

## Information on NADB

---

*The information on NADB included in this section is not exclusive and potential Holders should not rely solely on such information, but should consider all information provided in this Prospectus, including the documents annexed hereto.*

### North American Development Bank (NADB)

NADB is a binational development financing institution established on January 1, 1994, to finance environmental infrastructure projects in the U.S.-Mexico border region. Communities eligible to receive NADB financing must be located within 100 kilometers (62 miles) north and within 300 kilometers (186 miles) south of the U.S.-Mexico borderline (the border region), which includes 41 counties within the U.S. states of Texas, New Mexico, Arizona, and California and 220 municipalities within the Mexican states of Tamaulipas, Nuevo León, Coahuila, Chihuahua, Sonora, and Baja California with a total population of approximately 22.75 million. NADB was created under the auspices of the North American Free Trade Agreement (**NAFTA**) and operates under the “Agreement between the Government of the United States of America and the Government of the United Mexican States concerning the Establishment of a Border Environment Cooperation Commission (**BECC**) and a North American Development Bank”, as amended (the **Charter**). BECC was created to evaluate and certify the technical feasibility and environmental impact of, and elicit public participation with respect to, all infrastructure projects to be financed by NADB. On November 10, 2017, the Second Protocol of the Amendment to the Charter entered into force, merging BECC into the Bank as a single entity. The merger preserved the mission, purposes, and functions of both organizations, including the environmental mandate and geographic jurisdiction. The Board of Directors that governed both institutions also remains unchanged in the merged institution and is comprised of, among others, federal government officials from each country. See “Administration and Governance—Board of Directors.”

NADB works to develop integrated, sustainable and financially sound projects with broad community support in a framework of close cooperation and coordination between Mexico and the United States of America. NADB’s activities are directed towards enhancing the affordability, financing, long-term development and effective construction of infrastructure that promotes a clean, healthy environment for the citizens of the border region.

The United States of America and Mexico are the sole members of NADB (the “**member countries**”). NADB’s total authorized capital is USD \$6.00 billion, consisting of \$900.00 million paid-in capital, of which \$460.00 million is unqualified and received, and correspondingly \$5.10 billion callable capital, of which \$2.61 billion is unqualified callable capital (available to NADB, subject to appropriation by the U.S. and Mexican Congress, respectively). As of December 31, 2017, NADB has received all paid-in capital contributions from its original subscription. During 2016, the U.S. and Mexican governments each subscribed an additional 150,000 shares of capital stock with a par value of \$10,000 per share for a total additional subscription of \$3.00 billion, subject to the necessary legislation and availability of appropriations. The obligations of the United States of America and Mexico, respectively, to make payment of the callable portion of their subscriptions for capital shares of NADB are independent and the failure of one member country to make payment on any such call would not excuse the other member from its obligations.

Pursuant to NADB’s Charter, 10% of NADB’s original capital subscription was set aside to fund domestic community adjustment and investment programs in each country. NADB has fully disbursed the funds for the Mexican domestic program, but continues to administer the funds allocated to the U.S. domestic program, the Community Adjustment and Investment Program (**USCAIP**). See “Business Operations—The Domestic Programs”. USCAIP is funded entirely from this allocated capital and any net income earned by the program and its profits, losses, expenses and disbursements do not affect NADB’s retained earnings or paid-in capital nor would any USCAIP net income be available to support NADB’s obligations, including those under any of NADB’s debt securities or other borrowings.

This Prospectus contains forward looking statements which may be identified by such terms as “anticipates”, “believes”, “intends”, “plans”, or words of similar meaning. Such statements involve a number of assumptions and estimates that are based on current expectations, which are subject to risks and uncertainties beyond NADB’s control. Consequently, actual future results could differ materially from those currently anticipated.

NADB has two offices. One office is located at 203 South St. Mary’s, Suite 300, San Antonio, Texas 78205, United States of America, and the other at Bulevar Tomas Fernandez 8609, Ciudad Juarez, Chihuahua, Mexico.

## **The Charter**

NADB's Charter sets forth its purpose and functions as a development financing bank and its capital structure and organization. The Charter outlines NADB's permissible financing activities and prescribes limitations on these activities and NADB's operations. The Charter also establishes the status, immunities and privileges of NADB as a multilateral institution and provides for the suspension and termination of NADB's operations. The Charter may be amended by agreement of the member countries. The Charter entered into force on January 1, 1994, and was amended by the United States and Mexico on November 10, 2017, which merged BECC into NADB.

The full text of the Charter is available on NADB's website at: [http://www.nadb.org/pdfs/publications/Charter\\_Eng.pdf](http://www.nadb.org/pdfs/publications/Charter_Eng.pdf)

## **Purpose**

Pursuant to Chapter II, Article I of the Charter, the purpose of NADB shall be:

- (a) to provide financing for projects certified by the Board of Directors. These projects help preserve, protect, and enhance the environment of the border region in order to advance the well-being of the people of the United States and Mexico.
- (b) to provide financing endorsed by the United States, as appropriate, for community adjustment and investment in support of the purposes of the North American Free Trade Agreement.
- (c) to provide financing endorsed by Mexico, as appropriate, for community adjustment and investment in support of the purposes of the North American Free Trade Agreement.

## **Legal Status, Immunities and Privileges**

The following is a summary of the principal provisions of the Charter relating to the legal status, immunities and privileges of NADB in the territories of its member countries:

NADB possesses juridical personality with full capacity to contract, acquire and dispose of immovable and movable property and to institute legal proceedings. Actions may be brought against NADB only in a court of competent jurisdiction in the territory of a Party in which the Bank has an office, has appointed an agent for the purpose of accepting service or notice of process, or has issued or guaranteed securities.

Assets and property of NADB are immune from legal process and cannot be subject to any seizure, attachment, or other expropriation or foreclosure prior to delivery of final judgment against NADB. In addition, NADB's Directors, Managing Director and Deputy Managing Director, officers and staff employees have immunity from legal process with respect to acts performed by them in their official capacity (except when NADB has expressly waived this immunity). These individuals are also afforded the same privileges in respect of traveling facilities as are accorded by each member country to representatives, officials and employees of comparable rank of the other member country and, when not local nationals, the same immunities from immigration restrictions, alien registration requirements and national service obligations and the same facilities as are accorded by each member country to the representatives, officials, and employees of comparable rank of the other member country.

NADB, its property, other assets, income, and the operations it carries out pursuant to the Charter are also immune from all taxation and from all customs duties, including any obligation relating to the payment, withholding or collection of any tax or customs duty. No tax may be levied on or in respect of salaries and emoluments paid by NADB to officers or staff who are not U.S. nationals.

## **Independent Auditors**

The financial statements of NADB as of December 31, 2017 and 2016, and for the years then ended, included in this Prospectus, have been audited by Ernst & Young LLP, independent auditors, as stated in their report included in this Prospectus. Their address is 100 West Houston Street, Suite 1700, San Antonio, Texas 78205, United States of America.

## Business Operations

### General

NADB offers loans to project sponsors to finance environmental infrastructure projects within the U.S.-Mexico border region. Loans may be made to public and private borrowers. In its early years of operation, the vast majority of loans were made to states and local municipalities (governmental borrowers). In recent years, NADB has increasingly worked with private borrowers due to their heavier involvement in sectors such as renewable energy. Consistent with NADB's risk management philosophy, private borrower lending is subject to more stringent analysis and credit enhancement requirements. The Bank also supports public-private partnerships as a sound means of financing public infrastructure, especially for water supply and wastewater treatment projects. In most cases, these partnerships are implemented through a build-operate-transfer (**BOT**) agreement, where the private contractor is the borrower and the municipality or utility serves as the source of payment and/or guarantor.

The following table sets forth certain information on the Bank's total outstanding loan portfolio:

**Outstanding Loan Portfolio, by Borrower Type**  
(amounts in U.S.\$ Million) as of December 31,

	2017		2016		2015	
Governmental Borrowers	\$252.56	19.52%	\$288.31	20.43%	\$305.59	23.07%
Private Borrowers	944.80	73.02	1,032.76	73.18	927.23	69.99
Public-Private Borrowers	96.45	7.46	90.23	6.39	91.96	6.94
<b>Total Outstanding Loan Portfolio<sup>(1)</sup></b>	<b>\$1,293.81</b>	<b>100.00%</b>	<b>\$1,411.30</b>	<b>100.00%</b>	<b>\$1,324.78</b>	<b>100.00%</b>

<sup>(1)</sup> Excludes loans made under USCAIP.

Unless otherwise specified, all references to the Bank's outstanding loan portfolio in this Prospectus have been calculated before taking into account any allowances for loan losses, unamortized loan fees, the effect of foreign currency exchange rate adjustments, the fair value of hedged items, and any loans (and any associated reserves) made under USCAIP. See "The Domestic Programs—U.S. Domestic Program".

In certain limited circumstances and under well-defined criteria, the Bank can make available grant funds to its borrowers and certain other eligible grantees. The Bank's largest grant program, the Border Environment Infrastructure Fund (**BEIF**), is fully funded by the Environmental Protection Agency (**EPA**) and administered by the Bank. Currently, the Bank has only two active internal grant programs, the Community Assistance Program (**CAP**) and the Technical Assistance Program (**TAP**), funded by its retained earnings. See "Grants".

Since its inception to December 31, 2017, the Bank has contracted a total of \$3.00 billion in infrastructure development financing, consisting of \$2.25 billion (74.9%) in loans and \$753.56 million (25.1%) in grants, to finance 244 certified projects estimated to cost a total of \$9.31 billion to build. Of that amount, the Bank has disbursed over \$2.77 billion to project sponsors for the implementation of 232 projects.

### Business Objectives

The Bank's original mandate was to finance and facilitate the development of environmental infrastructure projects aimed at creating and sustaining drinking water supplies and developing wastewater treatment and municipal solid waste management facilities. These sectors continue to comprise an important component of the Bank's financing efforts. In 2000, the Bank's mandate was expanded to encompass financing in other environmental sectors that have health and/or environmental benefits for the residents of the border region, including air quality, clean energy, energy efficiency, and public transportation. Since the expansion of the Bank's mandate, the Bank's loan portfolio has been diversified to include projects such as street paving, wind farms, solar parks, low emission buses, and landfill gas-to-energy (LGE) projects.

## Recent Lending Activity

In 2017, the Bank signed loan agreements totaling \$228.86 million covering 8 projects, as compared to \$145.35 million signed in 2016 covering 4 projects, and the Bank disbursed \$101.43 million in loan proceeds to borrowers over the course of 2017, as compared to \$136.25 million in 2016. In 2017, the Bank received a total of \$218.91 million in principal repayments of which \$120.80 million were prepayments, as compared to \$49.73 million principal repayments, of which \$6.63 million were prepayments in 2016.

The following table sets forth certain information on the Bank's total outstanding loan portfolio since inception:

### Outstanding Loan Portfolio

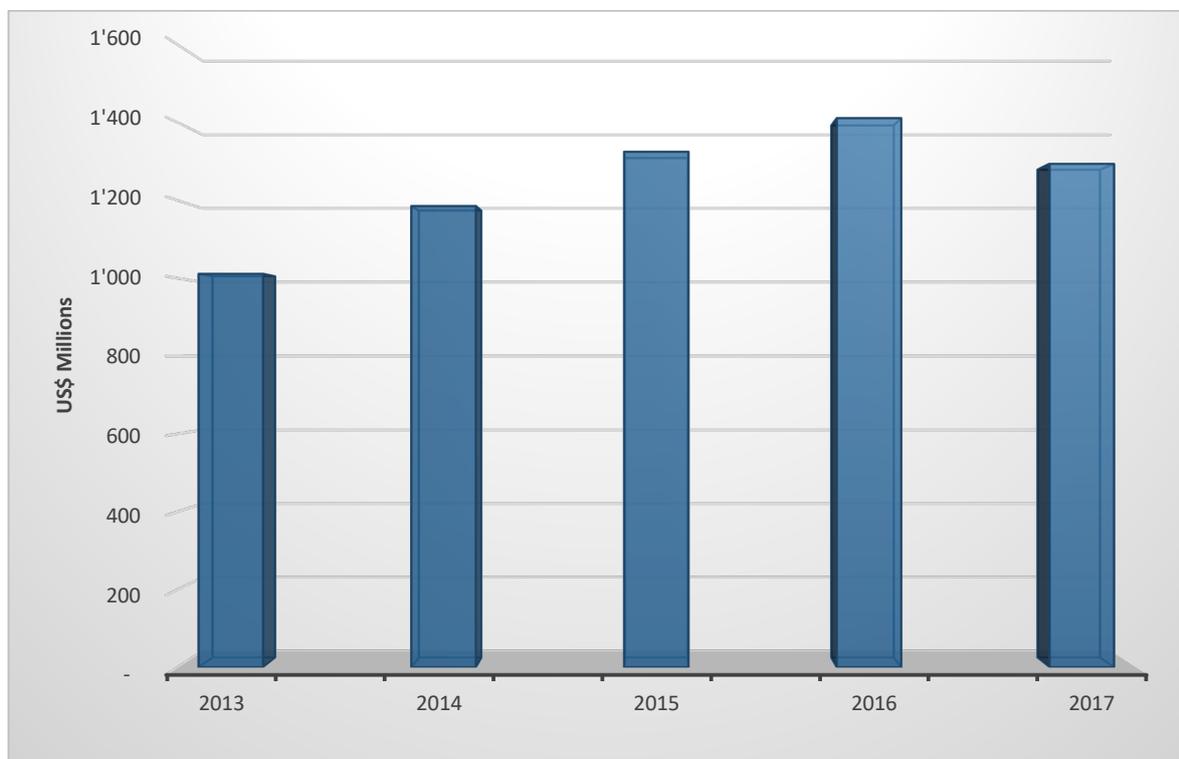
(in U.S.\$ Million)

	As of December 31, 2017	As of December 31, 2016
Total disbursements made*	\$ 2,063.06	\$ 1,961.63
Total principal repayments received*	\$ (769.25)	\$ (550.33)
Outstanding loan portfolio (at period end)	\$ 1,293.81	\$ 1,411.30
Total contracted loans	\$ 2,251.41	\$ 2,020.15
Signed commitments, not yet disbursed.	\$ 188.35	\$ 58.52

\* Since inception

The Bank's outstanding loan portfolio totaled \$1,293.81 million and \$1,411.30 million as of December 31, 2017, and December 31, 2016, respectively. The Bank's outstanding loan portfolio decreased 8.32% from December 2017 to December 2016, but increased 27.95% from its balance at the end of 2013.

### NADB's Outstanding Loan Portfolio (in U.S.\$ Millions)



During 2017, the Bank committed and agreed to three wind energy projects, three solar energy projects, one energy efficiency project, and a financing increase to an existing transportation project. As of December 31, 2017, water supply and wastewater projects constituted 12.45% of the Bank's outstanding loan portfolio, storm drainage projects 4.07%, air quality projects 7.39%, public transportation projects 2.41%, clean energy wind projects 47.97%, clean energy solar projects 22.51%, clean energy other projects 0.33%, and basic urban infrastructure projects 2.87%.

The following table sets forth certain information on the Bank's total outstanding loan portfolio:

**Outstanding Loan Portfolio, by Project Type**  
(amounts in U.S.\$ Million)

As of December 31,					
	2013	2014	2015	2016	2017
<b>Outstanding Loan Portfolio</b> .....	\$1,011.21	\$1,185.51	\$1,324.78	\$1,411.30	\$1,293.81
<b>Project Type (as a percentage of the total portfolio):</b>					
Water and Wastewater .....	15.71%	15.88%	13.68%	12.20%	12.45%
Storm Drainage .....	6.53	5.30	4.50	3.99	4.07
Air Quality .....	11.73	11.49	8.36	7.35	7.39
Basic Urban Infrastructure .....	2.87	1.98	2.78	2.58	2.87
Public Transportation .....	-	-	0.28	2.26	2.41
Water Conservation .....	-	-	0.56	0.52	-
Clean Energy					
Solar .....	26.47	28.81	22.84	20.66	22.51
Wind .....	36.58	36.32	46.68	50.10	47.97
Other .....	0.11	0.22	0.32	0.34	0.33
Clean Energy(Total) .....	63.16	65.35	69.84	71.10	70.81

In the first quarter of 2018, the Bank entered into two new credit agreements to provide approximately \$111.61 million in loans to private borrowers. The larger of these loans relates to a solar energy project located in Mexico for a total of \$75 million.

## Lending Policies

### General

The Bank's lending operations conform to certain practices designed to ensure that loans are made to financially sound entities and that funds are utilized as intended to implement technically and economically viable projects. These practices are described in "Box 1: Lending Operations Practices" below. The Bank negotiates individual loan agreements according to these principles and the needs of a particular borrower or project. Loan disbursements are made subject to the fulfillment of conditions set forth in each individual loan agreement.

Loans to governmental borrowers in Mexico are made through the *Corporación Financiera de América del Norte, S.A. de C.V. SOFOM E.N.R (COFIDAN)*, a multi-purpose financial institution established by the Bank in 1999 to facilitate public lending activities in Mexico. COFIDAN is a consolidated subsidiary owned 99.90% by the Bank and 0.10% by the Mexican government. Of the Bank's total outstanding portfolio of \$1,293.81 million as of December 31, 2017, 32 loans totaling \$202.29 million were contracted through COFIDAN.

### Box 1: Lending Operations Practices

- (1) In general, the Bank makes loans to governmental and private borrowers for environmental infrastructure projects intended to prevent, control or reduce environmental pollutants, protect flora and fauna, improve human health, and promote sustainable development in the U.S.-Mexico border region.
- (2) All projects financed by the Bank must be certified by NADB as meeting certain technical, environmental and public participation criteria, and must be located within the border region. Projects located outside the border region may be approved for loan financing if the Board determines the project would remedy a transboundary environmental or health problem.
- (3) Project sponsors must submit a detailed proposal to the Bank specifying the technical, economic and financial feasibility of the project.
- (4) In making loans, the Bank evaluates the borrower's ability to repay its obligations in accordance with the applicable loan repayment schedule. In making this determination, the Bank generally considers the loan payment mechanism as well as the capacity of the borrower and/or project to generate sufficient revenues through various sources of cash flows to service its debt, the characteristics of the individual borrower, and the nature and size of the project being financed.
- (5) The Bank usually requires additional security arrangements, guarantees or sources of repayment or additional equity support to ensure repayment of the obligation.
- (6) Loans may be extended with full recourse to the cash flows from the operations of the project and its assets and/or full recourse to the project sponsor or a guarantor if necessary to provide reasonable assurance of repayment. Project finance transactions are typically further secured by market standard credit enhancements, such as relevant reserve accounts, letters of credit, manufacturer warranties and guarantees.
- (7) To ensure that loan proceeds are used appropriately by project sponsors, the Bank monitors project construction and completion.

The Bank may act as a sole lender or co-finance projects with other public or private financiers, depending upon the size and risk profile of the project. In its early years, almost all of the Bank's financed projects were in the wastewater sector. More recently, the Bank has participated in several project finance transactions with a co-financing structure where the Bank will be repaid *pari passu* and share collateral pro-rata with the other lenders. The Bank is looking to participate in more co-financing structures of this nature, which will allow it to support larger projects while limiting its credit exposure.

In terms of borrowers, the loan portfolio is divided into three categories: public, private and public-private. In the latter case, a private company is the direct borrower, the source of payment comes from the project cash flows that are guaranteed by a public utility or local government. As of December 31, 2017, \$944.8 million or 73.02% of the outstanding portfolio was financed to private borrowers, \$252.56 million or 19.52% financed to public borrowers and the remaining \$96.45 million or 7.46% financed to public-private borrowers, as described in the chart above called "Outstanding Loan Portfolio, by Borrower Type".

#### *Collateral and Security*

The Bank's core lending principles include an emphasis on risk aversion and a commitment to a strong payment structure. As of December 31, 2017, approximately 60.5% of the loans in the Bank's outstanding portfolio (measured by principal amount) are with Mexican borrowers and 39.5% are with U.S. borrowers. Of the Bank's loans to Mexican borrowers, approximately 20.93% are backed by federal tax revenues that have been pledged to an irrevocable trust for the benefit of the Bank or that are held by the state government and have been pledged as credit support pursuant to a mandate contract, which serves as a source of payment and/or guaranty to service the loan. All of the Bank's loans to U.S. governmental borrowers are structured as revenue bonds and are backed by specific system revenues.

Loans to private borrowers are secured by borrower cash flows, project cash flows or other dedicated sources of revenue. The Bank may require additional collateral from its borrowers, such as other project assets, including a mortgage on fixed assets (land, plant and other buildings), or fixed assets pledged into a trust, personal and

corporate guarantees, a mortgage on or security interest in movable assets (equipment and other business assets), a pledge of a project sponsor's share in the project or the assignment of the sponsor's insurance policies and other contractual benefits. Where appropriate, the Bank may also require these types of credit support from its governmental borrowers.

With respect to clean energy projects, the sources of loan payments are typically take-or-pay purchase agreements between the project companies and utilities or well-positioned companies as off-takers. These projects are built by well-known developers. The Bank is focused on projects where the utilities are the sole provider of energy in a community, thus mitigating the market risk.

The Bank requires a customary debt service coverage ratio on all its loans. A minimum debt service coverage ratio of 1.0x is required for loans with a pledge of tax revenues or general obligation bonds. For all other loans, a minimum debt service coverage ratio of 1.2x is generally required. This requirement is intended to ensure that borrowers have sufficient cash flows available to cover the required debt service of NADB loans. In addition, for loans not secured by a pledge of tax revenues, the Bank generally requires borrowers to maintain a debt service reserve of between two months and twelve months of scheduled debt service, based on project risk mitigation requirements and prudent practices.

### *Lending and Borrowing Limits*

To ensure the Bank has sufficient capital resources to conduct its financing activities and meet its obligations, the Bank is subject to certain lending limits. Under its Charter, the total amount of the Bank's outstanding loans (including guarantees) may not exceed, at any time, the total amount of the Bank's paid-in and callable capital (not including the 10% allocated for USCAIP), plus unimpaired reserves and undistributed surplus. As of December 31, 2017, the total amount of the Bank's paid-in and callable capital (not including the 10% allocated for USCAIP) was \$2.77 billion and its unimpaired reserves and undistributed surplus was \$194.02 million, for a resulting total loan limit of \$2.96 billion.

In May 2013, the Bank adopted a new debt limit policy to ensure that the total principal amount of the Bank's outstanding debt shall not at any time exceed the sum of the callable portion of the Bank's subscribed capital shares, plus the minimum liquidity level required by the Bank's liquidity policy. Under the debt limit policy, the Managing Director shall inform the Board when he or she reasonably estimates that the Bank's outstanding debt will reach 80% of the subscribed callable capital within the following six-month time period. By establishing a maximum amount of debt that the Bank can borrow to support its loan portfolio and meet its liquidity requirements, the Bank seeks to maintain its total debt obligations within the limits of its capacity to honor them, even during a period when the Bank may face constraints in accessing the debt markets. As of December 31, 2017, the Bank has a total debt outstanding of \$1,493.44 million, or 51.32% of the policy debt limit of \$2.91 billion. The Bank also has an annual borrowing program authorized by its Board of Directors. For the 2018 fiscal year, the Bank is authorized to borrow up to \$650.00 million either directly or indirectly through third party banks or by issuing debt.

As a prudential measure, the Bank imposes additional lending limits on a per obligor and per project basis. The Single Obligor Limit (**SOL**) provides that the maximum allowable credit exposure, net of disbursements repaid and any financing cancellations, on a per obligor is limited to 20% of the Bank's funded unimpaired paid-in capital (i.e., paid-in capital not otherwise dedicated to a specific program or investment), plus the amount of undesignated retained earnings, the special reserve, and the capital preservation reserve. The maximum allowable credit exposure on a per obligor and per project basis may be increased to 30% of the Bank's funded unimpaired paid-in capital, plus the amount of undesignated retained earnings, the special reserve, and the capital preservation reserve if (i) the loan is to a state (or political subdivision thereof) and constitutes a general obligation of the state (or political subdivision thereof), (ii) the obligor provides marketable collateral to secure its loans or (iii) payments on the loan are made through a Mexican municipal or state irrevocable trust with federal tax revenues pledged into it. As of December 31, 2017, the Bank had a SOL of \$110.27 million (based on the 20% limit) and \$165.4 million (based on the 30% limit for certain qualifying loans). The SOL establishes the maximum limit of potential credit risk exposure to a single obligor or single project, thereby fostering diversification in the loan portfolio, while still accommodating increases in the limit as the Bank's capacity to absorb unexpected losses increases.

NADB may only provide financing for up to 85% of a project's eligible costs. The remainder of the funding typically comes from project sponsors or other private entities in the form of equity contributions or other loans. Under the Bank's lending policies, eligible project costs include the acquisition of land and buildings, site preparation and development, design, construction, reconstruction, rehabilitation, improvement, the acquisition of necessary machinery and equipment, legal, finance and development costs, interest during construction, contingency or reserve funds, customs and other duties and other incidental costs approved by NADB.

## Currently Available Loan Terms

Since 2008, NADB's loans are offered at market rates. Prior to 2008, on a limited basis and under stringent eligibility criteria, the Bank had offered subsidized interest rate (**LIRF**) lending. The LIRF program was terminated in May 2013. As of December 31, 2017, LIRF loans accounted for 2.77% (\$35.85 million) of the Bank's loan portfolio.

Loans are generally offered at fixed rates although variable rates are also available. Loans can be structured with monthly, quarterly or semi-annual payments with maturities of up to 25 years. For U.S. borrowers, loans are available in U.S. dollars. For Mexican borrowers, loans are available in Mexican pesos or in U.S. dollars if the project generates a U.S. dollar cash flow. For loans made in Mexican pesos, the Bank seeks to fully hedge exchange rate risks through cross-currency swaps. As of December 31, 2017, 39.5% of the outstanding balance of the Bank's loans were in pesos. For information on the Bank's currently available market rate loan terms and applicable fees see "Box 2: Currently Available Market Rate Loan Terms" below.

### Box 2: Currently Available Market Rate Loan Terms<sup>(1)</sup>

<b>Base Rate</b>	NADB will charge a base interest rate related to the yield on U.S. Treasury securities, London Interbank Offered Rate ("LIBOR"), TIIE rate <sup>(2)</sup> , or any other U.S. dollar ("USD") or Mexican peso ("MXN") rate related to the interest rate on borrowings by the Bank. <sup>(3)</sup>
<b>Administrative Margin<sup>(4)</sup></b>	Based on the aggregate principal loan amount of: <ul style="list-style-type: none"><li>• Less than \$5 million: 100–150 basis points ("bps")</li><li>• Greater than \$5 million but less than \$17 million: 60–150 bps</li><li>• Greater than \$17 million but less than \$50 million: 40–150 bps</li><li>• Greater than \$50 million: 25–150 bps</li></ul>
<b>Risk Exposure Spread<sup>(5)</sup></b>	0–400 bps <sup>(6)</sup>
<b>Commitment Fee</b>	Determined by NADB Pricing Committee per loan

<sup>(1)</sup> In lieu of a portion of the basis points payable as interest on the loan, a borrower under a market rate loan may pay points up front. The total amount of basis points over the benchmark in the all-in interest costs of the loan, excluding commitment fee, may not exceed 550 bps.

<sup>(2)</sup> The TIIE (*Tasa de Interés Interbancaria de Equilibrio*) rate is the representative rate for credit among banks in Mexico, and is calculated and published daily by the Bank of Mexico.

<sup>(3)</sup> Prior to June 2009, the Bank only offered base rates based on the yield on U.S. treasury securities.

<sup>(4)</sup> Prior to 2008, the minimum administrative margin applicable to market rate loans was 100 bps, regardless of the size of the loan.

<sup>(5)</sup> From 2006 to 2008, the applicable range of risk exposure spread was 0–75 bps. In 2008, the Bank increased its risk exposure spread to 0–150 bps and increased it again in 2009 to its current level (0–400 bps).

<sup>(6)</sup> The amount of risk exposure spread varies depending on creditworthiness of the borrower (or guarantor, if applicable) for direct recourse loans, or of the project, for limited recourse financing.

## Project, Evaluation, Certification, Approval and Implementation

Potential borrowers are required to submit extensive project information to NADB including, among other items, engineering reports and analyses, feasibility studies, draft agreements for key elements of the project, borrower financial statements for the previous three to five years, where applicable, project implementation and disbursement schedules, and anticipated project costs and assumptions on financial projections. With this information, NADB collectively undertakes an in-depth risk assessment and project evaluation, forecasts project cash flows, carries out sensitivity and stress-test scenarios, performs legal review of documentation, designs collateral structure and loan payment mechanisms, as well as evaluates key project risks, including construction, operating, technology, management, input or supply, market, foreign exchange, interest rate, technical feasibility and regulatory risks. The Bank may only extend loan financing if it is satisfied, on the basis of this review, that the project is technically, environmentally, financially and economically sound and that the project sponsors have the institutional, managerial and operating capacity to carry out the project.

All project financing and certification requires the affirmative vote of a majority of the Board of Directors appointed by each member country and must include the affirmative vote of the respective representatives of the U.S. Department of Treasury (the **Treasury**), the Mexican Department of Finance and Public Credit (**SHCP**), the EPA and the Mexican Ministry of the Environment and Natural Resources.

Although project development and implementation—from design through the bidding processes and construction—is the responsibility of the project sponsors, NADB has a strong interest in ensuring that the proceeds of its loans and grants are used efficiently and for the purposes designated in the scope of the certified project. To that end, the Bank provides substantial project oversight and support during the procurement and construction phases of project implementation.

#### *Non-Performing Loans and Loss Allowances*

The Bank monitors the credit quality of its borrowers on an ongoing basis and may suspend the disbursement of a loan in the event a weakness is identified that jeopardizes repayment in compliance with the contractual terms. The Bank generally classifies loans as non-performing when payments of principal or interest on the loan are delinquent for 90 days or more unless well secured and in process of collection. Loans are generally placed in nonaccrual status when principal or interest is delinquent for 180 days or more, or where reasonable doubt exists as to timely collection.

In the event that the full repayment of a loan is deemed doubtful, the Bank allocates a specific allowance for probable and estimable loan losses on its financial statements. As of December 31, 2017, the Bank had one non-performing loan with an outstanding balance of \$14.38 million and a specific allowance for loan losses of \$2.67 million. The Bank evaluates credit recovery actions on a case-by-case basis and negotiates with delinquent borrowers to recover amounts due. In certain cases where a borrower experiences financial difficulties, the Bank may seek to restructure the terms of the loan. To guard against the risk of delinquent and non-performing loans, the Bank allocates an allowance for expected loan losses on its financial statements. The Bank believes that its aggregate allowance (general and specific) for loan losses of \$21.11 million is appropriate to cover all known and expected losses as of December 31, 2017. The Bank also designates certain funds from its retained earnings as reserves, which are available to cover its operating and other expenses and to offset any unexpected loan losses. See “Funding Resources—General Reserve”. As of December 31, 2017, reserve coverage of \$21.11 million in allowance for loan losses and \$30.00 million in special reserve totals \$51.11 million.

#### *Use of Derivatives*

The Bank’s policies require full hedging for loans subject to currency risk. The Bank uses derivatives for the sole purpose of hedging and does not engage in any use of derivatives for speculative purposes. For loans denominated in Mexican pesos, the Bank enters into cross-currency interest rate swaps (**swaps**), which virtually eliminate exposure to fluctuations in foreign currency exchange rates and interest rates. Beginning in October 1996, the Bank benefitted from access to the swap products offered by the Fondo de Apoyo a Estados y Municipios (**FOAEM**), a fund owned by the government of Mexico and administered by the federally-run development bank, Banco Nacional de Obras y Servicios Públicos, S.N.C (**Banobras**). In July 2009, the Bank entered into a direct relationship with Banobras to serve as the swap counterparty, outside the FOAEM arrangement. The obligations of Banobras are fully backed by the Mexican federal government. In addition, the Bank has a total of ten (10) commercial financial institutions as swap counterparties to foster competition on interest rate and cross-currency swap quotes.

### **Guarantees**

Under its Charter, as part of its development financing, the Bank may guarantee loans made by third parties to a project in whole or in part, and may also guarantee securities issued in connection with a project. The Bank currently does not have an active guarantee program, has no outstanding guarantees, and does not currently anticipate instituting a guarantee program in the near future. If NADB were to develop an active guarantee program as part of its financing efforts in the future, the Charter permits it to charge a guarantee fee based on the amount of the loan outstanding and attach other conditions to the making of guarantees as it deems appropriate.

### **Grants**

In addition to its loan program, the Bank administers the BEIF, a grant program that is fully funded by the EPA, for the implementation of selected drinking water supply and wastewater infrastructure projects in the U.S. and Mexico. To be eligible to receive BEIF funds, projects in Mexico must have a transboundary impact. This program has been awarded funds annually by appropriation from the U.S. Congress. During 2017, three (3) BEIF grants were awarded totaling \$8.96 million.

In February 2011, the Board of Directors approved the Community Assistance Program (**CAP**) grant program to support public projects in all sectors eligible for Bank financing. The CAP program is funded from the Bank's undesignated retained earnings as authorized by the Board and as of December 31, 2017, \$10.25 million remains available. For the years ended December 31, 2017 and 2016, \$1.18 million and \$0.43 million, respectively, were disbursed under this program. These disbursements were funded with previously designated retained earnings and have been reported as a program expense.

As of December 31, 2017, the Bank has contracted a total of \$3.04 billion in infrastructure development financing since its inception, of which \$756.51 million (24.91%) was contracted in the form of grants. Until fiscal year 2007, disbursed grants represented the majority of the Bank's financing, as compared to its outstanding loan portfolio. Over the years, the Bank has shifted its focus to loan financing as grants as a percentage of total disbursed funds have steadily decreased since 2001. Total grant disbursements were \$35.70 million and \$13.29 million for the years ended December 31, 2001 and 2017, respectively. While grants represented 94.51% of all disbursements for the year ended December 31, 2001, disbursed grants represented only 11.58% of the Bank's total disbursements for the year ended December 31, 2017.

## **Investments**

The Bank's primary investment objective is the maintenance of sufficient liquidity. Investments for the Bank's portfolio are undertaken in a manner that seeks to ensure the preservation of capital. Total return, while an important consideration, is of lesser importance than liquidity and safety of principal. As of December 31, 2017, the Bank had a liquid asset portfolio (excluding USCAIP's liquid assets) of \$951.06 million. See "Financial Risk and Liquidity Management—Liquidity Policies and Liquidity Risk Management" and "Financial Risk and Liquidity Management—Investment Policy" for further information about the Bank's liquidity policy, liquid asset portfolio and investment policy.

## **Technical Assistance Program**

The Bank uses a limited portion of its retained earnings to provide technical assistance and training to project sponsors to support the development of environmental infrastructure projects. During fiscal year 2017, \$0.55 million in grant funding was disbursed under the Technical Assistance Program (**TAP**).

Additionally, the Bank administers grant funds for technical assistance funded by the EPA under the Bank's Project Development Assistance Program and U.S.-Mexico Border 2020 program.

## **The Domestic Programs**

### *General*

When NADB was established in 1994, the U.S. and the Mexican governments agreed that 10% of NADB's capital would be set aside to fund community adjustment and investment programs in the U.S. and Mexico. Unlike the Bank's environmental infrastructure financing activities, the projects funded under these domestic programs are not limited to communities located within the border region and do not require certification by the former BECC.

In addition to the financing limits established by the Bank's Charter and described under "Lending Policies—Lending Limits" above, limits to the Bank's funding of domestic programs apply. NADB's Charter provides that the total amount of loans, guarantees and grants may not exceed ten percent (10%) of the sum of the paid-in capital paid by the member country, plus the amount of such member country's unqualified subscription for callable shares.

### *U.S. Domestic Program*

NADB assists the United States in administering the U.S. domestic program, USCAIP. USCAIP is designed to assist communities and the private sector in creating new jobs and preserving existing jobs in areas adjusting to changes in their economies as a result of NAFTA. USCAIP operates under the direction of a Finance Committee comprised of representatives of the U.S. Departments of the Treasury, Agriculture and Housing and Urban Development, and the U.S. Small Business Administration, along with other agencies selected by the Department of the Treasury, which serves as Finance Committee chair. Since its inception, \$8.31 million in loans and \$22.03 million in grants has been disbursed by the Bank for USCAIP.

NADB holds and administers funds for the USCAIP. Accordingly, USCAIP accounts are reported with and included in the accounts for the Bank's financing activities and in NADB's consolidated financial statements. However, the Bank is not involved in decisions regarding the use of USCAIP funds. As of December 31, 2017, USCAIP had available \$0.48 million in equity (consisting of \$2.34 million of allocated paid-in capital and \$(1.86) million in designated retained earnings) and \$0.51 million in cash and cash equivalents. USCAIP is funded entirely from these allocated sources (and any net income earned by the program). Profits, losses, expenses, disbursements and other activities relating to USCAIP are funded through USCAIP's designated retained earnings and do not affect the Bank's retained earnings or paid-in capital nor would any USCAIP net income be available to support the Bank's obligations, including those under any of the Bank's debt securities or other borrowings.

More detailed information with respect to USCAIP's financial information may be found in the financial statements appended hereto.

#### *Mexican Domestic Program*

In June 1996, the Mexican federal government, through the SHCP, entered into a mandate agreement with the Mexican federal development bank, Banobras, to operate the Mexican domestic program and administer its funds. Accordingly, the Bank disbursed \$22.50 million to Banobras, representing all of Mexico's paid-in capital for its domestic program. The Bank is not directly involved in, nor does it track or report on, the Mexican domestic program.

### **Properties**

The Bank has two offices. The main office is located at 203 South St. Mary's, Suite 300, San Antonio, Texas United States of America and is leased from the City of San Antonio under an operating lease through February 28, 2026. The office in Ciudad Juarez, Chihuahua Mexico is undergoing lease renegotiations, and there are two properties adjacent to the Ciudad Juarez office also leased under operating leases through April 4, 2019. Rent expense totaled \$0.21 million for the year ended December 31, 2017.

### **Funding Resources**

#### **Capital Resources**

NADB's initial authorized capital was \$3.00 billion, with equal commitments from the United States and Mexico. Each country authorized the subscription of 150,000 shares of the Bank's capital stock with a par value of \$10,000 per share: \$225.00 million in paid-in capital and \$1.275 billion in callable capital.

During 2016, the U.S. and Mexican Governments each subscribed an additional 150,000 shares of capital stock with a par value of \$10,000 per share, subject to the necessary legislation and availability of appropriations. The additional capital is classified as 45,000 paid-in shares or \$450.00 million and 255,000 callable shares or \$2.55 billion. The subscriptions of members to paid-in capital and callable capital stock shall be in several installments, effective on or before December 31, 2016, through December 31, 2022, or such later dates as the Board of Directors shall determine.

During 2016, Mexico made its first contribution of the additional paid-in capital of \$10.00 million or 1,000 shares of paid-in capital, along with the associated callable capital of \$56.67 million or 5,666.67 shares.

As of December 31, 2017, NADB had \$460.00 million in unqualified and received paid-in capital, along with \$2.61 billion in unqualified callable capital (with \$1.275 billion corresponding to the United States and \$1.331 billion to Mexico).

The callable capital must be provided by the two governments if and when required to meet the Bank's outstanding debt and guaranty obligations. Callable capital may not be used to make loans or acquire investments. Any capital call must be made uniformly to both member countries, but the obligations of the United States and Mexico, respectively, to make payment of the callable portion of their subscriptions for capital shares to the Bank are independent of each other. As a result, the failure of one member country to make payment on any such call would not excuse the other member from its obligation to make payment and, if necessary, to meet the Bank's obligations. The Bank may make successive calls on the non-defaulting member, up to its subscribed callable capital limit. Neither member country may be required to pay more than the unpaid balance of its capital subscription. The subscription of \$1.275 billion of callable capital stock has been authorized by the U.S. Congress, but not yet

appropriated. Appropriation by the U.S. Congress would be required to enable the Secretary of the U.S. Treasury to pay any portion of this amount. Similarly, the Mexican subscription of \$1.331 billion of callable capital stock has been fully authorized by its legislature, but payment upon a call would be subject to an allocation of Mexican budgetary resources for such purposes.

If the Board of Directors deems it necessary to make a capital call, the Board must pass a resolution authorizing the capital call on the U.S. and Mexican governments. In such event, it is expected that the call would be sent to the U.S. Treasury and the Mexican Department of Finance and Public Credit, the Secretaries of which are members of the Bank's Board of Directors. The Charter does not prescribe time frames by which the U.S. or Mexican governments must honor a request for callable capital.

As set forth in its Charter, ninety percent (90%) of NADB's initial authorized capital is used to finance environmental infrastructure projects in the border region, and ten percent (10%) of the capital subscribed by each country was set aside to finance the member countries' domestic programs. As a result, \$415.00 million in paid-in capital (and \$2.35 billion in the associated callable capital) is available to support the Bank's financing activities and the remaining \$45.00 million of the Bank's paid-in capital (and \$255.00 million in associated callable capital) was allocated to the domestic programs at the Bank's inception.

### **General Reserve**

The Bank also maintains a general reserve to cover interest and operating expenses, offset any unexpected losses on loans or guarantees and to pay expenses relating to the enforcement of the Bank's rights under outstanding loans and guarantee agreements. This reserve is distinct from the Bank's allowance for expected loan losses. As of December 31, 2017, the latter totaled \$21.11 million and is available to offset losses on loans made by the Bank. See "Business Operations—Lending Policies—Non-Performing Loans and Loss Allowance".

The general reserve consists of allocated paid-in capital and retained earnings and is funded by an amount equal to the Bank's net income plus transfers from paid-in capital for the U.S. domestic program. As of December 31, 2017, the general reserve balance was \$205.68 million, with approximately \$0.48 million representing the allocated paid-in capital and retained earnings of USCAIP, with the remaining balances relating primarily to the Bank's lending activities.

The USCAIP portions of the general reserve are not available to cover NADB's operating expenses, offset losses or pay expenses relating to the Bank's financing activities. In addition, expenses and losses relating to USCAIP are limited to its general reserve amount; if that reserve is depleted, the remainder of the Bank's reserves would not be available to satisfy USCAIP's obligations.

The Bank's retained earnings consist of designated retained earnings, reserved retained earnings and undesignated retained earnings. Prior to December 2011, the Bank maintained a special reserve as part of the Bank's reserved retained earnings. As of December 31, 2017, the special reserve balance was \$30.00 million relating to the Bank's lending activities.

To preserve and strengthen the Bank's financial position, in December 2011, the Board of Directors approved a retained earnings policy establishing three new reserve funds as components of the reserved retained earnings in addition to the special reserve: a debt service reserve, an operating expenses reserve and a capital preservation reserve. Under the new policy, undesignated retained earnings in excess of one percent (1%) of the total assets of NADB's international program will be allocated to fund and maintain the reserves in the following order of priority:

- debt service reserve, which will be maintained in an amount equal to 12 months of interest due on the Bank's outstanding debt at each fiscal year-end;
- operating expenses reserve, which will be maintained in an amount equal to 12 months of the operating budget expenses at each fiscal year-end;
- special reserve, which will continue to be maintained in an amount equal to the sum of: (i) 1% of undisbursed loan commitments, (ii) 3% of the outstanding balance of disbursed loans, and (iii) 3% of the outstanding balance of guaranties, less the general allowance for loan losses, with a target minimum of \$30.00 million; and
- capital preservation reserve, which is indexed to the U.S. annual inflation rate in order to maintain the value of the paid-in capital in real terms.

The debt service and operating expense reserves are intended to help the Bank to meet its debt obligations in a time of financial difficulties. In the remote event that the Bank should have a need to call on its callable capital to meet its debt obligations, the Bank believes its reserves would provide a “time cushion” of one full year for the U.S. Congress to authorize the appropriation of the U.S. callable capital and for Mexico to allocate its callable capital from the corresponding budgetary resources. The Bank’s debt service reserve was \$42 million as of December 31, 2017.

## Borrowings

### Notes Payable

The following table summarizes the notes payable as of December 31, 2017:

<b>Issue Date</b>	<b>Maturity Date</b>	<b>Fixed Rate</b>	<b>Principal Amount (in U.S.\$ Million)</b>
<u>USD Issuance</u>			
February 2010	February 2020	4.375%	\$ 250.00
October 2012	October 2022	2.40%	\$ 250.00
December 2012	October 2022	2.40%	\$ 180.00
December 2012	December 2030	3.30%	\$ 50.00
October 2013	October 2018	2.30%	\$ 300.00
<u>CHF Issuance</u>			
April 2015	April 2025	0.25%	\$ 128.71
April 2017	October 2027	0.20%	\$ 124.44
<u>NOK Issuance</u>			
March 2017	March 2032	2.47%	<u>\$ 173.45</u>
<b>Total Notes Payable</b>			<b>\$1,456.60</b>

### Other Borrowings

In November 2012, the Bank entered into a fixed rate loan agreement with another development bank for up to \$50 million to be used specifically for eligible water supply and wastewater projects in Mexico. As of December 31, 2017, the outstanding balance was \$36.85 million.

The Bank has a borrowing program authorized by the Board and is permitted for the 2018 fiscal year to borrow up to \$650.00 million either directly or indirectly through third party banks or by issuing debt.

### Financial Risk and Liquidity Management

As a part of its development financing services, the Bank is exposed to credit risk (loan portfolio or credit and commercial credit); market risk (interest rate, spread and exchange rate); liquidity risk (funding and liquidation); and operational risk. The Bank manages its risks in accordance with its Charter and other policies approved by its Board of Directors.

## **Overall Risk Management**

In general, the Bank manages the risks inherent in its lending activities by ensuring that the projects it finances meet certain economic and feasibility criteria and by requiring some form of credit support, in the majority of cases, in the form of governmental revenues or other forms of collateral. The Bank's commercial risk is limited by its liquidity and investment policies. The Bank engages in cross-currency and interest rate swaps, only for hedging purposes, with ten (10) counterparties, two (2) of which are backed by the federal government of Mexico. The other eight (8) counterparties are commercial financial institutions, which are subject to certain collateral posting requirements under a credit support agreement with the Bank. In the future, the Bank will seek to utilize more swap counterparties to further foster competition and mitigate risk.

### **Credit Risk**

The Bank is subject to certain credit risk. Credit risk is the potential loss that could result from the default of borrowers (loan portfolio credit risk) or from the default of the Bank's investment, trading or swap counterparties (commercial credit or counterparty risk).

#### *Loan Portfolio Credit Risk*

The Bank is exposed to loan portfolio credit risk as a result of its core business of providing infrastructure loans. Loan portfolio credit risk is the risk that the Bank may not receive payment of principal and/or interest on one or more of its loans in accordance with the agreed-upon terms. This risk is the largest financial risk faced by the Bank. This credit default risk is mitigated by the Bank by applying thorough credit risk analyses, stringent due diligence, and tailor-made loan structuring.

The Bank's loan portfolio credit risk is determined by the credit quality of, and exposure to, each borrower. The Bank's attitude towards credit risk is and will remain conservative. All of the loans in the Bank's outstanding portfolio are secured by some form of credit support, including federal tax revenues pledged to an irrevocable trust or pursuant to a mandate contract, system revenues, borrower cash flows or other forms of collateral, such as first liens on the project's equity and/or assets, step-in rights, reserves against cash flow or operation and management contingencies, and debt service coverage ratios. Since risk aversion and a commitment to strong payment structures are core principles of the Bank, NADB expects that a significant percentage of future lending will consist of secured loans.

The Bank also employs multiple operational and procedural mechanisms to further minimize its loan portfolio credit risk. These mechanisms include extensive evaluation of potential projects and borrowers, lending limits under the Charter and the Bank's loan policies, collateral and debt service requirements and policies with respect to nonperforming loans and maintenance of a loan loss allowance. Proposed financing projects are first presented to the Bank's funding committee and, if approved, sent to the Board for final consideration. The Bank's Managing Director, Deputy Managing Director, Chief Environmental Officer, Chief Financial Officer, Director of Infrastructure Financing and Financial Services, Director of Project and Loan Administration, Director of Risk Management and Control and General Counsel serve on the Bank's funding committee. See "Business Operations—Lending Policies".

#### *Commercial Credit and Counterparty Risks*

Financial institutions such as NADB face commercial credit risk as a result of exposure to losses that occur as a result of the default of one of the Bank's investment, trading or swap counterparties. The main sources of the Bank's commercial credit risk are the financial instruments in which the Bank invests its liquidity. The Bank maintains cash and cash equivalents, investments, and certain other financial instruments with various major financial institutions, performs periodic evaluations of the relative credit standing of these financial institutions and limits the amount of credit exposure with any one institution. See "Liquidity Policies and Liquidity Risk Management".

To hedge its peso-denominated loan portfolio, the Bank engages in cross-currency interest rate swaps. The Bank's counterparties are FOAEM, a fund owned by the government of Mexico and administered by Banobras, one (1) Mexican development bank, and eight (8) commercial financial institutions. The obligations of Banobras are backed by the full faith and credit of the Mexican federal government. In addition, the Bank engages in interest rate swaps related to its outstanding fixed rate debt securities, as well as its fixed interest rate loans that are not funded with equity in order to mitigate its interest rate risk exposure. See "Market Risk—Use of Derivatives".

## Liquidity Policies and Liquidity Risk Management

Liquidity risk arises from the Bank's general funding needs and the management of its financial position. It includes the risk of being unable to fund its portfolio of assets in a timely manner at appropriate maturities and rates, the risk of being unable to liquidate a position at a reasonable price when necessary, and the intensification of these two risks by having significant portions of a portfolio of assets or liabilities allocated to a specific type of instrument. NADB maintains liquidity in order to: (i) be prepared to meet its financial obligations at all times, including under conditions leading to a lack of or limited market access or market access at unusually high rates; (ii) provide confidence for credit ratings agencies, the Bank's creditors, and the Bank's shareholders that the Bank has the capacity to meet its obligations during periods of constrained market access; and (iii) ensure sufficient cash flows to cover the Bank's operational requirements in the normal course of business.

The Bank has adopted the following liquidity policy: the minimum amount of aggregate liquid asset holdings shall equal the highest consecutive 12-months of expected debt service obligations during the following 18 months, plus committed net loan disbursements (if positive), plus projected operating expenses for the relevant fiscal year. Such minimum amount of aggregate liquid asset holdings is determined prior to the beginning of each fiscal year and may be revised during the year in the event of major changes in outlook. The minimum liquidity balance for the 2017 fiscal year is \$553.50 million.

The Bank may decide to hold liquidity above its minimum level to take advantage of favorable borrowing opportunities and to try to maintain a regular presence in the capital markets. Although this discretionary liquidity policy increases the level of liquidity beyond the minimum set forth in the previous paragraph, it is intended to minimize the aggregate cost of borrowing by providing a cushion of low-cost funding, which in turn would allow the Bank to pass on lower borrowing costs to its clients and generate growth in retained earnings. The Bank has established a cap on liquidity: its liquidity ordinarily shall not exceed 2.5 times the minimum liquidity balance established pursuant to its stated policy.

The Bank's investments can be classified into three categories: held-to-maturity, available-for-sale and trading securities. The Bank's liquid asset holdings are in the form of cash, cash equivalents (mainly, money market accounts and marketable securities with original maturities of up to 90 days) and investments in longer term marketable securities (fixed-income securities). While all liquid asset holdings may be designated as either trading or available-for-sale, as of the date hereof, all investments held in the Bank's liquidity portfolio are designated as available-for-sale. Securities designated as held-to-maturity are not considered liquid asset holdings for purposes of determining minimum liquidity.

The Bank's liquid assets totaled \$951.06 million and \$457.78 as of December 31, 2017 and 2016, respectively. This \$493.28 million increase in the Bank's liquid asset portfolio was the net result of the Bank's liquidity requirement on debt maturing in October 2018, in addition to new loan disbursements and principal and interest payments from the existing loan portfolio.

### Liquid Assets (in U.S.\$ Million)

	As of December 31, 2017	As of December 31, 2016
<b>Type of Security:</b>		
Cash and cash equivalents .....	\$ 163.78	\$ 151.21
U.S. government and agency securities .....	568.25	179.86
United Mexican State securities .....	10.78	11.56
Corporate debt securities .....	148.34	80.29
Other fixed-income securities .....	59.91	34.86
<b>Total liquid assets .....</b>	<b>\$ 951.06</b>	<b>\$ 457.78</b>

As of December 31, 2017 and 2016, 76.97% and 72.32%, respectively, of the Bank's liquid asset portfolio was comprised of highly liquid assets (cash and cash equivalents and U.S. Treasuries and Agencies). The remaining 23.03% and 27.68%, respectively, were comprised of liquid assets (all other types of liquid investment securities held by the Bank) as of December 31, 2017 and 2016, respectively.

## **Investment Policy**

The Bank's primary investment objective is the maintenance of sufficient liquidity to (i) meet all operating expenses of the Bank; (ii) fund loan demands of the Bank; (iii) meet payments of debt service on all outstanding obligations of the Bank; and (iv) ensure proper liquidity ratios required to maintain the Bank's credit rating, as published by an SRO.

The Bank only invests in securities which have readily identifiable prices. Permissible securities that otherwise meet the Bank's investment policy comprise a wide range of high quality fixed-income instruments with the goal of seeking the preservation of capital, including U.S. Treasury and governmental agency securities, Mexican government securities, bank deposits, repurchase agreements (pursuant to master purchase agreements and fully collateralized by U.S. treasury securities), certificates of deposit, commercial paper and money market funds. The Bank's investment portfolio must contain a minimum of 25% U.S. government securities. All other securities, with the exception of corporate debt securities and Mexican government securities, must be rated AA (or its equivalent) or higher by an SRO. Repurchase agreements, certificates of deposit and commercial paper counterparties must have a short-term debt rating of A-1 (or its equivalent) or higher by an SRO.

In July 2012, the Board revised its investment policy to include corporate securities rated A or higher as eligible securities for a limited percentage (25% maximum) of its portfolio to increase its diversification of investments by sector with a minimal amount of increased credit risk and to increase interest yield on the investment portfolio. The Bank may invest in corporate bonds and notes, so long as such securities are (i) denominated in U.S. dollars, (ii) issued by corporations rated A (or its equivalent) or higher by an SRO, and (iii) do not represent more than ten percent (10%) of the issuing entity's total debt obligations. The Bank may invest in asset-backed securities, so long as such securities are (i) issued by domestic corporations rated AAA (or its equivalent) by an SRO, and (ii) do not represent more than ten percent (10%) of the issuing entity's total debt obligations. The Bank's policy provides that investment in the following derivative securities should be avoided at all times: inverse floaters, leveraged floaters, range floaters, dual index floaters, index amortization bonds, step-up callable bonds, and other structured notes with complex coupon formulas and/or coupons that are tied to long-term or lagging interest rate indexes.

The Bank is restricted from investing more than five percent (5%) of its investment portfolio in the securities of any one issuer, and not more than twenty-five percent (25%) may be invested in any one security type, excluding obligations of the U.S. Government, the Mexican Government and U.S. Government Agencies.

## **Market Risk**

The Bank is exposed to market risks as a result of general market movements, primarily through changes in interest and exchange rates. These risks are mitigated through the Bank's asset and liability management program and its hedging activities.

### *Interest Rate Risk*

The Bank is subject to interest rate risk as a result of its loan financing activities. The Bank is also subject to risk from interest rate movements that affect the rate it earns on its investment portfolio, which is another key component of NADB's interest income.

The Bank has minimized its exposure to a principal source of interest rate risk—the risk associated with the spread between the rate a development bank earns on its assets and the costs of its external borrowings. The Bank has been able to minimize such risk by swapping a large portion of its fixed interest rate borrowings into a floating interest rate. When fixed rate loans are made with the proceeds of the swapped debt, fixed rate loans are in turn swapped to a floating rate. As a result, floating rate loans are financed with floating rate debt. The Bank is also exposed to interest rate risk to a certain extent as a function of the level of its current and future outstanding borrowings and the terms of those borrowings in relation to the terms of the assets funded by those borrowings.

The principal means of controlling the interest rate risk of the Bank's total investment portfolio is to control the average duration of the portfolio. To ensure the maintenance of adequate liquidity and to protect the Bank's portfolio from significant losses caused by interest rate movements, the average duration of the Bank's total investment portfolio may not exceed four years. The Bank structures its investment portfolio so that its investment securities mature concurrent with anticipated cash needs and anticipated demands, with further consideration for unanticipated cash demands.

### *Exchange Rate Risk*

The Bank is exposed to exchange rate risk as a result of its dual-currency lending operations. To minimize exchange rate risk, NADB matches its lending operations to the local currency of the borrower. For U.S. borrowers, loans are available in U.S. dollars. For Mexican borrowers, loans may be available in Mexican pesos or in U.S. dollars if the project generates a U.S. dollar cash flow. If financing is extended in pesos, the Bank's policies require it to establish a currency hedge unless the source of funding for the loan is also in pesos. For U.S. dollar loans to Mexican borrowers, the Bank must obtain assurance that the borrower will be able to generate the dollars to make payment when due before making the loan.

COFIDAN is virtually wholly-owned by the Bank, and it is consolidated into the Bank for financial reporting purposes. Accordingly, the Bank is exposed to some exchange rate risk in the translation of COFIDAN's assets and liabilities into U.S. dollars using the exchange rate in effect at the end of the relevant financial reporting period (revenues and costs are translated using average exchange rates for the period). The resulting cumulative translation adjustment is included in the Bank's accumulated other comprehensive income, typically as a loss. Because of the small asset size, such adjustments have not been material and are not expected to be in the future.

### *Use of Derivatives*

The Bank uses derivatives for the sole purpose of hedging and does not engage in any use of derivatives for speculative purposes. The Bank's lending activities include making loans that are denominated in Mexican pesos. The Bank's policies require it to establish a currency hedge for peso-denominated loans unless the source of funding for the loan is also in pesos. For such loans, the Bank enters into cross-currency interest rate swaps which virtually eliminate its economic exposure to fluctuations in foreign currency exchange rates and interest rates. As of the date hereof, the Bank has ten (10) swap providers.

The foreign currency translation adjustment on loans denominated in Mexican pesos for the year ended December 31, 2017, equaled an unrealized loss of \$46.00 million at fiscal year end, which was fully offset by the Bank's cross-currency interest rate swaps accounted for as cash flow hedges.

In connection with its borrowings, the Bank is authorized to use all necessary cross-currency and/or interest rate swaps as a liability management tool. In connection with its outstanding fixed rate debt securities, the Bank utilizes interest rate swaps to mitigate its interest rate risk exposure.

### **Operational Risk**

Operational risk is the potential loss arising from internal activities or external events, caused by breakdown in information, communication, physical safeguards, business continuity, supervision, transactions processing, pricing and cash and securities movements and settlement systems. In addition, operational risk includes fraud and failures in the execution of legal, fiduciary and agency responsibilities. These risks stem from the manner in which the Bank is operated, as opposed to the way it is financed.

NADB manages its operational risk through a system of internal controls based on established policies and procedures for all significant areas of operation, including funds management, disbursements, procurement and financial reporting. This system is strengthened by the Bank's highly qualified personnel who maintain the highest standards of integrity and professionalism in the performance of their duties. In addition, in 2014, the Bank established the Risk Management and Control Department (RMC) to centralize the risk management function and continually assess and reinforce all aspects of its risk management strategies and tools.

The Bank also maintains insurance to protect against operational risk, including commercial insurance, business automobile insurance, travelers' insurance and occupational accident insurance policies.

### **Administration and Governance Board Directors (the Board)**

NADB is governed by a common, ten-member Board comprised of three cabinet-level federal government representatives from each country, a representative of a border state from each country, and a representative of the general public who resides in the border region from each country.

The federal government representatives on the Board include the U.S. Secretary of the Treasury, Department of State, Office of the EPA, the Mexican Secretary of Finance and Public Credit, Secretary of Foreign Affairs and Secretary of the Environment and Natural Resources. The local representatives on the Board consist of a state representative from a border state in the United States of America, the Director of Financial Analysis in the Ministry of Finance and Public Credit, also a border state representative, and a representative of the general public, one from the U.S. and one from Mexico, who reside in the border region. The local representatives are appointed by the relevant member country, at its discretion. Chairmanship of the Board alternates between the U.S. and Mexican treasury representatives each year.

Under its Charter, all Board decisions require the approval of a majority of the directors appointed by each member country. With respect to project certifications, the Board may vote for certification only after the public has had an opportunity to comment, during a public comment period of no less than 30 days. In addition, decisions relating to or affecting project certification or financing require the affirmative vote of the U.S. Secretary of the Treasury and Administrator of the EPA and the Mexican Secretary of Finance and Public Credit and Secretary of the Environment and Natural Resources.

## **Officers**

Under the direction of the Board, the business of NADB is conducted by the Managing Director and Deputy Managing Director, who oversee development of NADB's current and long-range objective, policies and procedures. The Managing Director and Deputy Managing Director each may generally serve up to two (2) terms of four (4) years. The offices of Managing director and Deputy Managing Director alternate between nationals of the two member countries and must be occupied by nationals of different member countries at all times.

Mr. Alex Hinojosa, a U.S. citizen, was appointed Managing Director of NADB on November 10, 2017. On that same date, Dr. Calixto Mateos, a Mexican citizen, was named Deputy Managing Director. They are assisted by 105 employees in the Bank's San Antonio and Juarez offices who carry out the day-to-day operations of NADB.

NADB's management team also includes Chief Environmental Officer, Salvador Lopez; Chief Financial Officer, Héctor M. Camacho; Director of Administration, Eduardo Macias; Director of Infrastructure Financing and Financial services, Carlos Carranza; Director of Project and Loan Administration, Rafael Escandón; Director of Public Affairs, Jesse J. Hereford; Director of Technical Assistance, Mario E. Vázquez; Director of Risk Management and Control Bernardo Salas; and General Counsel, Lisa Roberts.

The address of NADB's management is 203 South St. Mary's, Suite 300, San Antonio, Texas 78205, USA.

## **Dividends**

The Board of Directors may determine periodically what part of the net profits and of the surplus of the capital resources shall be distributed. Such distributions may be made only when the reserves have reached a level which the Board of Directors considers adequate. The Board of Directors has never distributed any dividends.

## **Financial Reports**

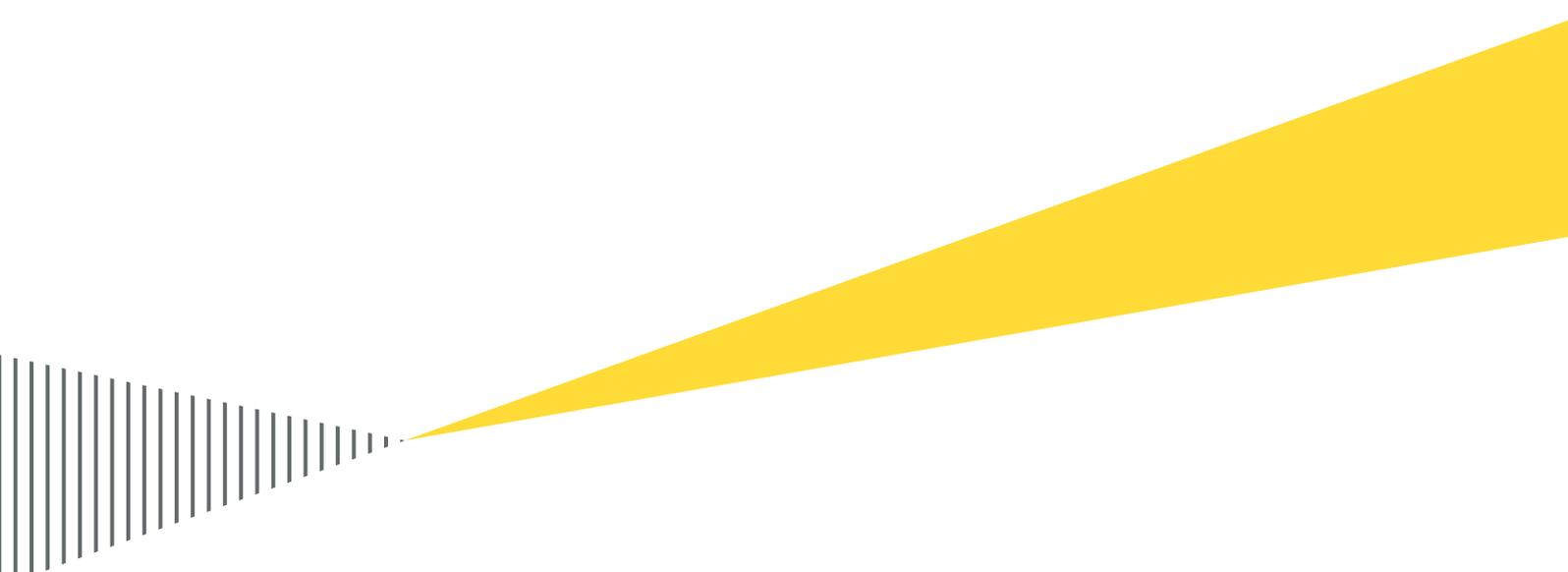
For information on financial reports, please refer to the Annex to this Prospectus.

**Audited Consolidated Financial Statements for the years ended December 31, 2017 and 2016**

CONSOLIDATED FINANCIAL STATEMENTS AND  
SUPPLEMENTARY INFORMATION

North American Development Bank  
Years Ended December 31, 2017 and 2016  
With Report of Independent Auditors

Ernst & Young LLP



North American Development Bank

Consolidated Financial Statements and Supplementary Information

Years Ended December 31, 2017 and 2016

**Contents**

Report of Independent Auditors.....	1
Consolidated Financial Statements	
Consolidated Balance Sheets .....	3
Consolidated Statements of Income.....	4
Consolidated Statements of Comprehensive Income .....	5
Consolidated Statement of Changes in Equity.....	6
Consolidated Statements of Cash Flows.....	7
Notes to Consolidated Financial Statements.....	8
Supplementary Information	
Combining Balance Sheet by Program .....	54
Combining Statement of Income by Program .....	55
Combining Statement of Comprehensive Income by Program .....	56
Combining Statement of Cash Flows by Program.....	57
Statement of Income of NADB Office in Juarez, Chihuahua.....	58
Border Environment Infrastructure Fund (BEIF) .....	59



Ernst & Young LLP  
Frost Bank Tower  
Suite 1700  
100 West Houston Street  
San Antonio, TX 78205

Tel: +1 210 228 9696  
Fax: +1 210 242 7252  
ey.com

## Report of Independent Auditors

The Board of Directors  
North American Development Bank

We have audited the accompanying consolidated financial statements of North American Development Bank (the Bank), which comprise the consolidated balance sheets as of December 31, 2017 and 2016, and the related consolidated statements of income, comprehensive income, changes in equity, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in conformity with U.S. generally accepted accounting principles; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free of material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of North American Development Bank at December 31, 2017 and 2016, and the consolidated results of its operations and its cash flows for the years then ended in conformity with U.S. generally accepted accounting principles.

## **Supplementary Information**

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The Combining Balance Sheet by Program, Combining Statement of Income by Program, Combining Statement of Comprehensive Income by Program, Combining Statement of Cash Flows by Program, Statement of Income of NADB Office in Juarez, Chihuahua, and the Border Environment Infrastructure Fund are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

*Ernst & Young LLP*

March 29, 2018

# North American Development Bank

## Consolidated Balance Sheets

	December 31	
	2017	2016
<b>Assets</b>		
Cash and cash equivalents:		
Held at other financial institutions in demand-deposit accounts	\$ 543,712	\$ 193,964
Held at other financial institutions in interest-bearing accounts	26,742,869	28,833,505
Repurchase agreements	137,000,000	122,700,000
	164,286,581	151,727,469
Held-to-maturity investment securities, at amortized cost	3,904,396	53,782,155
Available-for-sale investment securities, at fair value	787,282,178	306,562,226
Loans outstanding	1,293,806,755	1,411,625,673
Allowance for loan losses	(21,107,945)	(25,075,659)
Unamortized loan fees	(11,711,140)	(10,682,210)
Foreign currency exchange rate adjustment	(45,997,351)	(55,027,169)
Hedged items, at fair value	(144,105,721)	(151,854,451)
Net loans outstanding	1,070,884,598	1,168,986,184
Interest receivable	28,781,647	26,806,845
Grant and other receivable	4,523,939	7,320,234
Furniture, equipment and leasehold improvements, net	354,961	461,759
Other assets	86,241,301	98,029,324
Total assets	\$ 2,146,259,601	\$ 1,813,676,196
<b>Liabilities and equity</b>		
Liabilities:		
Accounts payable	\$ 6,749,106	\$ 7,456,087
Accrued liabilities	1,385,789	441,447
Accrued interest payable	21,697,668	16,593,968
Undisbursed grant funds	1,002	6,328
Short-term debt, net of discounts and unamortized debt issuance costs	304,660,489	5,262,000
Hedged items, at fair value	(708,958)	-
Net short-term debt	303,951,531	5,262,000
Long-term debt, net of discounts and unamortized debt issuance costs	1,183,283,306	1,176,158,912
Hedged items, at fair value	(5,602,130)	2,931,548
Net long-term debt	1,177,681,176	1,179,090,460
Total liabilities	1,511,466,272	1,208,850,290
Equity:		
Paid-in capital	415,000,000	415,000,000
General Reserve:		
Allocated paid-in capital	2,338,897	2,460,790
Retained earnings:		
Designated	11,663,722	11,780,134
Reserved	137,602,160	114,553,374
Undesignated	56,416,631	45,058,709
Accumulated other comprehensive income (loss)	11,766,444	15,967,278
Non-controlling interest	5,475	5,621
Total equity	634,793,329	604,825,906
Total liabilities and equity	\$ 2,146,259,601	\$ 1,813,676,196

*The accompanying notes are an integral part of these consolidated financial statements.*

# North American Development Bank

## Consolidated Statements of Income

	Year Ended December 31	
	2017	2016
Interest income:		
Loans	\$ 57,770,501	\$ 52,430,015
Investments	10,865,202	6,586,686
Total interest income	<u>68,635,703</u>	<u>59,016,701</u>
Interest expense	31,639,710	19,950,461
Net interest income	<u>36,995,993</u>	<u>39,066,240</u>
Operating expenses:		
Personnel	8,378,651	8,282,656
General and administrative	1,628,852	1,467,292
Consultants and contractors	2,260,139	2,720,662
Provision for (recovery of) loan losses	(3,967,714)	5,133,737
Other	(42,598)	193,253
Depreciation	167,382	137,153
U.S. Domestic Program	229,059	268,461
Total operating expenses	<u>8,653,771</u>	<u>18,203,214</u>
Net operating income	28,342,222	20,863,026
Non-interest income and non-operating expenses:		
Gains on sales and call of securities	3,616,047	137,177
Income (expense) from hedging activities, net	(1,266,924)	1,101,921
Income (expense) from foreign exchange activities, net	126,332	(701,842)
Fees and other income	680,696	200,000
Loss on other real estate owned	–	(1,106,240)
Total non-interest income and non-operating expenses	<u>3,156,151</u>	<u>(368,984)</u>
Income before program activities	31,498,373	20,494,042
Program activities:		
Border Environment Infrastructure Fund (BEIF):		
U.S. Environmental Protection Agency (EPA) grant income	799,248	843,300
EPA grant administration expense	(799,248)	(843,300)
Community Assistance Program expense	(1,178,056)	(429,633)
Water Conservation Investment Fund expense	(203,901)	(120,808)
Technical Assistance Program:		
EPA grant income	360,698	–
EPA grant administration expense	(113,003)	–
Inter-American Development Bank (IDB) Multilateral Investment Fund (MIF) grant income	16,808	–
Technical Assistance Program expense	(1,046,005)	(537,557)
Net program expenses	<u>(2,163,459)</u>	<u>(1,087,998)</u>
Income before non-controlling interest	29,334,914	19,406,044
Net loss attributable to non-controlling interest	(146)	(142)
Net income attributable to NADB	<u>\$ 29,335,060</u>	<u>\$ 19,406,186</u>

*The accompanying notes are an integral part of these consolidated financial statements.*

# North American Development Bank

## Consolidated Statements of Comprehensive Income

	<b>Year Ended December 31</b>	
	<b>2017</b>	<b>2016</b>
Income before non-controlling interest	<b>\$ 29,334,914</b>	\$ 19,406,044
Net loss attributable to non-controlling interest	<b>(146)</b>	(142)
Net income attributable to NADB	<b>29,335,060</b>	19,406,186
 Other comprehensive income (loss):		
Available-for-sale investment securities:		
Change in unrealized gains (losses) during the period, net	<b>(1,806,949)</b>	15,481
Reclassification adjustment for net gains (losses) included in net income	<b>(68,908)</b>	(137,177)
Total unrealized loss on available-for-sale investment securities	<b>(1,875,857)</b>	(121,696)
Foreign currency translation adjustment	<b>(39,664)</b>	158,889
Unrealized gains (losses) on hedging activities:		
Foreign currency translation adjustment, net	<b>9,029,818</b>	(11,580,208)
Fair value of cross-currency interest rate swaps, net	<b>(11,315,131)</b>	20,324,726
Total unrealized gain (loss) on hedging activities	<b>(2,285,313)</b>	8,744,518
Total other comprehensive income (loss)	<b>(4,200,834)</b>	8,781,711
 Total comprehensive income	 <b>\$ 25,134,226</b>	 \$ 28,187,897

*The accompanying notes are an integral part of these consolidated financial statements.*

## North American Development Bank

### Consolidated Statement of Changes in Equity

	Paid-In Capital	General Reserve		Paid-In Capital	Retained Earnings	Accumulated Other		Non-controlling Interest	Total Equity
		Allocated				Comprehensive Income (Loss)			
Beginning balance, January 1, 2016	\$ 405,000,000	\$ 3,027,256	\$ 151,986,031	\$ 7,185,567	\$ 5,763	\$ 567,204,617			
Capital contribution	10,000,000	—	—	—	—	10,000,000			
Transfer to Targeted Grant Program of the U.S. Domestic Program	—	(566,466)	—	—	—	(566,466)			
Net income	—	—	19,406,186	—	—	19,406,186			
Other comprehensive income	—	—	—	8,781,711	—	8,781,711			
Non-controlling interest	—	—	—	—	(142)	(142)			
Ending balance, December 31, 2016	415,000,000	2,460,790	171,392,217	15,967,278	5,621	604,825,906			
Capital contribution	—	—	—	—	—	—			
Transfer to Targeted Grant Program of the U.S. Domestic Program	—	(121,893)	—	—	—	(121,893)			
Transfer from the Border Environment Cooperation Commission (BECC)	—	—	4,955,236	—	—	4,955,236			
Net income	—	—	29,335,060	—	—	29,335,060			
Other comprehensive income	—	—	—	(4,200,834)	—	(4,200,834)			
Non-controlling interest	—	—	—	—	(146)	(146)			
Ending balance, December 31, 2017	\$ 415,000,000	\$ 2,338,897	\$ 205,682,513	\$ 11,766,444	\$ 5,475	\$ 634,793,329			

The accompanying notes are an integral part of these consolidated financial statements.

North American Development Bank  
Consolidated Statements of Cash Flows

	<b>Year Ended December 31</b>	
	<b>2017</b>	<b>2016</b>
<b>Operating activities</b>		
Net income	\$ 29,335,060	\$ 19,406,186
Adjustments to reconcile net income to net cash provided by (used in) operating activities:		
Depreciation	167,382	137,153
Amortization of net premium (discounts) on investments	(363,450)	907,746
Change in fair value of swaps, hedged items and other non-cash items	(14,852,582)	68,912,405
Non-controlling interest	(146)	(142)
Gains on sales of and call of securities, net	(3,616,047)	(137,177)
Provision for (recovery of) loan losses	(3,967,714)	5,133,737
Change in other assets and liabilities:		
Increase in interest receivable	(1,974,802)	(15,580,285)
(Increase) decrease in receivable and other assets	2,669,963	(4,813,027)
Increase (decrease) in accounts payable	(706,981)	5,643,003
Increase in accrued liabilities	944,342	91,427
Increase in accrued interest payable	5,103,700	7,514,503
Net cash provided by operating activities	12,738,725	87,215,529
<b>Lending, investing, and development activities</b>		
Capital expenditures	(26,695)	(342,452)
Loan principal repayments	219,244,575	49,762,528
Loan disbursements	(101,425,657)	(136,252,752)
Purchase of held-to-maturity investments	(1,011,000)	(2,261,000)
Purchase of available-for-sale investments	(694,367,608)	(240,224,271)
Proceeds from maturities and call of held-to-maturity investments	54,457,031	2,235,000
Proceeds from sales and maturities of available-for-sale investments	212,183,024	270,221,619
Net cash used in lending, investing, and development activities	(310,946,330)	(56,861,328)
<b>Financing activities</b>		
Capital contribution	–	10,000,000
Proceeds from other borrowings	13,309,017	2,216,528
Proceeds from note issuances	297,891,683	–
Principal repayment of other borrowings	(5,262,000)	(5,262,000)
Transfer of funds from Border Environment Cooperation Commission (BECC)	4,955,236	–
Grant funds from the Environmental Protection Agency (EPA)	11,903,429	10,650,006
Grant disbursements – EPA	(11,908,755)	(10,644,678)
Grant activity – U.S. Domestic Program	(121,893)	(566,466)
Net cash provided by financing activities	310,766,717	6,393,390
Net increase in cash and cash equivalents	12,559,112	36,747,591
Cash and cash equivalents at January 1, 2017 and 2016	151,727,469	114,979,878
Cash and cash equivalents at December 31, 2017 and 2016	\$ 164,286,581	\$ 151,727,469
<b>Supplemental cash information</b>		
Cash paid during the year for interest	\$ 30,977,485	\$ 30,730,791
<b>Significant noncash transactions</b>		
Foreign currency translation adjustment	\$ 9,029,818	\$ (11,580,208)
Change in fair value of cross-currency interest rate swaps, net	(11,315,131)	20,324,726
Change in fair value of available-for-sales investments, net	(1,875,857)	(121,696)

*The accompanying notes are an integral part of these consolidated financial statements.*

# North American Development Bank

## Notes to Consolidated Financial Statements

December 31, 2017

### **1. Organization and Purpose**

The North American Development Bank (NADB or the Bank) and the Border Environment Cooperation Commission (BECC) were established on January 1, 1994 by an agreement between the Governments of the United States of America (the United States or U.S.) and the United Mexican States (Mexico) that was signed by their respective Presidents on November 16 and 18, 1993 (the Charter). The Bank was created to finance infrastructure projects in the U.S.-Mexico border region (the International Program) and community adjustment and investment projects throughout the U.S. and Mexico (the Domestic Programs). BECC was created to review the environmental aspects of projects seeking Bank financing under the International Program and recommend their certification to the Board of Directors. On March 16, 1994, the President of the United States issued an Executive Order designating the Bank as an international organization under the International Organization Immunities Act.

The Bank is governed by a Board of Directors appointed by the two countries. The operations of the Bank are subject to certain limitations outlined in the Charter. On November 10, 2017, the Second Protocol of Amendment to the Charter entered into force, merging BECC into the Bank. The merger preserved the mission, purposes and functions of both organizations under the International Program, including their environmental mandate and geographic jurisdiction, which is within 100 kilometers north of the U.S.-Mexico border and within 300 kilometers south of the border. The Bank is headquartered in San Antonio, Texas, and also has an office in Ciudad Juarez, Chihuahua (Juarez Office).

Under its International Program, the Bank provides loan and grant financing and technical assistance for infrastructure projects certified by the Board, as appropriate, and administers grant funding provided by other entities. Under the Domestic Programs, the Bank contributed funds from its equity to establish the domestic program of each country, and continues to administer the funds of the U.S. Domestic Program (see Note 8).

On June 2, 1998, the Board of Directors adopted a resolution authorizing the Bank to establish a limited-purpose financial institution (sociedad financiera de objeto limitado, SOFOL) for the purpose of facilitating Bank lending to the Mexican public sector. In January 1999, the Corporación Financiera de América del Norte, S.A. de C.V. SOFOL (COFIDAN) began operations in Mexico City and, in October 2006, COFIDAN was converted from a SOFOL to a non-regulated, multipurpose financial institution (SOFOM, E.N.R.), and its name was modified to Corporación Financiera de América del Norte, S.A. de C.V. SOFOM E.N.R. As of December 31, 2017, COFIDAN is 99.90% owned by the Bank and 0.10% owned by the Government of Mexico. The accounts of COFIDAN are consolidated with the Bank, and all material intercompany

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### **1. Organization and Purpose (continued)**

accounts and transactions are eliminated in the consolidation. The non-controlling interest reflected in the consolidated balance sheets and consolidated statements of income represents the ownership of the Government of Mexico through the Ministry of Finance and Public Credit (SHCP).

### **2. Summary of Significant Accounting Policies**

#### **Basis of Presentation and Use of Estimates in Financial Statements**

The financial statements have been prepared in conformity with U.S. generally accepted accounting principles (GAAP) and are presented in a manner consistent with that of an international organization. The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. These estimates include the valuation of investments, allowance for loan losses, the fair value of derivative instruments and other real estate owned included in other assets, and the fair value of derivative instruments included in other liabilities and in long-term debt. Actual results could differ from those estimates.

#### **Asset Acquisition – Border Environment Cooperation Commission (BECC) Integration**

During 2017, the Bank adopted ASU 2017-01, which clarifies the definition of a business and provides a more robust framework to use in determining when a set of assets and activities constitutes a business. ASU 2017-01 is intended to provide guidance when evaluating whether transactions should be accounted for as an acquisition of assets or a business. The Bank determined that the transfer of assets from BECC on November 10, 2017 as described in Note 1 constituted an acquisition of assets under common control. As such, the assets of BECC were recorded at their carrying value and the operations of BECC were accounted for prospectively as of the merger date.

#### **Principles of Consolidation**

The consolidated financial statements include the accounts of the Bank and its subsidiary, COFIDAN. All significant intercompany accounts and transactions have been eliminated in consolidation.

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### 2. Summary of Significant Accounting Policies (continued)

#### Cash and Cash Equivalents

For purposes of the consolidated statements of cash flows, cash and cash equivalents include cash deposits with other financial institutions and overnight repurchase agreements.

#### Repurchase Agreements

The Bank has entered into agreements with two major financial institutions to purchase various U.S. government and federally sponsored agency securities under an agreement to resell. The purchase and resale of these securities occur daily, and the obligation to repurchase is backed by the assets of the related financial institutions. The underlying securities related to the repurchase transaction are held in the possession of the respective financial institutions.

#### Investment Securities

The Bank's investments are classified into the following categories:

*Held-to-maturity* – This category is composed of those debt securities for which the Bank has the positive intent and ability to hold to maturity. These securities are carried at amortized cost.

*Trading* – This category is composed of debt securities that are bought and held for resale in the near term. These securities are carried at fair value, and changes in market value are recognized in the consolidated statements of income.

*Available-for-sale* – This category is composed of debt securities that are not classified as either trading or held-to-maturity securities. These securities are carried at fair value, with unrealized holding gains and losses excluded from earnings and reported as a net amount in a separate component of comprehensive income or loss until realized.

The accretion of discounts and the amortization of premiums are computed using the interest method. Realized gains and losses are determined using the specific identification method. Investments in a loss position are reviewed in order to determine whether the unrealized loss, which is considered an impairment, is temporary or other-than-temporary. In the event of other-than-temporary impairment, the cost basis of the investment would be written down to its fair value, and the credit component of the loss would be included in current earnings. The Bank had no securities classified as other-than-temporarily impaired as of December 31, 2017 and 2016.

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 2. Summary of Significant Accounting Policies (continued)

##### **Taxation**

As an international organization, the Bank is exempt from all federal, state, and local taxation to the extent implemented by law under the U.S. International Organizations Immunities Act of 1945.

##### **Furniture, Equipment, and Leasehold Improvements**

Furniture and equipment are recorded at cost and depreciated over their estimated useful lives using the straight-line method. The estimated useful life is three years for computers and five years for furniture and other equipment. Leasehold improvements are recorded at cost and amortized over five years, or the life of the lease, whichever is less.

##### **General Reserve**

The Board of Directors defines the General Reserve as retained earnings plus allocated paid-in capital for the U.S. Domestic Program, as described in Note 8. Retained earnings are classified as either designated for a specific program, reserved, or undesignated. Undesignated retained earnings in excess of one percent (1.0%) of total assets of the International Program are used to fund four reserves in the following order of priority:

*Debt Service Reserve* – This reserve is maintained in an amount equal to 12 months of interest due on the Bank's outstanding debt at each fiscal year-end.

*Operating Expenses Reserve* – This reserve is maintained in an amount equal to 12 months of the operating budget expenses at each fiscal year-end.

*Special Reserve* – This reserve is maintained in an amount equal to the sum of: 1% of undisbursed loan commitments, 3% of the outstanding balance of disbursed loans and 3% of the outstanding balance of guaranties, less the general allowance for loan losses, with a targeted minimum of \$30 million. Amounts in the Special Reserve are to be used to pay costs associated with the enforcement of the Bank's rights under its loan and guaranty agreements and to offset losses on any loan or guaranty.

*Capital Preservation Reserve* – This reserve is intended to maintain the value of the paid-in capital in real terms and is indexed to the U.S. annual inflation rate.

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### **2. Summary of Significant Accounting Policies (continued)**

#### **Loans and Allowance for Loan Losses**

Loans are reported at the principal amount, net of allowance for loan losses, unamortized loan fees, foreign currency exchange rate adjustment and fair value of hedged items. Interest income on loans is recognized in the period earned. Net loan commitment and origination fees are deferred and amortized over the life of the loan as an adjustment to loan interest income.

Loans that are past due 90 days or more as to principal or interest, or where reasonable doubts exist as to timely collection, including loans that are individually identified as being impaired, are generally classified as nonperforming loans unless well secured and in the process of collection.

Loans are generally placed in nonaccrual status when principal or interest is delinquent for 180 days (unless adequately secured and in the process of collection) or circumstances indicate that the full collection of principal and interest is in doubt. When a loan is placed in nonaccrual status, accrued interest deemed uncollectible is either reversed (if current-year interest) or charged against current-year interest (if prior-year interest).

Payments received on nonaccrual loans are generally applied to the recorded principal in the loan asset. If collection of the recorded principal in the loan is fully expected and the loan does not have a remaining unrecovered prior charge-off associated with it, payments are recognized as interest income. Nonaccrual loans may be returned to accrual status when contractual principal and interest are current, prior charge-offs have been recovered, the ability of the borrower to fulfill the contractual repayment terms is fully expected, and the loan is not classified as “doubtful” or “loss.” If previously unrecognized interest income exists upon reinstatement of a nonaccrual loan to accrual status, interest income will only be recognized upon receipt of cash payments applied to the loan.

In cases where a borrower experiences financial difficulties and the Bank makes certain concessions to the borrower through modifications of the contractual terms of the loan, the loan is classified as a troubled debt restructuring. If the borrower’s ability to meet the revised payment schedule is uncertain, the loan is classified as a nonaccrual loan.

The allowance for loan losses is a valuation account used to reasonably estimate loan losses incurred as of the financial statement date. Determining the appropriate allowance for loan losses involves significant judgment about when a loss has been incurred and the amount of that loss. A specific allowance is established for impaired loans when it is probable that the Bank may sustain

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### 2. Summary of Significant Accounting Policies (continued)

some loss. Impairment of these loans is measured based on the present value of expected future cash flows, discounted at the loan's effective interest rate or the fair value of the collateral, if the loan is collateral-dependent. In 2013, under the International Program, a general allowance for loans to private-sector borrowers was established based on statistical cumulative default and recovery rates for project finance loans. In 2016, the general allowance methodology was expanded to include public and public-private borrowers.

The allowance for loan losses is maintained at a level considered appropriate by management to provide for probable and estimable losses inherent in the loan portfolio. The allowance is increased through provisions for loan losses and is decreased through recovery of loan losses and loan charge-offs. Upon final settlement of impaired loans, any remaining loss is charged off.

#### Credit Quality

The Bank monitors the credit quality of its loan portfolio on an ongoing basis by tracking certain credit quality indicators related to the borrower's: (i) payment history, (ii) strength of management, (iii) financial performance, (iv) appropriateness and effectiveness of project technology, and (v) loan covenant compliance, as well as (vi) general economic conditions in the borrower's geographic location, (vii) the legal and regulatory environment, and (viii) the effects, if any, of the current political environment. Based on this evaluation, each loan is assigned to one of the following risk categories:

*Pass* – The loan is not considered a greater than normal credit risk. The Bank believes the borrower has the ability to meet its obligations; therefore, the Bank anticipates insignificant uncollectible amounts.

*Special Mention* – The loan has exhibited potential weaknesses that deserve the Bank's close attention. If left uncorrected, these potential weaknesses may result in noticeable deterioration of the repayment prospects for the asset or of the borrower's credit position.

*Substandard* – The loan is inadequately protected by the current financial condition and paying capacity of the borrower or by any collateral pledged. The loan has a well-defined weakness or weaknesses that may jeopardize the collection of the debt pursuant to the contractual principal and interest terms. Such risk is characterized by the distinct possibility that the Bank may sustain some loss if the deficiencies are not corrected.

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### 2. Summary of Significant Accounting Policies (continued)

*Doubtful* – In addition to the risk characteristics described in the substandard category, the loan exhibits conditions and values that make collection or liquidation in full highly improbable. Loans in this risk category are closely managed to determine the highest recovery alternatives.

#### Program Activities

Grant income from the U.S. Environmental Protection Agency (EPA) associated with the Border Environment Infrastructure Fund (BEIF) represents reimbursed administrative expenses. Such amounts are earned and recognized as grant income in the accompanying consolidated statements of income as the associated expenses are incurred.

Grant income from EPA and other sources associated with technical assistance activities represent reimbursed administrative expenses and technical assistance grant disbursements funded by those entities. Such amounts are earned and recognized as grant income in the accompanying consolidated statements of income as the associated expenses are incurred.

Program expenses also represent grant disbursements funded with previously designated retained earnings of the Bank through its Community Assistance Program (CAP), Water Conservation Investment Fund (WCIF) and Technical Assistance Program. Grants are recognized at the date the Bank becomes obligated under the terms of the grant agreements, and associated costs are recognized as incurred.

EPA-funded BEIF grants and U.S. Domestic Program grant receipts and disbursements reflected in the consolidated statements of cash flows are not reflected in the accompanying consolidated statements of income, as these grants are approved and funded by the respective entities noted above. The Bank's role is to administer these funds.

#### Foreign Currency

COFIDAN is located in Mexico and operates primarily using the local functional currency. Accordingly, all assets and liabilities of COFIDAN are translated using the exchange rate in effect at the end of the period, and revenue and costs are translated using average exchange rates for the period. The resulting cumulative translation adjustment is included in accumulated other comprehensive income.

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### **2. Summary of Significant Accounting Policies (continued)**

The lending activities of the Bank include making loans that are denominated in Mexican pesos. For such loans, the Bank enters into cross-currency interest rate swaps that mitigate its exposure to fluctuations in foreign currency exchange rates and interest rates. As of December 31, 2017, the Bank had entered into swap counterparty agreements with Fondo de Apoyo a Estados y Municipios (FOAEM), a fund owned by the Government of Mexico and administered by the federally run development bank, Banco Nacional de Obras y Servicios Públicos, S.N.C. (Banobras); directly with Banobras outside the FOAEM arrangement; and with eight other financial institutions. The foreign currency translation adjustment on loans denominated in Mexican pesos as of December 31, 2017 and 2016 was \$(45,997,351) and \$(55,027,169), respectively. Changes in the foreign currency translation adjustment are reported through other comprehensive income.

All swaps relating to the lending activities of the Bank have been designated as cash flow or fair value hedges and are recognized in the accompanying consolidated balance sheets at their fair value. Changes in the fair value of the cash flow hedges are reported in other comprehensive income and are reclassified to earnings at the time of the hedged loan repayment. Changes in the fair value of the fair value hedges are reported as non-interest income or expense.

The Bank discontinues hedge accounting prospectively if it determines that the derivative is no longer highly effective in offsetting changes in the fair value or cash flows of the hedged item, or if it is no longer probable that the hedged loan repayment will occur. If hedge accounting is discontinued because the hedge ceases to be effective, the Bank will continue to record the swap at fair value with changes in value reflected in earnings for the period, and any fair value adjustments included in other comprehensive income will be recognized in the consolidated statements of income over the remaining life of the loan. If it is probable that the hedged loan repayments will not occur, gains and losses accumulated in other comprehensive income (loss) are recognized immediately in earnings.

Derivatives executed with all swap counterparties except for FOAEM are subject to a master netting arrangement. The net fair value of derivatives by counterparty is offset with the outstanding balance of the collateral received from or paid to the counterparty for financial reporting purposes. Additional information on the amounts subject to master netting arrangements and collateral is provided in Note 5.

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### 2. Summary of Significant Accounting Policies (continued)

#### Fair Value

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. The Bank carries cross-currency interest rate swaps, interest rate swaps, hedged items, and available-for-sale debt securities at fair value. To determine the fair market value of its financial instruments, the Bank uses the fair value hierarchy, which is based on three levels of inputs as follows:

Level 1 – Quoted prices in active markets for identical assets or liabilities, which the reporting entity has the ability to access at the measurement date. This category generally includes U.S. government securities.

Level 2 – Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities. This category generally includes U.S. agency securities, corporate debt securities, other fixed-income securities, United Mexican States (UMS) securities and mortgage-backed debt securities.

Level 3 – Unobservable inputs that are supported by little or no market activity and that are significant in determining the fair value of the assets or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation. This category includes cross-currency interest rate swaps, interest rate swaps, the fair value of hedged items and other real estate owned where independent pricing information is not available for a significant portion of the underlying assets. For these consolidated financial statements, the Bank also obtains dealer quotations for comparative purposes to assess the reasonableness of the pricing models.

Additional information on the fair value of the financial instruments of the Bank is provided in Note 11.

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 2. Summary of Significant Accounting Policies (continued)

##### Accumulated Other Comprehensive Income

The components of other comprehensive income are reported in the accompanying consolidated statements of comprehensive income for all periods presented and in Note 7.

##### Reclassifications

Certain amounts in the prior year consolidated financial statements have been reclassified to conform to the current year consolidated financial statement presentation.

#### 3. Investments

All investments held by the Bank are classified as either held-to-maturity or available-for-sale securities. The following schedule summarizes investments as of December 31, 2017 and 2016.

	Amortized Cost	Gross Unrealized		Fair Value
		Gains	Losses	
<b>December 31, 2017</b>				
Held-to-maturity:				
U.S. agency securities	\$ 3,904,396	\$ —	\$ (31,912)	\$ 3,872,484
Mexican government securities (UMS)	—	—	—	—
Total held-to-maturity investment securities	<b>3,904,396</b>	<b>—</b>	<b>(31,912)</b>	<b>3,872,484</b>
Available-for-sale:				
U.S. government securities	445,924,619	3,109	(1,270,425)	444,657,303
U.S. agency securities	124,224,160	56	(628,950)	123,595,266
Corporate debt securities	148,784,887	19,064	(462,854)	148,341,097
Other fixed-income securities	60,050,804	144	(143,036)	59,907,912
Mexican government securities (UMS)	10,721,127	74,734	(15,261)	10,780,600
Total available-for-sale investment securities	<b>789,705,597</b>	<b>97,107</b>	<b>(2,520,526)</b>	<b>787,282,178</b>
Total investment securities	<b>\$ 793,609,993</b>	<b>\$ 97,107</b>	<b>\$ (2,552,438)</b>	<b>\$ 791,154,662</b>

North American Development Bank

Notes to Consolidated Financial Statements (continued)

**3. Investments (continued)**

	Amortized Cost	Gross Unrealized		Fair Value
		Gains	Losses	
<b>December 31, 2016</b>				
Held-to-maturity:				
U.S. agency securities	\$ 3,868,082	\$ 3,857	\$ (23,507)	\$ 3,848,432
Mexican government securities (UMS)	49,914,073	3,760,927	–	53,675,000
Total held-to-maturity investment securities	53,782,155	3,764,784	(23,507)	57,523,432
Available-for-sale:				
U.S. government securities	117,552,445	73,113	(299,703)	117,325,855
U.S. agency securities	62,587,782	176,961	(232,308)	62,532,435
Corporate debt securities	80,420,243	110,155	(240,116)	80,290,282
Other fixed-income securities	34,887,582	4,217	(34,100)	34,857,699
Mexican government securities (UMS)	11,661,736	4,957	(110,738)	11,555,955
Total available-for-sale investment securities	307,109,788	369,403	(916,965)	306,562,226
Total investment securities	\$ 360,891,943	\$ 4,134,187	\$ (940,472)	\$ 364,085,658

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 3. Investments (continued)

The following schedule summarizes unrealized losses and the fair value of investments aggregated by category and the length of time individual securities have been in a continuous unrealized loss position as of December 31, 2017 and 2016.

	Less Than 12 Months		12 Months or More		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
<b>December 31, 2017</b>						
Held-to-maturity:						
U.S. agency securities	\$ 3,872,484	\$ 31,912	\$ —	\$ —	\$ 3,872,484	\$ 31,912
Available-for-sale:						
U.S. government securities	363,453,524	1,270,425	—	—	363,453,524	1,270,425
U.S. agency securities	122,603,016	628,950	—	—	122,603,016	628,950
Corporate debt securities	132,554,862	462,854	—	—	132,554,862	462,854
Other fixed-income securities	56,711,962	143,036	—	—	56,711,962	143,036
Mexican government securities (UMS)	3,527,600	15,261	—	—	3,527,600	15,261
Total available-for-sale investment securities	<u>678,850,964</u>	<u>2,520,526</u>	<u>—</u>	<u>—</u>	<u>678,850,964</u>	<u>2,520,526</u>
Total temporarily impaired securities	<u>\$ 682,723,448</u>	<u>\$ 2,552,438</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 682,723,448</u>	<u>\$ 2,552,438</u>
<b>December 31, 2016</b>						
Held-to-maturity:						
U.S. agency securities	\$ 2,767,178	\$ 23,507	\$ —	\$ —	\$ 2,767,178	\$ 23,507
Available-for-sale:						
U.S. government securities	59,557,510	299,703	—	—	59,557,510	299,703
U.S. agency securities	19,363,071	232,308	—	—	19,363,071	232,308
Corporate debt securities	42,222,042	240,116	—	—	42,222,042	240,116
Other fixed-income securities	19,571,379	34,100	—	—	19,571,379	34,100
Mexican government securities (UMS)	7,817,425	110,738	—	—	7,817,425	110,738
Total available-for-sale investment securities	<u>148,531,427</u>	<u>916,965</u>	<u>—</u>	<u>—</u>	<u>148,531,427</u>	<u>916,965</u>
Total temporarily impaired securities	<u>\$ 151,298,605</u>	<u>\$ 940,472</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 151,298,605</u>	<u>\$ 940,472</u>

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 3. Investments (continued)

None of the unrealized losses identified in the preceding table are considered to be other-than-temporary since, as of December 31, 2017, the Bank did not have the intent to sell any of these securities and believed that it was more-likely-than-not that the Bank would not be required to sell any such securities before a recovery of cost.

Contractual maturities of investments as of December 31, 2017 and 2016 are summarized in the following tables.

	<u>Held-to-Maturity Securities</u>		<u>Available-for-Sale Securities</u>	
	<u>Fair Value</u>	<u>Amortized Cost</u>	<u>Fair Value</u>	<u>Amortized Cost</u>
<b>December 31, 2017</b>				
Less than 1 year	\$ 1,171,872	\$ 1,175,396	\$ 651,270,945	\$ 652,469,990
1–5 years	2,700,612	2,729,000	136,011,233	137,235,607
5–10 years	–	–	–	–
More than 10 years	–	–	–	–
Mortgage-backed securities	–	–	–	–
	<u>\$ 3,872,484</u>	<u>\$ 3,904,396</u>	<u>\$ 787,282,178</u>	<u>\$ 789,705,597</u>
<b>December 31, 2016</b>				
Less than 1 year	\$ 973,654	\$ 974,685	\$ 169,910,035	\$ 169,947,758
1–5 years	56,549,778	52,807,470	136,652,191	137,162,030
5–10 years	–	–	–	–
More than 10 years	–	–	–	–
Mortgage-backed securities	–	–	–	–
	<u>\$ 57,523,432</u>	<u>\$ 53,782,155</u>	<u>\$ 306,562,226</u>	<u>\$ 307,109,788</u>

Actual maturities may differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 3. Investments (continued)

The following table summarizes sale, call, and maturity activity of investment securities for the years ended December 31, 2017 and 2016.

	<b>Year Ended December 31,</b>	
	<b>2017</b>	<b>2016</b>
Held-to-maturity investment securities:		
Proceeds from maturities and call	<b>\$ 54,457,031</b>	\$ 2,235,000
Gross realized gains from call	<b>3,547,139</b>	–
Available-for-sale investment securities:		
Proceeds from sales and maturities	<b>212,183,024</b>	270,221,619
Gross realized gains	<b>73,245</b>	137,290
Gross realized losses	<b>4,337</b>	113

The following table sets forth the net unrealized gains (losses) on securities available-for-sale and the reclassification adjustments required for the years ended December 31, 2017 and 2016.

	<b>2017</b>	<b>2016</b>
Net unrealized losses on investment securities available-for-sale, beginning of year	<b>\$ (547,562)</b>	\$ (425,866)
Net unrealized gains (losses) on investment securities available-for-sale, arising during the year	<b>(1,806,949)</b>	15,481
Reclassification adjustments for net (gains) losses on investment securities available-for-sale included in net income	<b>(68,908)</b>	(137,177)
Net unrealized losses on investment securities available-for-sale, end of year	<b><u>\$ (2,423,419)</u></b>	<b><u>\$ (547,562)</u></b>

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 4. Loans

The following schedule summarizes loans outstanding as of December 31, 2017 and 2016.

	<b>International Program</b>	<b>U.S. Domestic Program</b>	<b>Total</b>
<b>December 31, 2017</b>			
Loan balance	\$ 1,293,806,755	\$ —	\$ 1,293,806,755
Allowance for loan losses:			
General	(18,438,398)	—	(18,438,398)
Specific	(2,669,547)	—	(2,669,547)
Unamortized loan fees	(11,711,140)	—	(11,711,140)
Foreign currency exchange rate adjustment	(45,997,351)	—	(45,997,351)
Fair value of hedged items	(144,105,721)	—	(144,105,721)
Net loans outstanding	<u>\$ 1,070,884,598</u>	<u>\$ —</u>	<u>\$ 1,070,884,598</u>
<b>December 31, 2016</b>			
Loan balance	\$ 1,411,295,846	\$ 329,827	\$ 1,411,625,673
Allowance for loan losses:			
General	(25,052,471)	(23,188)	(25,075,659)
Specific	—	—	—
Unamortized loan fees	(10,682,210)	—	(10,682,210)
Foreign currency exchange rate adjustment	(55,027,169)	—	(55,027,169)
Fair value of hedged items	(151,854,451)	—	(151,854,451)
Net loans outstanding	<u>\$ 1,168,679,545</u>	<u>\$ 306,639</u>	<u>\$ 1,168,986,184</u>

At December 31, 2017 and 2016, the International Program had outstanding unfunded loan commitments on signed loan agreements totaling \$188,352,122 and \$58,518,271, respectively. At those same dates, the U.S. Domestic Program did not have any outstanding loan commitments on signed loan agreements. The International Program also had loan agreements under development for an additional \$136,140,220 as of December 31, 2017.

The Bank under certain circumstances offered below-market-rate loans. As of December 31, 2017 and 2016, the Bank had below-market-rate loans outstanding for the International Program of \$35,847,009 and \$39,675,001, respectively. At those same dates, the U.S. Domestic Program did not have any below-market-rate loans.

North American Development Bank

Notes to Consolidated Financial Statements (continued)

**4. Loans (continued)**

The following table presents the loan portfolio by sector as of December 31, 2017 and 2016.

	<b>December 31,</b>	
	<b>2017</b>	<b>2016</b>
International Program:		
Air quality	\$ 95,634,593	\$ 103,691,911
Basic urban infrastructure	37,093,463	36,380,546
Clean energy:		
Solar	291,197,939	291,532,300
Wind	620,669,578	707,220,750
Other	4,252,565	4,823,929
Public transportation	31,162,332	31,865,601
Storm drainage	52,715,102	56,250,755
Water and wastewater	161,081,183	172,141,854
Water conservation	–	7,388,200
Total International Program	<u>1,293,806,755</u>	<u>1,411,295,846</u>
U.S. Domestic Program	–	329,827
	<u>\$ 1,293,806,755</u>	<u>\$ 1,411,625,673</u>

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 4. Loans (continued)

The following table presents the loan portfolio by risk category as of December 31, 2017 and 2016. These risk categories are defined in Note 2, along with additional information on how the Bank evaluates credit quality.

	December 31,	
	2017	2016
<b>International Program</b>		
Pass	\$ 1,279,427,547	\$ 1,394,063,313
Special Mention	—	—
Substandard	14,379,208	17,232,533
Doubtful	—	—
Total International Program	1,293,806,755	1,411,295,846
<b>U.S. Domestic Program</b>		
Pass	—	—
Special Mention	—	329,827
Substandard	—	—
Doubtful	—	—
Total U.S. Domestic Program	—	329,827
	<b>\$ 1,293,806,755</b>	<b>\$ 1,411,625,673</b>

There was one loan under the International Program on nonaccrual as of December 31, 2017 with an outstanding balance of \$14,379,208 and no loans on nonaccrual as of December 31, 2016. As of December 31, 2017, this non-accrual loan had a specific allowance of \$2,669,547. As of December 31, 2017 and 2016, the Bank had collateral valued at lower of cost or market from foreclosed loans reported as other assets of \$3,104,639 and \$2,978,307, respectively.

Under the U.S. Domestic Program, there were no loans outstanding as of December 31, 2017 and one loan was on non-accrual as of December 31, 2016 with an outstanding balance of \$329,827.

The average impaired loan balance for the years December 31, 2017 and 2016 totals \$9,155,761 and \$343,043, respectively.

North American Development Bank

Notes to Consolidated Financial Statements (continued)

**4. Loans (continued)**

An age analysis of past-due loans, including both accruing and non-accruing loans, as of December 31, 2017 and 2016, is shown in the following table.

	<b>Loans 30–89 Days Past Due</b>	<b>Loans 90 or More Days Past Due</b>	<b>Total Past-due Loans</b>
<b>December 31, 2017</b>			
International Program	\$ —	\$ 14,379,208	\$ 14,379,208
U.S. Domestic Program	—	—	—
	<u>\$ —</u>	<u>\$ 14,379,208</u>	<u>\$ 14,379,208</u>
<b>December 31, 2016</b>			
International Program	\$ —	\$ —	\$ —
U.S. Domestic Program	—	329,827	329,827
	<u>\$ —</u>	<u>\$ 329,827</u>	<u>\$ 329,827</u>

There were no loans past due 90 or more days accruing interest as of December 31, 2017 and 2016.

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 4. Loans (continued)

The following table summarizes the allowance for loan losses by classification as of December 31, 2017 and 2016.

	Allowance for Loan Losses			Total Loans Outstanding
	General Allowance	Specific Allowance	Total	
<b>December 31, 2017</b>				
International Program:				
Private:				
Construction	\$ 1,267,448	\$ —	\$ 1,267,448	\$ 35,564,527
Operation	15,425,916	2,669,547	18,095,463	909,235,438
Public	1,262,795	—	1,262,795	252,558,904
Public-private	482,239	—	482,239	96,447,886
Total International Program	18,438,398	2,669,547	21,107,945	1,293,806,755
U.S. Domestic Program	—	—	—	—
	<b>\$ 18,438,398</b>	<b>\$ 2,669,547</b>	<b>\$ 21,107,945</b>	<b>\$ 1,293,806,755</b>
<b>December 31, 2016</b>				
International Program:				
Private:				
Construction	\$ 10,417,904	\$ —	\$ 10,417,904	\$ 226,218,309
Operation	12,741,894	—	12,741,894	806,542,895
Public	1,441,539	—	1,441,539	288,307,752
Public-private	451,134	—	451,134	90,226,890
Total International Program	25,052,471	—	25,052,471	1,411,295,846
U.S. Domestic Program	23,188	—	23,188	329,827
	<b>\$ 25,075,659</b>	<b>\$ —</b>	<b>\$ 25,075,659</b>	<b>\$ 1,411,625,673</b>

Public-private refers to loans made to private-sector borrowers and backed by public-sector federal tax revenue.

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### 4. Loans (continued)

The following schedule summarizes the allowance for loan losses for the years ended December 31, 2017 and 2016.

	Allowance for Loan Losses				
	Beginning Balance	Loan Loss Provisions		Loan (Charge-offs) Recoveries	Ending Balance
		Specific	General		
<b>December 31, 2017</b>					
International Program:					
Private:					
Construction	\$ 10,417,904	\$ –	\$ (9,150,456)	\$ –	\$ 1,267,448
Operation	12,741,894	2,669,547	2,684,022	–	18,095,463
Public	1,441,539	–	(178,744)	–	1,262,795
Public-private	451,134	–	31,105	–	482,239
Total International Program	25,052,471	2,669,547	(6,614,073)	–	21,107,945
U.S. Domestic Program	23,188	–	(23,188)	–	–
	\$ 25,075,659	\$ 2,669,547	\$ (6,637,261)	\$ –	\$ 21,107,945
<b>December 31, 2016</b>					
International Program:					
Private:					
Construction	\$ 10,300,322	\$ –	\$ 117,582	\$ –	\$ 10,417,904
Operation	9,618,412	–	3,123,482	–	12,741,894
Public	–	–	1,441,539	–	1,441,539
Public-private	–	–	451,134	–	451,134
Total International Program	19,918,734	–	5,133,737	–	25,052,471
U.S. Domestic Program	23,188	–	–	–	23,188
	\$ 19,941,922	\$ –	\$ 5,133,737	\$ –	\$ 25,075,659

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 5. Other Assets

The following table presents the gross and net balances of other assets, including the result of master netting arrangements for derivatives with certain swap counterparties, at December 31, 2017 and 2016.

	<b>Gross Amount</b>	<b>Master Netting Arrangements</b>	<b>Net Amount</b>
<b>December 31, 2017</b>			
Cross-currency interest rate swaps	\$ 223,716,302	\$ (22,102,844)	\$ 201,613,458
Interest rate swaps	(4,690,552)	4,690,552	-
Collateral from swap counterparties	(117,380,000)	-	(117,380,000)
Credit valuation adjustment for swaps	(1,096,796)	-	(1,096,796)
Other real estate owned	3,104,639	-	3,104,639
<b>Total other assets</b>	<b>\$ 103,653,593</b>	<b>\$ (17,412,292)</b>	<b>\$ 86,241,301</b>
<b>December 31, 2016</b>			
Cross-currency interest rate swaps	\$ 255,338,489	\$ (27,619,486)	\$ 227,719,003
Interest rate swaps	12,513,231	(8,447,465)	4,065,766
Collateral from swap counterparties	(135,490,000)	-	(135,490,000)
Credit valuation adjustment for swaps	(1,243,752)	-	(1,243,752)
Other real estate owned	2,978,307	-	2,978,307
<b>Total other assets</b>	<b>\$ 134,096,275</b>	<b>\$ (36,066,951)</b>	<b>\$ 98,029,324</b>

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### 6. Debt

The following table summarizes the notes payable and other borrowings as of December 31, 2017 and 2016.

Issue Date	Maturity Date	Fixed Rate	December 31, 2017				
			Principal Amount	Unamortized Premium/ (Discount)	Unamortized Debt Issuance Costs	Fair Value of Hedged Items	Net Debt
<b>Notes Payable</b>							
<u>USD Issuance</u>							
02/11/10	02/11/20	4.375%	\$ 250,000,000	\$ (137,750)	\$ (341,192)	\$ 6,515,389	\$ 256,036,447
10/26/12	10/26/22	2.400	250,000,000	(414,472)	(716,716)	(4,875,400)	243,993,412
12/17/12	10/26/22	2.400	180,000,000	(1,823,804)	(453,986)	(4,880,263)	172,841,947
12/17/12	12/17/30	3.300	50,000,000	–	(222,789)	(741,321)	49,035,890
10/10/13	10/10/18	2.300	300,000,000	(341,302)	(260,209)	(708,958)	298,689,531
<u>CHF Issuance</u>							
04/30/15	04/30/25	0.250	128,706,754	591,006	(609,166)	815,874	129,504,468
04/26/17	10/26/27	0.200	124,443,117	377,672	(609,049)	910,792	125,122,532
<u>NOK Issuance</u>							
03/10/17	03/10/32	2.470	173,448,566	28,666	(566,551)	(3,347,201)	169,563,480
Total Notes Payable			1,456,598,437	(1,719,984)	(3,779,658)	(6,311,088)	1,444,787,707
<b>Other Borrowings</b>							
08/15/13	06/30/18	1.900	2,631,000	–	–	–	2,631,000
08/15/13	12/30/18	1.900	600,467	–	–	–	600,467
04/11/14	12/30/18	1.900	2,030,533	–	–	–	2,030,533
04/11/14	06/30/19	1.900	2,631,000	–	–	–	2,631,000
04/11/14	12/30/19	1.900	2,632,000	–	–	–	2,632,000
04/11/14	06/30/20	1.900	526,785	–	–	–	526,785
08/14/14	06/30/20	1.900	2,105,215	–	–	–	2,105,215
08/14/14	12/30/20	1.900	2,632,000	–	–	–	2,632,000
08/14/14	06/30/21	1.900	1,008,985	–	–	–	1,008,985
02/13/15	06/30/21	1.900	1,623,015	–	–	–	1,623,015
02/13/15	12/30/21	1.900	1,470,635	–	–	–	1,470,635
07/29/15	12/30/21	1.900	1,161,365	–	–	–	1,161,365
07/29/15	06/30/22	1.900	266,455	–	–	–	266,455
09/16/16	06/30/22	1.900	2,216,528	–	–	–	2,216,528
03/17/17	06/30/22	1.900	149,017	–	–	–	149,017
03/17/17	12/30/22	1.900	2,632,000	–	–	–	2,632,000
03/17/17	06/30/23	1.900	2,632,000	–	–	–	2,632,000
03/17/17	12/30/23	1.900	2,632,000	–	–	–	2,632,000
03/17/17	06/30/24	1.900	2,632,000	–	–	–	2,632,000
03/17/17	12/30/24	1.900	2,170,720	–	–	–	2,170,720
11/13/17	12/30/24	1.900	461,280	–	–	–	461,280
Total Other Borrowings			36,845,000	–	–	–	36,845,000
			\$ 1,493,443,437	\$ (1,719,984)	\$ (3,779,658)	\$ (6,311,088)	\$ 1,481,632,707

North American Development Bank

Notes to Consolidated Financial Statements (continued)

**6. Debt (continued)**

			December 31, 2016				
Issue Date	Maturity Date	Fixed Rate	Principal Amount	Unamortized Premium/ (Discount)	Unamortized Debt Issuance Costs	Fair Value of Hedged Items	Net Debt
<b>Notes Payable</b>							
<u>USD Issuance</u>							
02/11/10	02/11/20	4.375%	\$ 250,000,000	\$ (203,000)	\$ (502,811)	\$ 11,844,826	\$ 261,139,015
10/26/12	10/26/22	2.400	250,000,000	(500,472)	(865,430)	(3,429,048)	245,205,050
12/17/12	10/26/22	2.400	180,000,000	(2,202,230)	(548,185)	(4,130,413)	173,119,172
12/17/12	12/17/30	3.300	50,000,000	–	(239,978)	(888,004)	48,872,018
10/10/13	10/10/18	2.300	300,000,000	(400,402)	(595,962)	668,405	299,672,041
<u>CHF Issuance</u>							
04/30/15	04/30/25	0.250	128,706,754	666,880	(692,235)	(1,134,218)	127,547,181
Total Notes Payable			1,158,706,754	(2,639,224)	(3,444,601)	2,931,548	1,155,554,477
<b>Other Borrowings</b>							
08/15/13	06/30/17	1.900	2,631,000	–	–	–	2,631,000
08/15/13	12/30/17	1.900	2,631,000	–	–	–	2,631,000
08/15/13	06/30/18	1.900	2,631,000	–	–	–	2,631,000
08/15/13	12/30/18	1.900	600,467	–	–	–	600,467
04/11/14	12/30/18	1.900	2,030,533	–	–	–	2,030,533
04/11/14	06/30/19	1.900	2,631,000	–	–	–	2,631,000
04/11/14	12/30/19	1.900	2,632,000	–	–	–	2,632,000
04/11/14	06/30/20	1.900	526,785	–	–	–	526,785
08/14/14	06/30/20	1.900	2,105,215	–	–	–	2,105,215
08/14/14	12/30/20	1.900	2,632,000	–	–	–	2,632,000
08/14/14	06/30/21	1.900	1,008,985	–	–	–	1,008,985
02/13/15	06/30/21	1.900	1,623,015	–	–	–	1,623,015
02/13/15	12/30/21	1.900	1,470,635	–	–	–	1,470,635
07/29/15	12/30/21	1.900	1,161,365	–	–	–	1,161,365
07/29/15	06/30/22	1.900	266,455	–	–	–	266,455
09/16/16	06/30/22	1.900	2,216,528	–	–	–	2,216,528
Total Other Borrowings			28,797,983	–	–	–	28,797,983
			<u>\$ 1,187,504,737</u>	<u>\$ (2,639,224)</u>	<u>\$ (3,444,601)</u>	<u>\$ 2,931,548</u>	<u>\$ 1,184,352,460</u>

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 6. Debt (continued)

##### Notes Payable

The notes payable are unsecured, rank equally with all other unsecured indebtedness, and cannot be redeemed prior to their maturity, at which time they will be redeemed at 100% of their principal amount. Interest payments are due semiannually or annually.

The fair value of the hedges relating to interest rate swaps on a portion of the notes payable denominated in U.S. dollars was reported at December 31, 2017 as other assets of \$(4,690,552) and other liabilities of \$0 and at December 31, 2016 as other assets of \$4,065,766 and other liabilities of \$0. The fair value of the hedges relating to cross-currency interest rate swaps on notes payable not denominated in U.S. dollars was reported at December 31, 2017 as other assets of \$301,562 and at December 31, 2016 as other assets of \$(2,309,109). For additional information on the fair value of financial instruments and derivatives, see Notes 11 and 12.

##### Other Borrowings

On November 8, 2012, the Bank signed a loan commitment with another development bank to borrow up to \$50 million to fund eligible projects in Mexico. This loan amortizes semiannually, with the first principal payment paid on December 30, 2015 and final principal payment due on December 30, 2024. As of December 31, 2017 and 2016, the outstanding balance was \$36,845,000 and \$28,797,983, respectively.

The following table summarizes the maturities of the notes payable and other borrowings as of December 31, 2017 and 2016.

	<b>December 31,</b>	
	<b>2017</b>	<b>2016</b>
Less than 1 year	\$ 305,262,000	\$ 5,262,000
1–2 years	5,263,000	305,262,000
2–3 years	255,264,000	5,263,000
3–4 years	5,264,000	255,264,000
4–5 years	435,264,000	5,264,000
5–10 years	263,677,871	561,189,737
More than 10 years	223,448,566	50,000,000
Total	\$ 1,493,443,437	\$ 1,187,504,737

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 6. Debt (continued)

The following table summarizes short-term and long-term debt as of December 31, 2017 and 2016.

	<b>December 31,</b>	
	<b>2017</b>	<b>2016</b>
Short-term debt:		
Notes payable	\$ 300,000,000	\$ —
Other borrowings	5,262,000	5,262,000
Total short-term debt	<b>305,262,000</b>	5,262,000
Long-term debt:		
Notes payable	1,156,598,437	1,158,706,754
Other borrowings	31,583,000	23,535,983
Total long-term debt	<b>1,188,181,437</b>	1,182,242,737
Total debt	<b>\$ 1,493,443,437</b>	\$ 1,187,504,737

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 7. Equity

##### Subscribed Capital

At December 31, 2017 and 2016, the Bank had subscribed 600,000 shares of capital stock, with a par value of \$10,000 per share. As defined in the Charter, capital includes unqualified and qualified subscribed shares. Qualified subscribed shares are subject to the necessary legal requirements of each subscribing country. Unqualified subscribed shares have either been funded or authorized for purchase by the subscribing country. Capital is further classified as callable or paid-in capital at December 31, 2017 and 2016 as follows.

	Mexico		United States		Total	
	Shares	Dollars	Shares	Dollars	Shares	Dollars
Subscribed capital	300,000	\$ 3,000,000,000	300,000	\$ 3,000,000,000	600,000	\$6,000,000,000
Less:						
Qualified callable capital	(121,833.3333)	(1,218,333,333)	(127,500)	(1,275,000,000)	(249,333.3333)	(2,493,333,333)
Unqualified callable capital	(133,166.6667)	(1,331,666,667)	(127,500)	(1,275,000,000)	(260,666.6667)	(2,606,666,667)
Qualified paid-in capital	(21,500)	(215,000,000)	(22,500)	(225,000,000)	(44,000)	(440,000,000)
Total funded paid-in capital	23,500	235,000,000	22,500	225,000,000	46,000	460,000,000
Less transfer to						
General Reserve for Domestic Programs	-	(22,500,000)	-	(22,500,000)	-	(45,000,000)
Total paid-in capital	23,500	\$ 212,500,000	22,500	\$ 202,500,000	46,000	\$ 415,000,000

On May 6, 2016, Mexico submitted its letter of subscription to conditionally subscribe to 150,000 additional shares of capital stock with a par value of US\$10,000 per share, subject to the necessary legal requirements and availability of appropriations. The capital stock is further classified as 22,500 qualified paid-in capital shares or US\$225,000,000 and 127,500 qualified callable shares or US\$1,275,000,000. On September 26, 2016, Mexico made its first contribution of the additional paid-in capital of \$10,000,000 or 1,000 shares of paid-in capital and unqualified 5,666.6667 shares of callable capital.

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### **7. Equity (continued)**

On September 1, 2016, the United States submitted its letter of subscription to conditionally subscribe to 150,000 additional shares of capital stock with a par value of US\$10,000 per share, subject to the necessary authorizing legislation and availability of appropriations. The capital stock is further classified as 22,500 qualified paid-in capital shares or US\$225,000,000 and 127,500 qualified callable shares or US\$1,275,000,000.

The subscriptions of members to paid-in capital and callable capital stock shall be in several installments, effective on or before December 31, 2016 through December 31, 2022, or such later dates as the Board of Directors shall determine. The callable portion of the subscription for capital shares of the Bank will be subject to call only when required to meet obligations, as outlined in Article II, Section 3(d), of Chapter II of the Charter.

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### 7. Equity (continued)

#### Retained Earnings

Retained earnings are classified as designated, reserved, and undesignated by program, as follows:

	December 31,	
	2017	2016
<b>Designated retained earnings</b>		
International Program:		
Water Conservation Investment Fund (WCIF)	\$ 95,594	\$ 918,920
Technical Assistance Program (TAP)	3,175,828	3,728,057
Community Assistance Program (CAP)	10,252,839	8,811,470
Total International Program	13,524,261	13,458,447
U.S. Domestic Program	(1,860,539)	(1,678,313)
Total designated retained earnings	11,663,722	11,780,134
<b>Reserved retained earnings</b>		
International Program:		
Debt Service Reserve	42,000,000	30,800,868
Operating Expenses Reserve	15,669,072	13,372,300
Special Reserve	30,000,000	30,000,000
Capital Preservation Reserve	49,933,088	40,370,311
Total International Program	137,602,160	114,543,479
U.S. Domestic Program:		
Special Reserve	–	9,895
Total reserved retained earnings	137,602,160	114,553,374
<b>Undesignated retained earnings</b>		
International Program		
Operations	53,548,372	40,472,593
Mark-to-market hedge valuations	2,868,259	4,586,116
Total undesignated retained earnings	56,416,631	45,058,709
Total retained earnings	\$ 205,682,513	\$ 171,392,217
<b>Retained earnings by program</b>		
International Program	\$ 207,543,052	\$ 173,060,635
U.S. Domestic Program	(1,860,539)	(1,668,418)
Total retained earnings	\$ 205,682,513	\$ 171,392,217

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 7. Equity (continued)

Additional information regarding the reserve funds and each program listed above is provided in Notes 2 and 9, respectively.

With the integration on November 10, 2017, BECC transferred to the Bank total assets of \$5,202,963, consisting of \$4,620,931 in cash and cash equivalents, \$33,889 in furniture and equipment, net of accumulated depreciation, and \$548,143 in grant and other receivables. Along with the transferred assets, BECC also transferred accrued liabilities of \$247,727 and undesignated retained earnings of \$4,955,236. These funds have been recorded on the consolidated balance sheet as of December 31, 2017.

#### Accumulated Other Comprehensive Income

The following table presents the changes in accumulated other comprehensive income (loss) for the years ended December 31, 2017 and 2016.

	<b>Beginning Balance</b>	<b>Period Activity</b>	<b>Ending Balance</b>
<b>December 31, 2017</b>			
Unrealized loss on available-for-sale investment securities	\$ (547,562)	\$ (1,875,857)	\$ (2,423,419)
Foreign currency translation adjustment	373,108	(39,664)	333,444
Unrealized gain (loss) on hedging activities:			
Foreign currency translation adjustment	(55,027,169)	9,029,818	(45,997,351)
Fair value of cross-currency interest rate swaps	71,168,901	(11,315,131)	59,853,770
Net unrealized gain (loss) on hedging activities	<u>16,141,732</u>	<u>(2,285,313)</u>	<u>13,856,419</u>
Total accumulated other comprehensive income (loss)	<u>\$ 15,967,278</u>	<u>\$ (4,200,834)</u>	<u>\$ 11,766,444</u>
<b>December 31, 2016</b>			
Unrealized loss on available-for-sale investment securities	\$ (425,865)	\$ (121,696)	\$ (547,561)
Foreign currency translation adjustment	214,219	158,889	373,108
Unrealized gain (loss) on hedging activities:			
Foreign currency translation adjustment	(43,446,961)	(11,580,208)	(55,027,169)
Fair value of cross-currency interest rate swaps	50,844,174	20,324,726	71,168,900
Net unrealized gain on hedging activities	<u>7,397,213</u>	<u>8,744,518</u>	<u>16,141,731</u>
Total accumulated other comprehensive income (loss)	<u>\$ 7,185,567</u>	<u>\$ 8,781,711</u>	<u>\$ 15,967,278</u>

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### **8. Domestic Programs**

As specified in the Charter, 10% of each country's initial subscription of capital stock was set aside to finance community adjustment and investment programs. In accordance with the Charter, the Board of Directors approved transfers in prior years of \$45,000,000, equal to 10% of the initial paid-in capital of \$450,000,000 from the initial subscription, to the General Reserve to support these programs. To further clarify operations related to these programs, the Bank entered into a Memorandum of Understanding (MOU) with each country. In accordance with the MOUs, the U.S. and Mexican programs are administered independently.

#### **Mexico**

The MOU with Mexico specified that 10% of the initial paid-in capital from its initial capital subscription and the related earnings be set aside for the community adjustment and investment program endorsed by Mexico. The Government of Mexico instituted its domestic program, entitled *Programa Complementario de Apoyo a Comunidades y Empresas* (Mexican Domestic Program), through the offices of SHCP. In June 1996, SHCP entered into a mandate agreement with Banobras to receive and administer the funds allocated for this program. The Mexican Domestic Program funds were fully transferred to Mexico as of June 1999. Accordingly, the activities of the Mexican Domestic Program are not reflected as operations of the Bank.

#### **United States**

The MOU with the U.S. Government specified that 10% of the initial paid-in capital from its initial capital subscription and the related earnings be set aside for the U.S. Community Adjustment and Investment Program (U.S. Domestic Program). The Bank provides financing endorsed by the Finance Committee appointed by the U.S. Government for that purpose.

In accordance with the Charter and MOU with the United States, net assets of the Bank in the amounts of \$478,358 and \$792,372 were designated for the U.S. Domestic Program at December 31, 2017 and 2016, respectively. The revenue related to these amounts for the years ended December 31, 2017 and 2016 was \$13,750 and \$5,161, respectively. Additionally, expenses directly related to the operation of the U.S. Domestic Program of \$229,059 and \$268,461, are included in the operations of the Bank for the years ended December 31, 2017 and 2016, respectively. All expenses and disbursements are paid out of the U.S. Domestic Program funds. Deficit retained earnings on the U.S. Domestic Program capital funds as of December 31, 2017 and 2016, were \$1,860,539 and \$1,668,418, respectively. Under the U.S. Domestic Program, \$511,160 in cash and cash equivalents was available for disbursement as of December 31, 2017.

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 8. Domestic Programs (continued)

In January 2009, the Finance Committee approved a Targeted Grant Program (TGP) to be funded with the remaining balance of the U.S. Domestic Program's allocated paid-in capital. As of December 31, 2017 and 2016, the U.S. Domestic Program's allocated paid-in capital totaled \$2,338,897 and \$2,460,790, respectively. For the years ended December 31, 2017 and 2016, \$121,893 and \$566,466, respectively, were disbursed through the TGP. These disbursements were reported as a deduction from allocated paid-in capital.

#### 9. Program Activities

Program activities are comprised of the following:

	<b>Year Ended December 31,</b>	
	<b>2017</b>	<b>2016</b>
Program income:		
Border Environment Infrastructure Fund (BEIF)		
EPA grant income	\$ 799,248	\$ 843,300
Technical Assistance Program:		
EPA grant income		
Project Development Assistance Program (PDAP)	285,490	—
U.S.-Mexico Border 2020 Program (Border 2020)	75,208	—
IDB Multilateral Investment Fund (MIF) grant income	16,808	—
Total program income	1,176,754	843,300
Program expenses:		
BEIF		
EPA grant administration	799,248	843,300
Community Assistance Program	1,178,056	429,633
Water Conservation Investment Fund	203,901	120,808
Technical Assistance Program:		
NADB Technical assistance and training expense	781,502	537,557
EPA grant administration	113,003	—
EPA grant expense – PDAP	192,070	—
EPA grant expense – Border 2020	55,625	—
IDB-MIF grant expense	16,808	—
Total program expenses	3,340,213	1,931,298
Net program expenses	\$ 2,163,459	\$ 1,087,998

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### **9. Program Activities (continued)**

##### **Border Environment Infrastructure Fund (BEIF)**

The Bank administers grant funds from EPA through the BEIF. EPA grant awards since the initial grant made in April 1997 to December 31, 2017, total \$701,772,141. Under the terms of the grants, the Bank reviews and submits prospective projects to EPA, which approves the projects. EPA then disburses funds to the Bank, which directs the grant monies to the specified project. The Bank also oversees progress and compliance requirements for EPA and receives an allocation of the EPA grant funds for administrative expenses incurred.

As of December 31, 2017, EPA has approved project funding proposed by the Bank totaling \$663,176,432, of which \$614,135,401 has been disbursed through the Bank. The Bank recognized \$799,248 and \$843,300 as reimbursement of expenses incurred for the years ended December 31, 2017 and 2016, respectively. These funds have been recorded as program revenue and expenses in the consolidated statements of income.

##### **Water Conservation Investment Fund (WCIF)**

In August 2002, the Board of Directors established the WCIF to finance water conservation projects in the U.S.-Mexico border region and designated \$80,000,000 of the Bank's undesignated retained earnings to the program. Of that amount, \$40,000,000 was reserved exclusively for water conservation projects in each country. For the years ended December 31, 2017 and 2016, \$203,901 and \$120,808, respectively, were disbursed under this fund. As of December 31, 2017, cumulative disbursements total \$38,239,378 for the United States and \$39,990,407 for Mexico. These disbursements were funded with previously designated retained earnings and have been reported as a program expense.

In May 2013, the Board agreed to close out the WCIF and transfer any uncommitted funds to the CAP program. As of December 31, 2017, a cumulative total of \$1,674,621 in uncommitted WCIF funds was transferred to the CAP program.

##### **Community Assistance Program (CAP)**

In February 2011, the Board of Directors approved a grant program to support public projects in all sectors eligible for Bank financing. The CAP program is funded from the Bank's undesignated retained earnings as authorized by the Board. As of December 31, 2017, a cumulative total of \$14,092,840 has been allocated to the CAP. For the years ended December 31, 2017 and 2016,

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### **9. Program Activities (continued)**

\$1,178,056 and \$429,633, respectively, were disbursed under this program. These disbursements were funded with previously designated retained earnings and have been reported as a program expense.

#### **Technical Assistance Program**

The Bank uses a portion of its retained earnings as authorized by the Board of Directors to offer technical assistance and training to project sponsors for the purpose of strengthening their financial performance and ensuring the long-term sustainability of their infrastructure. Through the TAP, assistance is provided in three categories: project development, institutional capacity-building measures, and sector studies to identify needs and generate knowledge about a new sector or technology. For the years ended December 31, 2017 and 2016, \$552,229 and \$327,082, respectively, was disbursed under this program. These disbursements were funded with previously designated retained earnings and have been reported as a program expense.

As part of its technical assistance program, the Utility Management Institute (UMI) provides water utility managers and their staff with an opportunity for ongoing professional development aimed at enhancing their managerial and financial skills. For the years ended December 31, 2017 and 2016, \$229,273 and \$210,475, respectively, was expended under this program.

Additionally, the Bank administers grant funds for technical assistance provided by other entities as follows:

*Project Development Assistance Program (PDAP)* – The PDAP program was administered previously by BECC. Since November 10, 2017, the date of integration, the Bank administers grants from EPA, on a reimbursement basis, to assist communities in the development of water and wastewater projects that have been prioritized by EPA to receive BEIF grants. The Bank recognized \$192,070 in technical assistance expense and \$93,420 as in grant administrative expense for the period from November 10, 2017 to December 31, 2017. These funds have been recorded as program revenue and expenses in the consolidated statement of income.

*U.S.-Mexico Border 2020 Program* – The Border 2020 program was administered previously by BECC. Since November 10, 2017, the date of integration, the Bank administers grant funds from EPA, on a reimbursement basis, to support joint efforts of the two governments to improve the environment and protect the health of residents within 100 kilometers of the U.S.-Mexico border. The Bank provides logistical and administrative services to facilitate meetings, as well as

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### **9. Program Activities (continued)**

identifying, contracting and managing projects and workshops funded under the program. The Bank recognized \$55,625 technical assistance expense and \$19,583 in grant administrative expense for the period from November 10, 2017 to December 31, 2017. These funds have been recorded as program revenue and expenses in the consolidated statement of income.

*Multilateral Investment Fund (MIF) Grant* – The MIF grant was administered previously by BECC. Since November 10, 2017, the date of integration, the Bank administers grant funds provided by MIF, on a reimbursement basis, to support the development and implementation of a sustainable e-waste management and recycling system in Mexicali, Baja California. The Bank recognized \$16,808 technical assistance expense for the period from November 10, 2017 to December 31, 2017. These funds have been recorded as program revenue and expenses in the consolidated statement of income.

#### **10. Employee Benefits**

##### **401(a) Retirement Plan**

The Bank has a 401(a) Retirement Plan for its employees. This plan provides for employee and nondiscretionary employer contributions. For the years ended December 31, 2017 and 2016, the Bank expended \$814,344 and \$751,187, respectively, relating to the plan.

##### **Retiree Health Insurance Plan**

The Bank has a retiree health insurance plan for qualifying employees based on number of years of service and age. Qualified retirees may purchase group health insurance coverage at the current employee rate subject to plan limits.

#### **11. Fair Value of Financial Instruments**

Information on how the Bank measures fair value and classifies the levels of the fair value inputs is provided in Note 2.

##### **Cash and Cash Equivalents**

The carrying amounts for cash and cash equivalents approximate their fair value.

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### **11. Fair Value of Financial Instruments (continued)**

##### **Securities Held-to-Maturity**

Securities classified as held-to-maturity are reported at amortized costs. The fair value of these securities is estimated using Level 2 observable inputs. For these securities, the Bank obtains fair value measurements from an independent pricing service, which are based on prices quoted for a similar instrument.

##### **Securities Available-for-Sale**

Securities classified as available-for-sale are reported at fair value using Level 1 and Level 2 observable inputs. For these securities, the Bank obtains fair value measurements from an independent pricing service, which are based on prices quoted for the exact or like-kind instrument.

##### **Loans Receivable and Interest Receivable**

The fair value of loans is estimated based on Level 2 observable inputs using discounted cash flow analyses and interest rates currently being offered for loans made by the Bank with similar terms to borrowers of similar credit quality, net of allowance for loan loss. The fair value of nonaccrual loans is estimated to equal the aggregate net realizable value of the underlying collateral and guaranties. The carrying amount of accrued interest approximates its fair value. This valuation does not consider liquidity discounts currently being used by certain market participants, since measuring their impact would not be cost-beneficial for the Bank, given the nature of its loan portfolio.

##### **Hedged Items for Loans**

Hedged items for loans are reported at fair value using Level 3 unobservable inputs. The fair value of these hedged items is estimated by discounting each cash flow stream using the benchmark swap curve of the contractual currency and converting the resulting net present value at the spot exchange rate, as well as using external pricing models and counterparty pricing. Cash flows in Mexican pesos are discounted using the Mexico Benchmark Interbank Deposit Rate (TIIE) 28-day swap curve. Cash flows in U.S. dollars are discounted using the USD Overnight Index Swap (OIS) curve.

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### **11. Fair Value of Financial Instruments (continued)**

##### **Cross-currency Interest Rate Swaps**

Cross-currency interest rate swaps are reported at fair value using Level 3 unobservable inputs. The fair value of these swaps is estimated based on discounting procedures, whereby each cash flow stream is discounted using the benchmark swap curve of the respective currency and converting the resulting net present value at the spot exchange rate, as well as external pricing models and counterparty pricing. The Bank's cross-currency interest rate swaps are all Mexican-peso for U.S.-dollar operations except for three (3) debt issuances in foreign currencies for U.S.-dollar operations. Cash flows in Mexican pesos are discounted using the THIE 28-day swap curve. Cash flows in Swiss francs (CHF) are discounted using the CHF swap curve. Cash flows in Norwegian krone (NOK) are discounted using the NOK swap curve. Cash flows in U.S. dollars are discounted using the USD OIS curve.

##### **Interest Rate Swaps**

Interest rate swaps are reported at fair value using Level 3 unobservable inputs. The fair value of these swaps is estimated based on discounting procedures, whereby each cash flow stream is discounted using the USD OIS curve, as well as external pricing models and counterparty pricing.

##### **Other Real Estate Owned**

Other real estate owned is reported at fair value using Level 3 unobservable inputs based on customized discounting criteria.

##### **Debt and Accrued Interest Payable**

Notes payable and other borrowings are carried at amortized cost. The fair value of the debt is estimated based on Level 2 observable inputs by discounting the cash flow stream using the USD OIS curve. The carrying amount of accrued interest payable approximates its fair value.

##### **Hedged Items for Notes Payable**

Hedged items for notes payable are reported at fair value using Level 3 unobservable inputs. The fair value of the hedged items is estimated based on discounting procedures, whereby each cash flow stream is discounted using the USD OIS curve for USD issuances, the CHF swap curve for the Swiss franc issuance and the NOK swap curve for the Norwegian krone issuance, as well as on external pricing models and counterparty pricing.

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### 11. Fair Value of Financial Instruments (continued)

The following table summarizes the carrying amounts and fair value of the Bank's financial instruments.

	December 31, 2017		December 31, 2016	
	Carrying Amount	Estimated Fair Value	Carrying Amount	Estimated Fair Value
<b>Assets</b>				
Cash and cash equivalents	\$ 164,286,581	\$ 164,286,581	\$ 151,727,469	\$ 151,727,469
Held-to-maturity securities	3,904,396	3,872,484	53,782,155	57,523,432
Available-for-sale securities	787,282,178	787,282,178	306,562,226	306,562,226
Loans, net	1,070,884,598	1,110,949,537	1,168,986,184	1,200,398,847
Interest receivable	28,781,647	28,781,647	26,806,845	26,806,845
Cross-currency interest rate swaps	206,304,010	206,304,010	227,719,003	227,719,003
Interest rate swaps	(4,690,552)	(4,690,552)	4,065,766	4,065,766
Other real estate owned	3,104,639	3,104,639	2,978,307	2,2978,307
<b>Liabilities</b>				
Accrued interest payable	21,697,668	21,697,668	16,593,968	16,593,968
Short-term debt	304,660,489	304,660,489	5,262,000	5,262,000
Long-term debt, net	1,183,283,306	1,183,863,120	1,176,158,912	1,178,937,246

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### 11. Fair Value of Financial Instruments (continued)

The Bank's financial assets and liabilities measured at fair value on a recurring basis as of December 31, 2017 and 2016 are summarized in the following table by the valuation level of the inputs used to measure fair value. Additional information on how the Bank measures and classifies the levels of fair-value inputs is provided in Note 2.

	Fair Value Measurements Using			Total Fair Value
	Level 1	Level 2	Level 3	
<b>December 31, 2017</b>				
<b>Assets</b>				
Available-for-sale (AFS) securities:				
U.S. government securities	\$ 444,657,303	\$ –	\$ –	\$ 444,657,303
U.S. agency securities	–	123,595,266	–	123,595,266
Corporate debt securities	–	148,341,097	–	148,341,097
Other fixed-income securities	–	59,907,912	–	59,907,912
Mexican government securities (UMS)	–	10,780,600	–	10,780,600
Total AFS securities	444,657,303	342,624,875	–	787,282,178
Cross-currency interest rate swaps	–	–	206,304,010	206,304,010
Interest rate swaps	–	–	(4,690,552)	(4,690,552)
Hedged items for loans	–	–	(144,105,721)	(144,105,721)
Total assets at fair value	<u>\$ 444,657,303</u>	<u>\$ 342,624,875</u>	<u>\$ 57,507,737</u>	<u>\$ 844,789,915</u>
<b>Liabilities</b>				
Cross-currency interest rate swaps	\$ –	\$ –	\$ –	\$ –
Interest rate swaps	–	–	–	–
Hedged items for notes payable	–	–	(6,311,088)	(6,311,088)
Total liabilities at fair value	<u>\$ –</u>	<u>\$ –</u>	<u>\$ (6,311,088)</u>	<u>\$ (6,311,088)</u>

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### 11. Fair Value of Financial Instruments (continued)

December 31, 2016	Fair Value Measurements Using			Total Fair Value
	Level 1	Level 2	Level 3	
<b>Assets</b>				
Available-for-sale (AFS) securities:				
U.S. government securities	\$ 117,325,855	\$ –	\$ –	\$ 117,325,855
U.S. agency securities	–	62,532,435	–	62,532,435
Corporate debt securities	–	80,290,282	–	80,290,282
Other fixed-income securities	–	34,857,699	–	34,857,699
Mexican government securities (UMS)	–	11,555,955	–	11,555,955
Total AFS securities	117,325,855	189,236,371	–	306,562,226
Cross-currency interest rate swaps	–	–	227,719,003	227,719,003
Interest rate swaps	–	–	4,065,766	4,065,766
Hedged items for loans	–	–	(151,854,451)	(151,854,451)
Total assets at fair value	<u>\$ 117,325,855</u>	<u>\$ 189,236,371</u>	<u>\$ 79,930,318</u>	<u>\$ 386,492,544</u>
<b>Liabilities</b>				
Cross-currency interest rate swaps	\$ –	\$ –	\$ –	\$ –
Interest rate swaps	–	–	–	–
Hedged items for notes payable	–	–	2,931,548	2,931,548
Total liabilities at fair value	<u>\$ –</u>	<u>\$ –</u>	<u>\$ 2,931,548</u>	<u>\$ 2,931,548</u>

The following table summarizes the changes to the financial assets and liabilities measured at fair value on a recurring basis using unobservable inputs (Level 3) during the years ended December 31, 2017 and 2016. Additional information on how the Bank measures fair value is provided in Note 2.

# North American Development Bank

## Notes to Consolidated Financial Statements (continued)

### 11. Fair Value of Financial Instruments (continued)

	Fair Value of Level 3 Instruments		
	Cross-currency		
	Interest Rate Swaps	Interest Rate Swaps	Hedged Items
<b>Assets</b>			
Beginning balance, January 1, 2017	\$ 227,719,003	\$ 4,065,766	\$ (151,854,451)
Total realized and unrealized gains (losses):			
Included in earnings (expenses)	(12,635,914)	(4,065,766)	7,748,730
Included in other comprehensive income (loss)	(11,315,131)	-	-
Purchases	-	-	-
Settlements	(2,154,500)	-	-
Transfers in/out of Level 3	-	-	-
Ending balance, December 31, 2017	<u>\$ 201,613,458</u>	<u>\$ -</u>	<u>\$ (144,105,721)</u>
Beginning balance, January 1, 2016	\$ 106,695,082	\$ 15,727,245	\$ (51,606,468)
Total realized and unrealized gains (losses):			
Included in earnings (expenses)	100,699,195	(11,661,479)	(100,247,983)
Included in other comprehensive income	20,324,726	-	-
Purchases	-	-	-
Settlements	-	-	-
Transfers in/out of Level 3	-	-	-
Ending balance, December 31, 2016	<u>\$ 227,719,003</u>	<u>\$ 4,065,766</u>	<u>\$ (151,854,451)</u>
<b>Liabilities</b>			
Beginning balance, January 1, 2017	\$ -	\$ -	\$ 2,931,548
Total realized and unrealized (gains) losses:			
Included in (earnings) expenses	-	-	(9,242,636)
Included in other comprehensive income	-	-	-
Purchases	-	-	-
Settlements	-	-	-
Transfers in/out of Level 3	-	-	-
Ending balance, December 31, 2017	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (6,311,088)</u>
Beginning balance, January 1, 2016	\$ 2,395,365	\$ 3,815,603	\$ 10,180,086
Total realized and unrealized (gains) losses:			
Included in (earnings) expenses	(2,395,365)	(3,815,603)	(7,248,538)
Included in other comprehensive income	-	-	-
Purchases	-	-	-
Settlements	-	-	-
Transfers in/out of Level 3	-	-	-
Ending balance, December 31, 2016	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,931,548</u>

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### **11. Fair Value of Financial Instruments (continued)**

The Bank entered into seven (7) cross-currency interest rate swaps and three (3) interest rate swaps during the year ended December 31, 2017. Upon issuance, the fair value of the swaps is \$0 and, therefore, is not portrayed in the purchases line item in the preceding table. The change in fair value of these instruments is included within the total gains (losses) line item.

The Bank has no nonfinancial assets or liabilities measured at fair value on a recurring basis. Certain nonfinancial assets and liabilities measured at fair value on a nonrecurring basis include foreclosed assets (upon initial recognition or subsequent impairment) and other nonfinancial long-lived assets measured at fair value for impairment assessment. The fair value of the collateral from foreclosed loans is measured using Level 3 unobservable inputs and is reported in other assets as other real estate owned of \$3,104,639 and \$2,978,307 at December 31, 2017 and 2016, respectively. For the years ended December 31, 2017 and 2016, the Bank did not remeasure any existing real estate owned and did not record any impairment of long-lived assets.

#### **12. Derivative Financial Instruments**

The Bank utilizes cross-currency interest rate swaps to mitigate exposure to fluctuations in foreign currency exchange rates and interest rate swaps to mitigate exposure to fluctuations in interest rates. The fair value of the swaps outstanding as of each reporting period end is included in other assets or other liabilities, depending on whether the Bank is in a favorable or unfavorable position as of the reporting period date.

The Bank enters into cross-currency interest rate swaps that are matched to specific fixed, variable, or adjustable rate loans denominated in Mexican pesos that the Bank has entered into directly with the borrower or with COFIDAN. In the latter case, COFIDAN then enters into loans denominated in Mexican pesos under the exact same terms with its borrowers. The Bank has also entered into cross-currency interest rate swaps for its long-term notes payable issued in Swiss francs and Norwegian kroner. These swaps have been designated as hedging instruments because they hedge the risk of fluctuations in cash flows due to changes in foreign currency exchange rates. The swaps are structured so that the notional amounts mature to match the expected maturity of the loans and the notes payable.

The Bank enters into interest rate swaps that are matched to the terms of loans and to a portion of its long-term notes payable. The swaps have been designated as hedging instruments, because they hedge the risk of changes in the fair value of fixed-rate loans and notes payable due to changes in

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 12. Derivative Financial Instruments (continued)

the designated benchmark interest rate. The Bank designated the LIBOR swap rate as the benchmark interest rate. The swaps are structured so that the notional amounts mature to match the expected maturity of the loans and the notes payable.

Under its arrangement with FOAEM, neither the Bank nor the counterparty is required to post collateral to support the outstanding fair value of the swaps. Beginning in July 2009, under counterparty relationships with other financial institutions, collateral may be required to be posted by either the Bank or the counterparty. Cash collateral of \$117,380,000 and \$135,490,000 was posted from counterparties to the Bank as of December 31, 2017 and 2016, respectively. No collateral was posted by the Bank as of December 31, 2017 and 2016.

The notional amounts and estimated fair values of the swaps outstanding at December 31, 2017 and 2016 are presented in the following table. The fair value of these swaps is estimated using internal valuation models with observable market data inputs.

	December 31, 2017		December 31, 2016	
	Notional Amount	Estimated Fair Value, Net	Notional Amount	Estimated Fair Value, Net
Cross-currency interest rate swaps	\$ 934,856,215	\$ 206,304,010	\$ 655,539,583	\$ 227,719,003
Interest rate swaps	1,318,431,886	(4,690,552)	1,326,246,801	4,065,766

The referenced exchange rate received for the cross-currency interest rate swaps outstanding at December 31, 2017 and 2016 was 5.09% and 4.82%, respectively.

Swaps that are no longer deemed effective because of borrower default on the hedged loans are not included in the preceding table. There were no swaps that were considered ineffective due to borrower default as of December 31, 2017 and 2016.

#### Gains and Losses on Derivative Cash Flows

Cross-currency Interest Rate Swaps – The effective portion of the gain or loss due to changes in the fair value of cross-currency interest rate swaps designated as cash flow hedges is included in the accompanying consolidated statements of comprehensive income, while the ineffective portion is included in income (expense) from net hedging activities. The accumulated gain (loss) is reclassified into earnings as the hedged cash flows are received to offset the foreign currency gains

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### **12. Derivative Financial Instruments (continued)**

(losses) that would have been recognized in earnings if the Bank had not been a party to the swaps. The accumulated net gain (loss) related to the swaps included in accumulated other comprehensive income totaled \$13,856,419 and \$16,141,732 at December 31, 2017 and 2016, respectively.

Gains or losses due to changes in the fair value of cross-currency interest rate swaps designated as fair value hedges and ineffective swaps are reported in income (expense) from net hedging activities. For the years ended December 31, 2017 and 2016, changes in the aforementioned swaps included in the accompanying consolidated statements of income were \$(1,393,658) and \$1,447,745, respectively.

*Interest Rate Swaps* – With regard to the interest rate swaps on outstanding loans and a portion of the long-term notes payable, the changes in the fair value of the swaps offset the changes in the fair value of the loans and debt due to changes in the USD OIS curve, while the ineffective portion is included in income (expense) from net hedging activities. For the years ended December 31, 2017 and 2016, changes in the aforementioned swaps included in the accompanying consolidated statements of income were \$0 and \$394,267, respectively.

#### **13. Credit Risk Associated with Financial Instruments**

The Bank is subject to certain credit risk. Financial instruments that potentially subject the Bank to significant concentrations of credit risk consist principally of cash and cash equivalents, investments, loans receivable and swaps. The Bank maintains cash and cash equivalents, investments and certain other financial instruments with various major financial institutions. The Bank performs periodic evaluations of the relative credit standing of these financial institutions and limits the amount of credit exposure with any one institution. The Bank evaluates the creditworthiness of each customer on a case-by-case basis and continually monitors the financial stability of each borrower.

#### **14. Commitments**

In the normal course of business, the Bank has various outstanding commitments, in addition to the loans receivable disclosed in Note 4 and the long-term borrowings disclosed in Note 6. Under agreements with consultants and contractors in effect at December 31, 2017, the Bank has obligations to make payments contingent upon the future performance of the consultants and contractors under the terms of their respective contracts and, therefore, they are not recorded in the financial statements.

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 14. Commitments (continued)

##### Lease Commitments

The Bank rents office space under an operating lease that expires on February 28, 2026. Rent expense totaled \$211,364 and \$102,563 for the years ended December 31, 2017 and 2016, respectively. The following schedule summarizes the minimum future expenses for the forgoing lease.

Year ended		
December 31, 2018	\$	211,792
December 31, 2019		214,231
December 31, 2020		221,831
December 31, 2021		223,064
December 31, 2022		241,712
Thereafter		752,782
	\$	<u>1,865,412</u>

#### 15. Accounting Standards Updates

Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers (Topic 606)*. ASU 2014-09 implements a common revenue standard that clarifies the principles for recognizing revenue. The core principle of ASU 2014-09 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. To achieve that core principle, an entity should apply the following steps: (i) identify the contract(s) with a customer, (ii) identify the performance obligations in the contract, (iii) determine the transaction price, (iv) allocate the transaction price to the performance obligations in the contract and (v) recognize revenue when (or as) the entity satisfies a performance obligation. ASU 2014-09 is effective for the Bank on January 1, 2019. The Bank does not anticipate a significant impact to its consolidated financial statements since the primary source of revenue is interest income from loans and investments, which does not fall within the scope of this ASU.

ASU 2016-01, *Financial Instruments – Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities*. ASU 2016-1, among other things, (i) requires equity investments, with certain exceptions, to be measured at fair value with changes in fair value recognized in net income, (ii) simplifies the impairment assessment of equity investments without

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### 15. Accounting Standards Updates (continued)

readily determinable fair values by requiring a qualitative assessment to identify impairment, (iii) eliminates the requirement for public business entities to disclose the methods and significant assumptions used to estimate the fair value that is required to be disclosed for financial instruments measured at amortized cost on the balance sheet, (iv) requires public business entities to use the exit price notion when measuring the fair value of financial instruments for disclosure purposes, (v) requires an entity to present separately in other comprehensive income the portion of the total change in the fair value of a liability resulting from a change in the instrument-specific credit risk when the entity has elected to measure the liability at fair value in accordance with the fair value option for financial instruments, (vi) requires separate presentation of financial assets and financial liabilities by measurement category and form of financial asset on the balance sheet or the accompanying notes to the financial statements and (vii) clarifies that an entity should evaluate the need for a valuation allowance on a deferred tax asset related to available-for-sale securities. ASU 2016-1 will be effective for the Bank on January 1, 2019 and is not expected to have a significant impact on the Bank's consolidated financial statements.

ASU 2016-02, *Leases (Topic 842)*. ASU 2016-02, among other things, require lessees to recognize a lease liability, which is a lessee's obligation to make lease payments arising from a lease, measured on a discounted basis and a right-of-use asset, which is an asset that represents the lessee's right to use, or control the use of, a specified asset for the lease term. ASU 2016-02 does not significantly change lease accounting requirements applicable to lessors; however, certain changes were made to align, where necessary, lessor accounting with the lessee accounting model and ASC Topic 606: Revenue from Contracts with Customers. ASU 2016-02 will be effective for the Bank on January 1, 2020 and will require transition using a modified retrospective approach for leases existing at or entered into after, the beginning of the earliest comparative period presented in the financial statements. Notwithstanding the foregoing, in January 2018, the Financial Accounting Standards Board issued a proposal to provide an additional transition method that would allow entities to not apply the guidance in ASU 2016-02 in the comparative periods presented in the financial statements and instead recognize a cumulative-effect adjustment to the opening balance of retained earnings in the period of adoption. The Bank is evaluating the potential impact of ASU 2016-02 to its consolidated financial statements and disclosures.

ASU 2016-13, *Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments*. ASU 2016-13 requires the measurement of all expected credit losses for financial assets held at the reporting date based on historical experience, current conditions, and reasonable and supportable forecasts and requires enhanced disclosures related to the significant estimates and judgments used in estimating credit losses, as well as the credit quality and

## North American Development Bank

### Notes to Consolidated Financial Statements (continued)

#### **15. Accounting Standards Updates (continued)**

underwriting standards of an organization's portfolio. In addition, ASU 2016-13 amends the accounting for credit losses on available-for-sale debt securities and purchased financial assets with credit deterioration. ASU 2016-13 will be effective for the Bank on January 1, 2021. The Bank is evaluating the potential impact of ASU 2016-13 to its consolidated financial statements.

ASU 2017-12, *Derivatives and Hedging (Topic 815) – Targeted Improvements to Accounting for Hedging Activities*. ASU 2017-12 amends the hedge accounting recognition and presentation requirements in ASC 815 to improve the transparency and understandability of information conveyed to financial statement users about an entity's risk management activities to better align the entity's financial reporting for hedging relationships with those risk management activities and to reduce the complexity of and simplify the application of hedge accounting. ASU 2017-12 will be effective for the Bank on January 1, 2020 and is not expected to have a significant impact on its financial statements.

#### **16. Subsequent Events**

The Bank has evaluated subsequent events for potential recognition and/or disclosure through March 29, 2018, the date these consolidated financial statements were issued.

# North American Development Bank Combining Balance Sheet by Program

December 31, 2017

	International Program	U.S. Domestic Program (A)	Eliminations	Total
<b>Assets</b>				
Cash and cash equivalents:				
Held at other financial institutions in demand deposit accounts	\$ 543,712	\$ -	\$ -	\$ 543,712
Held at other financial institutions in interest-bearing accounts	26,531,709	211,160	-	26,742,869
Repurchase agreements	136,700,000	300,000	-	137,000,000
	163,775,421	511,160	-	164,286,581
Held-to-maturity investment securities, at amortized cost	3,904,396	-	-	3,904,396
Available-for-sale investment securities, at fair value	787,282,178	-	-	787,282,178
Loans outstanding	1,293,806,755	-	-	1,293,806,755
Allowance for loan losses	(21,107,945)	-	-	(21,107,945)
Unamortized loan fees	(11,711,140)	-	-	(11,711,140)
Foreign currency exchange rate adjustment	(45,997,351)	-	-	(45,997,351)
Hedged items, at fair value	(144,105,721)	-	-	(144,105,721)
Net loans outstanding	1,070,884,598	-	-	1,070,884,598
Interest receivable	28,781,598	49	-	28,781,647
Grant and other receivable	4,523,939	-	-	4,523,939
Due from U.S. Domestic Program	4,688	-	(4,688)	-
Furniture, equipment and leasehold improvements, net	354,961	-	-	354,961
Other assets	86,241,301	-	-	86,241,301
Total assets	\$ 2,145,753,080	\$ 511,209	\$ (4,688)	\$ 2,146,259,601
<b>Liabilities and equity</b>				
Liabilities:				
Accounts payable	\$ 6,749,106	\$ -	\$ -	\$ 6,749,106
Accrued liabilities	1,357,626	28,163	-	1,385,789
Due to International Program	-	4,688	(4,688)	-
Accrued interest payable	21,697,668	-	-	21,697,668
Undisbursed grant funds	1,002	-	-	1,002
Short-term debt, net of discounts and unamortized debt issuance costs	304,660,489	-	-	304,660,489
Hedged items, at fair value	(708,958)	-	-	(708,958)
Net short-term debt	303,951,531	-	-	303,951,531
Long-term debt, net of discounts and unamortized debt issuance costs	1,183,283,306	-	-	1,183,283,306
Hedged items, at fair value	(5,602,130)	-	-	(5,602,130)
Net long-term debt	1,177,681,176	-	-	1,177,681,176
Total liabilities	1,511,438,109	32,851	(4,688)	1,511,466,272
Equity:				
Paid-in capital	415,000,000	-	-	415,000,000
General Reserve:				
Allocated paid-in capital	-	2,338,897	-	2,338,897
Retained earnings:				
Designated	13,524,261	(1,860,539)	-	11,663,722
Reserved	137,602,160	-	-	137,602,160
Undesignated	56,416,631	-	-	56,416,631
Accumulated other comprehensive income	11,766,444	-	-	11,766,444
Non-controlling interest	5,475	-	-	5,475
Total equity	634,314,971	478,358	-	634,793,329
Total liabilities and equity	\$ 2,145,753,080	\$ 511,209	\$ (4,688)	\$ 2,146,259,601

*Note A – The Mexican Domestic Program funds were fully transferred to Mexico as of June 1999.*

**North American Development Bank**  
**Combining Statement of Income by Program**  
Year Ended December 31, 2017

	<b>International Program</b>	<b>U.S. Domestic Program (A)</b>	<b>Total</b>
Interest income:			
Loans	\$ 57,761,188	\$ 9,313	\$ 57,770,501
Investments	10,860,765	4,437	10,865,202
Total interest income	68,621,953	13,750	68,635,703
Interest expense	31,639,710	–	31,639,710
Net interest income	36,982,243	13,750	36,995,993
Operating expenses:			
Personnel	8,378,651	–	8,378,651
General and administrative	1,628,852	–	1,628,852
Consultants and contractors	2,260,139	–	2,260,139
Provision for (recovery of) loan losses	(3,944,526)	(23,188)	(3,967,714)
Other	(42,598)	–	(42,598)
Depreciation	167,382	–	167,382
U.S. Domestic Program	–	229,059	229,059
Total operating expenses	8,447,900	205,871	8,653,771
Net operating income (loss)	28,534,343	(192,121)	28,342,222
Non-interest income and non-operating expenses			
Gains on sales and call of securities	3,616,047	–	3,616,047
Income (expense) from hedging activities, net	(1,266,924)	–	(1,266,924)
Income (expense) from foreign exchange activities, net	126,332	–	126,332
Fees and other income	680,696	–	680,696
Total non-interest income	3,156,151	–	3,156,151
Income (loss) before program activities	31,690,494	(192,121)	31,498,373
Program activities:			
BEIF:			
EPA grant income	799,248	–	799,248
EPA grant administration	(799,248)	–	(799,248)
CAP expense	(1,178,056)	–	(1,178,056)
WCIF expense	(203,901)	–	(203,901)
Technical Assistance Program:			
EPA grant income	360,698	–	360,698
EPA grant administration	(113,003)	–	(113,003)
IDB-MIF grant income	16,808	–	16,808
Technical Assistance Program expense	(1,046,005)	–	(1,046,005)
Net program expenses	(2,163,459)	–	(2,163,459)
Income (loss) before non-controlling interest	29,527,035	(192,121)	29,334,914
Net loss attributable to non-controlling interest	(146)	–	(146)
Net income (loss)	\$ 29,527,181	\$ (192,121)	\$ 29,335,060
<b>General Reserve, January 1, 2017</b>			
Allocated paid-in capital	\$ –	\$ 2,460,790	\$ 2,460,790
Retained earnings	173,060,635	(1,668,418)	171,392,217
Current period activity:			
Net income (loss)	29,527,181	(192,121)	29,335,060
Transfer-in from BECC	4,955,236	–	4,955,236
TGP disbursements of the U.S. Domestic Program	–	(121,893)	(121,893)
<b>General Reserve, December 31, 2017</b>			
Allocated paid-in capital	–	2,338,897	2,338,897
Retained earnings	207,543,052	(1,860,539)	205,682,513
	\$ 207,543,052	\$ 478,358	\$ 208,021,410

*Note A – The Mexican Domestic Program funds were fully transferred to Mexico as of June 1999.*

North American Development Bank  
Combining Statement of Comprehensive Income by Program  
Year Ended December 31, 2017

	<b>International Program</b>	<b>U.S. Domestic Program (A)</b>	<b>Total</b>
Income (loss) before non-controlling interest	\$ 29,527,035	\$ (192,121)	\$ 29,334,914
Net loss attributable to non-controlling interest	(146)	–	(146)
Net income (loss)	<u>29,527,181</u>	<u>(192,121)</u>	<u>29,335,060</u>
Other comprehensive income (loss):			
Available-for-sale investment securities:			
Change in unrealized gain during the period, net	(1,806,949)	–	(1,806,949)
Reclassification adjustment for net gain included in net income	<u>(68,908)</u>	<u>–</u>	<u>(68,908)</u>
Total unrealized loss on available-for-sale investment securities	(1,875,857)	–	(1,875,857)
Foreign currency translation adjustment	(39,664)	–	(39,664)
Unrealized gains (losses) on hedging activities:			
Foreign currency translation adjustment, net	9,029,818	–	9,029,818
Fair value of cross-currency interest rate swaps, net	<u>(11,315,131)</u>	<u>–</u>	<u>(11,315,131)</u>
Total unrealized loss on hedging activities	(2,285,313)	–	(2,285,313)
Total other comprehensive income (loss)	<u>(4,200,834)</u>	<u>–</u>	<u>(4,200,834)</u>
Total comprehensive income (loss)	<u>\$ 25,326,347</u>	<u>\$ (192,121)</u>	<u>\$ 25,134,226</u>

*Note A – The Mexican Domestic Program funds were fully transferred to Mexico as of June 1999.*

North American Development Bank  
Combining Statement of Cash Flows by Program  
Year Ended December 31, 2017

	<b>International Program</b>	<b>U.S. Domestic Program (A)</b>	<b>Total</b>
<b>Operating activities</b>			
Net income (loss)	\$ 29,527,181	\$ (192,121)	\$ 29,335,060
Adjustments to reconcile net income to net cash provided by (used in) operating activities:			
Depreciation	167,382	–	167,382
Amortization of net premium (discount) on investments	(363,450)	–	(363,450)
Change in fair value of swaps, hedged items and other non-cash items	(14,852,582)	–	(14,852,582)
Non-controlling interest	(146)	–	(146)
Gains on sales and call of securities, net	(3,616,047)	–	(3,616,047)
Provision for (recovery of) loan losses	(3,944,526)	(23,188)	(3,967,714)
Change in other assets and liabilities:			
Increase in interest receivable	(1,974,768)	(34)	(1,974,802)
Decrease in receivable and other assets	2,669,963	–	2,669,963
Decrease in due from U.S. Domestic Program and decrease due to International Program	5,309	(5,309)	–
Decrease in accounts payable	(705,333)	(1,648)	(706,981)
Increase in accrued liabilities	932,511	11,831	944,342
Increase in accrued interest payable	5,103,700	–	5,103,700
Net cash provided by (used in) operating activities	<u>12,949,194</u>	<u>(210,469)</u>	<u>12,738,725</u>
<b>Lending, investing, and development activities</b>			
Capital expenditures	(26,695)	–	(26,695)
Loan principal repayments	218,914,748	329,827	219,244,575
Loan disbursements	(101,425,657)	–	(101,425,657)
Purchase of held-to-maturity investments	(1,011,000)	–	(1,011,000)
Purchase of available-for-sale investments	(694,367,608)	–	(694,367,608)
Proceeds from maturities and call of held-to-maturity investments	54,457,031	–	54,457,031
Proceeds from sales and maturities of available-for-sale investments	212,183,024	–	212,183,024
Net cash provided by (used in) lending, investing, and development activities	<u>(311,276,157)</u>	<u>329,827</u>	<u>(310,946,330)</u>
<b>Financing activities</b>			
Proceeds from other borrowings	13,309,017	–	13,309,017
Proceeds from note issuances	297,891,683	–	297,891,683
Principal repayment of other borrowings	(5,262,000)	–	(5,262,000)
Transfer of funds from BECC	4,955,236	–	4,955,236
Grant funds -- EPA	11,903,429	–	11,903,429
Grant disbursements – EPA	(11,908,755)	–	(11,908,755)
Grant activity – U.S. Domestic Program	–	(121,893)	(121,893)
Net cash provided by (used in) financing activities	<u>310,888,610</u>	<u>(121,893)</u>	<u>310,766,717</u>
Net increase (decrease) in cash and cash equivalents	12,561,647	(2,535)	12,559,112
Cash and cash equivalents at January 1, 2017	151,213,774	513,695	151,727,469
Cash and cash equivalents at December 31, 2017	<u>\$ 163,775,421</u>	<u>\$ 511,160</u>	<u>\$ 164,286,581</u>

*Note A – The Mexican Domestic Program funds were fully transferred to Mexico as of June 1999.*

North American Development Bank  
Statement of Income of NADB Office in Juarez, Chihuahua

Period from November 10 to December 31, 2017

	EPA				Total
	PDAP	Border 2020	IDB-MIF	Operation	
Income:					
U.S. Environment Protection Agency					
Project Development Assistance Program (PDAP) grant income	\$ 285,490	\$ -	\$ -	\$ -	\$ 285,490
U.S.-Mexico Border 2020 Program grant income	-	75,208	-	-	75,208
Inter-American Development Bank (IDB) Multilateral Investment					
Fund (MIF) grant income	-	-	16,808	-	16,808
Interest income	-	-	-	8,431	8,431
Other income	-	-	-	827	827
Total income	285,490	75,208	16,808	9,258	386,764
Operating expenses:					
Personnel	77,590	11,435	-	513,688	602,713
General and administrative	15,830	8,148	-	60,572	84,550
Consultants	-	-	-	37,599	37,599
Depreciation	-	-	-	3,084	3,084
Total operating expenses	93,420	19,583	-	614,943	727,946
Income (loss) before program activities	192,070	55,625	16,808	(605,685)	(341,182)
Technical Assistance Program expense	192,070	55,625	16,808	46,246	310,749
Net income (loss)	\$ -	\$ -	\$ -	\$ (651,931)	\$ (651,931)

North American Development Bank  
Border Environment Infrastructure Fund (BEIF)

As of and for the Year Ended December 31, 2017

**Balance Sheet**

	Region 6	Region 9	Total
<b>Assets</b>			
Cash	\$ 501	\$ 501	\$ 1,002
Total assets	\$ 501	\$ 501	\$ 1,002
<b>Liabilities</b>			
Undisbursed grant funds	\$ 501	\$ 501	\$ 1,002
Total liabilities	\$ 501	\$ 501	\$ 1,002

**Statement of Income**

	Region 6	Region 9	Total
<b>Income:</b>			
U.S. Environmental Protection Agency grant income	\$ 340,272	\$ 458,976	\$ 799,248
Total income	340,272	458,976	799,248
<b>BEIF operating expenses:</b>			
Personnel	305,157	308,191	613,348
Consultants	9,987	126,063	136,050
General and administrative	13,944	14,231	28,175
Operational travel	11,184	10,491	21,675
Total BEIF operating expenses	340,272	458,976	799,248
Net income	\$ -	\$ -	\$ -

**Statement of Cash Flows**

	Region 6	Region 9	Total
<b>Operating activities</b>			
Net income	\$ -	\$ -	\$ -
Net cash provided by operating activities	-	-	-
<b>Financing activities</b>			
Grant funds – EPA	7,252,021	4,651,408	11,903,429
Grant disbursements – EPA	(7,254,965)	(4,653,790)	(11,908,755)
Net cash used in financing activities	(2,944)	(2,382)	(5,326)
Net decrease in cash and cash equivalents	(2,944)	(2,382)	(5,326)
Cash and cash equivalents at January 1, 2017	3,445	2,883	6,328
Cash and cash equivalents at December 31, 2017	\$ 501	\$ 501	\$ 1,002

*Region 6: EPA Regional Office located in Dallas, Texas.*

*Region 9: EPA Regional Office located in San Francisco, California.*

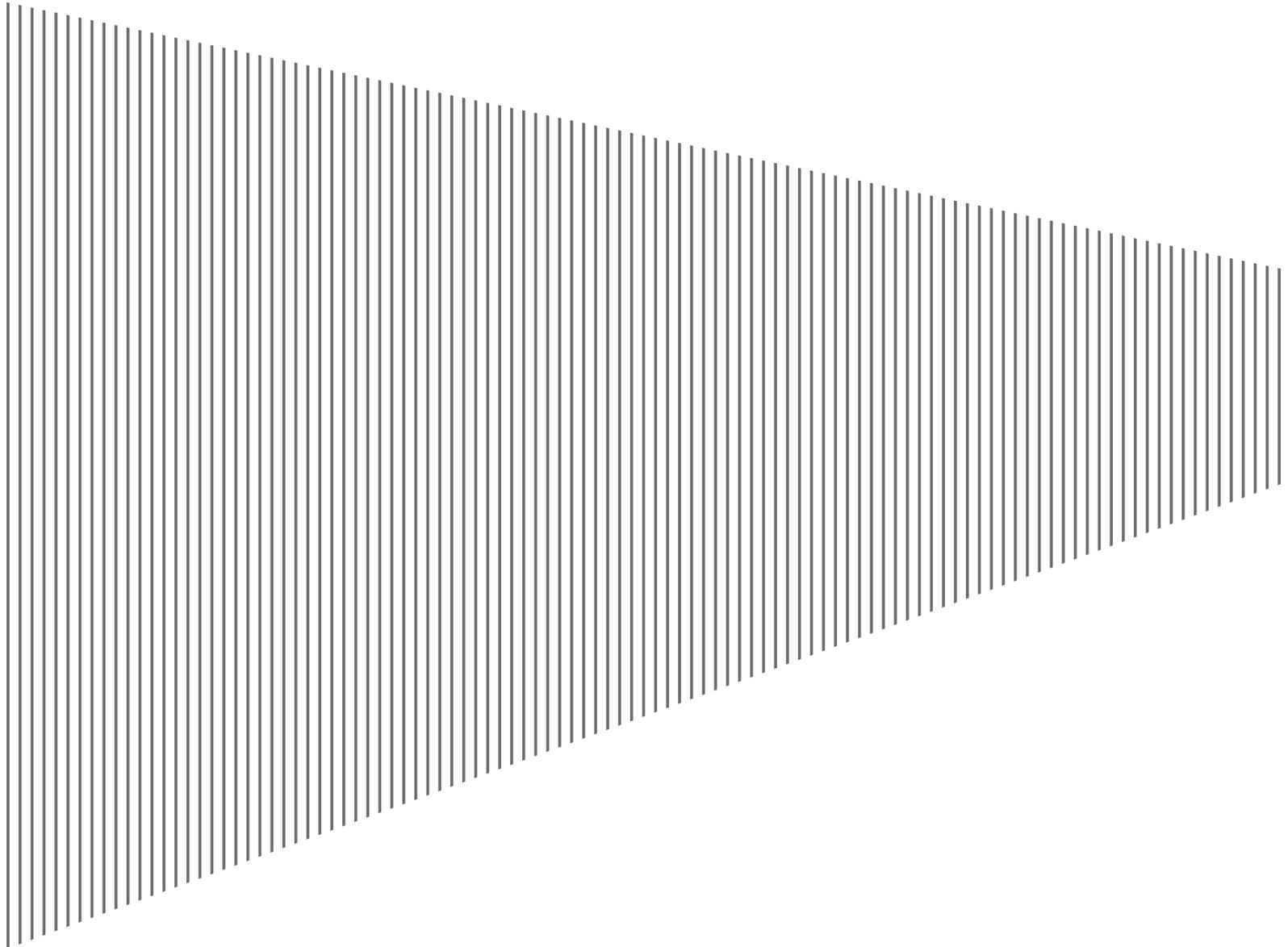
**About EY**

EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

EY refers to the global organization, and may refer to one or more, of the member firms of Ernst & Young Global Limited, each of which is a separate legal entity. Ernst & Young Global Limited, a UK company limited by guarantee, does not provide services to clients. For more information about our organization, please visit [ey.com](http://ey.com).

© 2018 Ernst & Young LLP.  
All Rights Reserved.

**[ey.com](http://ey.com)**



**Unaudited Consolidated Financial Statements as of March 31, 2018**

**NORTH AMERICAN DEVELOPMENT BANK**  
**CONSOLIDATED FINANCIAL STATEMENTS**  
**AND SUPPLEMENTARY INFORMATION**  
**(UNAUDITED)**

**MARCH 31, 2018**

North American Development Bank (NADB)  
Consolidated Financial Statements and Supplementary Information (Unaudited)  
March 31, 2018

**Contents**

**Consolidated Financial Statements**

Consolidated Balance Sheets.....	2
Consolidated Statements of Income.....	3
Consolidated Statements of Comprehensive Income.....	4
Consolidated Statement of Changes in Equity .....	5
Consolidated Statements of Cash Flows.....	6
Notes to Consolidated Financial Statements.....	7

**Supplementary Information**

Combining Balance Sheet by Program.....	45
Combining Statement of Income by Program.....	46
Combining Statement of Comprehensive Income by Program.....	47
Combining Statement of Cash Flows by Program.....	48
Statement of Income of NADB Office in Juarez, Chihuahua .....	49

**North American Development Bank**  
**Consolidated Balance Sheets**  
**March 31, 2018 and December 31, 2017**

	(Unaudited) March 31, 2018	(Audited) December 31, 2017
<b>Assets</b>		
Cash and cash equivalents:		
Held at other financial institutions in demand deposit accounts	\$ 340,227	\$ 543,712
Held at other financial institutions in interest bearing accounts	23,446,337	26,742,869
Repurchase agreements	115,800,000	137,000,000
	<u>139,586,564</u>	<u>164,286,581</u>
Held-to-maturity investment securities, at amortized cost	3,904,396	3,904,396
Available-for-sale investment securities, at fair value	798,497,915	787,282,178
Loans outstanding	1,279,843,429	1,293,806,755
Allowance for loan losses	(21,293,004)	(21,107,945)
Unamortized loan fees	(12,004,816)	(11,711,140)
Foreign currency exchange rate adjustment	(39,145,193)	(45,997,351)
Hedged items, at fair value	(110,414,370)	(144,105,721)
Net loans outstanding	<u>1,096,986,046</u>	<u>1,070,884,598</u>
Interest receivable	27,700,774	28,781,647
Grant and other receivable	5,483,523	4,523,939
Furniture, equipment and leasehold improvements, net	344,519	354,961
Other assets	<u>66,328,312</u>	<u>86,241,301</u>
Total assets	<u>\$ 2,138,832,049</u>	<u>\$ 2,146,259,601</u>
<b>Liabilities and Equity</b>		
Liabilities:		
Accounts payable	\$ 6,981,317	\$ 6,749,106
Accrued liabilities	981,123	1,385,789
Accrued interest payable	23,802,693	21,697,668
Undisbursed grant funds	1,006	1,002
Short-term debt, net of discount and unamortized debt issuance costs	304,759,202	304,660,489
Hedged item, at fair value	(1,264,439)	(708,958)
Net short-term debt	<u>303,494,763</u>	<u>303,951,531</u>
Long-term debt, net of discount and unamortized debt issuance costs	1,183,515,574	1,183,283,306
Hedged items, at fair value	(12,481,189)	(5,602,130)
Net long-term debt	<u>1,171,034,385</u>	<u>1,177,681,176</u>
Total liabilities	<u>1,506,295,287</u>	<u>1,511,466,272</u>
Equity:		
Paid-in capital	415,000,000	415,000,000
General Reserve:		
Allocated paid-in capital	2,225,790	2,338,897
Retained earnings:		
Designated	11,054,307	11,663,722
Reserved	137,602,160	137,602,160
Undesignated	61,985,794	56,416,631
Accumulated other comprehensive income	4,663,289	11,766,444
Non-controlling interest	5,422	5,475
Total equity	<u>632,536,762</u>	<u>634,793,329</u>
Total liabilities and equity	<u>\$ 2,138,832,049</u>	<u>\$ 2,146,259,601</u>

The accompanying notes are an integral part of these unaudited consolidated financial statements.

**North American Development Bank**  
**Consolidated Statements of Income (Unaudited)**  
**For the Three Months Ended March 31, 2018 and 2017**

	<u>For the Three Months Ended March 31,</u>	
	<u>2018</u>	<u>2017</u>
Interest income:		
Loans	\$ 13,940,439	\$ 13,951,438
Investments	3,510,294	1,879,589
Total interest income	<u>17,450,733</u>	<u>15,831,027</u>
Interest expense	9,890,829	5,778,620
Net interest income	<u>7,559,904</u>	<u>10,052,407</u>
Operating expenses:		
Personnel	2,992,681	1,744,234
General and administrative	567,889	417,337
Consultants and contractors	146,636	66,010
Provision for loan losses	185,059	335,544
Other	(115,822)	(85,513)
Depreciation	45,170	41,166
U.S. Domestic Program	44,931	51,368
Total operating expenses	<u>3,866,544</u>	<u>2,570,146</u>
Net operating income	3,693,360	7,482,261
Non-interest income and non-operating expenses:		
Gain (loss) on sales of available-for-sale securities	4,980	(287)
Income (expense) from hedging activities, net	1,627,457	(3,600,668)
Income from foreign exchange activities, net	199,249	163,105
Fees and other income	427	87,245
Total non-interest income (loss) and non-operating expenses	<u>1,832,113</u>	<u>(3,350,605)</u>
Income before program activities	5,525,473	4,131,656
Program activities:		
Border Environmental Infrastructure Fund (BEIF):		
U.S. Environmental Protection Agency (EPA) grant income	378,212	125,332
EPA grant administration expense	(378,212)	(125,332)
Community Assistance Program expense	(497,030)	(89,200)
Technical Assistance Program:		
EPA grant income	271,075	-
EPA grant administration expense	(213,573)	-
Inter-American Development Bank (IDB) Multilateral Investment Fund (MIF) grant income	9,784	-
Technical Assistance Program expense	(136,034)	(201,814)
Net program expenses	<u>(565,778)</u>	<u>(291,014)</u>
Income before non-controlling interest	4,959,695	3,840,642
Net loss attributable to non-controlling interest	<u>(53)</u>	<u>(41)</u>
Net income attributable to NADB	<u>\$ 4,959,748</u>	<u>\$ 3,840,683</u>

The accompanying notes are an integral part of these unaudited consolidated financial statements.

**North American Development Bank**  
**Consolidated Statements of Comprehensive Income**  
**For the Three Months Ended March 31, 2018 and Year Ended December 31, 2017**

	(Unaudited)	(Audited)
	Three Months Ended March 31, 2018	Year Ended December 31, 2017
Income before non-controlling interest	\$ 4,959,695	\$ 29,334,914
Net loss attributable to non-controlling interest	<u>(53)</u>	<u>(146)</u>
Net income attributable to NADB	4,959,748	29,335,060
Other comprehensive income (loss):		
Available-for-sale investment securities:		
Change in unrealized gains (losses) during the period, net	(1,764,374)	1,740,190
Reclassification adjustment for net gains included		
in net income	<u>(4,980)</u>	<u>(3,616,047)</u>
Total unrealized loss on available-for-sale investment securities	(1,769,354)	(1,875,857)
Foreign currency translation adjustment	(86,832)	(39,664)
Unrealized gains (losses) on hedging activities:		
Foreign currency translation adjustment, net	6,852,158	9,029,818
Fair value of cross-currency interest rate swaps, net	<u>(12,099,127)</u>	<u>(11,315,131)</u>
Total unrealized loss on hedging activities	(5,246,969)	(2,285,313)
Total other comprehensive loss	<u>(7,103,155)</u>	<u>(4,200,834)</u>
Total comprehensive income (loss)	<u>\$ (2,143,407)</u>	<u>\$ 25,134,226</u>

The accompanying notes are an integral part of these unaudited consolidated financial statements.

**North American Development Bank**  
**Consolidated Statement of Changes in Equity**  
**For the Three Months Ended March 31, 2018 and Year Ended December 31, 2017**

	General Reserve		Accumulated Other		Non-controlling Interest	Total Equity
	Paid-In Capital	Allocated Paid-In Capital	Retained Earnings	Comprehensive Income (Loss)		
Beginning balance, January 1, 2017	\$ 415,000,000	\$ 2,460,790	\$ 171,392,217	\$ 15,967,278	\$ 5,621	\$ 604,825,906
Transfer to Targeted Grant Program of the U.S. Domestic Program	-	(121,893)	-	-	-	(121,893)
Transfer from the Border Environment Cooperation Commission (BECC)	-	-	4,955,236	-	-	4,955,236
Net income	-	-	29,335,060	-	-	29,335,060
Other comprehensive income	-	-	-	(4,200,834)	-	(4,200,834)
Non-controlling interest	-	-	-	-	(146)	(146)
Ending balance, December 31, 2017 (audited)	415,000,000	2,338,897	205,682,513	11,766,444	5,475	634,793,329
Transfer to Targeted Grant Program of the U.S. Domestic Program	-	(113,107)	-	-	-	(113,107)
Net income	-	-	4,959,748	-	-	4,959,748
Other comprehensive income	-	-	-	(7,103,155)	-	(7,103,155)
Non-controlling interest	-	-	-	-	(53)	(53)
Ending balance, March 31, 2018 (Unaudited)	\$ 415,000,000	\$ 2,225,790	\$ 210,642,261	\$ 4,663,289	\$ 5,422	\$ 632,536,762

The accompanying notes are an integral part of these unaudited consolidated financial statements.

**North American Development Bank**  
**Consolidated Statements of Cash Flows (Unaudited)**  
**For the Three Months Ended March 31, 2018 and 2017**

	<b>For the Three Months Ended March 31,</b>	
	<b>2018</b>	<b>2017</b>
<b>Cash flows from operating activities</b>		
Net income	\$ 4,959,748	\$ 3,840,683
Adjustments to reconcile net income to net cash provided by (used in) operating activities:		
Depreciation	45,170	41,166
Amortization of net premiums (discounts) on investments	(418,498)	29,945
Change in fair value of swaps, hedged items and other non-cash items	(32,574,928)	(48,871,908)
Non-controlling interest	(53)	(41)
(Gains) loss on sales of available-for-sale investment securities, net	(4,980)	287
Provision for loan losses	185,059	335,544
Change in other assets and liabilities:		
Decrease in interest receivable	1,080,873	12,131,674
(Increase) decrease in receivable and other assets	(1,158,833)	5,113,257
(Increase) decrease in accounts payable	232,211	(7,108,216)
Increase (decrease) in accrued liabilities	(404,666)	6,186
Increase (decrease) in accrued interest payable	2,105,025	(3,238,526)
Net cash used in operating activities	<u>(25,953,872)</u>	<u>(37,719,949)</u>
<b>Cash flows from lending, investing, and development activities</b>		
Capital expenditures	(34,755)	(12,328)
Loan principal repayments	56,951,147	30,169,929
Loan disbursements	(42,987,821)	(18,820,647)
Purchase of available-for-sale investments	(251,062,862)	(230,923,097)
Proceeds from maturities of held-to-maturity investments	-	528,000
Proceeds from sales and maturities of available-for-sale investments	238,501,249	58,752,994
Net cash provided by (used in) lending, investing, and development activities	<u>1,366,958</u>	<u>(160,305,149)</u>
<b>Cash flows from financing activities</b>		
Proceeds from other borrowings	-	12,847,737
Proceeds from note issuances	-	173,448,566
Grant funds from the Environmental Protection Agency (EPA)	7,651,284	1,812,842
Grant disbursements - EPA	(7,651,280)	(1,817,462)
Grant activity - U.S. Domestic Program	(113,107)	(28,173)
Net cash provided by (used in) financing activities	<u>(113,103)</u>	<u>186,263,510</u>
<b>Net decrease in cash and cash equivalents</b>	<b>(24,700,017)</b>	<b>(11,761,588)</b>
<b>Cash and cash equivalents at January 1, 2018 and 2017</b>	<b>164,286,581</b>	<b>151,727,469</b>
<b>Cash and cash equivalents at March 31, 2018 and 2017</b>	<b>\$ 139,586,564</b>	<b>\$ 139,965,881</b>
<b><u>Supplemental cash information</u></b>		
Cash paid during the year for interest	\$ 9,864,370	\$ 5,468,750
<b><u>Significant non-cash transactions</u></b>		
Foreign currency translation adjustment	\$ 6,852,158	\$ 9,480,359
Change in fair value of cross-currency interest rate swaps, net	(12,099,127)	(13,388,427)
Change in fair value of available-for-sales investments, net	(1,769,354)	177,087

The accompanying notes are an integral part of these unaudited consolidated financial statements.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**1. Organization and Purpose**

The North American Development Bank (NADB or the Bank) and the Border Environment Cooperation Commission (BECC) were established on January 1, 1994 by an agreement between the Governments of the United States of America (the United States or U.S.) and the United Mexican States (Mexico) that was signed by their respective Presidents on November 16 and 18, 1993 (the Charter). The Bank was created to finance infrastructure projects in the U.S.-Mexico border region (the International Program) and community adjustment and investment projects throughout the U.S. and Mexico (the Domestic Programs). BECC was created to review the environmental aspects of projects seeking Bank financing under the International Program and recommend their certification to the Board of Directors. On March 16, 1994, the President of the United States issued an Executive Order designating the Bank as an international organization under the International Organization Immunities Act.

The Bank is governed by a Board of Directors appointed by the two countries. The operations of the Bank are subject to certain limitations outlined in the Charter. On November 10, 2017, the Second Protocol of Amendment to the Charter entered into force, merging BECC into the Bank. The merger preserved the mission, purposes and functions of both organizations under the International Program, including their environmental mandate and geographic jurisdiction, which is within 100 kilometers north of the U.S.-Mexico border and within 300 kilometers south of the border. The Bank is headquartered in San Antonio, Texas, and also has an office in Ciudad Juarez, Chihuahua (Juarez Office).

Under its International Program, the Bank provides loan and grant financing and technical assistance for infrastructure projects certified by the Board, as appropriate, and administers grant funding provided by other entities. Under the Domestic Programs, the Bank contributed funds from its equity to establish the domestic program of each country, and continues to administer the funds of the U.S. Domestic Program (see Note 8).

On June 2, 1998, the Board of Directors adopted a resolution authorizing the Bank to establish a limited-purpose financial institution (*sociedad financiera de objeto limitado*, SOFOL) for the purpose of facilitating Bank lending to the Mexican public sector. In January 1999, the *Corporación Financiera de América del Norte, S.A. de C.V. SOFOL* (COFIDAN) began operations in Mexico City and, in October 2006, COFIDAN was converted from a SOFOL to a non-regulated, multipurpose financial institution (SOFOM, E.N.R.), and its name was modified to *Corporación Financiera de América del Norte, S.A. de C.V. SOFOM E.N.R.* As of March 31, 2018, COFIDAN is 99.90% owned by the Bank and 0.10% owned by the Government of Mexico. The accounts of COFIDAN are consolidated with the Bank, and all material intercompany accounts and transactions are eliminated in the consolidation. The non-controlling interest reflected in the consolidated balance sheets and consolidated statements of income represents the ownership of the Government of Mexico through the Ministry of Finance and Public Credit (SHCP).

## **2. Summary of Significant Accounting Policies**

### **Basis of Presentation and Use of Estimates in Financial Statements**

The financial statements have been prepared in conformity with U.S. generally accepted accounting principles (GAAP) and are presented in a manner consistent with that of an international organization. The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. These estimates include the valuation of investments, allowance for loan losses, the fair value of derivative instruments and other real estate owned included in other assets, and the fair value of derivative instruments included in other liabilities and in long-term debt. Actual results could differ from those estimates.

### **Asset Acquisition: Border Environment Cooperation Commission (BECC) Integration**

During 2017, the Bank adopted ASU 2017-01, which clarifies the definition of a business and provides a more robust framework to use in determining when a set of assets and activities constitutes a business. ASU 2017-01 is intended to provide guidance when evaluating whether transactions should be accounted for as an acquisition of assets or a business. The Bank determined that the transfer of assets from BECC on November 10, 2017 as described in Note 1 constituted an acquisition of assets under common control. As such, the assets of BECC were recorded at their carrying value and the operations of BECC were accounted for prospectively as of the merger date.

### **Principles of Consolidation**

The consolidated financial statements include the accounts of the Bank and its subsidiary, COFIDAN. All significant intercompany accounts and transactions have been eliminated in consolidation.

### **Cash and Cash Equivalents**

For purposes of the consolidated statements of cash flows, cash and cash equivalents include cash deposits with other financial institutions and overnight repurchase agreements.

### **Repurchase Agreements**

The Bank has entered into agreements with two major financial institutions to purchase various U.S. government and federally sponsored agency securities under an agreement to resell. The purchase and resale of these securities occur daily, and the obligation to repurchase is backed by the assets of the related financial institutions. The underlying securities related to the repurchase transaction are held in the possession of the respective financial institutions.

## 2. Summary of Significant Accounting Policies (continued)

### Investment Securities

The Bank's investments are classified into the following categories:

Held-to-maturity – This category is composed of those debt securities for which the Bank has the positive intent and ability to hold to maturity. These securities are carried at amortized cost.

Trading – This category is composed of debt securities that are bought and held for resale in the near term. These securities are carried at fair value, and changes in market value are recognized in the consolidated statements of income.

Available-for-sale – This category is composed of debt securities that are not classified as either trading or held-to-maturity securities. These securities are carried at fair value, with unrealized holding gains and losses excluded from earnings and reported as a net amount in a separate component of comprehensive income or loss until realized.

The accretion of discounts and the amortization of premiums are computed using the interest method. Realized gains and losses are determined using the specific identification method. Investments in a loss position are reviewed to determine whether the unrealized loss, which is considered an impairment, is temporary or other-than-temporary. In the event of other-than-temporary impairment, the cost basis of the investment would be written down to its fair value, and the credit component of the loss would be included in current earnings. The Bank had no securities classified as other-than-temporarily impaired March 31, 2018 and December 31, 2017.

### Taxation

As an international organization, the Bank is exempt from all federal, state, and local taxation to the extent implemented by law under the U.S. International Organizations Immunities Act of 1945.

### Furniture, Equipment, and Leasehold Improvements

Furniture and equipment are recorded at cost and depreciated over their estimated useful lives using the straight-line method. The estimated useful life is three years for computers and five years for furniture and other equipment. Leasehold improvements are recorded at cost and amortized over five years, or the life of the lease, whichever is less.

### General Reserve

The Board of Directors defines the General Reserve as retained earnings plus allocated paid-in capital for the U.S. Domestic Program, as described in Note 8. Retained earnings are classified as either designated for a specific program, reserved, or undesignated. Undesignated retained earnings in excess of one percent (1.0%) of total assets of the International Program are used to fund four reserves in the following order of priority:

Debt Service Reserve – This reserve is maintained in an amount equal to 12 months of interest due on the Bank's outstanding debt at each fiscal year-end.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**2. Summary of Significant Accounting Policies (continued)**

Operating Expenses Reserve – This reserve is maintained in an amount equal to 12 months of the operating budget expenses at each fiscal year-end.

Special Reserve – This reserve is maintained in an amount equal to the sum of: 1% of undisbursed loan commitments, 3% of the outstanding balance of disbursed loans and 3% of the outstanding balance of guaranties, less the general allowance for loan losses, with a targeted minimum of \$30 million. Amounts in the Special Reserve are to be used to pay costs associated with the enforcement of the Bank's rights under its loan and guaranty agreements and to offset losses on any loan or guaranty.

Capital Preservation Reserve – This reserve is intended to maintain the value of the paid-in capital in real terms and is indexed to the U.S. annual inflation rate.

**Loans and Allowance for Loan Losses**

Loans are reported at the principal amount, net of allowance for loan losses, unamortized loan fees, foreign currency exchange rate adjustment and fair value of hedged items. Interest income on loans is recognized in the period earned. Net loan commitment and origination fees are deferred and amortized over the life of the loan as an adjustment to loan interest income.

Loans that are past due 90 days or more as to principal or interest, or where reasonable doubts exist as to timely collection, including loans that are individually identified as being impaired, are generally classified as nonperforming loans unless well secured and in the process of collection.

Loans are generally placed in nonaccrual status when principal or interest is delinquent for 180 days (unless adequately secured and in the process of collection) or circumstances indicate that the full collection of principal and interest is in doubt. When a loan is placed in nonaccrual status, accrued interest deemed uncollectible is either reversed (if current-year interest) or charged against current-year interest (if prior-year interest).

Payments received on nonaccrual loans are generally applied to the recorded principal in the loan asset. If collection of the recorded principal in the loan is fully expected and the loan does not have a remaining unrecovered prior charge-off associated with it, payments are recognized as interest income. Nonaccrual loans may be returned to accrual status when contractual principal and interest are current, prior charge-offs have been recovered, the ability of the borrower to fulfill the contractual repayment terms is fully expected, and the loan is not classified as "doubtful" or "loss." If previously unrecognized interest income exists upon reinstatement of a nonaccrual loan to accrual status, interest income will only be recognized upon receipt of cash payments applied to the loan.

In cases where a borrower experiences financial difficulties and the Bank makes certain concessions to the borrower through modifications of the contractual terms of the loan, the loan is classified as a troubled debt restructuring. If the borrower's ability to meet the revised payment schedule is uncertain, the loan is classified as a nonaccrual loan.

## 2. Summary of Significant Accounting Policies (continued)

The allowance for loan losses is a valuation account used to reasonably estimate loan losses incurred as of the financial statement date. Determining the appropriate allowance for loan losses involves significant judgment about when a loss has been incurred and the amount of that loss. A specific allowance is established for impaired loans when it is probable that the Bank may sustain some loss. Impairment of these loans is measured based on the present value of expected future cash flows, discounted at the loan's effective interest rate or the fair value of the collateral, if the loan is collateral-dependent. In 2013, under the International Program, a general allowance for loans to private-sector borrowers was established based on statistical cumulative default and recovery rates for project finance loans. In 2016, the general allowance methodology was expanded to include public and public-private borrowers.

The allowance for loan losses is maintained at a level considered appropriate by management to provide for probable and estimable losses inherent in the loan portfolio. The allowance is increased through provisions for loan losses and is decreased through recovery of loan losses and loan charge-offs. Upon final settlement of impaired loans, any remaining loss is charged off.

### **Credit Quality**

The Bank monitors the credit quality of its loan portfolio on an ongoing basis by tracking certain credit quality indicators related to the borrower's: (i) payment history, (ii) strength of management, (iii) financial performance, (iv) appropriateness and effectiveness of project technology, and (v) loan covenant compliance, as well as (vi) general economic conditions in the borrower's geographic location, (vii) the legal and regulatory environment, and (viii) the effects, if any, of the current political environment. Based on this evaluation, each loan is assigned to one of the following risk categories:

Pass – The loan is not considered a greater than normal credit risk. The Bank believes the borrower has the ability to meet its obligations; therefore, the Bank anticipates insignificant uncollectible amounts.

Special Mention – The loan has exhibited potential weaknesses that deserve the Bank's close attention. If left uncorrected, these potential weaknesses may result in noticeable deterioration of the repayment prospects for the asset or of the borrower's credit position.

Substandard – The loan is inadequately protected by the current financial condition and paying capacity of the borrower or by any collateral pledged. The loan has a well-defined weakness or weaknesses that may jeopardize the collection of the debt pursuant to the contractual principal and interest terms. Such risk is characterized by the distinct possibility that the Bank may sustain some loss if the deficiencies are not corrected.

## 2. Summary of Significant Accounting Policies (continued)

*Doubtful* – In addition to the risk characteristics described in the substandard category, the loan exhibits conditions and values that make collection or liquidation in full highly improbable. Loans in this risk category are closely managed to determine the highest recovery alternatives.

### **Program Activities**

Grant income from the U.S. Environmental Protection Agency (EPA) associated with the Border Environment Infrastructure Fund (BEIF) represents reimbursed administrative expenses. Such amounts are earned and recognized as grant income in the accompanying consolidated statements of income as the associated expenses are incurred.

Grant income from EPA and other sources associated with technical assistance activities represent reimbursed administrative expenses and technical assistance grant disbursements funded by those entities. Such amounts are earned and recognized as grant income in the accompanying consolidated statements of income as the associated expenses are incurred.

Program expenses also represent grant disbursements funded with previously designated retained earnings of the Bank through its Community Assistance Program (CAP), Water Conservation Investment Fund (WCIF) and Technical Assistance Program. Grants are recognized at the date the Bank becomes obligated under the terms of the grant agreements, and associated costs are recognized as incurred.

EPA-funded BEIF grants and U.S. Domestic Program grant receipts and disbursements reflected in the consolidated statements of cash flows are not reflected in the accompanying consolidated statements of income, as these grants are approved and funded by the respective entities noted above. The Bank's role is to administer these funds.

### **Foreign Currency**

COFIDAN is located in Mexico and operates primarily using the local functional currency. Accordingly, all assets and liabilities of COFIDAN are translated using the exchange rate in effect at the end of the period, and revenue and costs are translated using average exchange rates for the period. The resulting cumulative translation adjustment is included in accumulated other comprehensive income.

The lending activities of the Bank include making loans that are denominated in Mexican pesos. For such loans, the Bank enters into cross-currency interest rate swaps that mitigate its exposure to fluctuations in foreign currency exchange rates and interest rates. As of March 31, 2018, the Bank had entered into swap counterparty agreements with Fondo de Apoyo a Estados y Municipios (FOAEM), a fund owned by the Government of Mexico and administered by the federally run development bank, Banco Nacional de Obras y Servicios Públicos, S.N.C. (Banobras); directly with Banobras outside the FOAEM arrangement; and with nine (9) other financial institutions. The foreign currency translation

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**2. Summary of Significant Accounting Policies (continued)**

adjustment on loans denominated in Mexican pesos as of March 31, 2018 and December 31, 2017 was \$(39,145,193) and \$(45,997,351), respectively. Changes in the foreign currency translation adjustment are reported through other comprehensive income.

All swaps relating to the lending activities of the Bank have been designated as cash flow or fair value hedges and are recognized in the accompanying consolidated balance sheets at their fair value. Changes in the fair value of the cash flow hedges are reported in other comprehensive income and are reclassified to earnings at the time of the hedged loan repayment. Changes in the fair value of the fair value hedges are reported as non-interest income or expense.

The Bank discontinues hedge accounting prospectively if it determines that the derivative is no longer highly effective in offsetting changes in the fair value or cash flows of the hedged item, or if it is no longer probable that the hedged loan repayment will occur. If hedge accounting is discontinued because the hedge ceases to be effective, the Bank will continue to record the swap at fair value with changes in value reflected in earnings for the period, and any fair value adjustments included in other comprehensive income will be recognized in the consolidated statements of income over the remaining life of the loan. If it is probable that the hedged loan repayments will not occur, gains and losses accumulated in other comprehensive income (loss) are recognized immediately in earnings.

Derivatives executed with all swap counterparties except for FOAEM are subject to a master netting arrangement. The net fair value of derivatives by counterparty is offset with the outstanding balance of the collateral received from or paid to the counterparty for financial reporting purposes. Additional information on the amounts subject to master netting arrangements and collateral is provided in Note 5.

**Fair Value**

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. The Bank carries cross-currency interest rate swaps, interest rate swaps, hedged items, and available-for-sale debt securities at fair value. To determine the fair market value of its financial instruments, the Bank uses the fair value hierarchy, which is based on three levels of inputs as follows:

Level 1 – Quoted prices in active markets for identical assets or liabilities, which the reporting entity has the ability to access at the measurement date. This category generally includes U.S. government securities.

Level 2 – Observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active, or other inputs that are observable or can be corroborated by observable market data for substantially the

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**2. Summary of Significant Accounting Policies (continued)**

full term of the assets or liabilities. This category generally includes U.S. agency securities, corporate debt securities, other fixed-income securities, United Mexican States (UMS) securities and mortgage-backed debt securities.

Level 3 – Unobservable inputs that are supported by little or no market activity and that are significant in determining the fair value of the assets or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation. This category includes cross-currency interest rate swaps, interest rate swaps, the fair value of hedged items and other real estate owned where independent pricing information is not available for a significant portion of the underlying assets. For these consolidated financial statements, the Bank also obtains dealer quotations for comparative purposes to assess the reasonableness of the pricing models.

Additional information on the fair value of the financial instruments of the Bank is provided in Note 11.

**Accumulated Other Comprehensive Income**

The components of other comprehensive income are reported in the accompanying consolidated statements of comprehensive income for all periods presented and in Note 7.

**Reclassifications**

Certain amounts in the prior year consolidated financial statements have been reclassified to conform to the current year consolidated financial statement presentation.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**3. Investments**

All investments held by the Bank are classified as either held-to-maturity or available-for-sale securities. The following schedule summarizes investments as of March 31, 2018 and December 31, 2017.

	Amortized Cost	Gross Unrealized		Fair Value
		Gains	Losses	
<b>March 31, 2018</b>				
Held-to-maturity:				
U.S. agency securities	\$ 3,904,396	\$ –	\$ (40,573)	\$ 3,863,823
Mexican government securities (UMS)	–	–	–	–
Total held-to-maturity investment securities	3,904,396	–	(40,573)	3,863,823
Available-for-sale:				
U.S. government securities	390,430,364	7,067	(1,814,074)	388,623,357
U.S. agency securities	143,767,965	13,873	(835,835)	142,946,003
Corporate debt securities	185,025,750	–	(1,174,188)	183,851,562
Other fixed-income securities	69,800,740	48	(234,871)	69,565,917
Mexican government securities (UMS)	13,665,869	3,617	(158,410)	13,511,076
Total available-for-sale investment securities	802,690,688	24,605	(4,217,378)	798,497,915
Total investment securities	\$ 806,595,084	\$ 24,605	\$ (4,257,951)	\$ 802,361,738
<b>December 31, 2017</b>				
Held-to-maturity:				
U.S. agency securities	\$ 3,904,396	\$ –	\$ (31,912)	\$ 3,872,484
Mexican government securities (UMS)	–	–	–	–
Total held-to-maturity investment securities	3,904,396	–	(31,912)	3,872,484
Available-for-sale:				
U.S. government securities	445,924,619	3,109	(1,270,425)	444,657,303
U.S. agency securities	124,224,160	56	(628,950)	123,595,266
Corporate debt securities	148,784,887	19,064	(462,854)	148,341,097
Other fixed-income securities	60,050,804	144	(143,036)	59,907,912
Mexican government securities (UMS)	10,721,127	74,734	(15,261)	10,780,600
Total available-for-sale investment securities	789,705,597	97,107	(2,520,526)	787,282,178
Total investment securities	\$ 793,609,993	\$ 97,107	\$ (2,552,438)	\$ 791,154,662

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**3. Investments (continued)**

The following schedule summarizes unrealized losses and the fair value of investments aggregated by category and the length of time individual securities have been in a continuous unrealized loss position as of March 31, 2018 and December 31, 2017.

	Less Than 12 Months		12 Months or More		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
<b>March 31, 2018</b>						
Held-to-maturity:						
U.S. agency securities	\$ 3,863,823	\$ 40,573	\$ -	\$ -	\$ 3,863,823	\$ 40,573
Available-for-sale:						
U.S. government securities	367,721,536	1,814,075	-	-	367,721,536	1,814,075
U.S. agency securities	128,071,254	835,834	-	-	128,071,254	835,834
Corporate debt securities	183,851,561	1,174,188	-	-	183,851,561	1,174,188
Other fixed-income securities	67,557,592	234,870	-	-	67,557,592	234,870
Mexican government securities (UMS)	10,541,476	158,411	-	-	10,541,476	158,411
Total available-for-sale investment securities	757,743,419	4,217,378	-	-	757,743,419	4,217,378
Total temporarily impaired securities	\$761,607,242	\$ 4,257,951	\$ -	\$ -	\$761,607,242	\$ 4,257,951
<b>December 31, 2017</b>						
Held-to-maturity:						
U.S. agency securities	\$ 3,872,484	\$ 31,912	\$ -	\$ -	\$ 3,872,484	\$ 31,912
Available-for-sale:						
U.S. government securities	363,453,524	1,270,425	-	-	363,453,524	1,270,425
U.S. agency securities	122,603,016	628,950	-	-	122,603,016	628,950
Corporate debt securities	132,554,862	462,854	-	-	132,554,862	462,854
Other fixed-income securities	56,711,962	143,036	-	-	56,711,962	143,036
Mexican government securities (UMS)	3,527,600	15,261	-	-	3,527,600	15,261
Total available-for-sale investment securities	678,850,964	2,520,526	-	-	678,850,964	2,520,526
Total temporarily impaired securities	\$ 682,723,448	\$ 2,552,438	\$ -	\$ -	\$ 682,723,448	\$ 2,552,438

None of the unrealized losses identified in the preceding table are considered to be other-than-temporary since, as of March 31, 2018, the Bank did not have the intent to sell any of these securities and believed that it was more-likely-than-not that the Bank would not be required to sell any such securities before a recovery of cost.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**3. Investments (continued)**

Contractual maturities of investments as of March 31, 2018 and December 31, 2017 are summarized in the following tables.

	Held-to-Maturity Securities		Available-for-Sale Securities	
	Fair Value	Amortized Cost	Fair Value	Amortized Cost
<b>March 31, 2018</b>				
Less than 1 year	\$ 1,710,154	\$ 1,718,396	\$ 627,015,156	\$ 628,713,957
1–5 years	2,153,669	2,186,000	168,513,159	171,010,748
5–10 years	–	–	2,969,600	2,965,983
More than 10 years	–	–	–	–
	<b>\$ 3,863,823</b>	<b>\$ 3,904,396</b>	<b>\$ 798,497,915</b>	<b>\$ 802,690,688</b>
<b>December 31, 2017</b>				
Less than 1 year	\$ 1,171,872	\$ 1,175,396	\$ 651,270,945	\$ 652,469,990
1–5 years	2,700,612	2,729,000	136,011,233	137,235,607
5–10 years	–	–	–	–
More than 10 years	–	–	–	–
	<b>\$ 3,872,484</b>	<b>\$ 3,904,396</b>	<b>\$ 787,282,178</b>	<b>\$ 789,705,597</b>

Actual maturities may differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

The following table summarizes sale, call, and maturity activity of investment securities for the three months ended March 31, 2018 and 2017.

	Three Months Ended March 31	
	2018	2017
Held-to-maturity investment securities:		
Proceeds from maturities	\$ –	\$ 528,000
Available-for-sale investment securities:		
Proceeds from sales and maturities	238,501,249	58,752,994
Gross realized gains	4,980	–
Gross realized losses	–	287

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**3. Investments (continued)**

The following table sets forth the net unrealized gains (losses) on securities available-for-sale and the reclassification adjustments required for the three months ended March 31, 2018 and the year ended December 31, 2017.

	Three Months Ended March 31, 2018	Year Ended December 31, 2017
Net unrealized losses on investment securities available-for-sale, beginning of year	\$ (2,423,419)	\$ (547,562)
Net unrealized gains (losses) on investment securities available-for-sale, arising during the year	(1,764,374)	(1,806,949)
Reclassification adjustments for net (gains) losses on investment securities available-for-sale included in net income	(4,980)	(68,908)
Net unrealized losses on investment securities available-for-sale, end of year	<u>\$ (4,192,773)</u>	<u>\$ (2,423,419)</u>

**4. Loans**

The following schedule summarizes loans outstanding as of March 31, 2018 and December 31, 2017.

	International Program	U.S. Domestic Program	Total
<b>March 31, 2018</b>			
Loan balance	\$ 1,279,843,429	\$ –	\$ 1,279,843,429
Allowance for loan losses:			
General	(18,623,457)	–	(18,623,457)
Specific	(2,669,547)	–	(2,669,547)
Unamortized loan fees	(12,004,816)	–	(12,004,816)
Foreign currency exchange rate adjustment	(39,145,193)	–	(39,145,193)
Fair value of hedged items	(110,414,370)	–	(110,414,370)
Net loans outstanding	<u>\$ 1,096,986,046</u>	<u>\$ –</u>	<u>\$ 1,096,986,046</u>
<b>December 31, 2017</b>			
Loan balance	\$ 1,293,806,755	\$ –	\$ 1,293,806,755
Allowance for loan losses:			
General	(18,438,398)	–	(18,438,398)
Specific	(2,669,547)	–	(2,669,547)
Unamortized loan fees	(11,711,140)	–	(11,711,140)
Foreign currency exchange rate adjustment	(45,997,351)	–	(45,997,351)
Fair value of hedged items	(144,105,721)	–	(144,105,721)
Net loans outstanding	<u>\$ 1,070,884,598</u>	<u>\$ –</u>	<u>\$ 1,070,884,598</u>

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**4. Loans (continued)**

At March 31, 2018 and December 31, 2017, the International Program had outstanding unfunded loan commitments on signed loan agreements totaling \$147,105,337 and \$188,352,122, respectively. At those same dates, the U.S. Domestic Program did not have any outstanding loan commitments on signed loan agreements. The International Program also had loan agreements under development for an additional \$247,750,219 as of March 31, 2018.

The Bank under certain circumstances offered below-market-rate loans. As of March 31, 2018 and December 31, 2017, the Bank had below-market-rate loans outstanding for the International Program of \$34,693,976 and \$35,847,009, respectively. At those same dates, the U.S. Domestic Program did not have any below-market-rate loans.

The following table presents the loan portfolio by sector as of March 31, 2018 and December 31, 2017.

	March 31, 2018	December 31, 2017
International Program:		
Air quality	\$ 93,620,633	\$ 95,634,593
Basic urban infrastructure	37,134,667	37,093,463
Clean energy:		
Solar	289,502,960	291,197,939
Wind	652,340,705	620,669,578
Other	4,107,196	4,252,565
Public transportation	31,598,737	31,162,332
Storm drainage	13,024,938	52,715,102
Water and wastewater	158,513,593	161,081,183
Total International Program	<u>1,279,843,429</u>	<u>1,293,806,755</u>
U.S. Domestic Program	-	-
	<u>\$ 1,279,843,429</u>	<u>\$ 1,293,806,755</u>

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**4. Loans (continued)**

The following table presents the loan portfolio by risk category as of March 31, 2018 and December 31, 2017. These risk categories are defined in Note 2, along with additional information on how the Bank evaluates credit quality.

	March 31, 2018	December 31 2017
<b>International Program</b>		
Pass	\$ 1,265,839,424	\$ 1,279,427,547
Special Mention	-	-
Substandard	14,004,005	14,379,208
Doubtful	-	-
Total International Program	<u>1,279,843,429</u>	<u>1,293,806,755</u>
<b>U.S. Domestic Program</b>		
Pass	-	-
Special Mention	-	-
Substandard	-	-
Doubtful	-	-
Total U.S. Domestic Program	<u>-</u>	<u>-</u>
	<u>\$ 1,279,843,429</u>	<u>\$ 1,293,806,755</u>

Under the International Program, there was one loan on nonaccrual with an outstanding balance of \$14,004,005 and \$14,379,208 as of March 31, 2018 and December 31, 2017, respectively. As of those same dates, this non-accrual loan had a specific allowance of \$2,669,547. As of March 31, 2018 and December 31, 2017, the Bank had collateral valued at lower of cost or market from foreclosed loans reported as other assets of \$3,303,888 and \$3,104,639, respectively.

Under the U.S. Domestic Program, there were no loans outstanding as of March 31, 2018 and December 31, 2017.

The average impaired loan balance for the three months ended March 31, 2018 and the year ended December 31, 2017 totaled \$14,129,073 and \$9,155,761, respectively.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**4. Loans (continued)**

An age analysis of past-due loans, including both accruing and non-accruing loans, as of March 31, 2018 and December 31, 2017, is shown in the following table.

	Loans 30–89 Days Past Due	Loans 90 or More Days Past Due	Total Past-due Loans
<b>March 31, 2018</b>			
International Program	\$ –	\$ 14,004,005	\$ 14,004,005
U.S. Domestic Program	–	–	–
	<u>\$ –</u>	<u>\$ 14,004,005</u>	<u>\$ 14,004,005</u>
<b>December 31, 2017</b>			
International Program	\$ –	\$ 14,379,208	\$ 14,379,208
U.S. Domestic Program	–	–	–
	<u>\$ –</u>	<u>\$ 14,379,208</u>	<u>\$ 14,379,208</u>

There were no loans past due 90 or more days accruing interest as of March 31, 2018 and December 31, 2017.

The following table summarizes the allowance for loan losses by classification as of March 31, 2018 and December 31, 2017.

	Allowance for Loan Losses			Total Loans Outstanding
	General Allowance	Specific Allowance	Total	
<b>March 31, 2018</b>				
International Program:				
Private:				
Construction	\$ 2,743,940	\$ –	\$ 2,743,940	\$ 76,127,495
Operation	14,355,897	2,669,547	17,025,444	898,991,914
Public	1,045,978	–	1,045,978	209,195,549
Public-private	477,642	–	477,642	95,528,471
Total International Program	<u>18,623,457</u>	<u>2,669,547</u>	<u>21,293,004</u>	<u>1,279,843,429</u>
U.S. Domestic Program	–	–	–	–
	<u>\$ 18,623,457</u>	<u>\$ 2,669,547</u>	<u>\$ 21,293,004</u>	<u>\$ 1,279,843,429</u>
<b>December 31, 2017</b>				
International Program:				
Private:				
Construction	\$ 1,267,448	\$ –	\$ 1,267,448	\$ 35,564,527
Operation	15,425,916	2,669,547	18,095,463	909,235,438
Public	1,262,795	–	1,262,795	252,558,904
Public-private	482,239	–	482,239	96,447,886
Total International Program	<u>18,438,398</u>	<u>2,669,547</u>	<u>21,107,945</u>	<u>1,293,806,755</u>
U.S. Domestic Program	–	–	–	–
	<u>\$ 18,438,398</u>	<u>\$ 2,669,547</u>	<u>\$ 21,107,945</u>	<u>\$ 1,293,806,755</u>

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**4. Loans (continued)**

Public-private refers to loans made to private-sector borrowers and backed by public-sector federal tax revenue.

The following schedule summarizes the allowance for loan losses for the three months ended March 31, 2018 and the year ended December 31, 2017.

	Allowance for Loan Losses				Ending Balance
	Beginning Balance	Specific Provisions	General Provisions	Loan (Charge-offs) Recoveries	
<b>March 31, 2018</b>					
International Program:					
Private:					
Construction	\$ 1,267,448	\$ -	\$ 1,476,492	\$ -	\$ 2,743,940
Operation	18,095,463	-	(1,070,019)	-	17,025,444
Public	1,262,795	-	(216,817)	-	1,045,978
Public-private	482,239	-	(4,597)	-	477,642
Total International Program	<u>21,107,945</u>	<u>-</u>	<u>185,059</u>	<u>-</u>	<u>21,293,004</u>
U.S. Domestic Program	-	-	-	-	-
	<u>\$ 21,107,945</u>	<u>\$ -</u>	<u>\$ 185,059</u>	<u>\$ -</u>	<u>\$ 21,293,004</u>
<b>December 31, 2017</b>					
International Program:					
Private:					
Construction	\$ 10,417,904	\$ -	\$ (9,150,456)	\$ -	\$ 1,267,448
Operation	12,741,894	2,669,547	2,684,022	-	18,095,463
Public	1,441,539	-	(178,744)	-	1,262,795
Public-private	451,134	-	31,105	-	482,239
Total International Program	<u>25,052,471</u>	<u>2,669,547</u>	<u>(6,614,073)</u>	<u>-</u>	<u>21,107,945</u>
U.S. Domestic Program	23,188	-	(23,188)	-	-
	<u>\$ 25,075,659</u>	<u>\$ 2,669,547</u>	<u>\$ (6,637,261)</u>	<u>\$ -</u>	<u>\$ 21,107,945</u>

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**5. Other Assets**

The following table presents the gross and net balances of other assets, including the result of master netting arrangements for derivatives with certain swap counterparties, at March 31, 2018 and December 31, 2017.

	Gross Amount	Master Netting Arrangements	Net Amount
<b>March 31, 2018</b>			
Cross-currency interest rate swaps	\$ 177,929,765	\$ (28,083,814)	\$ 149,845,951
Interest rate swaps	(17,452,947)	17,452,947	-
Collateral from swap counterparty	(85,900,000)	-	(85,900,000)
Credit valuation adjustment for swaps	(921,527)	-	(921,527)
Other real estate owned	3,303,888	-	3,303,888
Total other assets	<u>\$ 76,959,179</u>	<u>\$ (10,630,867)</u>	<u>\$ 66,328,312</u>
<b>December 31, 2017</b>			
Cross-currency interest rate swaps	\$ 223,716,302	\$ (22,102,844)	\$ 201,613,458
Interest rate swaps	(4,690,552)	4,690,552	-
Collateral from swap counterparty	(117,380,000)	-	(117,380,000)
Credit valuation adjustment for swaps	(1,096,796)	-	(1,096,796)
Other real estate owned	3,104,639	-	3,104,639
Total other assets	<u>\$ 103,653,593</u>	<u>\$ (17,412,292)</u>	<u>\$ 86,241,301</u>

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**6. Debt**

The following table summarizes the notes payable and other borrowings as of March 31, 2018 and December 31, 2017.

Issue Date	Maturity Date	Fixed Rate	March 31, 2018				
			Principal Amount	Unamortized Premium/ (Discount)	Unamortized Debt Issuance Costs	Fair Value of Hedged Items	Net Debt
<b>Notes Payable</b>							
<u>USD Issuance</u>							
02/11/10	02/11/20	4.375%	\$ 250,000,000	\$ (121,438)	\$ (300,787)	\$ 4,071,482	\$ 253,649,257
10/26/12	10/26/22	2.400	250,000,000	(392,972)	(679,538)	(9,488,464)	239,439,026
12/17/12	10/26/22	2.400	180,000,000	(1,729,197)	(430,436)	(8,122,403)	169,717,964
12/17/12	12/17/30	3.300	50,000,000	–	(218,492)	(2,649,123)	47,132,385
10/10/13	10/10/18	2.300	300,000,000	(326,528)	(176,271)	(1,264,439)	298,232,762
<u>CHF Issuance</u>							
04/30/15	04/30/25	0.250	128,706,754	572,755	(588,398)	2,603,510	131,294,621
04/26/17	10/26/27	0.200	124,443,117	368,573	(593,543)	1,572,121	125,790,268
<u>NOK Issuance</u>							
03/10/17	03/10/32	2.470	173,448,566	–	(552,389)	(468,312)	172,427,865
Total Notes Payable			1,456,598,437	(1,628,807)	(3,539,854)	(13,745,628)	1,437,684,148
<b>Other Borrowings</b>							
08/15/13	06/30/18	1.900	2,631,000	–	–	–	2,631,000
08/15/13	12/30/18	1.900	600,467	–	–	–	600,467
04/11/14	12/30/18	1.900	2,030,533	–	–	–	2,030,533
04/11/14	06/30/19	1.900	2,631,000	–	–	–	2,631,000
04/11/14	12/30/19	1.900	2,632,000	–	–	–	2,632,000
04/11/14	06/30/20	1.900	526,785	–	–	–	526,785
08/14/14	06/30/20	1.900	2,105,215	–	–	–	2,105,215
08/14/14	12/30/20	1.900	2,632,000	–	–	–	2,632,000
08/14/14	06/30/21	1.900	1,008,985	–	–	–	1,008,985
02/13/15	06/30/21	1.900	1,623,015	–	–	–	1,623,015
02/13/15	12/30/21	1.900	1,470,635	–	–	–	1,470,635
07/29/15	12/30/21	1.900	1,161,365	–	–	–	1,161,365
07/29/15	06/30/22	1.900	266,455	–	–	–	266,455
09/16/16	06/30/22	1.900	2,216,528	–	–	–	2,216,528
03/17/17	06/30/22	1.900	149,017	–	–	–	149,017
03/17/17	12/30/22	1.900	2,632,000	–	–	–	2,632,000
03/17/17	06/30/23	1.900	2,632,000	–	–	–	2,632,000
03/17/17	12/30/23	1.900	2,632,000	–	–	–	2,632,000
03/17/17	06/30/24	1.900	2,632,000	–	–	–	2,632,000
03/17/17	12/30/24	1.900	2,170,720	–	–	–	2,170,720
11/13/17	12/30/24	1.900	461,280	–	–	–	461,280
Total Other Borrowings			36,845,000	–	–	–	36,845,000
			<b>\$ 1,493,443,437</b>	<b>\$ (1,628,807)</b>	<b>\$ (3,539,854)</b>	<b>\$ (13,745,628)</b>	<b>\$ 1,474,529,148</b>

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**6. Debt (continued)**

Issue Date	Maturity Date	Fixed Rate	December 31, 2017				
			Principal Amount	Unamortized Premium/ (Discount)	Unamortized Debt Issuance Costs	Fair Value of Hedged Items	Net Debt
<b>Notes Payable</b>							
<u>USD Issuance</u>							
02/11/10	02/11/20	4.375%	\$ 250,000,000	\$ (137,750)	\$ (341,192)	\$ 6,515,389	\$ 256,036,447
10/26/12	10/26/22	2.400	250,000,000	(414,472)	(716,716)	(4,875,400)	243,993,412
12/17/12	10/26/22	2.400	180,000,000	(1,823,804)	(453,986)	(4,880,263)	172,841,947
12/17/12	12/17/30	3.300	50,000,000	–	(222,789)	(741,321)	49,035,890
10/10/13	10/10/18	2.300	300,000,000	(341,302)	(260,209)	(708,958)	298,689,531
<u>CHF Issuance</u>							
04/30/15	04/30/25	0.250	128,706,754	591,006	(609,166)	815,874	129,504,468
04/26/17	10/26/27	0.200	124,443,117	377,672	(609,049)	910,792	125,122,532
<u>NOK Issuance</u>							
03/10/17	03/10/32	2.470	173,448,566	28,666	(566,551)	(3,347,201)	169,563,480
Total Notes Payable			1,456,598,437	(1,719,984)	(3,779,658)	(6,311,088)	1,444,787,707
<b>Other Borrowings</b>							
08/15/13	06/30/18	1.900	2,631,000	–	–	–	2,631,000
08/15/13	12/30/18	1.900	600,467	–	–	–	600,467
04/11/14	12/30/18	1.900	2,030,533	–	–	–	2,030,533
04/11/14	06/30/19	1.900	2,631,000	–	–	–	2,631,000
04/11/14	12/30/19	1.900	2,632,000	–	–	–	2,632,000
04/11/14	06/30/20	1.900	526,785	–	–	–	526,785
08/14/14	06/30/20	1.900	2,105,215	–	–	–	2,105,215
08/14/14	12/30/20	1.900	2,632,000	–	–	–	2,632,000
08/14/14	06/30/21	1.900	1,008,985	–	–	–	1,008,985
02/13/15	06/30/21	1.900	1,623,015	–	–	–	1,623,015
02/13/15	12/30/21	1.900	1,470,635	–	–	–	1,470,635
07/29/15	12/30/21	1.900	1,161,365	–	–	–	1,161,365
07/29/15	06/30/22	1.900	266,455	–	–	–	266,455
09/16/16	06/30/22	1.900	2,216,528	–	–	–	2,216,528
03/17/17	06/30/22	1.900	149,017	–	–	–	149,017
03/17/17	12/30/22	1.900	2,632,000	–	–	–	2,632,000
03/17/17	06/30/23	1.900	2,632,000	–	–	–	2,632,000
03/17/17	12/30/23	1.900	2,632,000	–	–	–	2,632,000
03/17/17	06/30/24	1.900	2,632,000	–	–	–	2,632,000
03/17/17	12/30/24	1.900	2,170,720	–	–	–	2,170,720
11/13/17	12/30/24	1.900	461,280	–	–	–	461,280
Total Other Borrowings			36,845,000	–	–	–	36,845,000
			<u>\$ 1,493,443,437</u>	<u>\$ (1,719,984)</u>	<u>\$ (3,779,658)</u>	<u>\$ (6,311,088)</u>	<u>\$ 1,481,632,707</u>

**Notes Payable**

The notes payable are unsecured, rank equally with all other unsecured indebtedness, and cannot be redeemed prior to their maturity, at which time they will be redeemed at 100% of their principal amount. Interest payments are due semiannually or annually.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**6. Debt (continued)**

The fair value of the hedges relating to interest rate swaps on a portion of the notes payable denominated in U.S. dollars was reported at March 31, 2018 as other assets of \$(17,452,947) and other liabilities of \$0 and at December 31, 2017 as other assets of \$(4,690,552) and other liabilities of \$0. The fair value of the hedges relating to cross-currency interest rate swaps on notes payable not denominated in U.S. dollars was reported at March 31, 2018 as other assets of \$4,091,191 and at December 31, 2017 as other assets of \$301,562. For additional information on the fair value of financial instruments and derivatives, see Notes 11 and 12.

**Other Borrowings**

On November 8, 2012, the Bank signed a loan commitment with another development bank to borrow up to \$50 million to fund eligible projects in Mexico. This loan amortizes semiannually, with the first principal payment paid on December 30, 2015 and final principal payment due on December 30, 2024. As of March 31, 2018, and December 31, 2017, the outstanding balance was \$36,845,000.

The following table summarizes the maturities of the notes payable and other borrowings as of March 31, 2018 and December 31, 2017.

	March 31, 2018	December 31, 2017
Less than 1 year	\$ 305,262,000	\$ 305,262,000
1–2 years	255,263,000	5,263,000
2–3 years	5,264,000	255,264,000
3–4 years	5,264,000	5,264,000
4–5 years	435,264,000	435,264,000
5–10 years	263,677,871	263,677,871
More than 10 years	223,448,566	223,448,566
Total	<u>\$ 1,493,443,437</u>	<u>\$ 1,493,443,437</u>

The following table summarizes short-term and long-term debt as of March 31, 2018 and December 31, 2017.

	March 31, 2018	December 31, 2017
Short-term debt:		
Notes payable	\$ 300,000,000	\$ 300,000,000
Other borrowings	5,262,000	5,262,000
Total short-term debt	<u>305,262,000</u>	<u>305,262,000</u>
Long-term debt:		
Notes payable	1,156,598,437	1,156,598,437
Other borrowings	31,583,000	31,583,000
Total long-term debt	<u>1,188,181,437</u>	<u>1,188,181,437</u>
Total debt	<u>\$ 1,493,443,437</u>	<u>\$ 1,493,443,437</u>

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**7. Equity**

**Subscribed Capital**

At March 31, 2018 and December 31, 2017, the Bank had subscribed 600,000 shares of capital stock, with a par value of \$10,000 per share. As defined in the Charter, capital includes unqualified and qualified subscribed shares. Qualified subscribed shares are subject to the necessary legal requirements of each subscribing country. Unqualified subscribed shares have either been funded or authorized for purchase by the subscribing country. Capital is further classified as callable or paid-in capital at March 31, 2018 and December 31, 2017 as shown in the following table.

	Mexico		United States		Total	
	Shares	Dollars	Shares	Dollars	Shares	Dollars
Subscribed capital	300,000	\$ 3,000,000,000	300,000	\$ 3,000,000,000	600,000	\$ 6,000,000,000
Less:						
Qualified callable capital	(121,833.3333)	(1,218,333,333)	(127,500)	(1,275,000,000)	(249,333.3333)	(2,493,333,333)
Unqualified callable capital	(133,166.6667)	(1,331,666,667)	(127,500)	(1,275,000,000)	(260,666.6667)	(2,606,666,667)
Qualified paid-in capital	(21,500)	(215,000,000)	(22,500)	(225,000,000)	(44,000)	(440,000,000)
Total funded paid-in capital	23,500	235,000,000	22,500	225,000,000	46,000	460,000,000
Less transfer to General Reserve for Domestic Programs	-	(22,500,000)	-	(22,500,000)	-	(45,000,000)
Total paid-in capital	23,500	\$ 212,500,000	22,500	\$ 202,500,000	46,000	\$ 415,000,000

On May 6, 2016, Mexico submitted its letter of subscription to conditionally subscribe to 150,000 additional shares of capital stock with a par value of US\$10,000 per share, subject to the necessary legal requirements and availability of appropriations. The capital stock is further classified as 22,500 qualified paid-in capital shares or US\$225,000,000 and 127,500 qualified callable shares or US\$1,275,000,000. On September 26, 2016, Mexico made its first contribution of the additional paid-in capital of \$10,000,000 or 1,000 shares of paid-in capital and unqualified 5,666.6667 shares of callable capital.

On September 1, 2016, the United States submitted its letter of subscription to conditionally subscribe to 150,000 additional shares of capital stock with a par value of US\$10,000 per share, subject to the necessary authorizing legislation and availability of appropriations. The capital stock is further classified as 22,500 qualified paid-in capital shares or US\$225,000,000 and 127,500 qualified callable shares or US\$1,275,000,000.

The subscriptions of members to paid-in capital and callable capital stock shall be in several installments, effective on or before December 31, 2016 through December 31, 2022, or such later dates as the Board of Directors shall determine. The callable portion of the subscription for capital shares of the Bank will be subject to call only when required to meet obligations, as outlined in Article II, Section 3(d), of Chapter II of the Charter.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**7. Equity (continued)**

**Retained Earnings**

Retained earnings are classified as designated, reserved, and undesignated by program, as shown in the following table.

	March 31, 2018	December 31, 2017
<b>Designated retained earnings</b>		
International Program:		
Water Conservation Investment Fund (WCIF)	\$ 95,594	\$ 95,594
Technical Assistance Program (TAP)	3,107,080	3,175,828
Community Assistance Program (CAP)	9,755,809	10,252,839
Total International Program	12,958,483	13,524,261
U.S. Domestic Program	(1,904,176)	(1,860,539)
Total designated retained earnings	11,054,307	11,663,722
<b>Reserved retained earnings</b>		
International Program:		
Debt Service Reserve	42,000,000	42,000,000
Operating Expenses Reserve	15,669,072	15,669,072
Special Reserve	30,000,000	30,000,000
Capital Preservation Reserve	49,933,088	49,933,088
Total International Program	137,602,160	137,602,160
U.S. Domestic Program:		
Special Reserve	-	-
Total reserved retained earnings	137,602,160	137,602,160
<b>Undesignated retained earnings</b>		
International Program		
Operations	57,484,754	53,548,372
Mark-to-Market Hedge Valuations	4,501,040	2,868,259
Total undesignated retained earnings	61,985,794	56,416,631
Total retained earnings	\$ 210,642,261	\$ 205,682,513
<b>Retained earnings by program</b>		
International Program	\$ 212,546,437	\$ 207,543,052
U.S. Domestic Program	(1,904,176)	(1,860,539)
Total retained earnings	\$ 210,642,261	\$ 205,682,513

Additional information regarding the reserve funds and each program listed above is provided in Notes 2 and 9, respectively.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**7. Equity (continued)**

With the integration on November 10, 2017, BECC transferred to the Bank total assets of \$5,202,963, consisting of \$4,620,931 in cash and cash equivalents, \$33,889 in furniture and equipment, net of accumulated depreciation, and \$548,143 in grant and other receivables. Along with the transferred assets, BECC also transferred accrued liabilities of \$247,727 and undesignated retained earnings of \$4,955,236. These funds have been recorded on the consolidated balance sheet as of December 31, 2017.

**Accumulated Other Comprehensive Income**

The following table presents the changes in accumulated other comprehensive income (loss) for three months ended March 31, 2018 and the year ended December 31, 2017.

	Beginning Balance		Period Activity		Ending Balance
<b>March 31, 2018</b>					
Unrealized loss on available-for-sale investment securities	\$ (2,423,419)	\$	(1,769,354)	\$	(4,192,773)
Foreign currency translation adjustment	333,444		(86,832)		246,612
Unrealized gain (loss) on hedging activities:					
Foreign currency translation adjustment	(45,997,351)		6,852,158		(39,145,193)
Fair value of cross-currency interest rate swaps	59,853,770		(12,099,127)		47,754,643
Net unrealized gain (loss) on hedging activities	13,856,419		(5,246,969)		8,609,450
Total accumulated other comprehensive gain (loss)	<u>\$ 11,766,444</u>	\$	<u>(7,103,155)</u>	\$	<u>4,663,289</u>
<b>December 31, 2017</b>					
Unrealized loss on available-for-sale investment securities	\$ (547,562)	\$	(1,875,857)	\$	(2,423,419)
Foreign currency translation adjustment	373,108		(39,664)		333,444
Unrealized gain (loss) on hedging activities:					
Foreign currency translation adjustment	(55,027,169)		9,029,818		(45,997,351)
Fair value of cross-currency interest rate swaps	71,168,901		(11,315,131)		59,853,770
Net unrealized gain (loss) on hedging activities	16,141,732		(2,285,313)		13,856,419
Total accumulated other comprehensive income (loss)	<u>\$ 15,967,278</u>	\$	<u>(4,200,834)</u>	\$	<u>11,766,444</u>

**8. Domestic Programs**

As specified in the Charter, 10% of each country's initial subscription of capital stock was set aside to finance community adjustment and investment programs. In accordance with the Charter, the Board of Directors approved transfers in prior years of \$45,000,000, equal to 10% of the initial paid-in capital of \$450,000,000 from the initial subscription, to the General Reserve to support these programs. To further clarify operations related to these programs, the Bank entered into a Memorandum of Understanding (MOU) with each country. In accordance with the MOUs, the U.S. and Mexican programs are administered independently.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**8. Domestic Programs (continued)**

**Mexico**

The MOU with Mexico specified that 10% of the initial paid-in capital from its initial capital subscription and the related earnings be set aside for the community adjustment and investment program endorsed by Mexico. The Government of Mexico instituted its domestic program, entitled *Programa Complementario de Apoyo a Comunidades y Empresas* (Mexican Domestic Program), through the offices of SHCP. In June 1996, SHCP entered into a mandate agreement with Banobras to receive and administer the funds allocated for this program. The Mexican Domestic Program funds were fully transferred to Mexico as of June 1999. Accordingly, the activities of the Mexican Domestic Program are not reflected as operations of the Bank.

**United States**

The MOU with the U.S. Government specified that 10% of the initial paid-in capital from its initial capital subscription and the related earnings be set aside for the U.S. Community Adjustment and Investment Program (U.S. Domestic Program). The Bank provides financing endorsed by the Finance Committee appointed by the U.S. Government for that purpose.

In accordance with the Charter and MOU with the United States, net assets of the Bank in the amounts of \$321,614 and \$478,358 were designated for the U.S. Domestic Program at March 31, 2018 and December 31, 2017, respectively. The revenue related to these amounts for the three months ended March 31, 2018 and 2017 was \$1,294 and \$9,794, respectively. Additionally, expenses directly related to the operation of the U.S. Domestic Program of \$44,931 and \$51,368, are included in the operations of the Bank for the three months ended March 31, 2018 and 2017, respectively. All expenses and disbursements are paid out of the U.S. Domestic Program funds. Deficit retained earnings on the U.S. Domestic Program capital funds as of March 31, 2018 and December 31, 2017, were \$1,904,176 and \$1,860,539, respectively. Under the U.S. Domestic Program, \$334,464 in cash and cash equivalents was available for disbursement as of March 31, 2018.

In January 2009, the Finance Committee approved a Targeted Grant Program (TGP) to be funded with the remaining balance of the U.S. Domestic Program's allocated paid-in capital. As of March 31, 2018, and December 31, 2017, the U.S. Domestic Program's allocated paid-in capital totaled \$2,225,790 and \$2,338,897, respectively. For the three months ended March 31, 2018 and the year ended December 31, 2017, \$113,107 and \$121,893, respectively, were disbursed through the TGP. These disbursements were reported as a deduction from allocated paid-in capital.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**9. Program Activities**

Program activities are comprised of the following:

	<u>Three Months ended March 31,</u>	
	2018	2017
Program income:		
Border Environment Infrastructure Fund (BEIF)		
EPA grant income	\$ 378,212	\$ 125,332
Technical Assistance Program:		
EPA grant income		-
Project Development Assistance Program (PDAP)	209,209	
U.S. Mexico Border 2020 Program (Border 2020)	61,866	-
IDB Multilateral Investment Fund (MIF) grant income	9,784	-
Total program income	<u>659,071</u>	<u>125,332</u>
Program expenses:		
BEIF:		
EPA grant administration	(378,212)	(125,332)
Community Assistance Program	(497,030)	(89,200)
Water Conservation Investment Fund	-	-
Technical Assistance Program:		
NADB Technical assistance and training expense	(68,749)	(201,814)
EPA grant administration	(213,573)	-
EPA grant expense – PDAP	(29,054)	-
EPA grant expense – Border 2020	(28,447)	-
IDB-MIF grant expense	(9,784)	-
Total program expenses	<u>(1,224,849)</u>	<u>(416,346)</u>
Net program expenses	<u>\$ (565,778)</u>	<u>\$ (291,014)</u>

**Border Environment Infrastructure Fund (BEIF)**

The Bank administers grant funds from EPA through the BEIF. EPA grant awards since the initial grant made in April 1997 to March 31, 2018, total \$701,772,141. Under the terms of the grants, the Bank reviews and submits prospective projects to EPA, which approves the projects. EPA then disburses funds to the Bank, which directs the grant monies to the specified project. The Bank also oversees progress and compliance requirements for EPA and receives an allocation of the EPA grant funds for administrative expenses incurred.

As of March 31, 2018, EPA has approved project funding proposed by the Bank totaling \$663,176,432, of which \$621,154,669 has been disbursed through the Bank. The Bank recognized \$378,212 and \$125,332 as reimbursement of expenses incurred for the three months ended March 31, 2018 and 2017, respectively. These funds have been recorded as program revenue and expenses in the consolidated statements of income.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**9. Program Activities (continued)**

**Water Conservation Investment Fund (WCIF)**

In August 2002, the Board of Directors established the WCIF to finance water conservation projects in the U.S.-Mexico border region and designated \$80,000,000 of the Bank's undesignated retained earnings to the program. Of that amount, \$40,000,000 was reserved exclusively for water conservation projects in each country. For the three months ended March 31, 2018 and 2017, no funds were disbursed under this program. As of March 31, 2018, cumulative disbursements total \$38,239,378 for the United States and \$39,990,407 for Mexico. These disbursements were funded with previously designated retained earnings and have been reported as a program expense.

In May 2013, the Board agreed to close out the WCIF and transfer any uncommitted funds to the CAP program. As of March 31, 2018, a cumulative total of \$1,674,621 in uncommitted WCIF funds was transferred to the CAP program.

**Community Assistance Program (CAP)**

In February 2011, the Board of Directors approved a grant program to support public projects in all sectors eligible for Bank financing. The CAP program is funded from the Bank's undesignated retained earnings as authorized by the Board. As of March 31, 2018, a cumulative total of \$14,092,840 has been allocated to the CAP. For the three months ended March 31, 2018 and 2017, \$497,030 and \$89,200, respectively, were disbursed under this program. These disbursements were funded with previously designated retained earnings and have been reported as a program expense.

**Technical Assistance Program (TAP)**

The Bank uses a portion of its retained earnings as authorized by the Board of Directors to offer technical assistance and training to project sponsors for the purpose of strengthening their financial performance and ensuring the long-term sustainability of their infrastructure. Through the TAP, assistance is provided in three categories: project development, institutional capacity-building measures, and sector studies to identify needs and generate knowledge about a new sector or technology. For the three months ended March 31, 2018 and 2017, \$68,748 and \$176,314, respectively, was disbursed under this program. These disbursements were funded with previously designated retained earnings and have been reported as a program expense.

As part of its technical assistance program, the Utility Management Institute (UMI) provides water utility managers and their staff with an opportunity for ongoing professional development aimed at enhancing their managerial and financial skills. For the three months ended March 31, 2018 and 2017, \$0 and \$25,500, respectively, was expended under this program.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

## 9. Program Activities (continued)

Additionally, the Bank administers grant funds for technical assistance provided by other entities as follows:

### Project Development Assistance Program (PDAP)

The PDAP program was administered previously by BECC. Since November 10, 2017, the date of integration, the Bank administers grants from EPA, on a reimbursement basis, to assist communities in the development of water and wastewater projects that have been prioritized by EPA to receive BEIF grants. The Bank recognized \$29,054 in technical assistance expense and \$180,155 as in grant administrative expense for the three months ended March 31, 2018. These funds have been recorded as program revenue and expenses in the consolidated statement of income.

### Border 2020: U.S.-Mexico Environmental Program

The Border 2020 program was administered previously by BECC. Since November 10, 2017, the date of integration, the Bank administers grant funds from EPA, on a reimbursement basis, to support joint efforts of the two governments to improve the environment and protect the health of residents within 100 kilometers of the U.S.-Mexico border. The Bank provides logistical and administrative services to identify, contract and manage projects and workshops funded under the program. The Bank recognized \$28,447 technical assistance expense and \$33,419 in grant administrative expense for the three months ended March 31, 2018. These funds have been recorded as program revenue and expenses in the consolidated statement of income.

### Multilateral Investment Fund (MIF) Grant

The MIF grant was administered previously by BECC. Since November 10, 2017, the date of integration, the Bank administers grant funds provided by MIF, on a reimbursement basis, to support the development and implementation of a sustainable e-waste management and recycling system in Mexicali, Baja California. The Bank recognized \$9,784 technical assistance expense for the period from the three months ended March 31, 2018. These funds have been recorded as program revenue and expenses in the consolidated statement of income.

## 10. Employee Benefits

### **401(a) Retirement Plan**

The Bank has a 401(a) Retirement Plan for its employees. This plan provides for employee and nondiscretionary employer contributions. For the three months ended March 31, 2018 and 2017, the Bank expended \$269,767 and \$185,989, respectively, relating to the plan.

### **Retiree Health Insurance Plan**

The Bank has a retiree health insurance plan for qualifying employees based on number of years of service and age. Qualified retirees may purchase group health insurance coverage at the current employee rate subject to plan limits.

## **11. Fair Value of Financial Instruments**

Information on how the Bank measures fair value and classifies the levels of the fair value inputs is provided in Note 2.

### **Cash and Cash Equivalents**

The carrying amounts for cash and cash equivalents approximate their fair value.

### **Securities Held-to-Maturity**

Securities classified as held-to-maturity are reported at amortized costs. The fair value of these securities is estimated using Level 2 observable inputs. For these securities, the Bank obtains fair value measurements from an independent pricing service, which are based on prices quoted for a similar instrument.

### **Securities Available-for-Sale**

Securities classified as available-for-sale are reported at fair value using Level 1 and Level 2 observable inputs. For these securities, the Bank obtains fair value measurements from an independent pricing service, which are based on prices quoted for the exact or like-kind instrument.

### **Loans Receivable and Interest Receivable**

The fair value of loans is estimated based on Level 2 observable inputs using discounted cash flow analyses and interest rates currently being offered for loans made by the Bank with similar terms to borrowers of similar credit quality, net of allowance for loan loss. The fair value of nonaccrual loans is estimated to equal the aggregate net realizable value of the underlying collateral and guaranties. The carrying amount of accrued interest approximates its fair value. This valuation does not consider liquidity discounts currently being used by certain market participants, since measuring their impact would not be cost-beneficial for the Bank, given the nature of its loan portfolio.

### **Hedged Items for Loans**

Hedged items for loans are reported at fair value using Level 3 unobservable inputs. The fair value of these hedged items is estimated by discounting each cash flow stream using the benchmark swap curve of the contractual currency and converting the resulting net present value at the spot exchange rate, as well as using external pricing models and counterparty pricing. Cash flows in Mexican pesos are discounted using the Mexico Benchmark Interbank Deposit Rate (TIIE) 28-day swap curve. Cash flows in U.S. dollars are discounted using the USD Overnight Index Swap (OIS) curve.

### **Cross-currency Interest Rate Swaps**

Cross-currency interest rate swaps are reported at fair value using Level 3 unobservable inputs. The fair value of these swaps is estimated based on discounting procedures, whereby each cash flow stream is discounted using the benchmark swap curve of the respective currency and converting the resulting net present value at the spot exchange rate, as well as external pricing models and counterparty pricing. The Bank's cross-currency interest rate swaps are all Mexican-peso for U.S.-dollar operations except for three (3) debt issuances in foreign currencies for U.S.-dollar operations. Cash flows in

## **11. Fair Value of Financial Instruments (continued)**

Mexican pesos are discounted using the TIIE 28-day swap curve. Cash flows in Swiss francs (CHF) are discounted using the CHF swap curve. Cash flows in Norwegian krone (NOK) are discounted using the NOK swap curve. Cash flows in U.S. dollars are discounted using the USD OIS curve.

### **Interest Rate Swaps**

Interest rate swaps are reported at fair value using Level 3 unobservable inputs. The fair value of these swaps is estimated based on discounting procedures, whereby each cash flow stream is discounted using the USD OIS curve, as well as external pricing models and counterparty pricing.

### **Other Real Estate Owned**

Other real estate owned is reported at fair value using Level 3 unobservable inputs based on customized discounting criteria.

### **Debt and Accrued Interest Payable**

Notes payable and other borrowings are carried at amortized cost. The fair value of the debt is estimated based on Level 2 observable inputs by discounting the cash flow stream using the USD OIS curve. The carrying amount of accrued interest payable approximates its fair value.

### **Hedged Items for Notes Payable**

Hedged items for notes payable are reported at fair value using Level 3 unobservable inputs. The fair value of the hedged items is estimated based on discounting procedures, whereby each cash flow stream is discounted using the USD OIS curve for USD issuances, the CHF swap curve for the Swiss franc issuance and the NOK swap curve for the Norwegian krone issuance, as well as on external pricing models and counterparty pricing.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**11. Fair Value of Financial Instruments (continued)**

The following table summarizes the carrying amounts and fair value of the Bank's financial instruments.

	March 31, 2018		December 31, 2017	
	Carrying Amount	Estimated Fair Value	Carrying Amount	Estimated Fair Value
<b>Assets</b>				
Cash and cash equivalents	\$ 139,586,564	\$ 139,586,564	\$ 164,286,581	\$ 164,286,581
Held-to-maturity securities	3,904,396	3,863,823	3,904,396	3,872,484
Available-for-sale securities	798,497,915	798,497,915	787,282,178	787,282,178
Loans, net	1,096,986,046	1,158,177,169	1,070,884,598	1,110,949,537
Interest receivable	27,700,774	27,700,774	28,781,647	28,781,647
Cross-currency interest rate swaps	149,845,951	149,845,951	206,304,010	206,304,010
Interest rate swaps	(17,452,947)	(17,452,947)	(4,690,552)	(4,690,552)
Other real estate owned	3,303,888	3,303,888	3,104,639	3,104,639
<b>Liabilities</b>				
Accrued interest payable	23,802,693	23,802,693	21,697,668	21,697,668
Short-term debt	304,759,202	304,759,202	304,660,489	304,660,489
Long-term debt, net	1,183,515,574	1,182,968,674	1,183,283,306	1,183,863,120

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**11. Fair Value of Financial Instruments (continued)**

The Bank's financial assets and liabilities measured at fair value on a recurring basis as of March 31, 2018 and December 31, 2017 are summarized in the following table by the valuation level of the inputs used to measure fair value. Additional information on how the Bank measures and classifies the levels of fair-value inputs is provided in Note 2.

	Fair Value Measurements Using			Total Fair Value
	Level 1	Level 2	Level 3	
<b>March 31, 2018</b>				
<b>Assets</b>				
Available-for-sale (AFS) securities:				
U.S. government securities	\$ 388,623,357	\$ -	\$ -	\$ 388,623,357
U.S. agency securities	-	142,946,003	-	142,946,003
Corporate debt securities	-	183,851,562	-	183,851,562
Other fixed-income securities	-	69,565,917	-	69,565,917
Mexican government securities (UMS)	-	13,511,076	-	13,511,076
Total AFS securities	388,623,357	409,874,558	-	798,497,915
Cross-currency interest rate swaps	-	-	149,845,951	149,845,951
Interest rate swaps	-	-	(17,452,947)	(17,452,947)
Hedged items for loans	-	-	(110,414,370)	(110,414,370)
Total assets at fair value	<u>\$ 388,623,357</u>	<u>\$ 409,874,558</u>	<u>\$ 21,978,634</u>	<u>\$ 820,476,549</u>
<b>Liabilities</b>				
Cross-currency interest rate swaps	\$ -	\$ -	\$ -	\$ -
Interest rate swaps	-	-	-	-
Hedged item for notes payable	-	-	(13,745,628)	(13,745,628)
Total liabilities at fair value	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (13,745,628)</u>	<u>\$ (13,745,628)</u>
<b>December 31, 2017</b>				
<b>Assets</b>				
Available-for-sale (AFS) securities:				
U.S. government securities	\$ 444,657,303	\$ -	\$ -	\$ 444,657,303
U.S. agency securities	-	123,595,266	-	123,595,266
Corporate debt securities	-	148,341,097	-	148,341,097
Other fixed-income securities	-	59,907,912	-	59,907,912
Mexican government securities (UMS)	-	10,780,600	-	10,780,600
Total AFS securities	444,657,303	342,624,875	-	787,282,178
Cross-currency interest rate swaps	-	-	206,304,010	206,304,010
Interest rate swaps	-	-	(4,690,552)	(4,690,552)
Hedged items for loans	-	-	(144,105,721)	(144,105,721)
Total assets at fair value	<u>\$ 444,657,303</u>	<u>\$ 342,624,875</u>	<u>\$ 57,507,737</u>	<u>\$ 844,789,915</u>
<b>Liabilities</b>				
Cross-currency interest rate swaps	\$ -	\$ -	\$ -	\$ -
Interest rate swaps	-	-	-	-
Hedged item for notes payable	-	-	(6,311,088)	(6,311,088)
Total liabilities at fair value	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (6,311,088)</u>	<u>\$ (6,311,088)</u>

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**11. Fair Value of Financial Instruments (continued)**

The following table summarizes the changes to the financial assets and liabilities measured at fair value on a recurring basis using unobservable inputs (Level 3) during the three months ended March 31, 2018 and the year ended December 31, 2017. Additional information on how the Bank measures fair value is provided in Note 2.

	Fair Value of Level 3 Instruments		
	Cross-currency Interest Rate Swaps	Interest Rate Swaps	Hedged Items
<b>Assets</b>			
Beginning balance, January 1, 2018	\$ 201,613,458	\$ -	\$ (144,105,721)
Total realized and unrealized gains (losses):			
Included in earnings (expenses)	(39,668,380)	-	33,691,351
Included in other comprehensive income (loss)	(12,099,127)	-	-
Purchases	-	-	-
Settlements	-	-	-
Transfers in/out of Level 3	-	-	-
Ending balance, March 31, 2018	<u>\$ 149,845,951</u>	<u>\$ -</u>	<u>\$ (110,414,370)</u>
Beginning balance, January 1, 2017	\$ 227,719,003	\$ 4,065,766	\$ (151,854,451)
Total realized and unrealized gains (losses):			
Included in earnings (expenses)	(12,635,914)	(4,065,766)	7,748,730
Included in other comprehensive income (loss)	(11,315,131)	-	-
Purchases	-	-	-
Settlements	(2,154,500)	-	-
Transfers in/out of Level 3	-	-	-
Ending balance, December 31, 2017	<u>\$ 201,613,458</u>	<u>\$ -</u>	<u>\$ (144,105,721)</u>
<b>Liabilities</b>			
Beginning balance, January 1, 2018	\$ -	\$ -	\$ (6,311,088)
Total realized and unrealized (gains) losses:			
Included in (earnings) expenses	-	-	(7,434,540)
Included in other comprehensive income	-	-	-
Purchases	-	-	-
Settlements	-	-	-
Transfers in/out of Level 3	-	-	-
Ending balance, March 31, 2018	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (13,745,628)</u>
Beginning balance, January 1, 2017	\$ -	\$ -	\$ 2,931,548
Total realized and unrealized (gains) losses:			
Included in (earnings) expenses	-	-	(9,242,636)
Included in other comprehensive income	-	-	-
Purchases	-	-	-
Settlements	-	-	-
Transfers in/out of Level 3	-	-	-
Ending balance, December 31, 2017	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (6,311,088)</u>

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**11. Fair Value of Financial Instruments (continued)**

The Bank entered into two (2) cross-currency interest rate swaps and no interest rate swaps during the three months ended March 31, 2018. Upon issuance, the fair value of the swaps is \$0 and, therefore, is not portrayed in the purchases line item in the preceding table. The change in fair value of these instruments is included within the total gains (losses) line item.

The Bank has no nonfinancial assets or liabilities measured at fair value on a recurring basis. Certain nonfinancial assets and liabilities measured at fair value on a nonrecurring basis include foreclosed assets (upon initial recognition or subsequent impairment) and other nonfinancial long-lived assets measured at fair value for impairment assessment. The fair value of the collateral from foreclosed loans is measured using Level 3 unobservable inputs and is reported in other assets as other real estate owned of \$3,303,888 and \$3,104,639 at March 31, 2018 and December 31, 2017, respectively. For the three months ended March 31, 2018 and 2017, the Bank did not remeasure any existing real estate owned and did not record any impairment of long-lived assets.

**12. Derivative Financial Instruments**

The Bank utilizes cross-currency interest rate swaps to mitigate exposure to fluctuations in foreign currency exchange rates and interest rate swaps to mitigate exposure to fluctuations in interest rates. The fair value of the swaps outstanding as of each reporting period end is included in other assets or other liabilities, depending on whether the Bank is in a favorable or unfavorable position as of the reporting period date.

The Bank enters into cross-currency interest rate swaps that are matched to specific fixed, variable, or adjustable rate loans denominated in Mexican pesos that the Bank has entered into directly with the borrower or with COFIDAN. In the latter case, COFIDAN then enters into loans denominated in Mexican pesos under the exact same terms with its borrowers. The Bank has also entered into cross-currency interest rate swaps for its long-term notes payable issued in Swiss francs and Norwegian kroner. These swaps have been designated as hedging instruments because they hedge the risk of fluctuations in cash flows due to changes in foreign currency exchange rates. The swaps are structured so that the notional amounts mature to match the expected maturity of the loans and the notes payable.

The Bank enters into interest rate swaps that are matched to the terms of loans and to a portion of its long-term notes payable. The swaps have been designated as hedging instruments, because they hedge the risk of changes in the fair value of fixed-rate loans and notes payable due to changes in the designated benchmark interest rate. The Bank designated the LIBOR swap rate as the benchmark interest rate. The swaps are structured so that the notional amounts mature to match the expected maturity of the loans and the notes payable.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

**12. Derivative Financial Instruments (continued)**

Under its arrangement with FOAEM, neither the Bank nor the counterparty is required to post collateral to support the outstanding fair value of the swaps. Beginning in July 2009, under counterparty relationships with other financial institutions, collateral may be required to be posted by either the Bank or the counterparty. Cash collateral of \$85,900,000 and \$117,380,000 was posted from counterparties to the Bank as of March 31, 2018 and December 31, 2017, respectively. No collateral was posted by the Bank as of those same dates.

The notional amounts and estimated fair values of the swaps outstanding at March 31, 2018 and December 31, 2017 are presented in the following table. The fair value of these swaps is estimated using internal valuation models with observable market data inputs.

	March 31, 2018		December 31, 2017	
	Notional Amount	Estimated Fair Value	Notional Amount	Estimated Fair Value
Cross-currency interest rate swaps	\$ 960,726,741	\$ 167,298,897	\$ 934,856,215	\$ 206,304,010
Interest rate swaps	1,316,581,299	(17,452,947)	1,318,431,886	(4,690,552)

The referenced exchange rate received for the cross-currency interest rate swaps outstanding at March 31, 2018 and December 31, 2017 was 5.50% and 5.09%, respectively.

Swaps that are no longer deemed effective because of borrower default on the hedged loans are not included in the preceding table. There were no swaps that were considered ineffective due to borrower default as of March 31, 2018 and December 31, 2017.

**Gains and Losses on Derivative Cash Flows**

Cross-currency Interest Rate Swaps – The effective portion of the gain or loss due to changes in the fair value of cross-currency interest rate swaps designated as cash flow hedges is included in the accompanying consolidated statements of comprehensive income, while the ineffective portion is included in income (expense) from net hedging activities. The accumulated gain (loss) is reclassified into earnings as the hedged cash flows are received to offset the foreign currency gains (losses) that would have been recognized in earnings if the Bank had not been a party to the swaps. The accumulated net gain (loss) related to the swaps included in accumulated other comprehensive income totaled \$8,609,450 and \$13,856,419 at March 31, 2018 and December 31, 2017, respectively.

Gains or losses due to changes in the fair value of cross-currency interest rate swaps designated as fair value hedges and ineffective swaps are reported in income (expense) from net hedging activities. For the three months ended March 31, 2018 and 2017, changes in the aforementioned swaps included in the accompanying consolidated statements of income were \$1,452,188 and \$(3,914,774), respectively.

North American Development Bank  
Notes to Consolidated Financial Statements (Unaudited)  
March 31, 2018

## 12. Derivative Financial Instruments (continued)

*Interest Rate Swaps* – With regard to the interest rate swaps on outstanding loans and a portion of the long-term notes payable, the changes in the fair value of the swaps offset the changes in the fair value of the loans and debt due to changes in the USD OIS curve, while the ineffective portion is included in income (expense) from net hedging activities. For the three months ended March 31, 2018 and 2017, there were no changes in the aforementioned swaps included in the accompanying consolidated statements of income.

## 13. Credit Risk Associated with Financial Instruments

The Bank is subject to certain credit risk. Financial instruments that potentially subject the Bank to significant concentrations of credit risk consist principally of cash and cash equivalents, investments, loans receivable and swaps. The Bank maintains cash and cash equivalents, investments and certain other financial instruments with various major financial institutions. The Bank performs periodic evaluations of the relative credit standing of these financial institutions and limits the amount of credit exposure with any one institution. The Bank evaluates the creditworthiness of each customer on a case-by-case basis and continually monitors the financial stability of each borrower.

## 14. Commitments

In the normal course of business, the Bank has various outstanding commitments, in addition to the loans receivable disclosed in Note 4 and the long-term borrowings disclosed in Note 6. Under agreements with consultants and contractors in effect at March 31, 2018, the Bank has obligations to make payments contingent upon the future performance of the consultants and contractors under the terms of their respective contracts and, therefore, they are not recorded in the financial statements.

### Lease Commitments

The Bank rents office space under an operating lease that expires on February 28, 2026. Rent expense totaled \$61,815 and \$50,690 for the three months ended March 31, 2018 and 2017, respectively. The following schedule summarizes the minimum future expenses for the forgoing lease.

April 1 - December 31, 2018	\$	158,844
Year-ended:		
December 31, 2019		214,231
December 31, 2020		221,831
December 31, 2021		223,064
December 31, 2022		229,712
December 31, 2023		232,493
Thereafter		520,289
	<u>\$</u>	<u>1,800,464</u>

## 15. Accounting Standards Updates

Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers (Topic 606)*. ASU 2014-09 implements a common revenue standard that clarifies the principles for recognizing revenue. The core principle of ASU 2014-09 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. To achieve that core principle, an entity should apply the following steps: (i) identify the contract(s) with a customer, (ii) identify the performance obligations in the contract, (iii) determine the transaction price, (iv) allocate the transaction price to the performance obligations in the contract and (v) recognize revenue when (or as) the entity satisfies a performance obligation. ASU 2014-09 is effective for the Bank on January 1, 2019. The Bank does not anticipate a significant impact to its consolidated financial statements since the primary source of revenue is interest income from loans and investments, which does not fall within the scope of this ASU.

ASU 2016-01, *Financial Instruments – Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities*. ASU 2016-1, among other things, (i) requires equity investments, with certain exceptions, to be measured at fair value with changes in fair value recognized in net income, (ii) simplifies the impairment assessment of equity investments without readily determinable fair values by requiring a qualitative assessment to identify impairment, (iii) eliminates the requirement for public business entities to disclose the methods and significant assumptions used to estimate the fair value that is required to be disclosed for financial instruments measured at amortized cost on the balance sheet, (iv) requires public business entities to use the exit price notion when measuring the fair value of financial instruments for disclosure purposes, (v) requires an entity to present separately in other comprehensive income the portion of the total change in the fair value of a liability resulting from a change in the instrument-specific credit risk when the entity has elected to measure the liability at fair value in accordance with the fair value option for financial instruments, (vi) requires separate presentation of financial assets and financial liabilities by measurement category and form of financial asset on the balance sheet or the accompanying notes to the financial statements and (vii) clarifies that an entity should evaluate the need for a valuation allowance on a deferred tax asset related to available-for-sale securities. ASU 2016-1 will be effective for the Bank on January 1, 2019 and is not expected to have a significant impact on the Bank's consolidated financial statements.

ASU 2016-02, *Leases (Topic 842)*. ASU 2016-02, among other things, require lessees to recognize a lease liability, which is a lessee's obligation to make lease payments arising from a lease, measured on a discounted basis and a right-of-use asset, which is an asset that represents the lessee's right to use, or control the use of, a specified asset for the lease term. ASU 2016-02 does not significantly change lease accounting requirements applicable to lessors; however, certain changes were made to align, where necessary, lessor accounting with the lessee accounting model and ASC Topic 606: Revenue from Contracts with Customers. ASU 2016-02 will be effective for the Bank on January 1, 2020 and will require transition using a modified retrospective approach for leases existing at or

## 15. Accounting Standards Updates (continued)

entered into after, the beginning of the earliest comparative period presented in the financial statements. Notwithstanding the foregoing, in January 2018, the Financial Accounting Standards Board issued a proposal to provide an additional transition method that would allow entities to not apply the guidance in ASU 2016-02 in the comparative periods presented in the financial statements and instead recognize a cumulative-effect adjustment to the opening balance of retained earnings in the period of adoption. The Bank is evaluating the potential impact of ASU 2016-02 to its consolidated financial statements and disclosures.

*ASU 2016-13, Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments.* ASU 2016-13 requires the measurement of all expected credit losses for financial assets held at the reporting date based on historical experience, current conditions, and reasonable and supportable forecasts and requires enhanced disclosures related to the significant estimates and judgments used in estimating credit losses, as well as the credit quality and underwriting standards of an organization's portfolio. In addition, ASU 2016-13 amends the accounting for credit losses on available-for-sale debt securities and purchased financial assets with credit deterioration. ASU 2016-13 will be effective for the Bank on January 1, 2021. The Bank is evaluating the potential impact of ASU 2016-13 to its consolidated financial statements.

*ASU 2017-12, Derivatives and Hedging (Topic 815) – Targeted Improvements to Accounting for Hedging Activities.* ASU 2017-12 amends the hedge accounting recognition and presentation requirements in ASC 815 to improve the transparency and understandability of information conveyed to financial statement users about an entity's risk management activities to better align the entity's financial reporting for hedging relationships with those risk management activities and to reduce the complexity of and simplify the application of hedge accounting. ASU 2017-12 will be effective for the Bank on January 1, 2020 and is not expected to have a significant impact on its financial statements.

## Supplementary Information

**North American Development Bank**  
**Combining Balance Sheet by Program (Unaudited)**  
**March 31, 2018**

<b>Assets</b>	<b>International Program</b>	<b>U.S. Domestic Program (A)</b>	<b>Eliminations</b>	<b>Total</b>
<b>Cash and cash equivalents:</b>				
Held at other financial institutions in demand deposit accounts	\$ 340,227	\$ -	\$ -	\$ 340,227
Held at other financial institutions in interest bearing accounts	23,211,873	234,464	-	23,446,337
Repurchase agreements	115,700,000	100,000	-	115,800,000
	<u>139,252,100</u>	<u>334,464</u>	<u>-</u>	<u>139,586,564</u>
Held-to-maturity investment securities, at amortized cost	3,904,396	-	-	3,904,396
Available-for-sale investment securities, at fair value	798,497,915	-	-	798,497,915
Loans outstanding	1,279,843,429	-	-	1,279,843,429
Allowance for loan losses	(21,293,004)	-	-	(21,293,004)
Unamortized loan fees	(12,004,816)	-	-	(12,004,816)
Foreign currency exchange rate adjustment	(39,145,193)	-	-	(39,145,193)
Hedged items, at fair value	(110,414,370)	-	-	(110,414,370)
Net loans outstanding	<u>1,096,986,046</u>	<u>-</u>	<u>-</u>	<u>1,096,986,046</u>
Interest receivable	27,700,759	15	-	27,700,774
Grant and other receivable	5,483,523	-	-	5,483,523
Due from U.S. Domestic Program	-	15,458	(15,458)	-
Furniture, equipment and leasehold improvements, net	344,519	-	-	344,519
Other assets	<u>66,328,312</u>	<u>-</u>	<u>-</u>	<u>66,328,312</u>
<b>Total assets</b>	<b><u>\$ 2,138,497,570</u></b>	<b><u>\$ 349,937</u></b>	<b><u>\$ (15,458)</u></b>	<b><u>\$ 2,138,832,049</u></b>
<b>Liabilities and Equity</b>				
<b>Liabilities:</b>				
Accounts payable	\$ 6,981,317	\$ -	\$ -	\$ 6,981,317
Accrued liabilities	952,800	28,323	-	981,123
Due to International Program	15,458	-	(15,458)	-
Accrued interest payable	23,802,693	-	-	23,802,693
Undisbursed grant funds	1,006	-	-	1,006
Short-term debt, net of discount and unamortized debt issuance costs	304,759,202	-	-	304,759,202
Hedged items, at fair value	<u>(1,264,439)</u>	<u>-</u>	<u>-</u>	<u>(1,264,439)</u>
Net short-term debt	<u>303,494,763</u>	<u>-</u>	<u>-</u>	<u>303,494,763</u>
Long-term debt, net of discount and unamortized debt issuance costs	1,183,515,574	-	-	1,183,515,574
Hedged items, at fair value	<u>(12,481,189)</u>	<u>-</u>	<u>-</u>	<u>(12,481,189)</u>
Net long-term debt	<u>1,171,034,385</u>	<u>-</u>	<u>-</u>	<u>1,171,034,385</u>
<b>Total liabilities</b>	<b><u>1,506,282,422</u></b>	<b><u>28,323</u></b>	<b><u>(15,458)</u></b>	<b><u>1,506,295,287</u></b>
<b>Equity:</b>				
Paid-in capital	415,000,000	-	-	415,000,000
General Reserve:				
Allocated paid-in capital	-	2,225,790	-	2,225,790
Retained earnings:				
Designated	12,958,483	(1,904,176)	-	11,054,307
Reserved	137,602,160	-	-	137,602,160
Undesignated	61,985,794	-	-	61,985,794
Accumulated other comprehensive income	4,663,289	-	-	4,663,289
Non-controlling interest	<u>5,422</u>	<u>-</u>	<u>-</u>	<u>5,422</u>
<b>Total equity</b>	<b><u>632,215,148</u></b>	<b><u>321,614</u></b>	<b><u>-</u></b>	<b><u>632,536,762</u></b>
<b>Total liabilities and equity</b>	<b><u>\$ 2,138,497,570</u></b>	<b><u>\$ 349,937</u></b>	<b><u>\$ (15,458)</u></b>	<b><u>\$ 2,138,832,049</u></b>

Note A -- The Mexican Domestic Program funds were fully transferred to Mexico as of June 1999.

**North American Development Bank**  
**Combining Statement of Income by Program (Unaudited)**  
**For the Three Months Ended March 31, 2018**

	<b>International Program</b>	<b>U.S. Domestic Program (A)</b>	<b>Total</b>
Interest income:			
Loans	\$ 13,940,439	\$ -	\$ 13,940,439
Investments	3,509,000	1,294	3,510,294
Total interest income	17,449,439	1,294	17,450,733
Interest expense	9,890,829	-	9,890,829
Net interest income	7,558,610	1,294	7,559,904
Operating expenses:			
Personnel	2,992,681	-	2,992,681
General and administrative	567,889	-	567,889
Consultants and contractors	146,636	-	146,636
Provision for loan losses	185,059	-	185,059
Other	(115,822)	-	(115,822)
Depreciation	45,170	-	45,170
U.S. Domestic Program	-	44,931	44,931
Total operating expenses	3,821,613	44,931	3,866,544
Net operating income (loss)	3,736,997	(43,637)	3,693,360
Non-interest income and non-operating expenses:			
Gains on sales of available-for-sale securities	4,980	-	4,980
Income from hedging activities, net	1,627,457	-	1,627,457
Income from foreign exchange activities, net	199,249	-	199,249
Fees and other income	427	-	427
Net non-interest income	1,832,113	-	1,832,113
Income (loss) before program activities	5,569,110	(43,637)	5,525,473
Program activities:			
BEIF:			
EPA grant income	378,212	-	378,212
EPA grant administration expense	(378,212)	-	(378,212)
CAP expense	(497,030)	-	(497,030)
TAP:			
EPA grant income	271,075	-	271,075
EPA grant administration expense	(213,573)	-	(213,573)
IDB-MIF grant income	9,784	-	9,784
TAP expense	(136,034)	-	(136,034)
Net program expenses	(565,778)	-	(565,778)
Income (loss) before non-controlling interest	5,003,332	(43,637)	4,959,695
Net loss attributable to non-controlling interest	(53)	-	(53)
Net income (loss)	\$ 5,003,385	\$ (43,637)	\$ 4,959,748
<b>General Reserve, January 1, 2018</b>			
Allocated paid-in capital	\$ -	2,338,897	\$ 2,338,897
Retained earnings	207,543,052	(1,860,539)	205,682,513
Current Period Activity:			
Net income (loss)	5,003,385	(43,637)	4,959,748
TGP disbursements of the U.S. Domestic Program	-	(113,107)	(113,107)
<b>General Reserve, March 31, 2018</b>			
Allocated paid-in capital	-	2,225,790	2,225,790
Retained earnings	212,546,437	(1,904,176)	210,642,261
	\$ 212,546,437	\$ 321,614	\$ 212,868,051

Note A -- The Mexican Domestic Program funds were fully transferred to Mexico as of June 1999.

**North American Development Bank**  
**Combining Statement of Comprehensive Income by Program (Unaudited)**  
**For the Three Months Ended March 31, 2018**

	<u>International Program</u>	<u>U.S. Domestic Program (A)</u>	<u>Total</u>
Income (loss) before non-controlling interest	\$ 5,003,332	\$ (43,637)	\$ 4,959,695
Net loss attributable to non-controlling interest	(53)	-	(53)
Net income (loss)	<u>5,003,385</u>	<u>(43,637)</u>	<u>4,959,748</u>
Other comprehensive income (loss):			
Available-for-sale investment securities:			
Change in unrealized losses during the period, net	(1,764,374)	-	(1,764,374)
Reclassification adjustment for net gains included in net income	(4,980)	-	(4,980)
Total unrealized loss on available-for-sale investment securities	<u>(1,769,354)</u>	<u>-</u>	<u>(1,769,354)</u>
Foreign currency translation adjustment	(86,832)	-	(86,832)
Unrealized gains (losses) on hedging activities:			
Foreign currency translation adjustment, net	6,852,158	-	6,852,158
Fair value of cross-currency interest rate swaps, net	(12,099,127)	-	(12,099,127)
Total unrealized loss on hedging activities	<u>(5,246,969)</u>	<u>-</u>	<u>(5,246,969)</u>
Total other comprehensive loss	<u>(7,103,155)</u>	<u>-</u>	<u>(7,103,155)</u>
Total comprehensive loss	<u>\$ (2,099,770)</u>	<u>\$ (43,637)</u>	<u>\$ (2,143,407)</u>

Note A -- The Mexican Domestic Program funds were fully transferred to Mexico as of June 1999.

**North American Development Bank**  
**Combining Statement of Cash Flows by Program (Unaudited)**  
**For the Three Months Ended March 31, 2018**

	<b>International Program</b>	<b>U.S. Domestic Program (A)</b>	<b>Total</b>
<b>Cash flows from operating activities</b>			
Net income (loss)	\$ 5,003,385	(43,637)	\$ 4,959,748
Adjustments to reconcile net income to net cash provided by (used in) operating activities:			
Depreciation	45,170	-	45,170
Amortization of net premiums (discounts) on investments	(418,498)	-	(418,498)
Change in fair value of swaps, hedged items and other non-cash items	(32,574,928)	-	(32,574,928)
Non-controlling interest	(53)	-	(53)
Gain on sales of available-for-sale investment securities, net	(4,980)	-	(4,980)
Provision for loan losses	185,059	-	185,059
Change in other assets and liabilities:			
Decrease in interest receivable	1,080,839	34	1,080,873
Increase in receivable and other assets	(1,158,833)	-	(1,158,833)
Decrease in due from U.S. Domestic Program and decrease due to International Program	20,146	(20,146)	-
Increase in accounts payable	232,211	-	232,211
Increase (decrease) in accrued liabilities	(404,826)	160	(404,666)
Increase in accrued interest payable	2,105,025	-	2,105,025
Net cash used in operating activities	<u>(25,890,283)</u>	<u>(63,589)</u>	<u>(25,953,872)</u>
<b>Cash flows from lending, investing, and development activities</b>			
Capital expenditures	(34,755)	-	(34,755)
Loan principal repayments	56,951,147	-	56,951,147
Loan disbursements	(42,987,821)	-	(42,987,821)
Purchase of available-for-sale investments	(251,062,862)	-	(251,062,862)
Proceeds from sales and maturities of available-for-sale investments	238,501,249	-	238,501,249
Net cash provided by lending, investing, and development activities	<u>1,366,958</u>	<u>-</u>	<u>1,366,958</u>
<b>Cash flows from financing activities</b>			
Grant funds - EPA	7,651,284	-	7,651,284
Grant disbursements - EPA	(7,651,280)	-	(7,651,280)
Grant activity - U.S. Domestic Program	-	(113,107)	(113,107)
Net cash provided by (used in) financing activities	<u>4</u>	<u>(113,107)</u>	<u>(113,103)</u>
<b>Net decrease in cash and cash equivalents</b>	<u>(24,523,321)</u>	<u>(176,696)</u>	<u>(24,700,017)</u>
<b>Cash and cash equivalents at January 1, 2018</b>	<u>163,775,421</u>	<u>511,160</u>	<u>164,286,581</u>
<b>Cash and cash equivalents at March 31, 2018</b>	<u>\$ 139,252,100</u>	<u>\$ 334,464</u>	<u>\$ 139,586,564</u>

Note A -- The Mexican Domestic Program funds were fully transferred to Mexico as of June 1999.

**North American Development Bank**  
**Statement of Income of NADB Office in Juarez, Chihuahua (Unaudited)**  
**For the Three Months Ended March 31, 2018**

	EPA		IDB-MIF	Operation	Total
	PDAP	Border 2020			
Income:					
U.S. Environmental Protection Agency:					
Project Development Assistance Program (PDAP) grant income	\$ 209,209	\$ -	\$ -	\$ -	\$ 209,209
U.S.-Mexico Border 2020 Program grant income	-	61,866	-	-	61,866
Inter-American Development Bank (IDB) Multilateral Investment Fund (MIF) grant income	-	-	9,784	-	9,784
Interest income	-	-	-	12,353	12,353
Total income	<u>209,209</u>	<u>61,866</u>	<u>9,784</u>	<u>12,353</u>	<u>293,212</u>
Operating Expenses:					
Personnel	145,299	19,672	-	719,932	884,903
General and administrative	34,856	13,747	-	114,705	163,308
Consultants	-	-	-	18,578	18,578
Other	-	-	-	(12,930)	(12,930)
Depreciation	-	-	-	4,758	4,758
Total operating expenses	<u>180,155</u>	<u>33,419</u>	<u>-</u>	<u>845,043</u>	<u>1,058,617</u>
Income (loss) before program activities	29,054	28,447	9,784	(832,690)	(765,405)
Technical Assistance Program expense	<u>29,054</u>	<u>28,447</u>	<u>9,784</u>	<u>7,468</u>	<u>74,753</u>
Net income (loss)	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (840,158)</u>	<u>\$ (840,158)</u>



**North American Development Bank**