



The Black Sea Trade and Development Bank

Activities of BSTDB in General Industries, Transport and Tourism Sector



What is General Industries (GI)?

All eligible sectors of economic activities except for:

- Operations involving Financial Institutions
- Financing of companies and projects related to the energy, telecommunications and municipal infrastructure sectors.

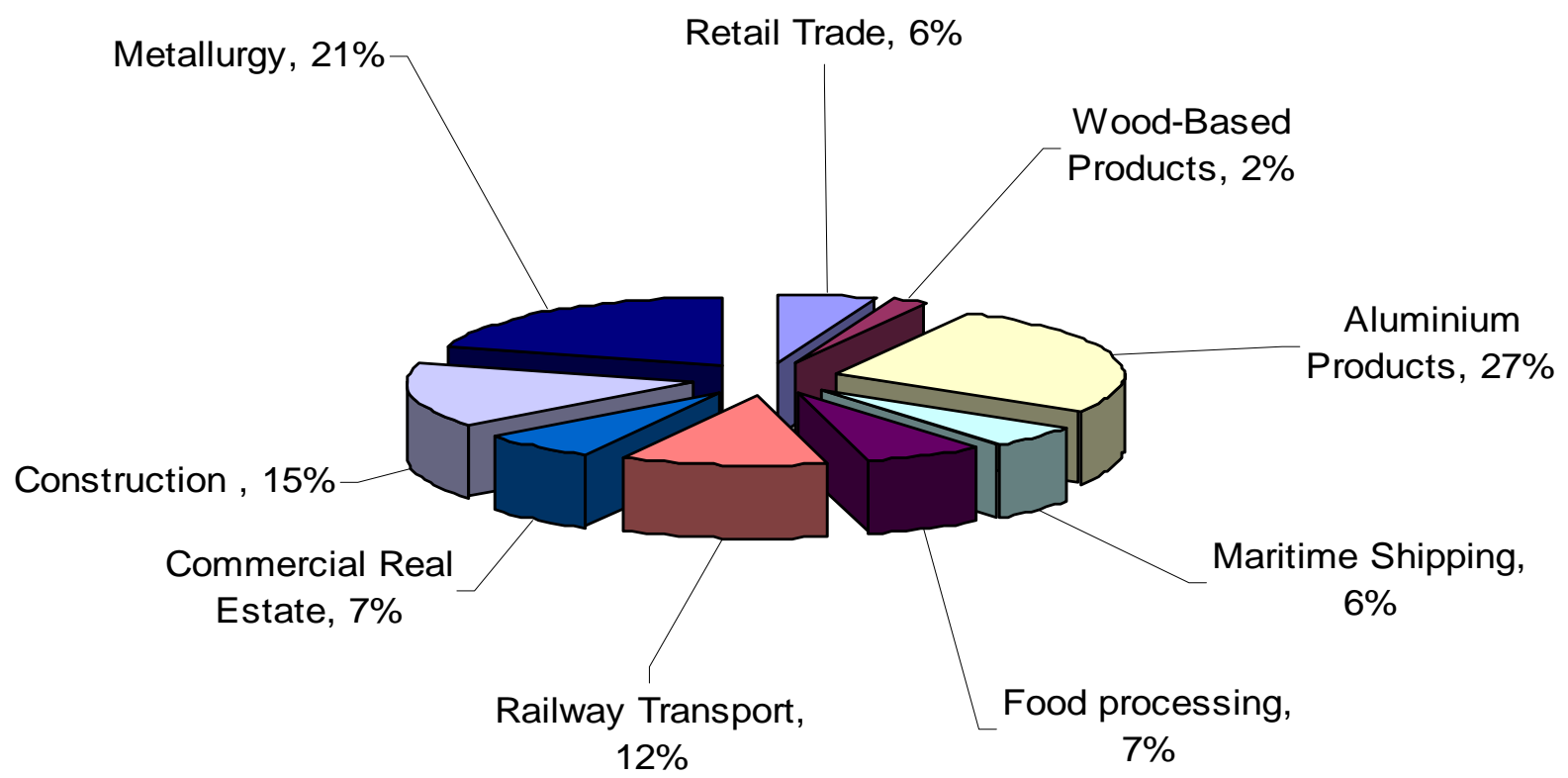


Organization of GI Activities in BSTDB

- **Two Banking Department Teams responsible for General Industries**
- **Responsibilities are assigned according to geographical criteria:**
 - ❖ **General Industries Team I handles operations in Armenia, Greece, Moldova, Russia and Ukraine.**
 - ❖ **General Industries Team II- Azerbaijan, Albania, Bulgaria, Georgia, Romania and Turkey.**

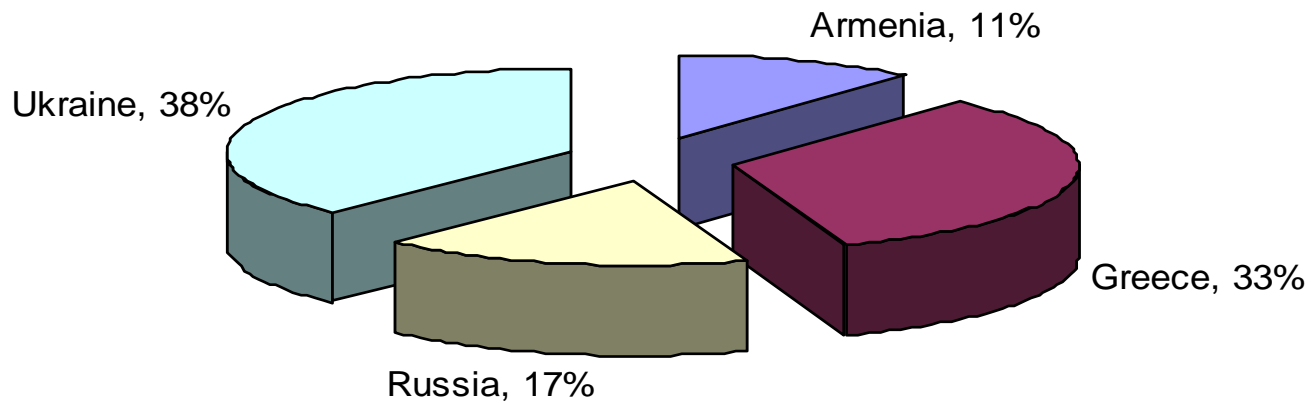


GI Team I Portfolio-Industry Focus





GI Team I Portfolio- Geographical Focus





Who are our potential Clients?

Private or public companies that:

- **Operate in BSTDB's member states or in the Black Sea Region (Shipping companies);**
- **Are not involved in activities included in BSTDB's "black list";**
- **Implement CAPEX programs related to modernization of existing facilities ("Corporate Finance Operations");**
- **Implement greenfield investment projects ("Project Finance Operations");**
- **Require mid-term or long-term financing**



Basic Credit Policy Rules

- **Maximum amount of financing to an individual Client (SOL)- EURO 38 million;**
- **Minimum amount of financing to an individual Client- EURO 5 million;**



Basic Credit Policy Rules

Products:

- Secured loans with an average maturity from 5 to 7 years;
- Equity investments: maximum amount per an investee company of EURO 15 million, maximum interest in the investee – 33%;
- Combination of the above not exceeding in total the SOL.



Special Limits

- **Project Finance Operations: BSTDB's financing is limited to 35% of Total Project Costs;**
- **Corporate Finance Operation: no special limits but within the SOL.**



How to Approach GI Teams?

Provide the following documents:

- **Business Plan of the corporate development or a greenfield project;**
- **IFRS audited financial statements of the Corporate Borrower or Project Sponsors.**



BSTDB Operation Approval Cycle

- Eligibility Review;
- Concept Clearance (1st Credit Committee Approval);
- Final Review (2nd Credit Committee Approval);
- Board Approval;
- Preparation of loan documentation, signing;
- Disbursement of the Loan.



How we will process your proposal?

- **Creditworthiness analysis of the Borrower, in case of Corporate Finance transactions, and the Sponsors, in case of Project Finance Operations;**
- **Review and due diligence of the Business Plan;**
- **Due diligence on the legal aspects of the proposed financing;**
- **Due diligence on the environmental aspects of the proposed transaction;**
- **Due diligence on procurement issues, particularly in respect of public sector deals.**



How long does it take to raise funds from GI Teams?

Appraisal and approval of a financing on average take from 3 to 6 months. Its duration largely depends on availability of relevant documentation:

- IFRS audit history;
- Business plan;
- Market studies;
- Environmental appraisals, etc.



Greek Companies Clients of BSTDB.

- Avin International Corporation S.A.
- M.J. Maillis S.A. Packing Systems
- Yioula Glassworks S.A.
- Alumil Milonas S.A.
- Neochimiki L.V. Lavrentiadis S.A.
- Shelman Swiss-Hellenic Wood Products Manufacturers S.A.
- Terna S.A.
- Hygeia S.A.



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