



**INTERNATIONAL
ASSET BANK**

**7TH EUROPEAN CONGRESS OF CEEC DEVELOPMENT AGENCIES
European Integration, Regional Policy and Economic Growth**

*Investing in Region's Potential to Promote the Competitiveness of Regional
Economies and SMEs*

Sofia, 28 September 2007

**SMEs' FINANCIAL AND INVESTMENT OPPORTUNITIES, offered
by INTERNATIONAL ASSET BANK, BULGARIA
Elen Georgiev, Chief executive officer (CEO)
International Asset Bank**



Management strategic goal

Our ultimate goal is to be a universal bank, dynamic and responsive to market changes. The Bank aspires to become a systemic financial integrator that links the interest of producers, merchants and consumers into one entirety by offering each customer the financial products tailored to one's specific needs. By implementing such program, the Bank will attain its strategic goal of becoming one of the trustworthy Bulgarian banks.



International Asset Bank Highlights

- Universal bank with more than 18 years of experience in investment projects financing, fully licensed for domestic and international operations;
- As of 31st of August 2007 total assets of the Bank are BGN 472,500 thousand, shareholders' funds– BGN 61,168 thousand;
- An extensive network of over 450 correspondent banks worldwide;
- 17 NOSTRO accounts in 8 hard currencies maintained with prime European and American banks;
- Very good balanced and distributed branch network covering all administrative and regional centers of Bulgaria. Consists of 32 branches, 19 filials и 20 offices.



INTERNATIONAL RATING

The International Rating Agency Moody's Investor Service **improved** the ratings of International Asset Bank from B2+/NP for long- and short-term foreign currency bank deposits respectively, and E+ (stable outlook) for Bank Financial Strength to **B1/NP (positive outlook) for long- and short-term foreign currency bank deposits, B1/NP for long- and short-term domestic currency bank deposits and E+ (positive outlook) for Bank Financial Strength.**

Customers

- Bank customers:
 - More than 90% of the bank customers are Small and medium sized enterprises from different sectors the economy – machine building, electrical engineering, food processing, wine production, wood processing, agriculture, construction, tourism and trade.
- International Asset Bank is a strategic partner of the municipalities administrations in the implementation of infrastructure projects with huge social significance.
- The Bank is financing the investment programmes of its corporate customers, operating in the field of trade with oil products, insurance and pension assurance.

We know that:

- SMEs are relatively unprepared to fulfill European requirements about:
 - production quality and safety
 - internal production organization
 - implementation of new technologies
 - environment protection
 - safe working environment conditions.
- Small part of the Bulgarian SMEs are covering the European standards and requirements.
- Most of the SMEs find the main obstacle to fulfill the requirements to be the lack of financial resources and information.

Financial services and products

International Asset Bank is specialized in corporate customer care service and offers a wide range of services properly fitting to the clients needs.

- Working capital loans
- Investments loans
- Credit facilities for pre-export and export financing.
- Special financing schemes for import of machines and equipment, manufactured in EU, under mutual agreements with Europeanian banks.

SMEs financial services and products

- Project financing and project management
- Arrangement of bonds issue, managing and bonds placement
- Issuing of different kind of bank guarantees and avals
- All kind of payments
- Different and attractive deposit products

We know that:

- SMEs are not enough informed about the European Structural funds opportunities.
- The economy sectors that are mostly prepared to apply for financial support from the structural funds are the processing industry, trading, construction, transport, power-energy production, thermo-power production, fluid oils and water
- In the next three years companies will rely for the implementation of their investment projects on bank loans and own funds

That's why:

- To support our clients and to assist them in the process of EU project co financing, International Asset Bank has structured a specialized division "European project financing" and programme "European project financing"
 - The programme combines consultations and project financing for SMEs under all EU operational programmes.



“European project financing”

AIMS AND TASKS

- International Asset Bank to become a reliable partner of the SMEs in the utilization of the Structural funds, extended to Bulgaria for the programme period 2007 – 2013
- To fulfill the customers needs offering them specific services and products, fitting to their requirements in the utilization of the Structural funds

INTERNATIONAL ASSET BANK support for SMEs in the utilization of the EU funds

- Extending bridge financing
- Financing of the client's self participation
- Grace period and repayment of the loans, consistent with the grant payments
- Issuing of bank guarantees, necessary for the projects implementation
- Issuing of loan certificate for financing of a project, applying under the Operational programmes and etc.

- **On 6th of July, 2007** was concluded an agreement between the Ministry of agriculture and food supply, 23 Bulgarian banks to take part in the process of implementation of Schemes for compensating payments for agricultural producers
- Regarding that, International Asset Bank create:

...” Mine eurogrant” loan

- The specialized product of International Asset Bank “**Mine eurogrant**” is created for agricultural producers, who are eligible for EU grants, if they maintain the land in good ecological and agricultural condition.
- Loan up to 100% of the approved EU grant
- Aim – buying of seeds, planting material, fertilizers and etc.;
- Repayment period – up to the repayment of the approved grant DF “Zemedelie” – Payment Agency, but not later than 30th of December of the year;

Good financial product is a reflection of the good prepared investment project

- On 20/07/2007 was undersigned a Framework agreement for collaboration between International Asset Bank and BARDA
- BARDA is the International Asset Bank strategic partner in consulting and elaborating of the Bank's clients /SMEs and municipalities/ projects
- That collaboration has a big significance for us, having in mind BARDA's enormous experience in EU projects elaboration, work with SF in other countries EU members, the effective territorial structure, strong presence in all ministries and operative programmes working groups, the excellent contacts with local authorities.

INTERNATIONAL ASSET BANK



● 32 клона
○ 19 филиала
○ 19 офиса
Общо: 70 структурни звена в 58 населени места

- Thank you for the attention!

Elen Georgiev,

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