

# INVESTOR PRESENTATION

September 2025

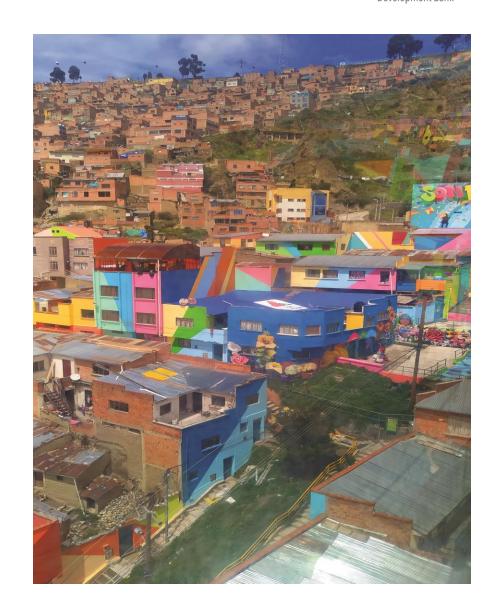


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FONPLATA

Development Bank

- 1. FONPLATA Overview
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# **An evolving Development Bank**



FONPLATA is a **Supranational Development Financial Institution** 

Established in 1974 by five founding members: **Argentina**, **Bolivia**, **Brazil**, **Paraguay and Uruguay** 

**50 years** supporting and financing its member countries

Enjoys **Preferred Creditor Status** with its shareholder countries

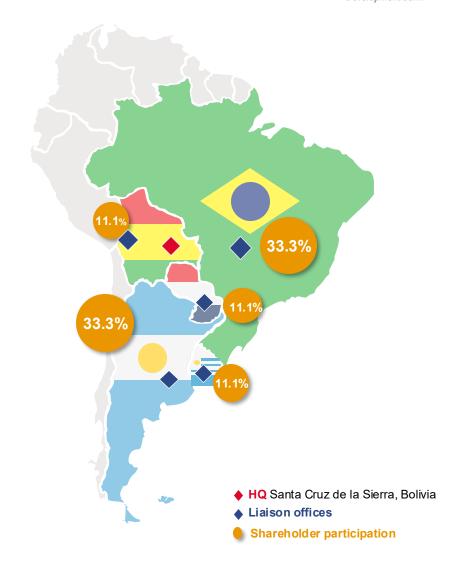
Loan portfolio allocated 100% within Public Sector, of which 95% is sovereign-guaranteed

Rated A/A2 with Stable Outlook by S&P and Moody's

## **Key Indicators**

USD 2.4bn Gross Loans

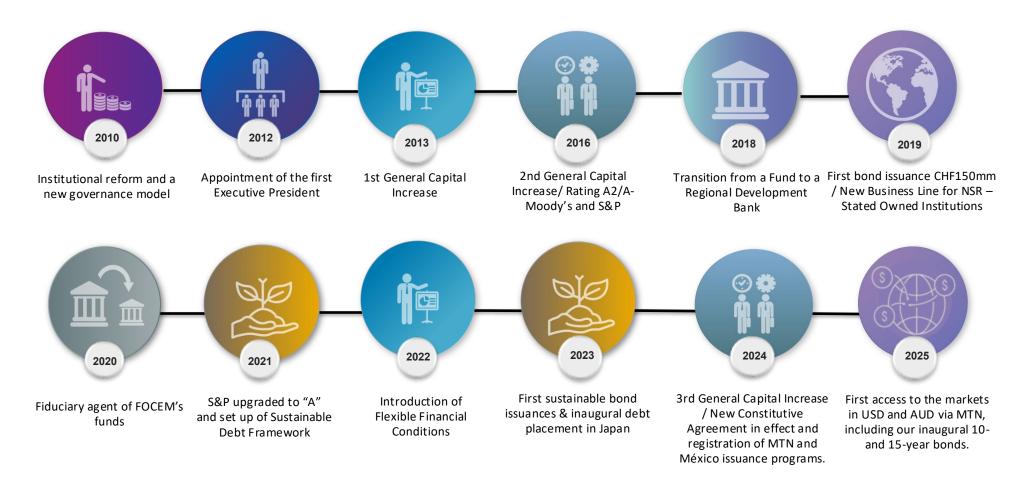
107% Debt/ Equity Ratio 48% Basel Ratio\* 0%
Non-Performing
Loans



#### **FONPLATA's Recent Milestones**







More than USD 5.3bn in approved loans since inception, USD 4.0bn since 2013. In 2024, FONPLATA more than doubled its authorized capital, from USD 3.0bn to USD 6.5bn. In July 2025, the Board of Governors approved the subscription of the 3<sup>rd</sup> capital increase.

# **FONPLATA's Core Strategic Pillars and Business Plan**





- Small to medium-size projects: USD 50-70mm
- Focus on vulnerable zones, border regions and integration
- Grants through Technical Assistance

# **Strategic business orientation**

## **Target sectors**

- INFRASTRUCTURE: Road and Logistics, Small Cities Urban Development and Energy
- PRODUCTIVE DEVELOPMENT: Production, Financial Services and SMEs
- SOCIAL AND GREEN FIELD: Health & Education, Water & Sanitation, and Environment

# **Projects Snapshot**





Direct beneficiaries: FONPLATA's contribution:



18,000 persons



**USD 100 M** 

SDGs:

















**USD 34 M** 

SDGs:



**Urban Restructuring and Environmental** Improvements Program in Vila Velha



FONPLATA's contribution:

#### **Regional Bioceanic Highway**

Direct beneficiaries: FONPLATA's contribution:



1,000 persons



**USD 354 M** 

SDGs:









Direct beneficiaries:





+ 204,000 persons



**USD 13 M** 

#### **Food Security Support Program in Argentina**

Direct beneficiaries:



FONPLATA's contribution:





**USD 200 M** 











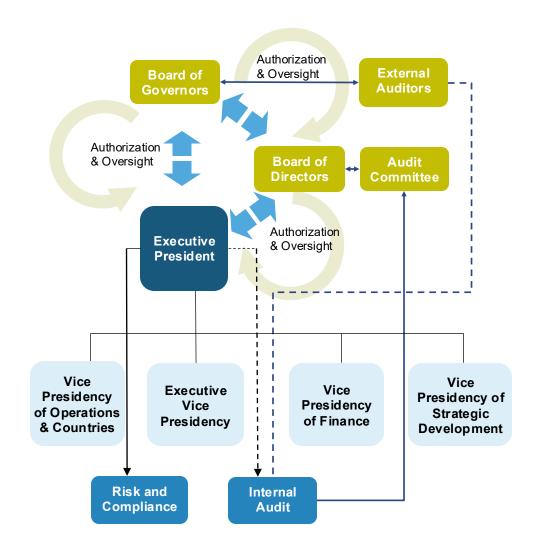




#### **Robust Governance Structure**

Control and Oversight Structures





#### Board of Governors (BoG): Finance or planning ministers of member countries

- Key functions include admission of new members, changes to capital structure, modifications to the Charter and to the BoD.
- Appoints external auditors, approves the audited financial statements, the annual budget, and the allocation of net income.

# Directors (BoD):

Representatives of member countries

- **Board of Executive** Approves financings, policies, and authorizes the contracting of debt.
  - Approves organizational changes at executive levels and reviews budgets prior to submission to the BoG.

#### **Audit Committee:**

Chaired by one of the Executive Directors, integrated by the BoD

- Reviews FONPLATA's annual report and financial statements, with the corresponding external auditor's opinion, before submission to BoG.
- External Auditors: Ernst & Young.

#### **Executive** President:

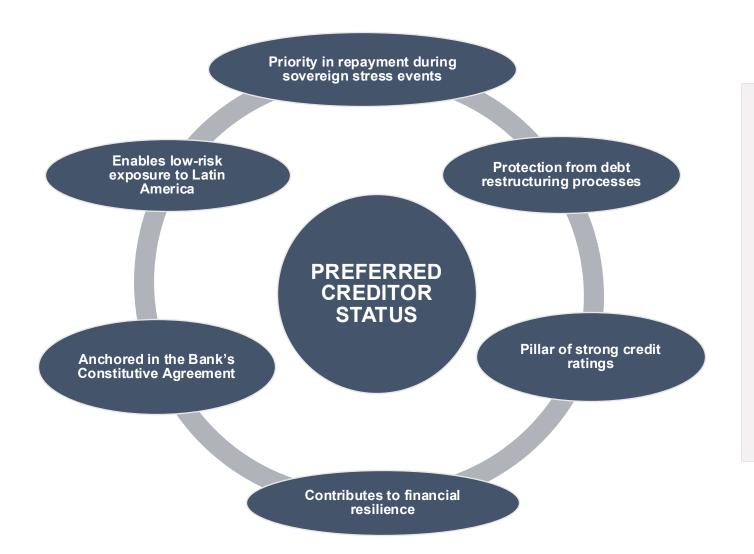
Appointed for a 5year period by the BoG

- Highest authority responsible for FONPLATA's overall supervision and management.
- Chief of staff.
- Appoints/terminates staff.
- Authority to approve loans up to USD 5mm.

## **Preferred Creditor Status**

A Strategic Pillar for FONPLATA's Financial Strength and Credit Standing



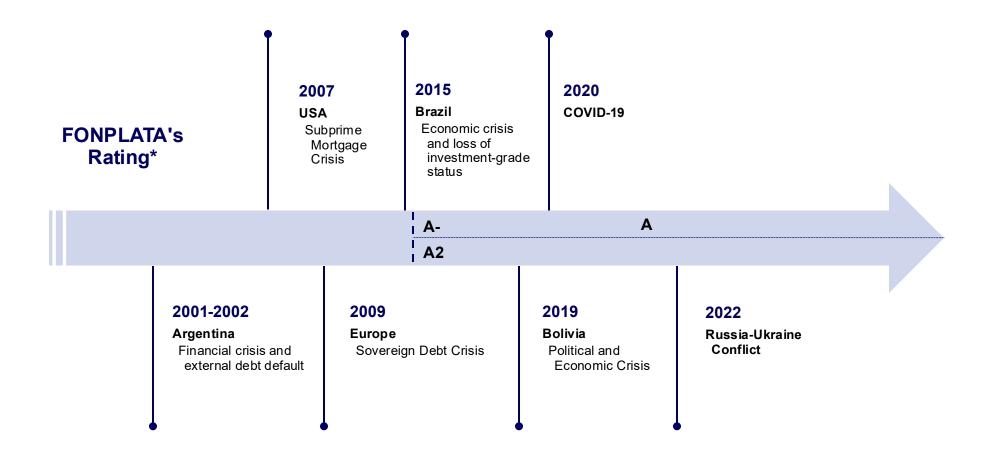


As a Multilateral
Development Bank,
FONPLATA benefits from a
de facto seniority under its
Preferred Creditor
Status—essential to
preserve financial strength

## **Proven Preferred Creditor Treatment**



Spotless track record of loan repayments despite adverse circumstances



# FONPLATA Maintains One of the Strongest Credit Profiles in Latin America





Moody's Rating																	
Non-investment Grade							Investment Grade										
Ca	Caa3	Caa2	Caa1	В3	B2	B1	Ba3	Ba2	Ba1	Baa3	Baa2	Baa1	А3	A2	A1	Aa3	Aa2
Bolivia	Ecuador		Argentina						Brazil	Colombia Paraguay ** ** Panama		Uruguay Peru	*1	Development Chile	<b>ATA</b> Bank	BCIE To Descendent des la constant de la constant	
FONPLATA's rating is supported by its high capitalization and liquidity																	

**Source**: S&P and Moody's as of September 30, 2025.

(1) CAF: Corporación Andina de Fomento – Development Bank of Latin Ameri.

(2) BCIE: Central American Bank of Economic Integration.

# Strong Commitment and Responsibility to Social and Environmental Issues: A Sustainable Bank



Recognizing the urgency to foster responsible investing for present and future generations

Aligning its Institutional Strategic Plan (2022-2026) according to the Paris Agreement 2030 Agenda based on Sustainable Development Goals (SDGs).

Environmental and Social Policy based on international standards and best practices.

Green, Gender and Youth facilities to promote member countries to implement environmental components in sound projects as well as gender equality.

A Sustainable Debt Framework, under which the Bank intends to issue Sustainable Financing Instruments to finance and/or refinance existing and future projects.

#### Loan Portfolio Breakdown by SDGs - Number of Projects

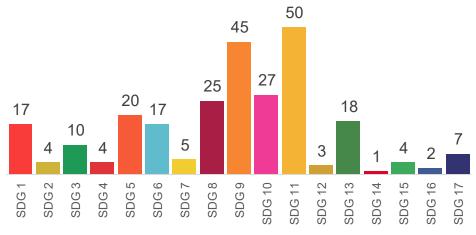
#### **FONPLATA** is most active with the following SDGs:











Note: Preliminary Data as of December 31, 2024.

FONPLATA plays a vital role in supporting countries efforts to achieve SDGs through financing and assistance for projects and programs in the public sector.

#### **FONPLATA's Sustainable Debt Framework**



The framework defines the following areas as eligible social and green categories:

#### Social:

- Access to essential services
- Affordable basic infrastructure
- Food security
- Employment generation and socio-economic advancement

#### Green:

- Renewable energy
- Clean transportation
- Sustainable management of natural resources
- Pollution prevention and contro
- Sustainable water and wastewater management



"The FONPLATA Development Bank's ("FONPLATA") internal process for evaluating and selecting projects is overseen by a Sustainability Committee comprised of team members from Finance. Operations, Strategic Partnerships, Risk & Compliance and Legal. The Committee is responsible for the final approval of eligible projects. FONPLATA's has a dedicated environmental and social risk mitigation process that is applicable to all allocation decisions made under the Framework. Sustainalytics considers this assessment and mitigation process to be strong and to be aligned with market best practice. Sustainalytics considers the project selection process to be in line with market practice"

# Alignment with



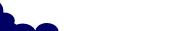










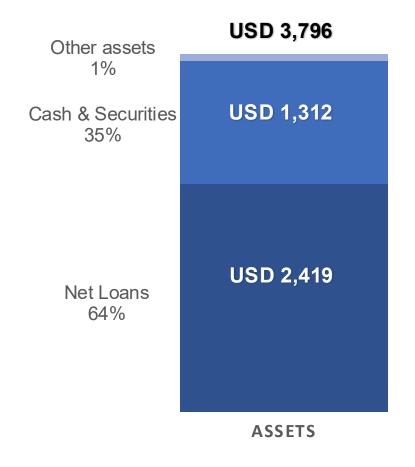




## **A Solid Balance Sheet**

Strong capitalization and room for lending growth (In USD million)



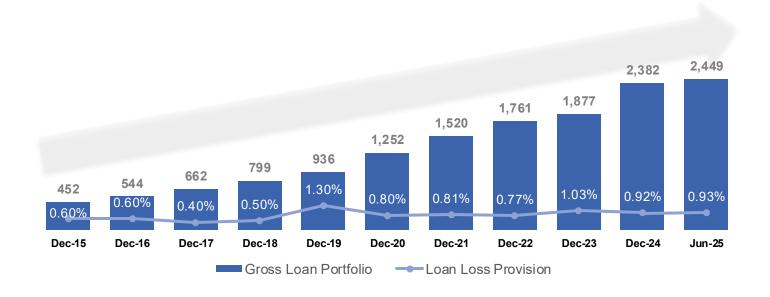




## **Gross Loan Portfolio**



Consistent Growth and High-Quality (In USD million)



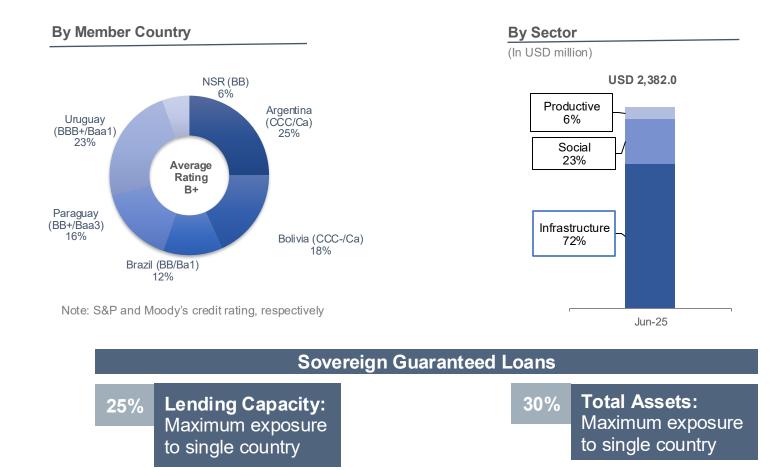
Compounded Annual Growth Rate (Dec-15-Jun-25): 20%

0% Non-Performing Loans (NPL) nor Non-Accrual Interest Loans (NAI) over the last 20 years

## **Diversified Loan Portfolio**

In % over Gross Loan Portfolio Outstanding





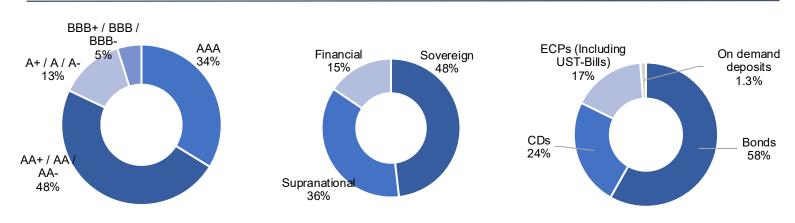
FONPLATA's prudent Financials Policies include maximum country exposure thresholds

# A Strengthened Liquidity Position: USD 1bn AUM reached



Short-term, high-rated assets and sound management

#### Liquidity Portfolio by rating\*, Type of Issuer and Asset class



#### Policy Limits and Liquidity trend (in USD million)

Real Policy Limit
>19 12 months coverage of net cash requirements
1.04 2 years maximum liquidity portfolio years duration
AA(*) AA- Minimum average rating
BBB BBB- Minimum rating for purchase

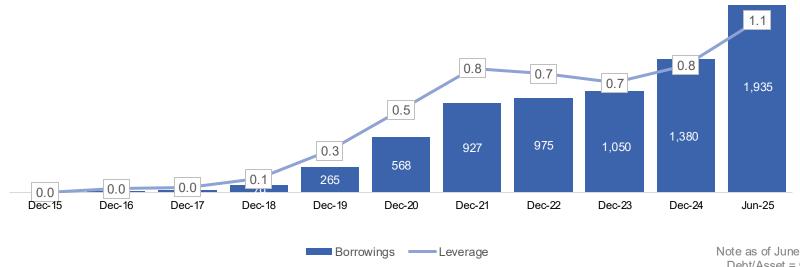
(\*) Applies the lowest rating available within S&P and Moody's.

Source: FONPLATA, as of June 30, 2025.

# **Conservative Leverage Ratios**



FONPLATA borrowings and leverage (In USD million)



Note as of June 2025: Debt/Asset = 51% Debt/Net Equity = 107%

Financial Policy Limit					
Maximum Leverage*	Leverage 06/2025				
2.7	1.1				

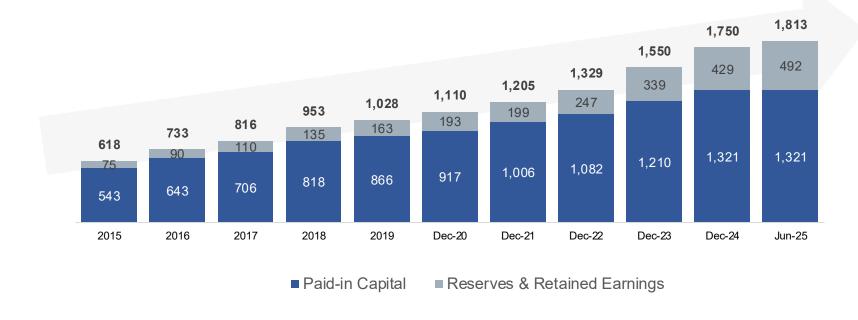
# The increase in borrowings is supported by a strong liquidity and capital position

Source: Interim Financial Statements as of June 30, 2025.

# **Strong Capital Base**

Equity structure and key metrics (In USD mllion)



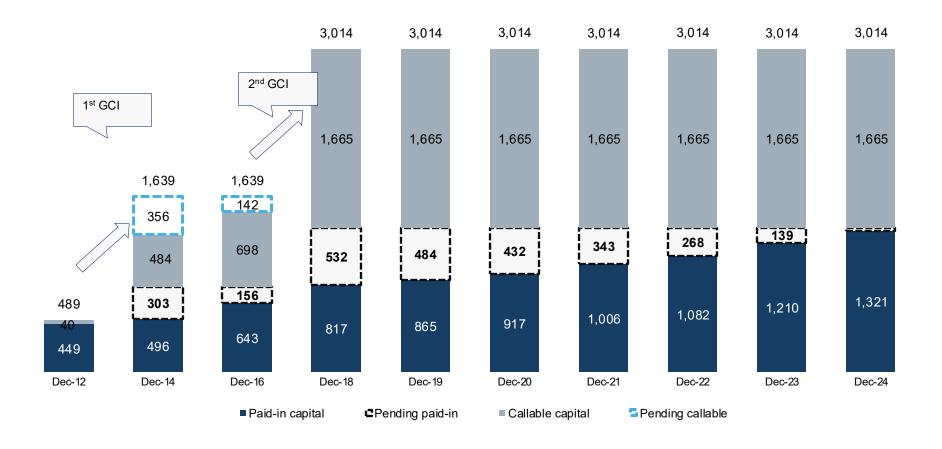


#### Solvency based on capital contributions and financial results

# **Continuous Shareholder's Support**

(In USD million)

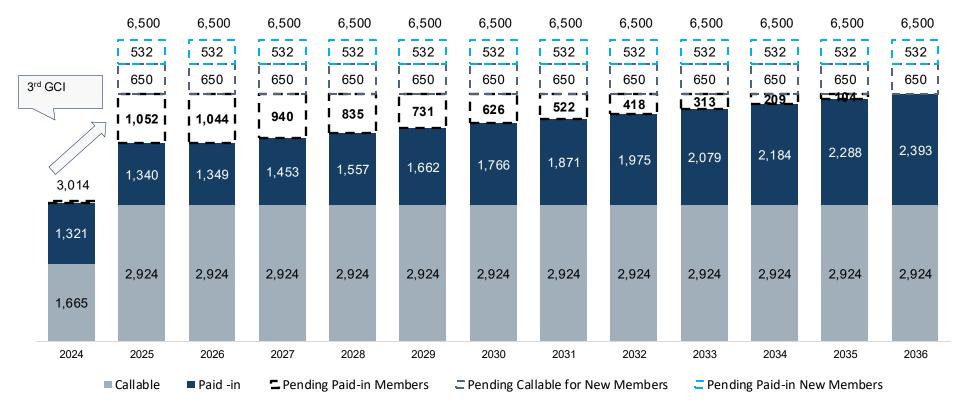




The 2<sup>nd</sup> General Capital Increase (GCI) finishes integrating the pending paid-in capital by 2026

# In July 2025, the 3<sup>rd</sup> GCI was subscribed, and paid-in contributions are scheduled to begin in 2027





- In February 2024, the Board of Governors approved a new General Capital Increase (GCI), doubling FONPLATA's authorized capital from USD 3.0 billion to USD 6.5 billion. This milestone enables the future full subscription of capital by Member Countries, the incorporation of new partners, and strengthens the Bank's lending capacity and long-term financial sustainability.
- On July 31, 2025, the Board of Governors approved the subscribed capital increase, enabling the inclusion of new members under the following conditions:
- i) Approximately 18.182% of the total share capital in Class "B" shares for new Member Countries;
- ii) Approximately 81.818% in Class "A" shares for founding Member Countries.
- Integration of the 3<sup>rd</sup> GCI paid-in capital will begin in 2027 and be completed by 2036.



# **Expanding Our Reach: 2024 Milestones to Strengthen Market Presence**



Set-up of issuance platforms to broaden market funding by currency and geography

#### **Public Offering Program in Mexico**



Registration Date:	October 29, 2024				
Amount:	Up to USD 1 billion equivalent (revolving)				
Currency:	Mexican Pesos, UDIs, or US Dollars				
Terms and Conditions:	Interest rate and term to be determined				
Placement Banks:	HSBC Mexico and BBVA Mexico				
Listing:	Institutional Stock Exchange of Mexico (BIVA)				

#### **Medium-Term Notes Program**



Registration Date:	November 11, 2024				
Amount:	Up to USD 2 billion equivalent (revolving)				
Currency:	Multicurrency				
Terms and Conditions:	Interest rate and term to be determined				
Placement Banks:	J.P. Morgan, BBVA, BNP, BofA, Credit Agricole, DB, HSBC, Santander (*)				
Listing:	London Stock Exchange (LSE)				

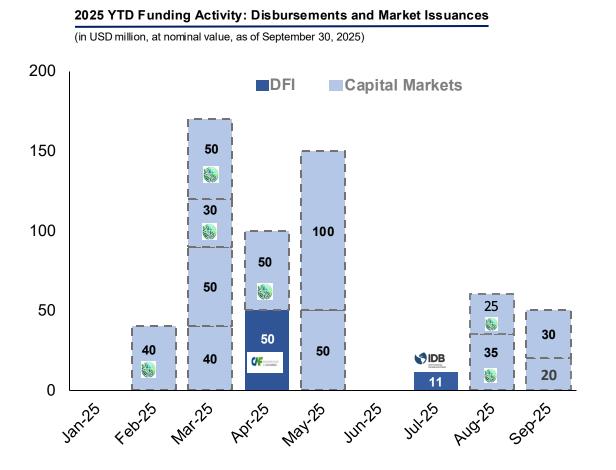
(\*) Program Update in April 2025, adding 5 more dealers: Daiwa, Nomura, SFI Markets, SMBC and UBS

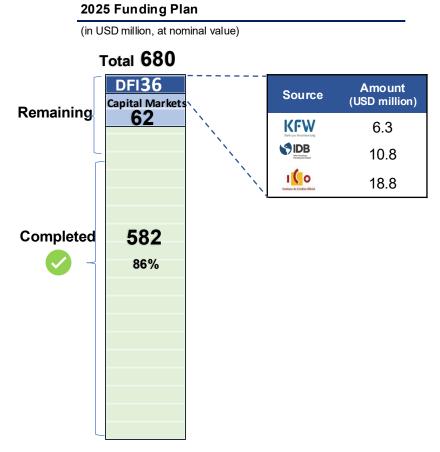
The establishment of these programs underscores FONPLATA's commitment to diversifying its funding sources through expanded access to capital markets

# **Overview of 2025 Funding**



As of September 30, 2025, FONPLATA has already secured USD 582 million, reaching **86% of its annual funding target** — including USD 520 million raised through debt capital markets.



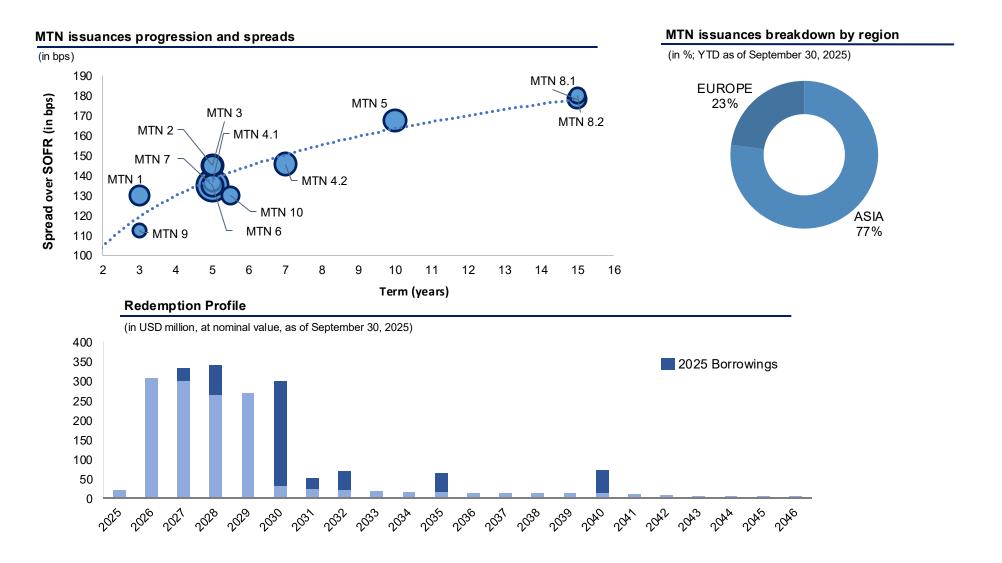




# A broader investor reach helped tighten our spreads and enabled our first-ever 10Y and 15Y issuances.



Tactical sequence of issuances at key tenors —3, 5, 7,10 and 15 years— supported ongoing price discovery and re-anchored pricing at more competitive levels

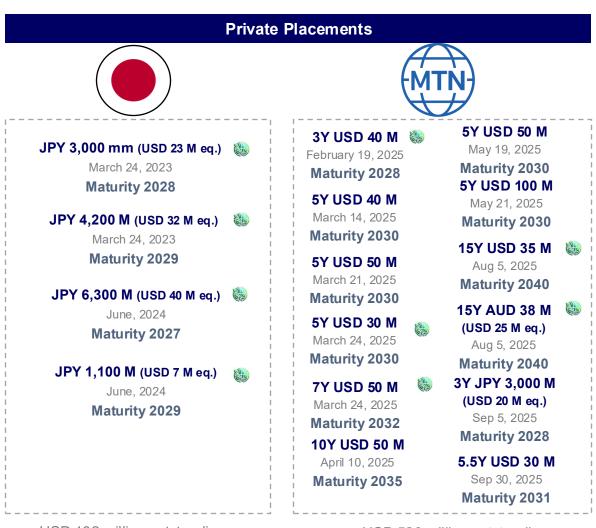


# First USD issuances mark a new stage in FONPLATA's market access strategy



While continuing to consolidate presence in the Swiss market and expanding in Japan, FONPLATA successfully debuted in the USD issuances market through its MTN Program

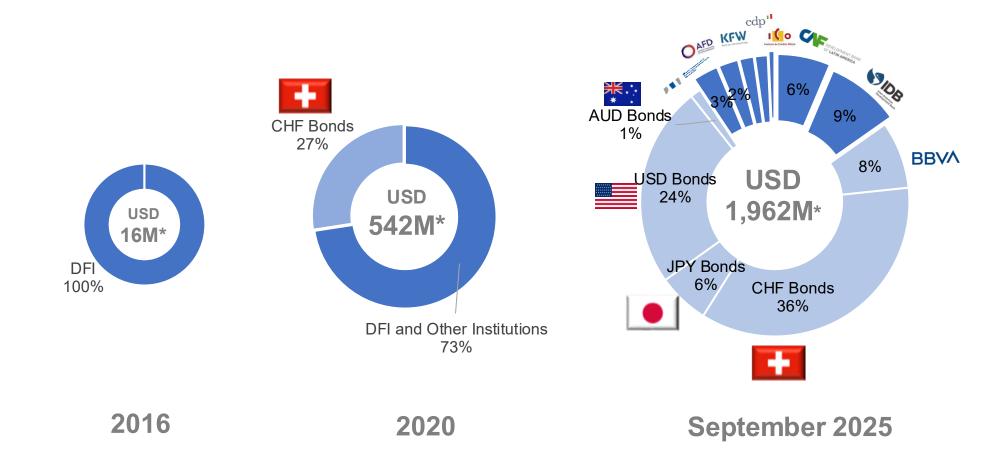
# **Public Placements** 5Y CHF 200 M (USD 223 M eq.) March 03, 2021 **Maturity 2026** 7Y CHF 150 M (USD 164 M eq.) December 01, 2021 **Maturity 2028** 3.5Y CHF 145 M (USD 159 M eq.) May 15, 2024 **Maturity 2027** 5Y CHF 130 M (USD 153 M eq.) Oct 24, 2024 **Maturity 2029**



# **Funding Evolution: Broader Access, Greater Balance**



Transitioning from multilateral reliance to diversified capital markets access



<sup>(\*)</sup> At nominal value.



# **Concluding Remarks**





#### A) Strong Capital Adequacy

✓ FONPLATA boasts a <u>very strong risk-adjusted capital ratio</u>, outperforming regional peers, supported by prudent portfolio rebalancing and consistent shareholder contributions.



#### **B) Top LATAM Credit Rating**

✓ FONPLATA holds <u>A/A2 ratings from S&P and Moody's</u>, both with stable outlooks, reflecting robust liquidity, consistent shareholder support, and its <u>preferred creditor treatment</u> (PCT) status.



#### C) Diversified Funding

✓ Highlights include <u>successful sustainable bond issuances</u> and an <u>auspicious kick-off of the MTN program</u>, enhancing diversification across currencies, markets, and thematic issuances while reducing borrowing costs..



#### D) Policy Relevance

✓ A <u>USD 3.5 billion capital increase</u> reinforces FONPLATA's regional role, with funds dedicated to advancing MERCOSUR integration and infrastructure development.



#### **E) Exceptional Portfolio Quality**

✓ <u>Zero non-performing loans (NPL)</u> and no write-offs since inception, underscoring FONPLATA's disciplined lending practices and strong risk management.





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