

*Reaching New Heights      Microfinance Summit 2007*

*IMPROVED ACCESS TO FINANCIAL SERVICES*

*30 NOVEMBER 2007      HOTEL CAMBODIANA*

*Investor presentations: Friday Nov 30    13.30 – 14.30*

○ invests risk capital in private sector companies and financial institutions in developing countries. Goal to create flourishing enterprises which can serve as engines of sustainable growth in their countries.

Shareholders: Dutch government 51%, commercial banks and other private sector parties 49%. AAA-Rating. Market driven.

Complementary and additional to commercial banks. If market takes over: FMO acts.

Products: loans (LCY and USD/EUR), syndications, guarantees, mezzanine, equity products. Always long term relationship.

Outstanding committed amount: EUR 2,700 million : (Africa 21%, Asia 21%, Latin America 29%, East Europe/Central Asia 29%).

Services: Capacity Development, Environmental & Social support, Corporate Governance support.

What is the reason that FMO has invested in the Cambodia MFI's?

Cambodia/Mekong area has strategically been chosen to have a dominant role in bringing MFI-sector to a higher level with consolidations and new links in mind.

FMO created a sound financial infrastructure and there are MFI's which have solid key financials, reasonable corporate governance, reasonable management and potential for growth to partner with.

These MFI's need equity and/or long term funding in Riel or USD. To attract this in the local market is difficult/not possible.

FMO expects these loans (at commercial terms) will be repaid and equity investments will be profitable.

Have FMO's objectives been realized? (how has this been measured?)

We have loan outstanding with ACLEDA, AMRET, CEB, PRASAC, TPC and equity stakes in ACLEDA, CEB, PRASAC. Some repeat deals in process. Outstanding at present: USD 33m. Target end 2008: USD 50m.

Our clients have solid key and growth financials and are open to improve corporate governance, to improve risk awareness on Environmental & Social issues and to improve quality of management. FMO guides by appointing board members and provide Capacity Development funds.

Loan repayment obligations with a market linked interest rate (AWDR + margin) so far have been met. Dividend revenue from MFI is still low.

FMO has not yet experience with exits in Cambodia.

Will FMO continue to be an equity investor in the MFI-sector in Cambodia after 5 years and how does FMO see its role in the further development of the MFI-sector?

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Formally FMO is shareholder for at least 5-7 years and, if we are no longer needed or no longer create added value, we will sell the shares to private sector parties, preferably strategic partners, who guarantee further development.

What is FMO's idea about an exit as shareholder in the MFI and how do you see the MFI-sector in Cambodia develop?

The MFI sector now is too diversified, lacks capital and is depending on donor/DFI-funding, what restricts further growth. MFI should play an active role in attracting deposits.

FMO feels there is much scope for consolidation. FMO will support and facilitate an active policy where MFI will merge, acquire other MFI's and MFI's will be upgraded to a bank level.

After this has been realized, FMO will sell its shares to real private sector investors. New loans/products etc. will then only be provided if this upgrades the financial sector in Cambodia to a higher level. Products should produce and support new initiatives (bonds, securitization, leasing, housing finance etc.).