

Effective fundraising for Latin America and the Caribbean



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FMO: The Entrepreneurial Development Bank

- > Unique Public-Private Partnership 51% / 49%
- > AAA credit rating (S&P)
- > Roles: Additionality and Catalyst
- > High risks with appropriate and market-driven returns

Key figures (2005)

- > Total portfolio: USD 3 billion (+20%)
- > Equity: USD 1,2 billion
- > Net profit: USD 90 million ('04: USD 43 mln)
- > New commitments: USD 840 million (+16%)
- > Debt – Mezzanine – Equity (direct/PEF's) – TA
- Staff: 220
- 1 office : The Hague, Netherlands

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Latin America & the Caribbean



FMO in Latin America and the Caribbean

- > FMO long experience in LAC, since early '90 in PEF
- > Total commitment in LAC USD 1 billion
- > Financial sector – Infrastructure – Industry
- > Local Partners
- > Overall Profitable Portfolio

FMO experience in LAC Private Equity market

- > From early stage to maturity:
 - early 90's: early stage
 - '96-'01: the rush
 - '02-'06: maturity

- > High impact on investors appetite and funds raised

LAC PE market: challenges and opportunities

> Challenges:

- Restore confidence
- Trackrecord, Build relationships and create Trust

> Opportunities:

- Market potential
- Good investment climate
- New type of products: mezzanine, LBO
- Join forces amongst `survivors`

FMO in Latin America and the Caribbean: the future

- > FMO is likely to increase its presence in LAC
- > Local teams with proven trackrecord
- > Regional approach
- > Allignment of interest of all stakeholders
- > Relationship - Trust

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→ *Thank you for your attention!*



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