

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



Building a better  
working world

North American Development Bank

Consolidated Financial Statements and Supplementary Information

Years Ended December 31, 2017 and 2016

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## 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

	<b>December 31</b>	
	<b>2017</b>	<b>2016</b>
<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
	<b>164,286,581</b>	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	<b>1,070,884,598</b>	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	<b>\$ 2,146,259,601</b>	<b>\$ 1,813,676,196</b>
<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	<b>303,951,531</b>	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	<b>1,177,681,176</b>	1,179,090,460
Total liabilities	<b>1,511,466,272</b>	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	<b>634,793,329</b>	604,825,906
Total liabilities and equity	<b>\$ 2,146,259,601</b>	<b>\$ 1,813,676,196</b>

*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	68,635,703	59,016,701
Interest expense	31,639,710	19,950,461
Net interest income	36,995,993	39,066,240
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	8,653,771	18,203,214
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	3,156,151	(368,984)
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	(2,163,459)	(1,087,998)
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	\$ 29,335,060	\$ 19,406,186

*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		Accumulated Other Comprehensive Income (Loss)	Non-controlling Interest	Total Equity
		Allocated Paid-In Capital	Retained Earnings			
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	<b>\$ 415,000,000</b>	<b>\$ 2,338,897</b>	<b>\$ 205,682,513</b>	<b>\$ 11,766,444</b>	<b>\$ 5,475</b>	<b>\$ 634,793,329</b>

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

North American Development Bank  
Consolidated Statements of Cash Flows

	Year Ended December 31	
	2017	2016
<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	<u>12,738,725</u>	<u>87,215,529</u>
<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	<u>(310,946,330)</u>	<u>(56,861,328)</u>
<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	<u>310,766,717</u>	<u>6,393,390</u>
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	<u>\$ 164,286,581</u>	<u>\$ 151,727,469</u>
<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 Publicos, 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>(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)

	<u>Amortized Cost</u>	<u>Gross Unrealized</u>		<u>Fair Value</u>
		<u>Gains</u>	<u>Losses</u>	
<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	<u>\$ 360,891,943</u>	<u>\$ 4,134,187</u>	<u>\$ (940,472)</u>	<u>\$ 364,085,658</u>

## 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	<b>678,850,964</b>	<b>2,520,526</b>	<b>–</b>	<b>–</b>	<b>678,850,964</b>	<b>2,520,526</b>
Total temporarily impaired securities	<b>\$ 682,723,448</b>	<b>\$ 2,552,438</b>	<b>\$ –</b>	<b>\$ –</b>	<b>\$ 682,723,448</b>	<b>\$ 2,552,438</b>
<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	148,531,427	916,965	–	–	148,531,427	916,965
Total temporarily impaired securities	<b>\$ 151,298,605</b>	<b>\$ 940,472</b>	<b>\$ –</b>	<b>\$ –</b>	<b>\$ 151,298,605</b>	<b>\$ 940,472</b>

## 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.

	<b>Held-to-Maturity Securities</b>		<b>Available-for-Sale Securities</b>	
	<b>Fair Value</b>	<b>Amortized Cost</b>	<b>Fair Value</b>	<b>Amortized Cost</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	–	–	–	–
Mortgage-backed securities	–	–	–	–
	<b>\$ 3,872,484</b>	<b>\$ 3,904,396</b>	<b>\$ 787,282,178</b>	<b>\$ 789,705,597</b>
<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	–	–	–	–
	<b>\$ 57,523,432</b>	<b>\$ 53,782,155</b>	<b>\$ 306,562,226</b>	<b>\$ 307,109,788</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.

## 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>\$ (2,423,419)</b>	\$ (547,562)

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

## 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
	\$ 1,293,806,755	\$ 1,411,625,673

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	—	—	—
	<b>\$ —</b>	<b>\$ 14,379,208</b>	<b>\$ 14,379,208</b>
<b>December 31, 2016</b>			
International Program	\$ —	\$ —	\$ —
U.S. Domestic Program	—	329,827	329,827
	<b>\$ —</b>	<b>\$ 329,827</b>	<b>\$ 329,827</b>

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	–	–	–	–
	\$ 18,438,398	\$ 2,669,547	\$ 21,107,945	\$ 1,293,806,755
<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
	\$ 25,075,659	\$ –	\$ 25,075,659	\$ 1,411,625,673

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.

	<u>Gross Amount</u>	<u>Master Netting Arrangements</u>	<u>Net Amount</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 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
Total other assets	<u>\$ 103,653,593</u>	<u>\$ (17,412,292)</u>	<u>\$ 86,241,301</u>
<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
Total other assets	<u>\$ 134,096,275</u>	<u>\$ (36,066,951)</u>	<u>\$ 98,029,324</u>

# 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
			<b>\$ 1,493,443,437</b>	<b>\$ (1,719,984)</b>	<b>\$ (3,779,658)</b>	<b>\$ (6,311,088)</b>	<b>\$ 1,481,632,707</b>

# 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
<b>Total Notes Payable</b>			<b>1,158,706,754</b>	<b>(2,639,224)</b>	<b>(3,444,601)</b>	<b>2,931,548</b>	<b>1,155,554,477</b>
<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
<b>Total Other Borrowings</b>			<b>28,797,983</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>28,797,983</b>
			<b>\$ 1,187,504,737</b>	<b>\$ (2,639,224)</b>	<b>\$ (3,444,601)</b>	<b>\$ 2,931,548</b>	<b>\$1,184,352,460</b>

## 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	305,262,000	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	1,188,181,437	1,182,242,737
Total debt	\$ 1,493,443,437	\$ 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:

	<b>December 31,</b>	
	<b>2017</b>	<b>2016</b>
<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	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>
<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	7,397,213	8,744,518	16,141,731
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	<b>1,176,754</b>	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	<b>3,340,213</b>	1,931,298
Net program expenses	<b>\$ 2,163,459</b>	\$ 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	2,297,307
<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	<u>444,657,303</u>	<u>342,624,875</u>	<u>-</u>	<u>787,282,178</u>
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	\$ 117,325,855	\$ 189,236,371	\$ 79,930,318	\$ 386,492,544
<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	\$ –	\$ –	\$ 2,931,548	\$ 2,931,548

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.

# Supplementary Information

# 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)	29,527,181	(192,121)	29,335,060
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	(68,908)	–	(68,908)
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	(11,315,131)	–	(11,315,131)
Total unrealized loss on hedging activities	(2,285,313)	–	(2,285,313)
Total other comprehensive income (loss)	(4,200,834)	–	(4,200,834)
Total comprehensive income (loss)	\$ 25,326,347	\$ (192,121)	\$ 25,134,226

*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		IDB-MIF	Operation	Total
	PDAP	Border 2020			
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	<u>285,490</u>	<u>75,208</u>	<u>16,808</u>	<u>9,258</u>	<u>386,764</u>
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	<u>93,420</u>	<u>19,583</u>	<u>–</u>	<u>614,943</u>	<u>727,946</u>
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)	<u>\$ –</u>	<u>\$ –</u>	<u>\$ –</u>	<u>\$ (651,931)</u>	<u>\$ (651,931)</u>

North American Development Bank  
Border Environment Infrastructure Fund (BEIF)

As of and for the Year Ended December 31, 2017

**Balance Sheet**

	<b>Region 6</b>	<b>Region 9</b>	<b>Total</b>
<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**

	<b>Region 6</b>	<b>Region 9</b>	<b>Total</b>
<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**

	<b>Region 6</b>	<b>Region 9</b>	<b>Total</b>
<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.*

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