

ICIEC Staff Retreat and 30th Anniversary Celebration

19 - 20 December 2023

2024 Business Development Strategic Priorities

Outline

1 | 2023-2025 ICIEC's Realigned Strategic Framework

2 | 2024 Business Development contribution with the strategic pillars

2 | 1| Enhancing Impact

2 | 2| Enhancing Efficiency

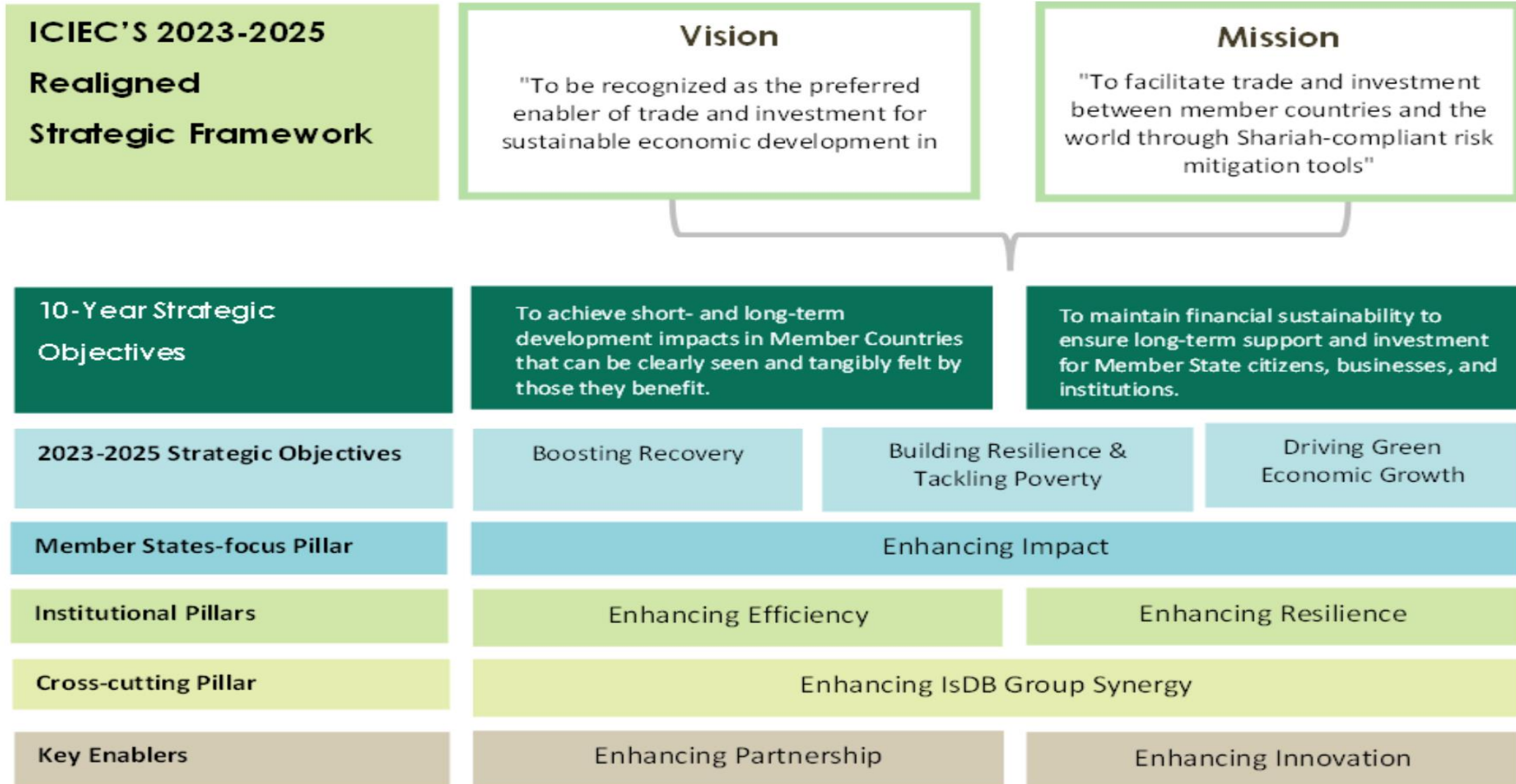
2 | 3| Enhancing Resilience

2 | 4| Enhancing IsDB Group Synergy

3 | Strategic Enablers

4 | Conclusion

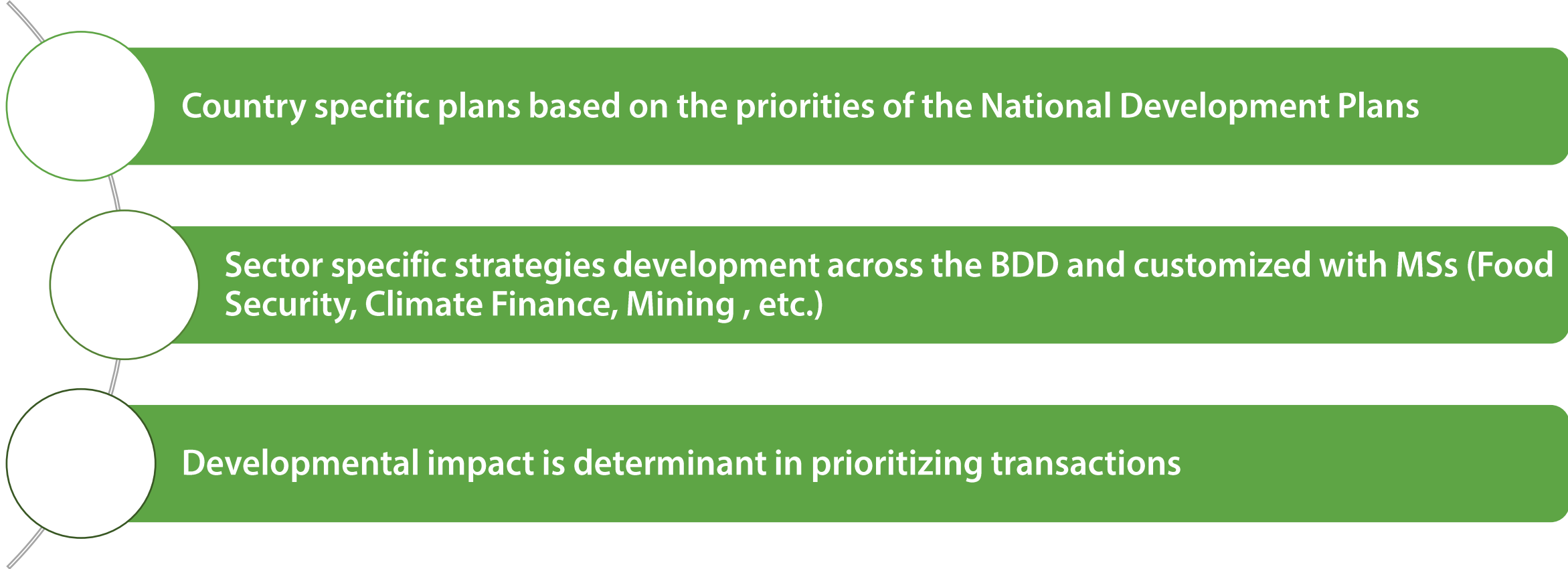
1|2023-2025 ICIEC's Realigned Strategic Framework



2|2024 Business Development alignment with the strategic pillars



2|1| Enhancing Impact



Country specific plans based on the priorities of the National Development Plans

The diagram consists of three horizontal green bars, each containing a white circle on the left side. The circles are connected by a thin grey line that curves around them. The text is white and centered within each green bar.

Sector specific strategies development across the BDD and customized with MSs (Food Security, Climate Finance, Mining , etc.)

Developmental impact is determinant in prioritizing transactions

2|2024 Business Development alignment with the strategic pillars



2|2| Enhancing Efficiency

A decorative line on the left side of the slide, consisting of four white circles connected by a thin grey line, with a wavy orange and green line at the bottom.

Operationalization of the decentralization

Empowering country managers at the regional hubs

Streamlined strategies for various distribution channels (FIs, Brokers, ECAs, Corporates)

One stop online portal for BDD staff

2|2024 Business Development alignment with the strategic pillars



2|2| Enhancing IsDB Group Synergy

A decorative line on the left side of the slide, consisting of five white circles connected by a thin grey line, with a green wavy line at the bottom.

Full engagement in the IsDB Group Member Country Partnership Strategy

Engagement with IsDB Group various initiatives (FSRP, etc.)

Joint activities of ICIEC staff at the regional hubs with IsDB Group Staff

Active cross referral of contacts and transactions with IsDB Group

Technical Coordination Committee chaired by the CEOs of the entities with technical working teams and defined KPIs

3|Strategic Enablers

Enhancing Partnerships

Partnership with Export Credit Agencies
(insurance, reinsurance, co-insurance)

Partnership with Multilateral, Regional and
National DFIs in MCs and Non-MCs
(mobilizing

Partnership within MCs national bodies
(Central Banks, Investment Promotion
Agencies,)

Enhancing Innovation

Product development (Unfair calling of
Bonds, etc.)

Islamic Finance (Sukuk Insurance,
supporting Islamic banks in MCs)

Innovative and flexible risk mitigation
solutions

3|Strategic Enablers

Business Development Strategy is full embedded within the Corporate Strategy

Business Development contributes contribute to all the strategic pillars

Business Development leads the strategic enablers

Business Development works in tandem and full synergy with Underwriting, Reinsurance and Legal Affairs to achieve the Corporate targets

THANK YOU



<https://iciiec.isdb.org>