruments. As such they will compensate one another.

Conversion of foreign currency

FMO's annual accounts are presented in euros. Assets and liabilities in foreign currencies have been converted at the last known exchange rate applying on the balance sheet date, unless swap contracts have been arranged in order to hedge currency risks. In that case assets are stated at the relevant exchange rates of the swap contracts. For outstanding loans in USD, swap contracts have been arranged with banks.

Contractual commitments for payments on loans and equity investments are calculated on the basis of the last known exchange rate applying at the balance sheet date. Exchange rate differences are credited or debited to the profit and loss account and are attributed to the items to which they relate. Exchange rate differences are therefore not separately accounted for under results from financial transactions.

Derivatives

Derivatives are arranged in particular as part of risk management. These are used to cover currency and interest positions and are accounted for in accordance with the basis for valuing and determining operating results that applies to the underlying positions. Swap results are attributed to the items to which they relate.

Loans

Loans extended to the private sector and under State guarantee are valued at their nominal value less any value adjustments for irrecoverable amounts.

Equity investments in developing countries

Equity investments are valued at their historical cost less any value adjustment due to permanent diminution of value. The results from equity investments are not taken into account, with the exception of dividends received and the value adjustments for permanent diminution of value referred to above. Dividends, costs claimed and proceeds from the sale of shares have been accounted for on a cash basis, in view of the circumstances related to their settlement.

Value adjustments

Value adjustments are recorded in the balance sheet as a reduction to the outstanding loans and equity investments. The value of loans guaranteed by the state is not adjusted to the guaranteed level. The total volume of value adjustments has been assessed in the light of the total volume of risk-bearing assets, while taking into account expectations as to the possible developments of such risks.

Specific value adjustments refer to individual loans. When determining specific value adjustments of loans, arrears in receivables, expected future cash flows and indication of the market value of the company being financed have been taken into account. In the absence of such indications, the determination is based on developments in financial position, results in recent financial reports and paid dividend. The movement in value adjustments in respect of loans at FMO's expense and risk has been charged to the profit and loss account.

In addition to the specific value adjustments, the company has a general value adjustment. The general value adjustment has been made in respect of existing, but not disclosed credit, country and sector risks in the loan portfolio. The volume of the general value adjustment is determined on the basis of experience of loan losses and developments in the field of operations of the company. In doing so, the contents of the loan portfolio, and therefore also the effects of exchange rate movements, have been taken into account as much as possible. In 2003 the company changed the estimation of the present losses on percentage basis. Had it not done so, the net results over 2003 and shareholders' equity as at December 31 would have been approximately EUR 2.3 million lower.

Interest-bearing securities

Interest-bearing securities are bonds and private loans that form part of the financial assets and are meant to be held as portfolio investments. They have been valued at redemption value. The difference between the redemption value and the historical cost is accounted for in the balance sheet as accrued income and accrued liabilities, and has been accounted for as interest income in proportion to the maturity of the securities. Proceeds from the sales of these securities have been accounted for as interest income in the year under review and the years thereafter on the basis of the weighted average of the remaining maturity of the portfolio concerned, unless this would lead, on balance, to a loss in the assets.

Participating interests

Participating interests over whose commercial and financial policy the company exercises significant influence are valued at net asset value based on the latest financial information available.

The share in the results of the participating interests is included separately in the profit and loss account under results from participating interests.

Other equipment

Furniture and other equipment have been valued at their historical cost, less straight-line depreciation based on expected economic life. Furniture, computer hard- and software, IT and other equipment have been depreciated at 5, 3, 5 and 8 years respectively.

Other receivables and accrued income

These have been valued at their nominal value, less any provision deemed necessary for irrecoverable amounts.

Premiums and discounts on short-term credit

The premiums and discounts on short-term credit are amortized during the term of the loan and recorded as accrued income or accrued liabilities.

Costs associated with short-term credit

Costs associated with short-term credit are charged directly to the results.

Deferred tax

Deferred tax assets and liabilities are based on temporary differences between commercial and fiscal values of assets and liabilities. Deferred taxes claims are valued at nominal value and relate to the general value adjustments, temporary depreciation of equity investments (article 13ca) and gains on reinvested interestbearing securities. Deferred tax assets are only taken into account if and insofar as it can be assumed that they may be utilized in future.

Pensions

The company has a defined benefit plan insured with an insurance company. The pension commitments are financed by annual single premiums. These include both the current annual charge as well as backservice charges. The discount factor is 4%. Calculation of the annual pension expenses is based on performed services (statistical method). The sufficiency degree (*dekkingsgraad*) is guaranteed by the insurance company.

Provisions

Where the valuation and the breakdown of provisions is concerned, reference is made to the notes to the respective balance sheet items.

Taxes

Corporate income tax has been calculated on the basis of profit before tax, taking into account fiscal rules and regulations. The resulting tax burden in the accounts may differ from the statutory percentage in force. This difference may have been caused by the fiscal treatment of equity investments ('participation exemption'), non-deductible expenses and the offsetting of local withholding tax.

Determination of results

Unless stated otherwise, income and expenses are attributed to the years to which they relate. Interest on loans granted and commitment charges have been included in interest for the amount attributable to the year under review. In this respect, it should be noted that interest expected to be irrecoverable has not been recognized as income.

Late payment interest has been accounted for as income upon receipt.

Risk management

In its operating environment and daily activities, FMO encounters various risks. The main risks are:

- Credit risk
- Market risk (interest and currency risks)
- Liquidity risk
- Operational risk

The company has defined these risks on a clear and consistent basis and in accordance with the ROB (*Regeling Organisation en Beheersing*) of the netherlands central bank. The risk management program has been tailored to those risks.

Credit risk

The policies for controlling and mitigating credit risk are to a certain extent determined by the general agreement between FMO and the state. This agreement specifies the activities, sectors and countries excluded from FMO's involvement. All terms are stated in an exclusion list, which is strictly maintained and adhered to.

Internal procedures detail and guide the operating activities. Administrative organization, investment criteria, sector/debtor/country limits have been determined and reduce the associated macro credit risk profile. The investment process works within a strict framework of policies, procedures and authorities. The mandates and authorities are differentiated according to size of the investment and risk profile. FMO has decided not to use individual mandates and authorities, but to take decisions only in committees.

In addition to the above, the company claims covenants and (local) collaterals.

The credit risk associated with treasury activities (interest-bearing securities, deposits) is mitigated by limiting the number and type of counterparties the company is allowed to contract. The Executive Board has imposed limits regarding the composition of the investment portfolio and maximum treasury instruments. These limits are based largely on the counterparty's independent rating. Counterparties must satisfy certain minimum Standard & Poor's and Moody's ratings AA-/AA3 for long-term and A2/P2 for short-term transactions).

Market risk

FMO's policy is to reduce market risk to a minimum. The company does not maintain a trading portfolio, and treasury management is focused on three aspects; interest, currency and investments. The treasury instruments available to manage and reduce these risks have been approved by the Supervisory Board. This policy serves to set a framework of limits and to ensure clearly defined limits within that framework. The company also uses derivative instruments to hedge market risk. The Asset & Liability committee (ALCO) assesses the risk reports and advises on limits. As such, ALCO is concerned with balance sheet policy and management in a broad sense. Central in this is the management of interest, currency, liquidity and country risks and the solvency requirement.

Liquidity risk

The current treasury policies provide for the preferred situation, which is to invest in liquid funds. By obtaining the AAA status from Standard & Poor's, the company's access to financial markets is ensured and reduces the liquidity risk. Investing in liquid funds fits within the general agreement between FMO and the State. Article 8 of this agreement is important in this respect (see other information). In this article, the State undertakes to ensure that FMO is able to meet all its monetary and capital market commitments in full and on time.

Operational risk

FMO focuses on the adequate management of operational risks. These risks could arise due to insufficient procedures, information systems and/or manual failure by employees. FMO exercises control to reduce the operational risks by, besides constructive human resource and IT policies, setting up and maintaining an internal control framework. The Internal Audit department periodically assesses the design and operating effectiveness of the internal control framework.

Notes to the balance sheet

| | 2003 | 2002 |
|--|-----------|-----------|
| 1 Banks and cash | | |
| Cash | 1 | 1 |
| Short-term deposits | 397,583 | 306,621 |
| Bank balances funds managed on behalf of the State | 40,397 | 41,274 |
| Other bank balances | 1,534 | 1,480 |
| | 439,515 | 349,376 |
| Banks and cash are denominated in USD for EUR 2,442 (2002: EUR 14,700). | | |
| The company cannot freely dispose of the bank balances of funds and State | | |
| programs. For these balances a liability on account of funds and State | | |
| programs has been recorded (note 16). | | |
| Remaining terms of bank and cash: | | |
| Immediately due | 1,535 | 1,481 |
| 3 months or shorter | 355,480 | 327,895 |
| Longer than 3 months, but shorter than 1 year | 82,500 | 20,000 |
| | 439,515 | 349,376 |
| 2 Loans to the private sector | | |
| Movements: | | |
| Nominal value of loans as at January 1 | 1,113,145 | 1,247,617 |
| Disbursements | 360,811 | 206,640 |
| Repayments | -195,160 | -236,965 |
| Write offs | -36,530 | -32,454 |
| Exchange rate differences (closing rate) | -196,994 | -71,693 |
| Nominal value loans as at December 31 (closing rate) | 1,045,272 | 1,113,145 |
| Exchange rate differences from derivatives | 6,999 | -39,473 |
| Balance | 1,052,271 | 1,073,672 |
| Specific value adjustments | -139,555 | -188,777 |
| General value adjustment | -64,836 | -55,752 |
| Balance value loans | 847,880 | 829,143 |
| The appendices to these annual accounts contain a specification of the portfolio per country and per sector. | | |
| As of April 1, 2003, FMO has taken over the IFOM program and its loans | | |
| from NIB Capital Bank N.V. | | |
| Breakdown of the loans at year-end: | | |
| Nominal value IFOM loans as at December 31 (closing rate) | 28,436 | |
| Value adjustment (own risk) | -530 | |
| Balance IFOM loans (as included in total balance value loans) | 27,906 | |
| The State guarantees 90% or 95% of the outstanding IFOM loans. | | |

For movements of the value adjustments see note 4.

| | 2003 | 2002 |
|--|-----------|-----------|
| Specific components of the loans portfolio | | |
| spectric components of the toans portfolio | | |
| Loans denominated in USD | 882,549 | 1,013,754 |
| Loans denominated in EUR | 145,434 | 77,628 |
| Loans denominated in MXN | 14,447 | 18,834 |
| Loans denominated in other currencies | 2,842 | 2,929 |
| | 1,045,272 | 1,113,145 |
| Loans to companies in which FMO has equity investments | 50,300 | 54,159 |
| The subordinated loans amount to EUR 114,913 (2002: EUR 133,163) | | |
| Loans mainly carry floating interest, with rates of 1% to 8% above the basic rate. | | |
| The weighted average rate of interest as at December 31, 2003 was 5.1% | | |
| (2002: 5.3%). | | |
| The non performing loans amount to EUR 131,226 (2002: EUR 117,756). | | |
| The remaining term of the loans is: | | |
| 3 months or shorter | 35,583 | 37,919 |
| Longer than 3 months, but shorter than 1 year | 39,744 | 52,781 |
| Longer than 1 year, but shorter than 5 years | 508,473 | 558,598 |
| Longer than 5 years | 461,472 | 463,847 |
| | 1,045,272 | 1,113,145 |
| 3 Equity investments in developing countries | | |
| The equity investments have been made in companies in developing | | |
| countries. | | |
| Movements: | 100 007 | 100.007 |
| Historical cost of equity investments as at January 1 | 130,637 | 133,397 |
| Purchases Sales | 20,521 | 16,700 |
| Sales Write offs | -11,301 | -15,152 |
| | -7,279 | -4,308 |
| Historical cost of equity investments as at December 31 | 132,578 | 130,637 |
| Specific value adjustments on equity investments | -50,663 | -55,141 |
| Balance as at December 31 | 81,915 | 75,496 |
| The appendices to these appual accounts contain a specification of the | | |

The appendices to these annual accounts contain a specification of the portfolio per country and per sector.

A complete list of equity investments as defined in paragraph 5 of article 379 of Title 9, Book 2 of the Netherlands Civil Code has been deposited at the Chamber of Commerce in The Hague.

2003

4 Movements in value adjustments

| | General | Spe | ecific value a | adjustments | | |
|----------------------------|-----------|------------|----------------|-------------|---------|---------|
| | value | | | Equity in- | | |
| a | djustment | Guarantees | Loans | vestments | | |
| | | | | | | |
| Book value as at January l | 55,752 | 3,052 | 188,777 | 55,141 | 302,722 | 319,238 |
| Additions (net) | 19,079 | 6,730 | 13,573 | 2,801 | 42,183 | 54,436 |
| IFOM Take-over (net) | - | - | 597 | - | 597 | - |
| Exchange rate differences | -9,995 | -414 | -26,862 | - | -37,271 | -34,189 |
| Write-offs and usage | - | - | -36,530 | -7,279 | -43,809 | -36,763 |
| Balance as at December 31 | 64,836 | 9,368 | 139,555 | 50,663 | 264,422 | 302,722 |
| | | | | | | |
| In % of gross portfolio | 6.2% | 7.3% | 13.4% | 38.2% | 20.2% | 22.0% |

5 Interest-bearing securities

This portfolio contains marketable bonds and private loans with fixed interest rates, mainly issued by financial institutions.

| Bonds (listed) | 147,815 | 106,576 |
|---|----------|---------|
| Private loans (not listed) | 127,798 | 8,894 |
| | 275,613 | 115,470 |
| | 270,010 | |
| The interest-bearing securities have been issued by: | | |
| Private parties | | |
| • Credit institutions | 232,685 | 71,711 |
| • Other | 42,928 | 40,583 |
| Public bodies | - | 3,176 |
| | 275,613 | 115,470 |
| | | |
| Movements: | | |
| Balance as at January 1 | 115,470 | 132,150 |
| Purchases | 291,371 | 40,402 |
| Sales/Repayments | -131,228 | -57,082 |
| Balance as at December 31 | 275,613 | 115,470 |
| | | |
| The remaining term of the interest-bearing securities which belong to the | | |
| investment portfolio is: | | |
| 3 months or less | 25,000 | 9,188 |
| Longer than 3 months but no longer than 1 year | 17,833 | 16,969 |
| Longer than 1 year but no longer than 5 years | 86,494 | 48,257 |
| Longer than 5 years | 146,286 | 41,056 |
| | 275,613 | 115,470 |
| | | |

| l | 2 | 0 | 0 | 3 |
|---|---|---|---|---|
| | | | | |

5,687

2002

3,692

| The market value (fair value) of the interest-bearing securities is |
|---|
| EUR 281,352 (2002: EUR 105,061). |
| Interest rates vary from 2.08% to 8.25%. The weighted average interest rate |
| is 3.93% (2002: 5.49%). |

The premium reserve on interest-bearing securities is EUR 3,544 (2002: EUR 626) and has been recorded under accrued income.

6 Participating interests

| Movements: | | |
|-------------------------------------|-------|-------|
| Net capital value as at January 1 | 3,692 | 4,196 |
| Contribution | 2,309 | - |
| Translation difference | -301 | - |
| Share in result | 110 | -504 |
| Declared dividend | -123 | |
| Net capital value as at December 31 | 5,687 | 3,692 |

In January 2003 FMO additionally contributed EUR 2.3 million to FMO Antillen N.V.

7 Other equipment

This refers to the furniture, IT equipment and leasehold improvement

| Movements: | | |
|--|--------|--------|
| Historical cost price as at January 1 | 7,766 | 6,265 |
| Accumulated depreciation as at January 1 | -4,974 | -3,856 |
| Balance as at January 1 | 2,792 | 2,409 |
| | | |
| Changes in balance: | | |
| | | |
| Investments | 7,878 | 1,501 |
| Depreciation | -1,594 | -1,118 |
| Accumulated depreciation on disinvestments | 3,096 | - |
| Disinvestments historical cost price | -4,018 | - |
| | 5,362 | 383 |
| | | |
| Historical cost price as at December 31 | 11,626 | 7,766 |
| Accumulated depreciation as at December 31 | -3,472 | -4,974 |
| Balance as at December 31 | 8,154 | 2,792 |

| | 2003 | 2002 |
|--|--------|--------|
| | | |
| 8 Other receivables | | |
| Current account NIO | 13,731 | - |
| Taxes and social premiums | 664 | 79 |
| Deferred taxes | 22,367 | 19,234 |
| Current account FMO Participaties B.V. | - | 104 |
| Current account FMO Antillen N.V. | 16 | 16 |
| Current account EIB | - | 680 |
| Sundry receivables | 3,229 | 16,089 |
| | 40,007 | 36,202 |

Temporary differences between commercial and fiscal results are related to the general value adjustment and temporary depreciation of investments as well as gains on reinvested interest-bearing securities.

Deferred taxes have been established in respect of these differences.

Sundry receivables mainly consist of loan-related receivables.

9 Current accounts with State programs and funds

| Current account Small-scale Enterprise Fund | 3,478 | 7,518 |
|---|--------|--------|
| Current account Balkan Fund | 1,472 | 352 |
| Current account NIMF | 1,314 | 498 |
| Current account LDC Fund | 4,081 | 2,085 |
| | 10.345 | 10.453 |

This concerns the current accounts between FMO and the by FMO managed funds and State programs on behalf of the State of the Netherlands.

| 10 Accrued income | | |
|---|--------|--------|
| Accrued interest loans | 8,932 | 12,073 |
| Accrued income and interest on swaps and other assets | 30,235 | 21,988 |
| Other accrued income | - | 833 |
| | 39,167 | 34,894 |
| | | |
| 11 Banks | | |
| Short-term credit from banks and current account credits. | 11,897 | 49,214 |

The liabilities under this item are short-term.

EUR 8,731 (2002: EUR 16,360) of the credit is denominated in USD.

The short-term credit from banks have been raised at interest rates varying from 0.5% to 1.94%.

The weighted average interest rate of the short term credits in EUR and USD as at December 31, 2003 are 1.8% and 1.5% respectively (2002: 3.0% and 1.4%).

| | 2003 | 2002 |
|---|----------|----------|
| | | |
| The remaining terms of short term credits and current accounts credits | | |
| from banks are: | | |
| Immediate due | - | 11,016 |
| 3 months or less | 11,897 | 38,198 |
| | 11,897 | 49,214 |
| 12 Debt securities | | |
| This item includes all non-subordinated debt, which has not been | | |
| identified as debentures and notes payable to banks. | | |
| Debt securities do not include save deposits. | | |
| Debt securities consist of private loans and deposits raised in Dutch and | | |
| foreign capital markets. | | |
| Movements: | | |
| Balance as at January 1 | 367,877 | 418,008 |
| Disbursements | 28,811 | 22,443 |
| Redemptions | -76,851 | -64,005 |
| Exchange rate differences | -26,136 | -8,569 |
| Balance as at December 31 | 293,701 | 367,877 |
| The remaining term of debt securities is: | | |
| 3 months or less | 64,991 | 7,646 |
| Longer than 3 months but no longer than 1 year | 42,510 | 39,581 |
| Longer than 1 year but no longer than 5 years | 109,050 | 189,354 |
| Longer than 5 years | 77,150 | 131,296 |
| | 293,701 | 367,877 |
| Debt securities denominated in EUR | 271,486 | 319,525 |
| Debt securities denominated in JPY | 22,215 | 48,352 |
| | 293,701 | 367,877 |
| The loans have been raised at interest rates varying from 1.9% to 8.1%. | | |
| The weighted average rate of interest on debt securities in EUR and JPY | | |
| as at December 31, 2003 are 5.2% and 1.9% (2002: 5.3% and 2.0%). | | |
| | | |
| The fair value of the debt securities is EUR 317,187 (2002: EUR 382,187) | | |
| | | |
| 13 Debentures and notes | | |
| Debentures and notes consist of medium term notes under the FMO EMTN | | |
| Program. | | |
| Movements: | | |
| Balance as at January 1 | 280,045 | 359,198 |
| Disbursements during book year | 578,267 | 232,853 |
| Redemptions | -154,088 | -245,338 |
| Exchange rate differences | -84,195 | -66,668 |
| Balance as at December 31 | 620,029 | 280,045 |
| | | |

| | 2003 | 2002 |
|---|---------|---------|
| | | |
| The remaining term of debentures and notes is: | | |
| Longer than 1 year but no longer than 5 years | 100,079 | 66,703 |
| Longer than 5 years | 519,950 | 213,342 |
| | 620,029 | 280,045 |
| Debentures and notes in USD | 250.242 | 100.001 |
| Debentures and notes in JPY | 358,342 | 128,881 |
| Dependures and notes in JPY | 261,687 | 151,164 |
| | 620,029 | 280,045 |
| The loans have been raised at interest rates varying from 0.1% tot 11%. | | |
| The weighted average rate of interest of loans securities in USD and JPY | | |
| as at December 31, 2003 are 3.9% and 2.7% (2002: 5.5% and 1.5%). | | |
| | | |
| The fair value of the debentures and notes is EUR 626,917 | | |
| (2002: EUR 311,819). | | |
| | | |
| | | |
| 14 Other liabilities | | |
| Taxes and social security contributions | 1,233 | 5,624 |
| Deferred taxes | 1,342 | 1,756 |
| Current account NIO | - | 678 |
| Current account FMO Participaties B.V. | 511 | - |
| Liabilities provided guarantees | 9,367 | 3,052 |
| Pension premiums | 4,320 | 1,877 |
| Current account ECIP | 304 | 65 |
| Current account EIB Other liabilities | 11 | - |
| Other habilities | 1,272 | 2,876 |
| | 18,360 | 15,928 |
| 15 Current accounts with funds and State programs | | |
| Current account IPTA | 462 | 701 |
| Current account Seed Capital Fund | 7,528 | 8,294 |
| | 7,990 | 8,995 |
| | | |
| This refers to the current account between FMO and the funds and | | |
| programs managed on behalf of the State of the Netherlands. | | |
| | | |
| 16 Liabilities with funds and State programs | | |
| 16 Liabilities with funds and State programs | 40 207 | 41 274 |
| This concerns lightlities of the company for the use of finances according | 40,397 | 41,274 |
| This concerns liabilities of the company for the use of finances according to the regulations concerning funds and State programs. | | |
| to the regulations concerning runus and state programs. | | |

In order to enable the implementation of the funds and State programs the State of the Netherlands has deposited finances on bank accounts that are administered by FMO. These bank balances for the amount of EUR 40,397 (2002: EUR 41,274) are listed under banks and cash.

| | 2003 | 2002 |
|--|--------|--------|
| 17 Accrued liabilities | | |
| Accrued interest banks, debt securities and debentures and notes | 11,532 | 10,365 |
| Accrued liabilities | 7,627 | 5,139 |
| | 19,159 | 15,504 |
| | | |
| 18 Provisions | | |
| Provision for early retirement | 3,346 | 2,908 |
| Provision for severance arrangements | 498 | 499 |
| | 3,844 | 3,407 |
| | | |

Movement of provisions

| | | Early | Severance |
|---------------------------|-------|------------|--------------|
| | Total | retirement | arrangements |
| | | | |
| Balance as at January 1 | 3,407 | 2,908 | 499 |
| Addition | 955 | 581 | 374 |
| Paid out | -518 | -143 | -375 |
| Balance as at December 31 | 3,844 | 3,346 | 498 |

The provision for early retirement is made for early retirement obligations some of which have not yet commenced. This provision is determined using present value calculations (interest rate 3% (2002: 3%)), taking into account probabilities regarding continuation in employment with the Company and participation in the scheme by eligible personnel. The provision for severance arrangements is determined using present value calculations.

The provisions relate mainly to long-term obligations.

19 Share capital

The authorized capital amounts to EUR 45.38 million, consisting of 51% A shares of EUR 22.69, each of which may only be held by the State of the Netherlands, and 49% B shares, also of EUR 22.69 each, which may be held by private investors.

| Authorized share capital | | |
|----------------------------------|--------|--------|
| 1,020,000 A shares x EUR 22.69 | 23,144 | 23,144 |
| 980,000 B shares x EUR 22.69 | 22,236 | 22,236 |
| | 45,380 | 45,380 |
| | | |
| Issued and paid-up share capital | | |
| 204,000 A shares x EUR 22.69 | 4,629 | 4,629 |
| 196,000 B shares x EUR 22.69 | 4,447 | 4,447 |
| | 9,076 | 9,076 |

Shareholders' statutory rights

The equity of the company comprises three reserves which result from agreements with the State. These are the Share Premium Reserve, the Development Fund and the Contractual Reserve. As long as the company continues its activities, these reserves are not available to the shareholders. Upon liquidation of FMO these reserves fall due to the State, after settlement of the contractual return to the shareholders. Except for

| | 2003 | 2002 |
|--|---------------|-------------|
| richts concerning distribution of costs on the Supervisory Deard of the | | |
| rights concerning distribution of seats on the Supervisory Board of the Company, shareholders A and B have the same statutory rights. | | |
| | | |
| 20 Share premium reserve | | |
| Share Premium Reserve shareholder A, contributed on the transfer to the | | |
| Company of investments administered on behalf of the State on the | | |
| financial restructuring. | 8,061 | 8,061 |
| Share Premium Reserve, contributed by shareholder A in relation to the | | |
| financial restructuring and appropriated to compensate for possible losses | | |
| from activities financed from the Development Fund. | 21,211 | 21,211 |
| | 29,272 | 29,272 |
| 21 Development fund | | |
| This special purpose reserve contains the annual budgetary allocations | | |
| made by the State to finance the portfolio of loans and equity investments. | | |
| In 2003 an amount of EUR 37,260 was received. | 583,461 | 546,201 |
| Present balance of the Development Fund 583,461 | | |
| Contributions 2004 and 2005 (EUR 37,260 annually) 74,520 | | |
| Contractual size of the Development Fund 657,981 | | |
| | | |
| 22 Contractual meaning | | |
| 22 Contractual reserve Balance as at January 1 | 82,706 | 78,470 |
| Addition | 19,192 | 4,236 |
| Balance as at December 31 | 101,898 | 82,706 |
| The addition relates to that part of the annual profit which FMO is obliged | | |
| to reserve under the Agreement with the State. | | |
| 0 | | |
| 23 Other reserves | | |
| Balance as at January 1 | 7,688 | 7,585 |
| Addition | 104 | 103 |
| Balance as at December 31 | 7,792 | 7,688 |
| | | |
| 24 Undistributed profit | | |
| Balance as at January 1 | 331 | 330 |
| Add profit 2003 | 20,600 | 4,568 |
| Appropriation to contractual reserve | -19,192 | -4,236 |
| Appropriation to other reserves Paid out dividend | -104 | -103 |
| Paid out dividend Balance as at December 31 | -228 1,407 | -228 331 |
| | 1,107 | |
| | | |

| | 2003 | 2002 |
|---|---------|---------|
| 25 Contingent liabilities | | |
| The company issued guarantees regarding repayments and interest | | |
| payment for a number of projects. The nominal amount of the guarantees is | | |
| valued at the last known exchange rate in 2003. | | |
| | 100.001 | 50.000 |
| Effective guarantees | 130,361 | 59,622 |
| Issued | 58,710 | 97,944 |
| Redemptions | -44,021 | -14,191 |
| Rate of exchange adjustments | -17,064 | -13,014 |
| | 127,986 | 130,361 |
| Less: presented under other liabilities | -9,368 | -3,052 |
| | 118,618 | 127,309 |
| 26 Irrevocable facilities | | |
| Contractual commitments for disbursements on account of: | | |
| • Loans for account of FMO | 240,718 | 243,473 |
| • Equity investments for account of FMO | 46,514 | 39,713 |
| Put-option related to syndicated loan | 11,680 | 13,994 |
| Contractual commitments for guarantees | 67,460 | 70,162 |
| u u u u u u u u u u u u u u u u u u u | 366,372 | 367,342 |
| | | |

27 Derivatives

The company has entered into OTC Swap contracts and FRA with reputable banks to hedge exchange rate and interest risks. These contracts mature up to and including the year 2015.

The statement below presents the notional amounts of the derivatives, the remaining terms and the positive fair values.

The notional amounts are the principal amounts represented by derivates in absolute value and give an indication of the volume of activities.

| | positive | notional | | | | |
|--------------------------------|----------|----------|---------|-----------|-----------|-----------|
| | fair | amount | l up to | | | |
| | value | < l year | 5 years | > 5 years | | |
| отс | | | | | | |
| Interest rate (currency) swaps | 94,975 | 260,881 | 562,732 | 984,495 | 1,808,108 | 1,290,142 |
| Currency swaps | - | 185,881 | - | - | 185,881 | 91,949 |
| FRA | - | 79,397 | - | - | 79,397 | - |
| | | | | | | |
| | 94,975 | 526,159 | 562,732 | 984,495 | 2,073,386 | 1,382,091 |

| | 2003 | 2002 |
|---|-----------------|------------------|
| 28 Other commitments not included in the balance sheet | | |
| Office rent | | |
| A new rental agreement has been made in connection with the relocation of the office premises to the Anna van Saksenlaan premises in mid-2003. The term of this rental agreement is ten years and runs from January 31, 2003. | | |
| The annual commitments are | 1,891 | |
| Lease cars | | |
| As at December 31 the annual lease costs are | 670 | 624 |
| The average remaining contract period of these leases is 2.09 (2002: 2.48) years. | | |
| Notes to the profit and loss account | | |
| | | |
| 29 Interest income | 77 400 | 01.101 |
| Interest on loans Interest on cash and banks | 77,490 9,754 | 81,131 11,909 |
| Interest on interest-bearing securities | 7,439 | 6,524 |
| Commitment fees | 7,420 | 6,532 |
| | 102,103 | 106,096 |
| The interest risk on loans carrying floating interest has been covered by | | |
| interest rate swaps. Interest on loans includes the results of these swaps. | | |
| If applicable the results on currency swaps are also included in the interest on loans. | | |
| The relative share of interest on loans per region is as follows: | | |
| Africa | 12% | 14% |
| Asia | 27% | 30% |
| Europe & Central Asia | 11% | 10% |
| Latin America & The Caribbean | 50% 100% | 46% |
| | 100% | 100% |
| 30 Interest expense | | |
| Interest on debt securities | 14,389 | 20,411 |
| Interest on debentures and notes | 10,559 | 7,997 |
| Interest on other borrowings | 1,280 | 875 |
| Brokerage charges for attracting borrowings and charges for the early | | |
| repayment of debt securities | 257 | 677 |
| | 26,485 | 29,960 |
| | | |

| | 2003 | 20 |
|---|----------|-----|
| I Income from equity investments | | |
| Dividends | 1,242 | |
| Result from the sale of equity investments | 5,377 | 1, |
| | 6,619 | 2, |
| Result from the sale of equity investments consists of the proceeds r | realized | |
| from the sale of equity investments less historical costs. | | |
| 2 Remuneration for services rendered | | |
| These include the following remuneration: | | |
| Funds and programs managed on behalf of third parties | | |
| • For the State (excluding NIO) | 11,288 | 8, |
| • NIO (including ORET) | 4,847 | 4, |
| • Others (EIB/ECIP) | 63 | -/- |
| Syndication fees and emoluments from directorships | 2,353 | |
| | 18,551 | 14, |
| Remuneration for managing funds and programs on behalf of third p | arties | |
| is expressed in gross amounts. | | |
| Management expenses are included in operating expenses. | | |
| The results from services rendered for State programs can be specifi follows: | ed as | |
| Results from services rendered for State programs Remuneration for services rendered: | | |
| For the State (excluding NIO) 11,288 | | |
| NIO4,847 | | |
| 1 | 6,135 | |
| Share of operating expenses1 | 2,493 | |
| | 3,642 | |
| The remuneration also includes results that arise from the equity portfolio's of these funds. | | |
| These results can fluctuate over time. | | |
| | | |

This item includes revenues from claims that have been written off and the realization of certain rights.

1,732

3,826

2003

34 Operating expenses

The operating expenses of 2003 can be specified as follows:

| | | For services | |
|-------------------------------|------------|--------------|--------|
| | From | rendered | |
| | finance | funds and | |
| | activities | State | |
| | FMO | programs | Total |
| | | | |
| Staff costs | 14,855 | 9,062 | 23,917 |
| Other administrative expenses | 4,435 | 2,804 | 7,239 |
| Depreciations | 967 | 627 | 1,594 |
| Other operating expenses | 447 | | 447 |
| - | 20,704 | 12,493 | 33,197 |

35 Staff costs

| Salaries | 13,653 | 12,165 |
|---|--------|--------|
| Social security contributions | 967 | 1,008 |
| Pension charges and transfers to the provision for early retirement | 3,536 | 2,760 |
| Temporaries | 2,309 | 1,868 |
| Travel and subsistence allowances | 1,299 | 1,492 |
| Other personnel expenses | 2,153 | 2,585 |
| | 23,917 | 21,878 |
| | | |

The average number of employees in 2003 was 196 FTE (2002: 192 FTE).

The remuneration paid to two executive officers in 2003 is EUR 651 (2002 to one executive officer: EUR 386) and is specified below:

| | Periodic remuneration | Results depending rewards | Pension charges | Total |
|----------------|--------------------------|---------------------------------|--------------------|-------|
| Michael Barth | 295 | 25 | 67 | 387 |
| Nanno Kleiterp | 199 | 22 | 43 | 264 |
| | 494 | 47 | 110 | 651 |

The executive officers are also entitled to, merely standard, fringe benefits.

36 Other administrative expenses

These expenses consist of accommodation expenses, services from third parties and sundry operational expenses.

The remuneration paid to the Supervisory Board is included in these

expenses. As at December 31, 2003 the Supervisory Board consisted of 10 members (2002: 10).

The members of the Supervisory Board were paid a total remuneration of EUR 127 in 2003 (2002: EUR 123).

7,239 7,187

| 37 Other operating expenses447328This consists mainly of capital transfer tax.44732838 Taxation on operating result7,8675,328Corporate tax for the year7,8675,328Corporate tax on previous years877-7748,7444,5544,554The tax for the book year can be specified as follows:10,1243,365Adjusted for permanent differences:10,1243,365• Participation exemption-2,3032,137• Local witholding tax348335• Non deductible expenses7074628,8766,2996,299Settlement of local withholding taxes-1,009-9717,8675,328-1,009-971 | | 2003 | 2002 |
|--|--|--------|-------|
| This consists mainly of capital transfer tax.447328 38 Taxation on operating result Corporate tax for the year Corporate tax on previous years7,8675,328Corporate tax on previous years877-7748,7444,554The tax for the book year can be specified as follows:10,1243,365Taxation on operating result Adjusted for permanent differences: • Participation exemption • Local witholding tax10,1243,365Non deductible expenses7074628,8766,299Settlement of local withholding taxes-1,009-971 | 37 Other operating expenses | | |
| Corporate tax for the year7,8675,328Corporate tax on previous years877-7748,7444,554The tax for the book year can be specified as follows:10,124Taxation on operating result10,1243,365Adjusted for permanent differences:-2,3032,137• Participation exemption-2,3032,137• Local witholding tax348335• Non deductible expenses7074628,8766,299-971 | | 447 | 328 |
| Corporate tax for the year7,8675,328Corporate tax on previous years877-7748,7444,554The tax for the book year can be specified as follows:10,124Taxation on operating result10,1243,365Adjusted for permanent differences:-2,3032,137• Participation exemption-2,3032,137• Local witholding tax348335• Non deductible expenses7074628,8766,299-971 | | | |
| Corporate tax on previous years877 -774 -774 8,744The tax for the book year can be specified as follows: | 38 Taxation on operating result | | |
| Result8,7444,554The tax for the book year can be specified as follows:10,1243,365Taxation on operating result10,1243,365Adjusted for permanent differences: • Participation exemption-2,3032,137• Local witholding tax348335• Non deductible expenses7074628,8766,299Settlement of local withholding taxes-1,009-971 | | 7,867 | 5,328 |
| The tax for the book year can be specified as follows:Taxation on operating result10,124Adjusted for permanent differences:• Participation exemption-2,303• Local witholding tax348• Non deductible expenses7074628,8766,299Settlement of local withholding taxes-1,009 | Corporate tax on previous years | 877 | -774 |
| Taxation on operating result10,1243,365Adjusted for permanent differences:-2,3032,137• Participation exemption-2,3032,137• Local witholding tax348335• Non deductible expenses7074628,8766,2996,299Settlement of local withholding taxes-1,009-971 | | 8,744 | 4,554 |
| Taxation on operating result10,1243,365Adjusted for permanent differences:-2,3032,137• Participation exemption-2,3032,137• Local witholding tax348335• Non deductible expenses7074628,8766,2996,299Settlement of local withholding taxes-1,009-971 | | | |
| Adjusted for permanent differences:• Participation exemption-2,303• Local witholding tax348• Non deductible expenses7074628,8766,299Settlement of local withholding taxes-1,009 | The tax for the book year can be specified as follows: | | |
| Adjusted for permanent differences:• Participation exemption-2,303• Local witholding tax348• Non deductible expenses7074628,8766,299Settlement of local withholding taxes-1,009 | Taxation on operating result | 10 124 | 3 365 |
| Participation exemption Participation exemption Local witholding tax Non deductible expenses 707 462 8,876 6,299 Settlement of local withholding taxes -1,009 -971 | * 0 | 10,124 | 0,000 |
| • Local witholding tax348335• Non deductible expenses7074628,8766,299Settlement of local withholding taxes-1,009-971 | | -2.303 | 2.137 |
| • Non deductible expenses 707 462 8,876 6,299 Settlement of local withholding taxes -1,009 -971 | | | |
| Settlement of local withholding taxes -1,009 -971 | 0 | 707 | 462 |
| | | 8,876 | 6,299 |
| 7,867 5,328 | Settlement of local withholding taxes | -1,009 | -971 |
| | | 7,867 | 5,328 |

Notes to the cash flow statement

The cash flow statement shows the sources of the liquidity that became available during the book year and the application of this liquidity. The cash flows are split according to operations, operational activities, investment and financing activities.

The cash flow statement is prepared in accordance with the direct method.

39 Net cash flow from operational activities

This item refers to movements in liquidity caused by the loans and equity investments. The movement in the item 'banks' is also reflected.

40 Net cash flow from investment activities

This item reflects the purchase and redemption/ sale of interest-bearing securities and investments in equipment.

41 Net cash flow from financing activities

This item reflects the equity contribution received from the State and the dividend paid and debentures and notes as well as disbursements and redemptions of debt securities.



Consolidated

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Balance sheet

as at December 31, 2003, before profit appropriation

| | | 2003 | | 2002 |
|--|-----------|-----------|-----------|-----------|
| Assets | | | | |
| Banks and cash 1 | 439,524 | | 349,822 | |
| Loans to the private sector $^{2, 5}$ | 847,880 | | 829,143 | |
| Loans guaranteed by the State 3 | 1,327,221 | | 1,486,248 | |
| Equity investments in developing countries 4 | | | 77,206 | |
| Interest-bearing securities | 275,613 | | 115,470 | |
| Other equipment | 8,154 | | 2,792 | |
| Other receivables ⁶ | 26,265 | | 35,962 | |
| Current accounts with funds and | 20,200 | | 00,002 | |
| State programs ⁷ | 25,296 | | 26,650 | |
| Accrued income ⁸ | 62,067 | | 64,992 | |
| | | | | |
| Total assets | | 3,098,008 | | 2,988,285 |
| | | | | , , |
| | | | | |
| Liabilities | | | | |
| Banks ⁹ | 544,677 | | 505,217 | |
| Debt securities ¹⁰ | 430,808 | | 442,102 | |
| Debentures and notes ¹¹ | 1,223,809 | | 1,224,160 | |
| Other liabilities | 17,878 | | 15,271 | |
| Current accounts with funds and | | | | |
| State programs ¹² | 57,515 | | 32,034 | |
| Liabilities in connection with funds and | | | | |
| State programs | 40,397 | | 41,274 | |
| Accrued liabilities ¹³ | 46,174 | | 49,546 | |
| Provisions | 3,844 | | 3,407 | |
| | | | | |
| | | 2,365,102 | | 2,313,011 |
| | | | | |
| Shareholders' equity | | 732,906 | | 675,274 |
| | | | | |
| | | | | |
| Total liabilities | | 3,098,008 | | 2,988,285 |
| | | | | |
| | | | | |
| Contingent liabilities ¹⁴ | | 128,567 | | 149,241 |
| Irrevocable facilities ¹⁵ | | 368,902 | | 429,206 |
| | | | | |

Consolidated

Profit and loss account

2003

| | | 2003 | | 2002 |
|--|---------|--------------|---------|---------|
| Income | | | | |
| Interest income ¹⁶ | 141,411 | | 152,227 | |
| Interest expense ¹⁷ | 98,804 | | 129,859 | |
| interest expense | | | | |
| Interest | | 42,607 | | 22,368 |
| Income from equity investments | | 6,619 | | 2,556 |
| Remuneration for services rendered | | 18,500 | | 14,088 |
| Other income ¹⁸ | | 37,007 | | 55,421 |
| | | | | |
| Total income | | 104,733 | | 94,433 |
| | | | | |
| | | | | |
| Expenses | | | | |
| Administrative expenses | | | | |
| Staff costs | 23,917 | | 21,878 | |
| Other administrative expenses | 7,215 | | 7,036 | |
| | | | | |
| | | 31,132 | | 28,914 |
| Description | | 1 504 | | 1 1 1 0 |
| Depreciation | | 1,594 454 | | 1,118 |
| Other operating expenses | | 404 | | 341 |
| Operating expenses | | 33,180 | | 30,373 |
| operating expenses | | 00,100 | | 00,070 |
| | | | | |
| Value adjustments to loans ⁵ | 20,303 | | 27,372 | |
| Value adjustments to equity investments ⁵ | 2,801 | | 8,749 | |
| Movement general value adjustment ⁵ | 19,079 | | 18,782 | |
| | | | | |
| | | 42,183 | | 54,903 |
| | | | | |
| Total expenses | | 75,363 | | 85,276 |
| | | | | |
| | | | | |
| Result before taxation | | 29,370 | | 9,157 |
| | | | | |
| Taxation on operating result | | 8,770 | | 4,589 |
| | | 60 000 | | . = 0.0 |
| Net profit | | 20,600 | | 4,568 |
| | | | | |

1 up to 18 Refers to the notes to these consolidated accounts.

Consolidated

66

Cash flow statement

2003

| | | 2003 | | 2002 |
|--|----------|--------|----------|---------|
| Operations | | | | |
| Operations | 00.000 | | 4 500 | |
| Net profit | 20,600 | | 4,568 | |
| Adjusted for: | | | | |
| • Result sale of equity investments | -5,377 | | -1,616 | |
| Depreciation | 1,594 | | 1,118 | |
| Value adjustments | 42,183 | | 54,903 | |
| Movement in provisions | 437 | | 579 | |
| Movement in working capital (excluding | | | | |
| equity investments and funds and | | | | |
| State programs) | 11,857 | | -355 | |
| | | | | |
| Net operating cash flow | | 71,294 | | 59,197 |
| | | | | |
| Operational activities | | | | |
| Loan disbursements | -360,811 | | -206,640 | |
| Loan repayments | 195,160 | | 236,965 | |
| Repayments of loans guaranteed by the State | 89,969 | | 94,373 | |
| Movement balance received from guarantee | , | | , | |
| by the State | 69,058 | | 103,602 | |
| Purchase of equity investments | -23,083 | | -16,700 | |
| Sale of equity investments | 16,877 | | 16,594 | |
| Movement in banks | 39,460 | | 156,632 | |
| | 35,400 | | 150,052 | |
| Movements working capital equity | 04.070 | | 00.041 | |
| investments and funds and State programs | 24,079 | | 20,241 | |
| Net cash flow from operational activities | | 50,709 | | 405,067 |

| | | 2003 | | 2002 |
|--|----------|----------|----------|----------|
| the second second second | | | | |
| Investment activities | | | | |
| Purchase of investment portfolio | -291,371 | | -40,402 | |
| Redemption/sale of investment portfolio | 131,228 | | 57,082 | |
| Investments in equipment | -7,878 | | -1,501 | |
| Net cash flow from investment activities | | -168,021 | | 15,179 |
| Financing activities | | | | |
| Contribution to Development Fund | 37,261 | | 37,261 | |
| Disbursement debt securities | 28,811 | | 22,443 | |
| Disbursement debentures and notes | 578,267 | | 232,853 | |
| Redemptions debt securities | -76,851 | | -64,005 | |
| Redemption debentures and notes | -154,088 | | -245,338 | |
| Disbursement debt securities guaranteed | | | | |
| by the State | 87,525 | | 33,826 | |
| Redemption debt securities guaranteed | | | | |
| by the State | -24,642 | | -161,293 | |
| Redemption debentures and notes guaranteed | | | | |
| by the State | -340,335 | | -249,578 | |
| Dividend paid | -228 | | -228 | |
| Cash flow from financing activities | | 135,720 | | -394,059 |
| Net cash flow | | 89,702 | | 85,384 |
| Banks and cash | | | | |
| Banks and cash as at January 1 | | 349,822 | | 264,438 |
| Banks and cash as at December 31 | | 439,524 | | 349,822 |
| Movement in banks and cash | | 89,702 | | 85,384 |

Notes

to the consolidated balance sheet and profit and loss account

General

The consolidated annual accounts have been prepared in accordance with the legal requirements for annual accounts contained in Title 9, Book 2 of the Netherlands Civil Code. Because it engages in banking activities, the company makes use of the models used by banks in the Netherlands (the models prescribed by De Nederlandsche Bank N.V. as specified in Article 417 of the Netherlands Civil Code). Where necessary to provide proper insight into the financial position and results of the company, the annual accounts deviate from the prescribed models.

Consolidation scope

The consolidated annual accounts include the financial statements of FMO, NIO, FMO Antillen N.V. and FMO Participaties B.V.

The list stating the company's stake in all equity investments, as referred to in Articles 379 of the Netherlands Civil Code, has been filed with the Chamber of Commerce in The Hague. This list indicates the group companies included in the consolidation.

Consolidation method

The consolidated annual accounts include the financial statements of FMO and those group companies in which FMO exercises management control and decides on financial and strategic management. The financial statements of FMO's group companies have been consolidated in full.

In the consolidation the intercompany relations on both balance sheet and profit and loss account have been eliminated.

Accounting policies

General

The accounting principles for the consolidated annual accounts match those of the companyonly annual accounts, and the notes are essentially the same as the notes to the company- only balance sheet and profit and loss account. We therefore refer to the latter notes unless an additional note is deemed necessary.

Costs associated with short-term credit

Costs associated with short-term credit are charged directly to the results. In the past, the costs associated with bonds, particularly those issued by NIO (shown as debentures and notes), were carried over to the asset side and recorded under accrued assets.

| | eet | |
|--|-----------|-----------|
| | 2003 | 2002 |
| | | |
| 1 Banks and cash | | |
| Cash | 1 | 1 |
| Short-term deposits | 397,583 | 306,621 |
| Bank balances funds managed on behalf of the State Other bank balances | 40,397 | 41,274 |
| Other bank balances | 1,543 | 1,926 |
| | 439,524 | 349,822 |
| Banks and cash are denominated in USD for EUR 2,442 (2002: EUR 14,700). | | |
| The company cannot freely dispose of the bank balances of funds and | | |
| State programs. For these balances a liability on account of funds and State | | |
| programs has been included. | | |
| F0 | | |
| Remaining terms of bank and cash: | | |
| Immediate due | 1,544 | 1,926 |
| 3 months or shorter | 355,480 | 327,896 |
| Longer than 3 months, but shorter than 1 year | 82,500 | 20,000 |
| | 439,524 | 349,822 |
| | | |
| | | |
| 2 Loans to the private sector | | |
| Movements: | | |
| Nominal value of loans as at January 1 | 1,113,145 | 1,247,617 |
| Disbursements | 360,811 | 206,640 |
| Repayments | -195,160 | -236,965 |
| Write offs | -36,530 | -32,454 |
| Exchange rate differences (closing rate) | -196,994 | -71,693 |
| Nominal value loans as at December 31 (closing rate) | 1,045,272 | 1,113,145 |
| Tuchanan meta differences form devinations | C 000 | 20.472 |
| Exchange rate differences from derivatives Balance | 6,999 | -39,473 |
| balance | 1,052,271 | 1,073,672 |
| Specific value adjustments | -139,555 | -188,777 |
| General value adjustment | -64,836 | -55,752 |
| Balance value loans | 847,880 | 829,143 |
| | | |
| The appendices to these annual accounts contain a specification of the | | |
| portfolio per country and per sector. | | |
| | | |
| As of April 1 2003, FMO has taken over the IFOM program and its loans | | |
| from NIB Capital Bank N.V. The breakdown of the loans is as follows: | | |
| | | |
| Nominal value IFOM loans as at December 31 (closing rate) | 28,436 | |
| Value adjustment (own risk) | -530 | |
| Balance IFOM loans (as included in total balance value loans) | 27,906 | |

Notes to the consolidated balance sheet

| | 2003 | 2002 |
|--|-----------|-----------|
| The State guarantees 90% or 95% of the outstanding IFOM amounts. | | |
| For movements of the value adjustments see note 5. | | |
| v | | |
| Loans denominated in USD | 882,549 | 1,013,754 |
| Loans denominated in EUR | 145,434 | 77,628 |
| Loans denominated in MXN | 14,447 | 18,834 |
| Loans denominated in other currencies | 2,842 | 2,929 |
| | 1,045,272 | 1,113,145 |
| Loans to companies in which FMO has equity investments | 50,300 | 54,159 |
| The subordinated loans amount to EUR 114,913 (2002: EUR 133,163) | | |
| Loans mainly carry floating interest, with rates of 1% to 8% above the basic rate. The weighted average rate of interest as at December 31, 2003 was 5.1% (2002: 5.3%). The non performing loans amount to | | |
| EUR 131,226 (2002: EUR 117,756). | | |
| The remaining term of the loans is: | | |
| 3 months or less | 35,583 | 37,919 |
| Longer than 3 months, but shorter than 1 year | 39,744 | 52,781 |
| Longer than 1 year, shorter than 5 years | 508,473 | 558,598 |
| Longer than 5 years | 461,472 | 463,847 |
| | 1,045,272 | 1,113,145 |
| 3 Loans guaranteed by the State | | |
| Movements: | | |
| Book value of loans as at January 1 | 1,486,248 | 1,684,223 |
| Disbursements | - | - |
| Repayments | -89,969 | -94,373 |
| Movement of guaranteed amounts by the State of the Netherlands | | |
| in connection with guarantees | -69,058 | -103,602 |
| Book value of loans as at December 31 | 1,327,221 | 1,486,248 |
| The remaining terms are: | | |
| Immediate due | 13,086 | 12,999 |
| 3 months or less | 42,742 | 45,743 |
| Longer than 3 months but no longer than 1 year | 109,662 | 119,773 |
| Longer than 1 year but no longer than 5 years | 512,966 | 580,125 |
| Longer than 5 years | 648,765 | 727,608 |
| | 1,327,221 | 1,486,248 |

The weighted average rate of interest as at December 31, 2003 is 2.8% (2002: 2.8%).

| | 2003 | 2002 |
|--|---------|---------|
| This concerns loans in development countries which are individually guaranteed by the State of the Netherlands. Payments by the State on guaranteed loans are deducted from the reported loan balance. The company has the obligation to disburse amounts only in case it's debtors pay their loans. | | |
| 4 Equity investments in developing countries The equity investments have been made in companies in developing countries. | | |
| Movements: | | |
| Historical cost of equity investments as at January 1 | 132,852 | 135,612 |
| Purchases | 23,083 | 16,700 |
| Sales | -11,500 | -15,152 |
| Write offs | -7,279 | -4,308 |
| Historical cost of equity investments as at December 31 | 137,156 | 132,852 |
| | | |
| Specific value adjustments on equity investments | -51,168 | -55,646 |
| Balance as at December 31 | 85,988 | 77,206 |
| The appendices to these annual accounts contain a specification of the | | |

portfolio per country and per sector.

5 Movements in value adjustments

| | General | Spee | cific value ad | justments | | |
|----------------------------|----------|------------|----------------|-----------|---------|---------|
| | value | | | Equity | | |
| | adjust - | | | invest - | | |
| | ment G | Guarantees | Loans | ments | | |
| | | | | | | |
| Book value as at January l | 55,752 | 3,052 | 188,777 | 55,646 | 303,227 | 319,238 |
| Additions (net) | 19,079 | 6,730 | 13,573 | 2,801 | 42,183 | 54,903 |
| IFOM take-over (net) | - | - | 597 | - | 597 | - |
| Exchange rate differences | -9,995 | -414 | -26,862 | - | -37,271 | -34,151 |
| Write-offs and usage | | | -36,530 | -7,279 | -43,809 | -36,763 |
| Balance as at December 31 | 64,836 | 9,368 | 139,555 | 51,168 | 264,927 | 303,227 |
| | | | | | | |
| In % of gross portfolio | 6.2% | 7.3% | 13.4% | 37.3% | 20.1% | 21.7% |
| | | | | | | |

| 6 Other receivables | | |
|---------------------------|--------|--------|
| Taxes and social premiums | 664 | 79 |
| Deferred taxes | 22,367 | 19,234 |
| Current account EIB | - | 679 |
| Sundry receivables | 3,234 | 15,968 |
| | 26,265 | 35,960 |

| | 2003 | 2002 |
|--|---------|---------|
| | | |
| Temporary differences between commercial and fiscal results are related to | | |
| the general value adjustment and temporary depreciation of investments as | | |
| well as results on interest-bearing securities. Deferred taxes have been | | |
| established in respect of these differences. | | |
| Sundry receivables consists mainly of receivables from loans. | | |
| 7 Current accounts with funds and State programs | | |
| 7 Current accounts with funds and State programs Current account Small-scale Enterprise Fund | 3,478 | 7,518 |
| Current account Balkan Fund | 1,472 | 352 |
| Current account NIMF | 1,472 | 498 |
| Interest free loan NIO to the State of the Netherlands | 1,314 | 16,197 |
| Current account LDC Fund | 4,081 | 2,085 |
| | 25,296 | 26,650 |
| | | |
| This concerns the current account between FMO and the by FMO managed | | |
| funds and State programs on behalf of the State of the Netherlands and the | | |
| interest free loan NIO with the State. | | |
| | | |
| 8 Accrued income | | |
| Accrued interest loans | 24,107 | 28,719 |
| Accrued income and interest on swaps and other assets | 32,490 | 25,103 |
| Other accrued income | 5,470 | 11,170 |
| | 62,067 | 64,992 |
| The accrued income includes an amount of EUR 5,402 (2002: EUR 10,126) to be claimed from the State of the Netherlands. | | |
| | | |
| | | |
| 9 Banks | | |
| Short-term credit from banks, private loans and current account credits | 544,677 | 505,217 |
| EUR 8,731 (2002: EUR 16,360) of the credit from banks is denominated in | | |
| USD. The short-term credit from banks have been raised at interest rates | | |
| varying from 0.5% to 1.94%. The weighted average interest rate of the | | |
| short term credits in EUR and USD as at December 31, 2003 are 1.8% and | | |
| 1.5% respectively (2002: 3.0% and 1.4%). | | |
| The weighted average interest rate of the private loans as at December 31, 2003 is 4.69% (2002: 4.98%). | | |
| Loans guaranteed by the State of the Netherlands amount to EUR 536,000 (2002: EUR 461,000). | | |
| | | |
| | | |

| | 2003 | 2002 |
|---|----------|----------|
| The remaining terms of short term credits and current accounts credits | | |
| from banks are: | | |
| Immediate due | | 6,019 |
| 3 months or less | 8,677 | 38,198 |
| Longer than 3 months but no longer than 1 year | 15,000 | 15,000 |
| Longer than 1 year but no longer than 5 years | 396,000 | 296,000 |
| Longer than 5 years | 125,000 | 150,000 |
| | 544,677 | 505,217 |
|) Debt securities | | |
| This item includes all non-subordinated debt, which has not | | |
| been identified as debentures and notes payable to banks. | | |
| Debt securities do not include save deposits. | | |
| | | |
| Debt securities consist of private loans and deposits raised in Dutch and | | |
| foreign capital markets. | | |
| Movements: | | |
| Balance as at January 1 | 442,101 | 619,700 |
| Disbursements | 116,336 | 56,269 |
| Redemptions | -101,493 | -225,298 |
| Exchange rate differences | -26,136 | -8,569 |
| Balance as at December 31 | 430,808 | 442,102 |
| The remaining term of debt securities is: | | |
| Immediate due | 68,698 | 24,289 |
| 3 months or less | 42,510 | 8,553 |
| Longer than 3 months but no longer than 1 year | 134,225 | 40,210 |
| Longer than 1 year but no longer than 5 years | 159,850 | 205,054 |
| Longer than 5 years | 25,525 | 163,996 |
| | 430,808 | 442,102 |
| | | |
| Debt securities denominated in EUR | 408,593 | 393,749 |
| Debt securities denominated in JPY | 22,215 | 48,353 |
| | 430,808 | 442,102 |
| Debt securities guaranteed explicitly by the State of the Netherlands | 133,400 | 49,936 |
| | | |

The debt securities have been raised at interest rates varying from 1.9% to 8.1%. The weighted average rate of interest of debt securities in EUR and JPY as at December 31, 2003 are 5.2% and 1.9% (2002: 5.3% and 2.0%).

10

The private loans of NIO (EUR 133,400) have a weighted average rate of interest of 3.46% (2002: 5.12%).

As at December 31, 2003 the average rate of interest of deposits is 1.62% (2002: 2.57%).

| | 2003 | 2002 |
|--|-----------|-----------|
| 1 Debentures and notes | | |
| Debentures and notes consist of medium term notes under the FMO EMTN | | |
| Program and on the stock exchange quoted NIO bonds. | | |
| Movements: | | |
| Balance as at January 1 | 1,224,160 | 1,552,892 |
| Disbursements | 578,267 | 232,853 |
| Redemptions | -494,423 | -494,917 |
| Exchange rate differences | -84,195 | -66,668 |
| Balance as at December 31 | 1,223,809 | 1,224,160 |
| The remaining term of debt securities is: | | |
| Immediate due | - | - |
| 3 months or less | 113,445 | 90,756 |
| Longer than 3 months but no longer than 1 year | - | 249,579 |
| Longer than 1 year but no longer than 5 years | 250,079 | 330,148 |
| Longer than 5 years | 860,285 | 553,677 |
| | 1,223,809 | 1,224,160 |
| Debt securities denominated in EUR | 603,780 | 944,115 |
| Debt securities denominated in USD | 358,342 | 128,880 |
| Debt securities denominated in JPY | 261,687 | 151,165 |
| | 1,223,809 | 1,224,160 |
| The medium-term notes have been raised in Dutch and foreign capital | | |
| markets at interest rates varying from 0.1% to 11%. The weighted average | | |
| interest rate of the debentures and notes in USD and JPY as at December | | |
| 31, 2003 are 3.9% and 2.7% respectively (2002: 5.5% and 1.5%). | | |
| The discount and costs of the bonds are EUR 2,255 (2002: EUR 3,115) and | | |
| are included in the accrued income. | | |
| EUR 603,780 (2002: EUR 944,115) of the debentures and notes (NIO-bonds) | | |
| are guaranteed by the State of the Netherlands. The weighted average | | |
| interest of these bonds as at December 31, 2003 is 5.12% (2002: 5.71%). | | |
| | | |
| 2 Current accounts with funds and State programs Current account IPTA | 462 | 701 |
| | 402 | /01 |

| Current account NIO with the State of the Netherlands | 49,525 | 23,039 |
|---|--------|--------|
| Current account Seed Capital Fund | 7,528 | 8,294 |
| | 57,515 | 32,034 |

This refers to the current account between FMO and the funds and programs managed on behalf of the State of the Netherlands and the current account NIO with the State of the Netherlands.
| Other accrued liabilities7,7784,8946,17449,5414 Contingent liabilitiesThe company has provided guarantees regarding repayments and interest payment for a number of projects. The nominal amount of the guarantees is valued at the last known exchange rate in 2003.Effective guarantees137,935Less: presented under other liabilities and accrued liabilities-9,368-9,368-3,05 | 2003 | 2002 |
|--|--|---------|
| Accrued interest banks, debt securities and debentures and notes 38,396 44,65 Other accrued liabilities 7,778 4,89 46,174 49,54 14 Contingent liabilities 46,174 49,54 The company has provided guarantees regarding repayments and interest payment for a number of projects. The nominal amount of the guarantees is valued at the last known exchange rate in 2003. 137,935 152,29 Effective guarantees -9,368 -3,05 | | |
| Other accrued liabilities7,7784,8946,17449,5414 Contingent liabilitiesThe company has provided guarantees regarding repayments and interest payment for a number of projects. The nominal amount of the guarantees is valued at the last known exchange rate in 2003.137,935152,29Effective guarantees137,935152,29-9,368-3,05 | | |
| 46,174 49,54 14 Contingent liabilities 46,174 The company has provided guarantees regarding repayments and interest payment for a number of projects. The nominal amount of the guarantees is valued at the last known exchange rate in 2003. 137,935 Effective guarantees 137,935 152,29 Less: presented under other liabilities and accrued liabilities -9,368 -3,05 | | 44,650 |
| 14 Contingent liabilities The company has provided guarantees regarding repayments and interest payment for a number of projects. The nominal amount of the guarantees is valued at the last known exchange rate in 2003. Effective guarantees 137,935 152,29 Less: presented under other liabilities and accrued liabilities -9,368 -3,05 | 7,778 | 4,896 |
| The company has provided guarantees regarding repayments and interest payment for a number of projects. The nominal amount of the guarantees is valued at the last known exchange rate in 2003.137,935152,29Effective guarantees137,935152,29Less: presented under other liabilities and accrued liabilities-9,368-3,05 | 46,174 | 49,546 |
| The company has provided guarantees regarding repayments and interest payment for a number of projects. The nominal amount of the guarantees is valued at the last known exchange rate in 2003.137,935152,29Effective guarantees137,935152,29Less: presented under other liabilities and accrued liabilities-9,368-3,05 | | |
| payment for a number of projects. The nominal amount of the guarantees is valued at the last known exchange rate in 2003.137,935152,29Effective guarantees137,935152,29Less: presented under other liabilities and accrued liabilities-9,368-3,05 | tees regarding repayments and interest | |
| valued at the last known exchange rate in 2003.Effective guarantees137,935Less: presented under other liabilities and accrued liabilities-9,368-3,05 | | |
| Effective guarantees137,935152,29Less: presented under other liabilities and accrued liabilities-9,368-3,05 | C C | |
| Less: presented under other liabilities and accrued liabilities -9,368 -3,05 | | |
| | 137,935 1 | 152,293 |
| 128,567 149,24 | ties and accrued liabilities | -3,052 |
| | 128,567 | 149,241 |
| Of the provided guarantees of EUR 137,935, EUR 9,949 (2002: EUR 21,932) | 2 137 935 FUR 9 949 (2002) FUR 21 932) | |
| is covered by a counter guarantee of the State of the Netherlands. | | |
| is covered by a counter guarantee of the state of the Netherlands. | of the state of the wenefiands. | |
| | | |
| 15 Irrevocable facilities | | |
| Contractual commitments for disbursements on account of: | ursements on account of: | |
| • Loans for account of FMO 240,718 243,47 | 240,718 24 | 243,473 |
| • Equity investments for account of FMO 46,514 39,71 | of FMO 46,514 | 39,713 |
| • Disposition space of Loans guaranteed by the State 2,530 61,86 | nteed by the State 2,530 | 61,864 |
| Put-option related to syndicated loan 11,680 13,99 | loan 11,680 | 13,994 |
| Contractual commitments for guarantees 67,460 70,16 | arantees 67,460 | 70,162 |
| <u>368,902</u> <u>429,20</u> | 368,902 4 | 429,206 |

Notes to the consolidated profit and loss account

| 16 Interest income | | |
|---|---------|---------|
| Interest on loans | 116,694 | 127,219 |
| Interest on cash and banks | 9,818 | 11,926 |
| Interest on interest-bearing securities | 7,439 | 6,524 |
| Commitment fees | 7,460 | 6,558 |
| | 141,411 | 152,227 |

The interest risk on loans carrying floating interest has been covered by interest rate swaps. Interest on loans includes the results of these swaps. If applicable the results on currency swaps are also included in the interest on loans. 76

| | 2003 | 2002 |
|---|--------|---------------------|
| The relative share of interest on loans per region is as follows: | | |
| Africa | 12% | 14% |
| Asia | 36% | 38% |
| Europe & Central Asia | 8% | 8% |
| Latin America & The Caribbean | 44% | 40% |
| | 100% | 100% |
| 7 Interest expense | | |
| Interest on debt securities and banks | 42,082 | 54,839 |
| Interest on debentures and notes | 53,808 | |
| Interest on other borrowings | 1,280 | |
| Interest on the current account with the State of the Netherlands | 343 | |
| Brokerage charges for attracting borrowings and charges for the early | | |
| repayment of debt securities | 1,291 | 8,773 |
| | 98,804 | 129,859 |
| An early renorment by NIO reculted in 2002 in an additional interest | | |
| An early repayment by NIO resulted in 2002 in an additional interest expense of EUR 6,840 against an expense of EUR 64 in 2003. | | |
| expense of Eor 0,040 against an expense of Eor 04 in 2003. | | |
| 8 Other income | | |
| This item includes amongst others revenues from claims that have been | | |
| written off and the realization of certain rights as well as the interest | | |
| compensation by The State of the Netherlands. | 37,007 | 55,421 |
| | 01,001 | |
| The amount of the general interest compensation is EUR 25,567 | | |
| (2002: EUR 45,826) | | |
| The interest compensation by the State of the Netherlands represents the | | |
| agreed remuneration which is composed of the difference between interest | | |
| earnings and interest expenses of NIO. | | |
| | | |
| The Hague, March 18, 2004 | | Supervisory Board |
| | | Willy Angenent |
| | | Chairman |
| | | Joop Hoekman |
| | | Deputy Chairman |
| | | Piet Bukman |
| | | Dolf Collee |
| | | Sjef van Dooremalen |
| | | Rens de Leur |
| | | Cees Maas |
| | | Wim Meijer |
| | | Doekle Terpstra |
| | | Lodewijk de Waal |
| | | Executive Board |
| | | Mishael Douth |

Michael Barth Chief Executive Officer Nanno Kleiterp* Chief Operations Officer * Statutory Director since May 14, 2003

Other information

Statutory rules for profit appropriation

The Articles of Association of the company stipulate that a profit balance in any year shall first be used to cover any losses from previous years. The appropriation of the remaining profit shall be determined by the General Meeting of Shareholders.

Proposal for profit appropriation

Profit after tax for 2003 amounted to EUR 20,600. Of this, EUR 19,192 has been transferred to the Contractual Reserve in accordance with the agreement with the State. The remaining profit is EUR 1,407. Management and the Supervisory Board propose to declare a cash dividend (in round figures) of EUR 228 (EUR 0.57 per share of nominal EUR 22.69, equivalent to 2.5%) and to transfer the remaining amount of EUR 1,179 to the Other Reserves.

Maintenance stipulations from the Agreement State - FMO of November 16, 1998

Article 7

Maintenance obligations in the event of depletion of GRR Fund and inadequate cover for exceptional operating risks.

7.1 To determine whether FMO has grounds for invoking the maintenance obligation (the 'State's maintenance obligation') as referred to in Article 7.2.1, the losses incurred by FMO as referred to in Article 7.2.2, as shown by the financial statements drawn up for the relevant year in accordance with generally accepted accounting principles and in conformity with Part 9 of Book 2 of the Netherlands Civil Code and duly adopted by the competent corporate body, shall first be charged to the GRR Fund.

7.2.1 The State undertakes vis-à-vis FMO to defray losses on its operations pursuant to Article 3.1 and 3.2 of this Agreement, as determined in accordance with Article 7.2.2, to the extent that such risks have not been covered by specific value adjustments and/or compensation and/or insurance benefits received or yet to be received, provided that:

a the amount of such losses exceeds the amount of the GRR Fund as at December 31 of the year in which these losses were incurred; and

b the inadequacy of the cover for general value adjustments under the GRR Fund is due to abnormal operating risks, such as unforeseen political difficulties in or transfer problems with particular countries or the collapse of the world economy or a regional economy.

7.2.2 The parties shall consult together to determine the magnitude of such losses. Should they fail to agree, FMO's auditors and an auditor designated by the State shall make a reasonable and equitable calculation of the losses in accordance with generally accepted accounting principles.

7.3 If circumstances arise as described in Article 7.2.1 under a. and b. and FMO requests the State to fulfill its obligation as referred to in Article 7.2, this shall give rise to a claim against the State, which shall be duly acknowledged by the State, on the first business day of the first financial year following the date of the request. Such request shall be made in writing.

Article 8

Other financial security obligations.

8.1 Without prejudice to the other provisions of this Agreement, the State shall prevent situations arising in which FMO is unable to meet the following (comprehensively enumerated) commitments on time: FMO's commitments in respect of

1 loans raised on the capital market;

2 short-term funds raised on the money market with maturities of two years or less;

3 swap agreements involving the exchange of principal and interest;

4 swap agreements not involving the exchange of principal but with interest payment;

5 foreign-exchange forward contracts and

forward rate agreements (FRAs);

 ${f 6}$ options and futures contracts;

 ${\bf 7}\,$ combinations of the products referred to under (1) to (4) and

8 guarantees given by FMO to third parties in respect of the financing of private companies in developing countries and commitments relating to the maintenance of an adequate organization.

Other information

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a the amount of such losses exceeds the amount of the GRR Fund as at 31 December of the year in which these losses were incurred; and

b the inadequacy of the cover for general value adjustments under the GRR Fund is due to abnormal operating risks, such as unforeseen political difficulties in or transfer problems with particular countries or the collapse of the world economy or a regional economy.

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1 loans raised on the capital market;

2 short-term funds raised on the money market with maturities of two years or less;

3 swap agreements involving the exchange of principal and interest;

4 swap agreements not involving the exchange of principal but with interest payment;

5 foreign-exchange forward contracts and

forward rate agreements (FRAs);

 ${f 6}$ options and futures contracts;

 ${\bf 7}\,$ combinations of the products referred to under (1) to (4) and

8 guarantees given by FMO to third parties in respect of the financing of private companies in developing countries and commitments relating to the maintenance of an adequate organization.

Note

The 'GRR Fund' mentioned in Article 7 has been defined in Article 6 of the Agreement. It consists of the sum of a part of the Share Premium Reserve amounting to EUR 21,211 plus the General Value Adjustment and the Contractual Reserve. As at December 31, 2003, the GRR Fund amount to EUR 187,946 (2002: EUR 159,669).

Auditor's Report

Introduction

We have audited the 2003 annual accounts of Nederlandse Financierings-Maatschappij voor Ontwikkelingslanden N.V., The Hague. These annual accounts are the responsibility of the company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

Scope

We conducted our audit in accordance with auditing standards generally accepted in the Netherlands.

Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the annual accounts are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the annual accounts. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of annual accounts. We believe that our audit provides a reasonable basis for our opinion.

Opinion

In our opinion, the annual accounts give a true and fair view of the financial position of the company as at December 31, 2003 and of the result for the year then ended in accordance with accounting principles generally accepted in the Netherlands and comply with the financial reporting requirements included in Part 9, Book 2, of the Netherlands Civil Code.

The Hague, March 18, 2004 KPMG Accountants N.V.

Appendices

Sectoral distribution of finance portfolio

This summary covers all outstanding loans, guarantees and equity investments by sector and region, including contractual commitments as at December 31, 2003. The outstanding balances in foreign currencies have been converted at the last known exchange rate applying on the balance sheet date.

| Amounts per sector | Africa | Asia | Europe & Central Asia | Latin America & The Caribbean | Total |
|------------------------------------|---------|---------|--------------------------|--|-----------|
| Banks | 55,546 | 52,011 | 110,547 | 288,034 | 506,138 |
| Non-banking Financial Institutions | 7,506 | 62,604 | 46,834 | 12,500 | 129,444 |
| Housing finance | - | 1,775 | 5,969 | 27,242 | 34,986 |
| Ŭ | 63,052 | 116,390 | 163,350 | 327,776 | 670,568 |
| Infrastructure | | | | | |
| Roads and water works | 44,342 | 3,662 | 19,533 | 26,779 | 94,316 |
| Energy and water | 52,123 | 47,686 | 11,102 | 42,964 | 153,875 |
| Telecom | 48,975 | 63,981 | 21,879 | 36,883 | 171,718 |
| | 145,440 | 115,329 | 52,514 | 106,626 | 419,909 |
| Other sectors | | | | | |
| Industry | 20,817 | 116,275 | 88,359 | 103,835 | 329,286 |
| Others | 63,352 | 54,750 | 62,847 | 76,074 | 257,023 |
| | 84,169 | 171,025 | 151,206 | 179,909 | 586,309 |
| Total | 292,661 | 402,744 | 367,070 | 614,311 | 1,676,786 |

Percentages

| Financial sector | | | | | |
|------------------------------------|-------|-------|-------|-------|-------|
| Banks | 19.0% | 12.9% | 30.1% | 46.9% | 30.2% |
| Non-banking Financial Institutions | 2.6% | 15.5% | 12.8% | 2.0% | 7.7% |
| Housing finance | 0.0% | 0.4% | 1.6% | 4.4% | 2.1% |
| | 21.6% | 28.8% | 44.5% | 53.3% | 40.0% |
| Infrastructure | | | | | |
| Roads and water works | 15.2% | 0.9% | 5.3% | 4.4% | 5.6% |
| Energy and water | 17.8% | 11.8% | 3.0% | 7.0% | 9.2% |
| Telecom | 16.7% | 15.9% | 6.0% | 6.0% | 10.2% |
| | 49.7% | 28.6% | 14.3% | 17.4% | 25.0% |
| Other sectors | | | | | |
| Industry | 7.1% | 28.9% | 24.1% | 16.9% | 19.6% |
| Others | 21.6% | 13.7% | 17.1% | 12.4% | 15.4% |
| | 28.7% | 42.6% | 41.2% | 29.3% | 35.0% |
| Total | 100% | 100% | 100% | 100% | 100% |

Loans, guarantees and equity investments per country

This summary covers all outstanding loans, guarantees and equity investments by sector and region, including contractual commitments as at December 31, 2003 for the account of FMO. The outstanding balances in foreign currencies have been converted at the last known exchange rate applying on the balance sheet date.

| investments Africa Angola 2.651 | 0.051 |
|---|---------|
| 0 | 2,651 |
| Benin 4,318 | 4,318 |
| Botswana 7,959 | 7,959 |
| Cameroon 22,446 172 11,344 | 33,962 |
| Congo 3,681 - 657 | 4,338 |
| Ghana 2,861 | 2,861 |
| Ivory Coast 6,286 149 - | 6,435 |
| Kenya 9,415 2,355 - | 11,770 |
| Malawi 3,654 785 - | 4,439 |
| Mozambique 8,754 | 8,754 |
| Nigeria 67,692 | 67,692 |
| Senegal 8,928 | 8,928 |
| South Africa 482 11,185 - | 11,667 |
| Swaziland - 612 - | 612 |
| Tanzania 12,536 153 - | 12,689 |
| Tunisia - 2,736 - | 2,736 |
| Uganda 18,415 4,612 4,969 | 27,996 |
| Zimbabwe 249 | 249 |
| Regional Africa 42,796 22,309 7,500 | 72,605 |
| Total Africa 215,164 45,068 32,429 | 292,661 |
| Asia Bangladesh 35,389 834 10,347 | 46,570 |
| China 62,693 11,058 - | 73,751 |
| India 41,955 13,341 17,704 | 73,000 |
| Indonesia 38,644 | 38,644 |
| Jordan - 211 - | 211 |
| Lebanon 17,109 1,903 - | 19,012 |
| Nepal 6,563 | 6,563 |
| Pakistan 7,314 - 2,756 | 10,070 |
| Philippines 41,669 5,468 27,495 | 74,632 |
| Singapore - 3,821 - | 3,821 |
| South Korea 14,944 | 14,944 |
| Sri Lanka 21,850 | 21,850 |
| Thailand 15,918 3,758 - | 19,676 |
| Total Asia 304,048 40,394 58,302 | 402,744 |

| Region | Country | Loans | Equity investments | Guarantees | Total |
|---------------|-----------------------------|-----------|-----------------------|------------|-----------|
| Europe & | Bosnia and Herzegovina | 10,000 | - | _ | 10,000 |
| Central Asia | Bulgaria | 26,509 | | _ | 26,509 |
| Central Asia | Czech Republic | 5,660 | 427 | | 6,087 |
| | Estonia | 693 | 2,663 | | 3,356 |
| | Hungary | 1,232 | 2,000 | | 1,232 |
| | Kazakhstan | 8,537 | | 21,888 | 30,425 |
| | Lithuania | 5,113 | | 21,000 | 5,113 |
| | Poland | 16,271 | 12,129 | | 28,400 |
| | Romania | 61,493 | 2,867 | | 64,360 |
| | Russian Federation | 39,210 | 10,025 | - 11,939 | 61,174 |
| | Slovak Republic | 6,232 | 10,025 | 11,959 | |
| | | | - | - | 6,232 |
| | Turkey Ukraine | 52,376 | 12,337 | 19,125 | 83,838 |
| | | 17,302 | 1,361 | 7,960 | 26,623 |
| Total Funda | Regional Europe | | 11,492 | 2,229 | 13,721 |
| lotal Europe | & Central Asia | 250,628 | 53,301 | 63,141 | 367,070 |
| | | | | | |
| Latin | Argentina | 98,212 | 10,618 | - | 108,830 |
| America | Belize | 2,547 | - | - | 2,547 |
| & The | Bolivia | 30,335 | - | - | 30,335 |
| Caribbean | Brazil | 54,085 | 4,126 | 11,087 | 69,298 |
| | Chile | - | 3,960 | - | 3,960 |
| | Colombia | 7,959 | - | - | 7,959 |
| | Costa Rica | 45,379 | 348 | - | 45,727 |
| | Dominican Republic | 26,810 | - | 9,734 | 36,544 |
| | Ecuador | 2,646 | - | - | 2,646 |
| | El Salvador | 39,930 | - | - | 39,930 |
| | Guatemala | 13,367 | - | - | 13,367 |
| | Honduras | 15,924 | - | - | 15,924 |
| | Jamaica | 7,661 | - | - | 7,661 |
| | Mexico | 36,597 | 11,867 | 12,795 | 61,259 |
| | Nicaragua | 14,629 | - | - | 14,629 |
| | Panama | 29,651 | - | - | 29,651 |
| | Peru | 33,229 | - | 7,959 | 41,188 |
| | Uruguay | 32,454 | 1,954 | - | 34,408 |
| | Venezuela | 4,578 | - | - | 4,578 |
| | Regional Latin America | 31,837 | 12,033 | - | 43,870 |
| Total Latin A | merica & The Caribbean | 527,830 | 44,906 | 41,575 | 614,311 |
| Total FMO | | 1,297,670 | 183,669 | 195,447 | 1,676,786 |
| Less: Contra | acted but not yet disbursed | 252,398 | 46,513 | 67,461 | 366,372 |
| Total outsta | nding portfolio | 1,045,272 | 137,156 | 127,986 | 1,310,414 |

Funds per country

This summary covers all outstanding loans, guarantees and equity investments by sector and region, including contractual commitments as at December 31, 2003 for the account of the Funds. The outstanding balances in foreign currencies have been converted at the last known exchange rate applying on the balance sheet date.

| Region | Country | Small-scale | Seed Capital | Balkan Fund | NIMF | LDC Fund | Total |
|--------------|--------------------|-----------------|--------------|-------------|-------|----------|---------|
| | | Enterprise Fund | Fund | | | | |
| Africa | Benin | - | 381 | - | - | - | 381 |
| | Botswana | - | 3,052 | - | - | - | 3,052 |
| | Burkina Faso | 2,000 | 1,625 | - | - | - | 3,625 |
| | Cameroon | 3,510 | 3,925 | - | - | - | 7,435 |
| | Cape Verde Islands | - | 188 | - | - | - | 188 |
| | Equatorial Guinea | - | 866 | - | - | - | 866 |
| | Ghana | 1,379 | 4,398 | - | - | - | 5,777 |
| | Ivory Coast | - | 577 | - | - | - | 577 |
| | Kenya | - | 327 | - | - | - | 327 |
| | Madagascar | 669 | 899 | - | - | - | 1,568 |
| | Mali | - | - | - | - | 2,000 | 2,000 |
| | Mauritania | 1,394 | 446 | - | - | - | 1,840 |
| | Morocco | - | 2,918 | - | - | - | 2,918 |
| | Mozambique | 1,000 | 2,705 | - | - | - | 3,705 |
| | Niger | - | 502 | - | - | - | 502 |
| | Nigeria | - | 2,396 | - | - | - | 2,396 |
| | Senegal | - | 458 | - | - | - | 458 |
| | South Africa | - | 599 | - | - | - | 599 |
| | Tanzania | 75 | 689 | - | - | 13,491 | 14,255 |
| | Togo | 2,174 | - | - | - | - | 2,174 |
| | Tunisia | 5,393 | 240 | - | - | - | 5,633 |
| | Uganda | 6,770 | 829 | - | - | - | 7,599 |
| | Zambia | - | 1,240 | - | - | - | 1,240 |
| | Regional Africa | 7,208 | 9,029 | <u> </u> | 3,000 | 11,939 | 31,176 |
| Total Africa | | 31,572 | 38,289 | | 3,000 | 27,430 | 100,291 |
| | | | | | | | |
| Asia | Bangladesh | 5,647 | 856 | - | - | 7,959 | 14,462 |
| | Cambodia | 945 | 521 | - | - | - | 1,466 |
| | China | - | 1,608 | - | 1,878 | - | 3,486 |
| | India | 11,758 | 2,047 | - | - | - | 13,805 |
| | Indonesia | 2,092 | - | - | - | - | 2,092 |
| | Pakistan | - | 179 | - | - | - | 179 |
| | Philippines | 886 | 162 | - | - | - | 1,048 |
| | Sri Lanka | 2,840 | 392 | - | - | - | 3,232 |
| | Vietnam | 2,000 | - | - | - | - | 2,000 |
| | Regional Asia | 3,236 | - | - | - | - | 3,236 |
| Total Asia | | 29,404 | 5,765 | - | 1,878 | 7,959 | 45,006 |

| Region | Country | Small-scale Enterprise Fund | Seed Capital Fund | Balkan Fund | NIMF | LDC Fund | Total |
|---------------|-----------------------------|--------------------------------|----------------------|-------------|--------|----------|---------|
| | | Linterprise rand | 1 unu | | | | |
| Europe & | Bosnia and Herzegovina | - | 1,362 | 2,353 | - | - | 3,715 |
| Central Asia | 0 | 1,234 | | · - | - | - | 1,234 |
| | Kazachstan | 4,638 | - | - | 3,265 | - | 7,903 |
| | Kosovo | | - | 500 | - - | - | 500 |
| | Romania | - | 762 | - | - | - | 762 |
| | Yugoslavia | - | - | 4,133 | - | - | 4,133 |
| | Regional Europe | 2,475 | - | 206 | - | - | 2,681 |
| Total Europe | & Central Asia | 8,347 | 2,124 | 7,192 | 3,265 | - | 20,928 |
| | | | | | | | |
| Latin | Bolivia | 2,625 | - | - | - | - | 2,625 |
| America | Costa Rica | 8,756 | - | - | - | - | 8,756 |
| & The | Dominican Republic | 136 | - | - | - | - | 136 |
| Caribbean | El Salvador | 2,543 | - | - | 4,000 | - | 6,543 |
| | Haiti | - | 288 | - | | - | 288 |
| | Mexico | 1,527 | - | - | - | - | 1,527 |
| | Nicaragua | 1,532 | - | - | - | - | 1,532 |
| | Panama | 3,184 | - | - | - | - | 3,184 |
| | Peru | 4,356 | 1,373 | - | - | - | 5,729 |
| | Uruguay | 1,142 | - | - | - | - | 1,142 |
| | Regional Latin America | 2,830 | - | - | - | - | 2,830 |
| Total Latin A | merica & The Caribbean | 28,631 | 1,661 | | 4,000 | | 34,292 |
| Total | | 97,954 | 47,839 | 7,192 | 12,143 | 35,389 | 200,517 |
| Less: Contra | acted but not yet disbursed | 20,754 | 8,186 | | | 14,491 | 43,431 |
| Total portfol | io funds | 77,200 | 39,653 | 7,192 | 12,143 | 20,898 | 157,086 |

Address

Netherlands Development Finance Company (Nederlandse Financierings-Maatschappij voor Ontwikkelingslanden N.V.)

Postbus 93060 2509 AB The Hague The Netherlands

Street address: Anna van Saksenlaan 71 2593 HW The Hague The Netherlands

E-mail: info@fmo.nl Internet: www.fmo.nl

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