

2013

What is Excellence in Investment Banking



International Finance Bank
Banque Financière Internationale

What is an excellent Investment Bank?



SUCCESS

Excellence is defined

In investment banking by:

- Integrity
- Stability
- A Relationship-Based Approach
- Focused Expertise
- Global Reach

key facts

IFB CAPITAL MARKETS

Lately, the finance industry was mainly concentrated in optimising share holder value, profits and commissions and neglected their primordial role to forge our future leaving innovation, if not connected with big companies, scarce of funding.

Therefore we do believe in challenging the status quo, we believe in thinking differently. The way we challenge the status quo is by putting into the hands of innovators, visionaries and co-investors all the know-how accrued by large corporations utilising high-end finance models and instruments to secure investment.

IFB Capital Markets is a premier *Investment Bank* that provides a focused set of products and services to institutions, corporations, governments and high net worth clients in 80 countries. With over 200 professionals and support staff, we operate with global reach.

OUR FIVE GUIDING PRINCIPLES

What do our five guiding principles mean to clients?

1 Integrity

Integrity is more important than league tables and awards, deals and transactions, revenue and profit. Integrity distinguishes us and is the foundation on which we build strong client relationships and our reputation. From integrity comes trust, and trust allows clients to work effectively with their investment bank.

2 Stability

The diversity of our businesses, our approach to risk management and focus on our strengths creates stability for our clients. This means a high-quality counterparty and a bank with a consistent commitment to our professionals, markets and businesses.

This stability is clearly conveyed in IFB's credit rating, which is one of the best among the global banks, and highlighted by IFB Capital Markets' consistent, positive financial results and compound annual growth rate (CAGR).



Together with our partners

3

A Relationship-Based Approach

The measure of our success is whether we can sustain a relationship with our clients over many years, across multiple products, services and countries. For us, it's about establishing meaningful, longterm relationships with clients – where we truly understand and help them grow their businesses or meet their investment objectives.

4

Focused Expertise

We do not endeavour to be all things to all clients. Instead, we set our sights on being the most knowledgeable advisor in our areas and sectors of focused expertise. We have built a business by providing in-depth experience in the products and services, sectors and markets where we excel and can provide value to our clients.

5

Global Reach

In each country, we serve our clients in their time zones, and have built a global reach to help them raise capital, access markets, mitigate risk or acquire and dispose of assets. We understand global markets and provide advice and solutions that are tailored to these markets and the needs of our clients.





Together with our partners

We provide clients with in-depth experience and knowledge – a focused expertise in different products and services, sectors and markets. As one of our five guiding principles, we take a focused approach to building our businesses and serving our clients.

How does our focused expertise assist clients?

Raising Capital

We work with clients to help them raise capital in debt, equity and credit markets to finance:

- ongoing operations
- strategic acquisitions
- expansions
- other projects

Through the global debt and credit markets, and across North American, UK and Australian equity markets, we provide clients with a range of products and services to raise capital, including:

- bank credit facilities & loans
- debt & equity origination
- private placements
- securitization
- syndicated lending

Accessing Markets

We provide investors and corporations with access to fixed income, foreign exchange, commodity, hedge fund and North American, UK and Australian equity markets.

Understanding the complex needs of different corporations and institutional investors, we work with our clients to achieve their objectives and help them increase investment returns through:

- direct market access & trading
- trade ideas & strategies
- research & analytics
- structured products & derivatives
- top-tier execution
- transaction processing & management

OUR SECTOR EXPERTISE

- Communications, Media & Entertainment
- Consumer
- Financial Institutions
- Forest Products

- Energy
- Healthcare
- Mining & Metals
- Industrial & Diversified Services
- Real Estate
- Technology

- Transportation Infrastructure
- Fixed Infrastructure
- Social Infrastructure & Development
- Utilities & Environmental Services
- Sovereign Finance

Mitigating Risk

Corporate, institutional and high-net worth clients need to mitigate their risk in different markets and investments. We provide derivatives and structured products that allow clients to limit or enhance their exposure to:

- commodities
- credit
- equities
- fixed income
- foreign exchange
- interest rates

Acquiring or Disposing of Assets

With sector expertise, our M&A professionals advise clients looking to merge, acquire, reconfigure or dispose of specific assets. Our seasoned and dedicated bankers deliver counsel and tactical execution on buy-side, sell-side and other advisory assignments in our areas of sector expertise.

We provide clients with the technical expertise, tactical skills and discipline to manage the most complex corporate and infrastructure-focused M&A assignments.

OUR CLIENTS' BUSINESS AND INVESTMENT OBJECTIVES

Raising Capital | Accessing Markets | Mitigating Risk | Acquiring or Disposing of Assets

Our Products & Services

Analytics & Research | Advisory | Origination |
Sales & Distribution | Structuring | Trading & Execution | Underwriting

Our Business

Alternative Assets | Commodities | Credit | Debt | Equity | Foreign Exchange | Investment Banking

Our Guiding Principles

INTEGRITY | STABILITY | RELATIONSHIP-BASED APPROACH | FOCUSED EXPERTISE | GLOBAL REACH



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