

# Presentation



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# Corporate Commercial Bank

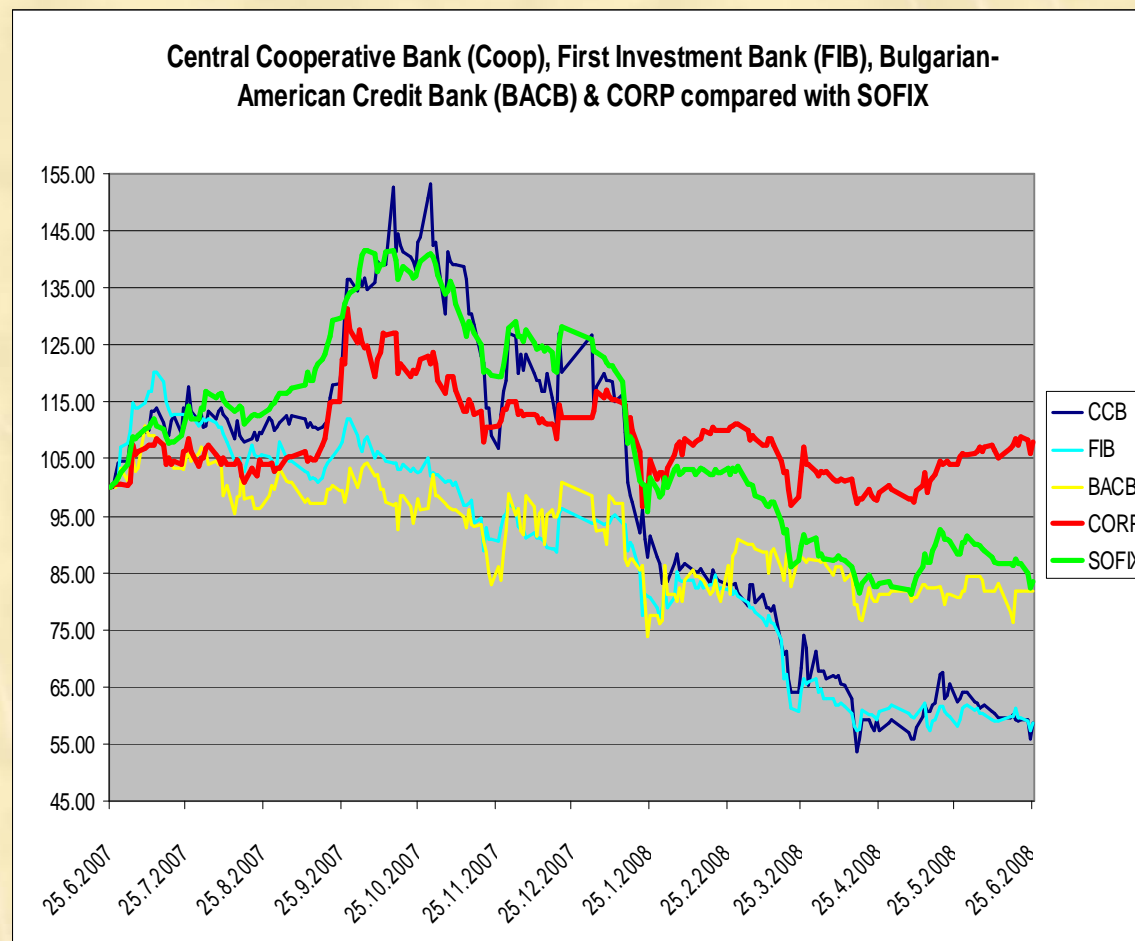
## Agenda

- 1 Introduction
- 2 Key Financial Figures
- 3 Outlook 2008 - 2010
- 4 Summary

# Introduction

## Corporate Commercial Bank (6C9 / CORP)

- n Market Cap 423 300 000
- n Free float 20.511%
- n P/E 11.90
- n P/B 2.04
- n Beta/Adj. Beta 0.64 / 0.76
- n Total Shares Outstanding 6 000 000

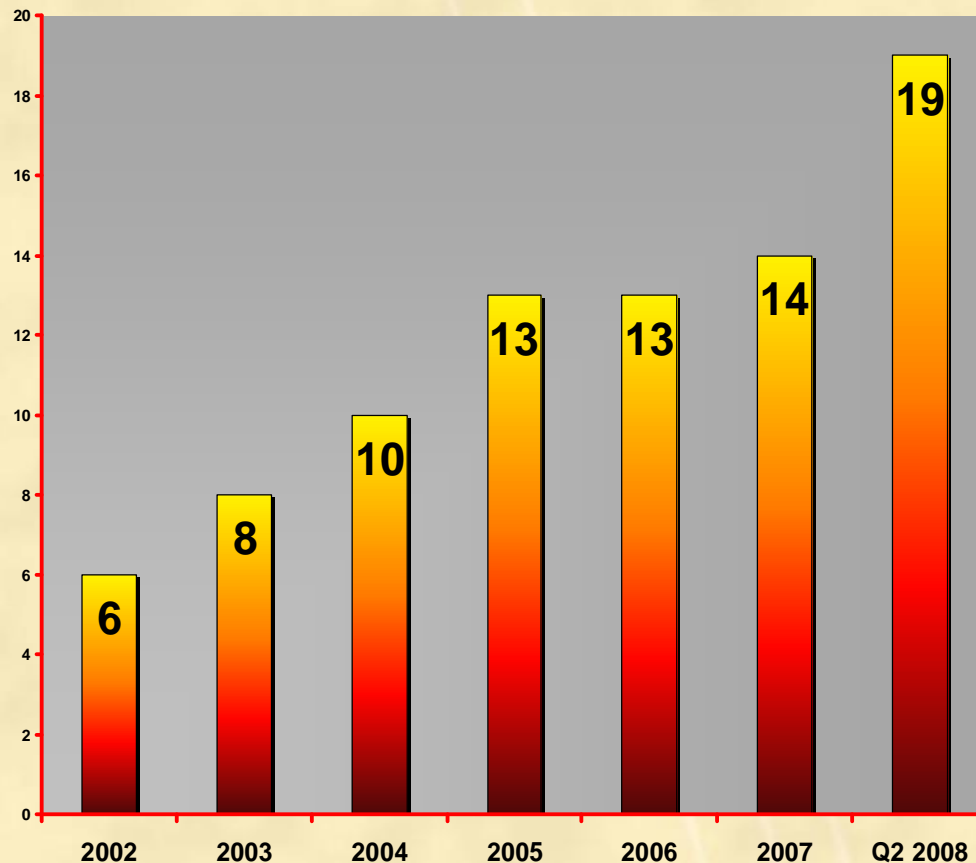


# Network to Reach 22 Outlets as of YE 2008



# Branch Network Expansion Continues in 2008

Number of Branches



- 8 new branches to start operations in 2008 (5 of them already operative as of Q2'08) alongside enlargements and renovations
- Efficient branching-out planned with projected break-even reasonable limits
- Average norms of break-even periods of the newly opened branches:
  - **JUST OVER TWO YEARS**

# Corporate Commercial Bank

1 Introduction

● **KEY FINANCIAL FIGURES**

3 Outlook 2008 - 2010

4 Summary

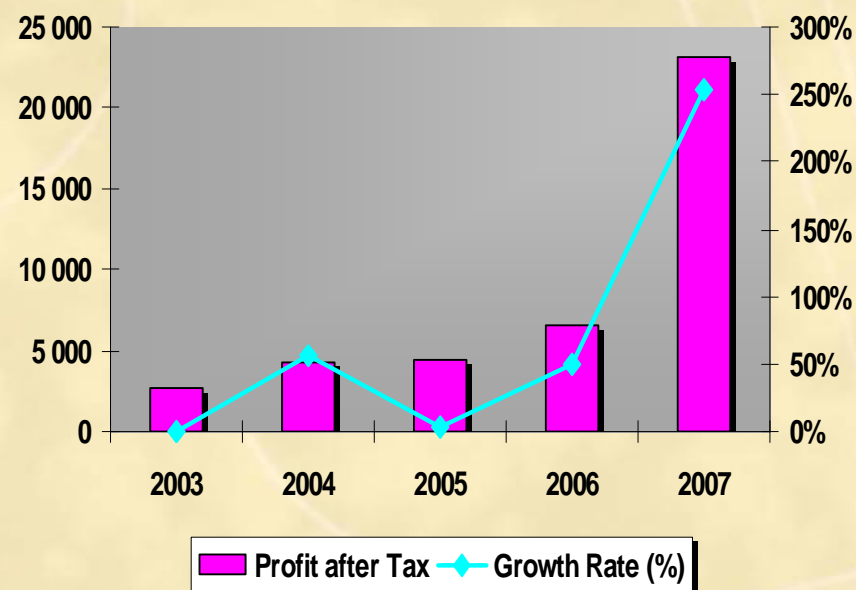


# Key Financial Figures

*Income statement under International Financial Reporting Standards, BGN '000*

INCOME STATEMENT	2007	2006	2005	2004	2003
Interest income	81 076	43 830	27 137	21 744	13 859
Interest expense	- 43 571	- 26 906	- 13 005	- 7 949	- 5 089
<b>Net interest income</b>	<b>37 505</b>	<b>16 924</b>	<b>14 132</b>	<b>13 795</b>	<b>8 770</b>
Net fee and commission income	5 839	6 855	5 008	3 972	1 427
Net trading income	7 525	5 437	3 964	1 436	2 713
Other operating income	1 626	1 722	550	350	1 876
Total income from banking operations	52 495	30 938	23 654	19 553	14 786
Operating expenses	- 24 446	- 22 135	- 17 790	- 13 612	- 11 149
Impairment losses	- 2 259	- 1 066	- 653	- 677	- 498
<b>Profit before tax</b>	<b>25 790</b>	<b>7 737</b>	<b>5 211</b>	<b>5 264</b>	<b>3 139</b>
Tax	- 2 642	- 1 193	- 834	- 1 041	- 423
<b>PROFIT AFTER TAX</b>	<b>23 148</b>	<b>6 544</b>	<b>4 377</b>	<b>4 223</b>	<b>2 716</b>

## Strong Profitability Dynamics

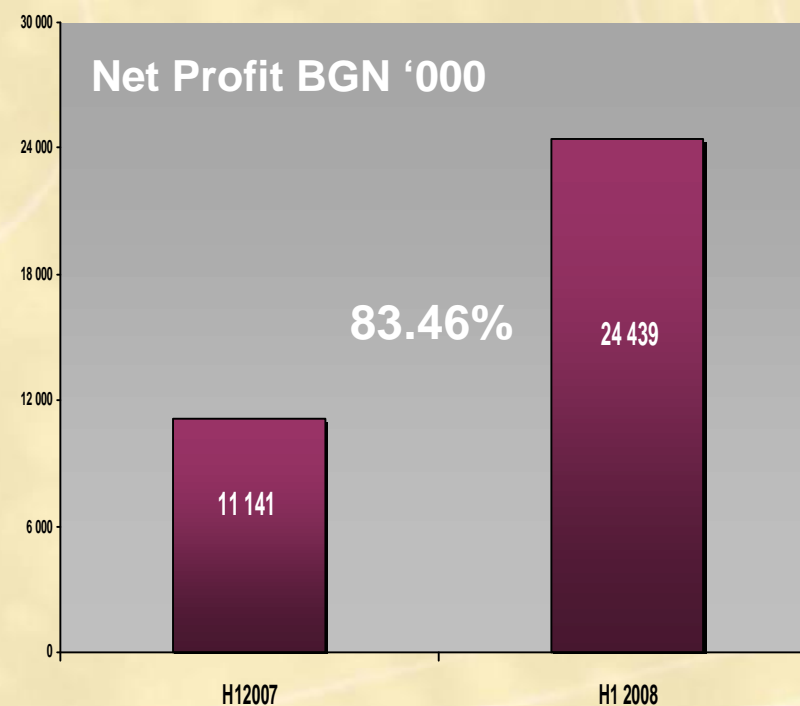


**1 EUR = 1.95583 BGN**

# Key Financial Figures

*Income statement under International Financial Reporting Standards, BGN '000*

INCOME STATEMENT	H1 2008	H1 2007
Interest income	51 839	34 868
Interest expense	- 29 996	- 19 530
<b>Net interest income</b>	<b>21 843</b>	<b>15 338</b>
Net fee and commission income	3 460	2 637
Net trading income	8 348	3 698
Other operating income	3 782	1 024
Total income from banking operations	37 433	22 697
Operating expenses	- 15 017	- 11 076
Impairment losses	298	758
<b>Profit before tax</b>	<b>22 714</b>	<b>12 379</b>
Tax	- 2 275	- 1 238
<b>PROFIT AFTER TAX</b>	<b>20 439</b>	<b>11 141</b>



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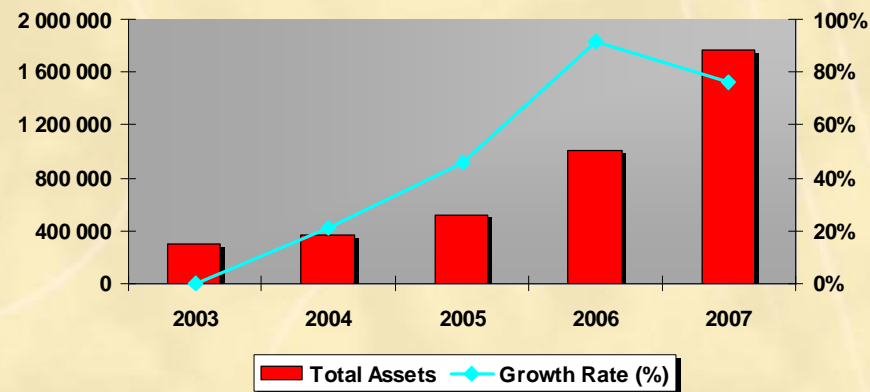


# Key Financial Figures

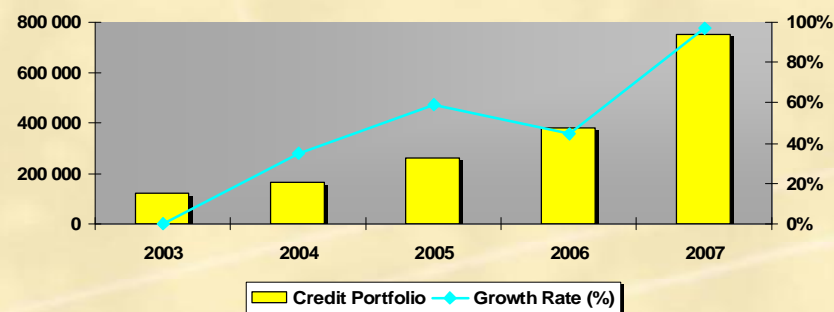
## Balance Sheet under International Financial Reporting Standards, Assets, BGN '000

BALANCE SHEET - ASSETS	2007	2006	2005	2004	2003
Cash and cash equivalents	797 390	547 299	210 127	158 288	97 993
Financial assets held for trading	39 875	28 878	28 709	24 438	51 663
Investments	96 063	22 160	2 991	837	1 107
Due from banks and NBFIs	48 830	3 394	1 547	0	15 739
Customer loans	749 839	380 100	262 397	164 979	122 428
Property, plant, equipment	37 393	22 871	16 947	10 008	7 121
Intangible assets	381	422	458	435	453
Other assets	1 535	442	689	537	224
<b>TOTAL ASSETS</b>	<b>1 771 306</b>	<b>1 005 566</b>	<b>523 865</b>	<b>359 522</b>	<b>296 728</b>

### Dynamic Growth of Total Assets



### Credit Portfolio Growth in line with BNB Restrictions

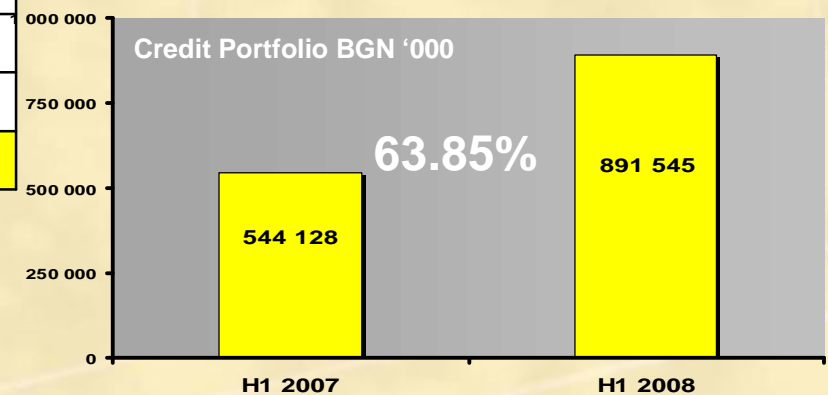
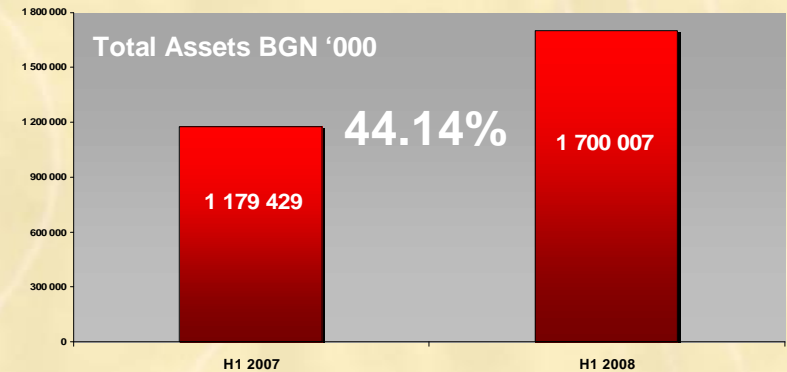


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# Key Financial Figures

*Balance Sheet under International Financial Reporting Standards, Assets, BGN '000*

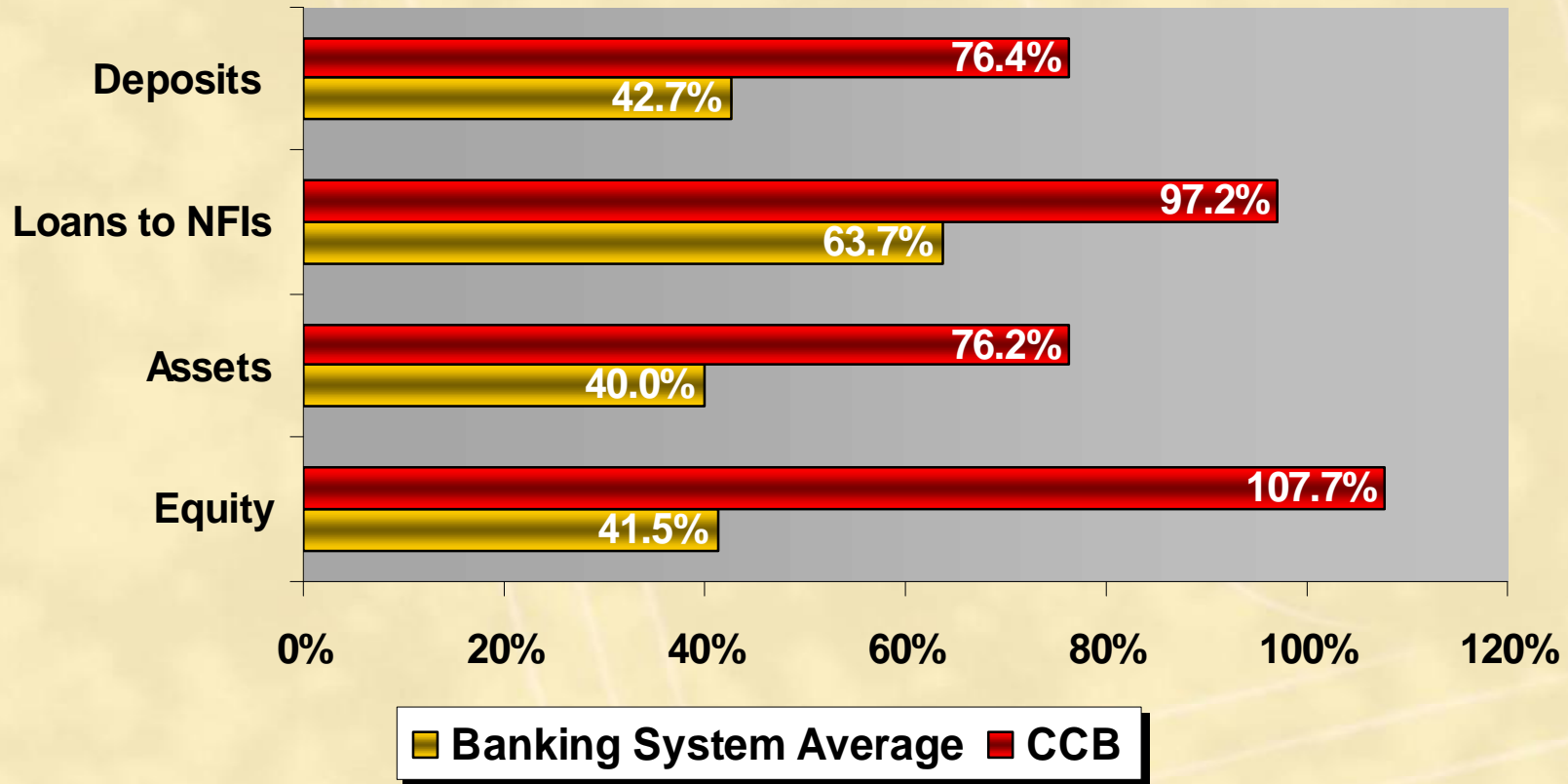
BALANCE SHEET			
ASSETS	H1 2008	YE 2007	H1 2007
Cash and cash equivalents	609 518	797 390	508 372
Financial assets held for trading	38 258	39 875	35 031
Investments	* 85 703	96 063	41 165
Due from banks and NBFIs	29 530	48 830	19 256
Customer loans	891 545	749 839	544 128
Property, plant, equipment	38 981	37 393	27 455
Intangible assets	538	381	364
Other assets	5 934	1 535	3 654
<b>TOTAL ASSETS</b>	<b>1 700 007</b>	<b>1 771 306</b>	<b>1 179 425</b>



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# Growth above Banking System Average

## Balance Sheet Aggregates Growth 2007



# Corporate Commercial Bank

1 Introduction

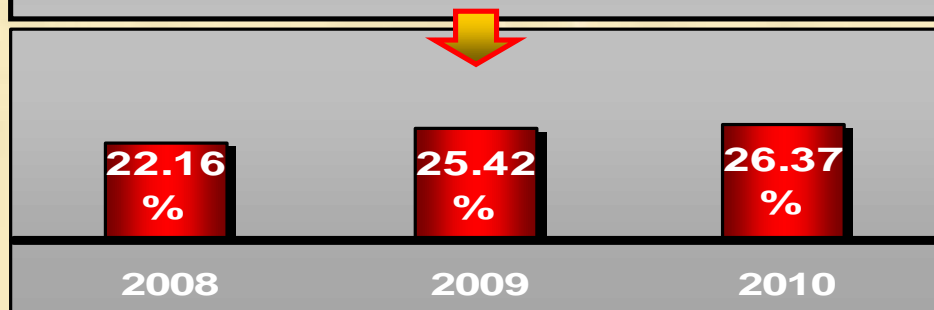
2 Key Financial Figures

● **OUTLOOK 2008 - 2010**

4 Summary

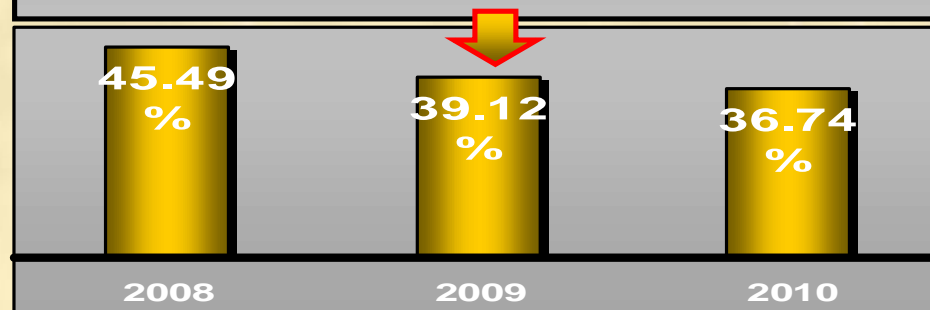
# Ratios - OUTLOOK 2008 - 2010

## ROE (after tax)

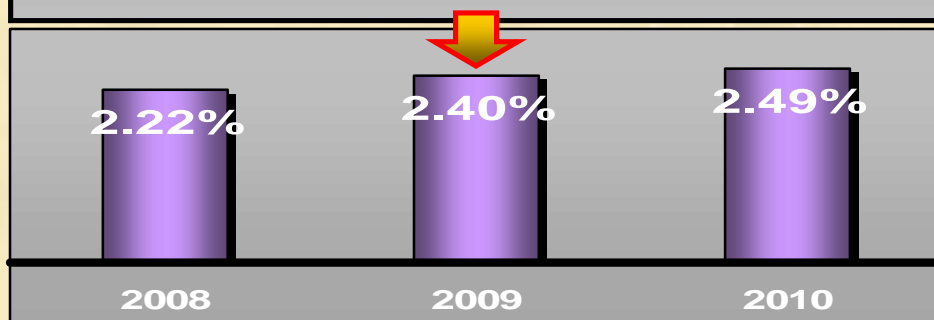


## EFFICIENCY RATIO

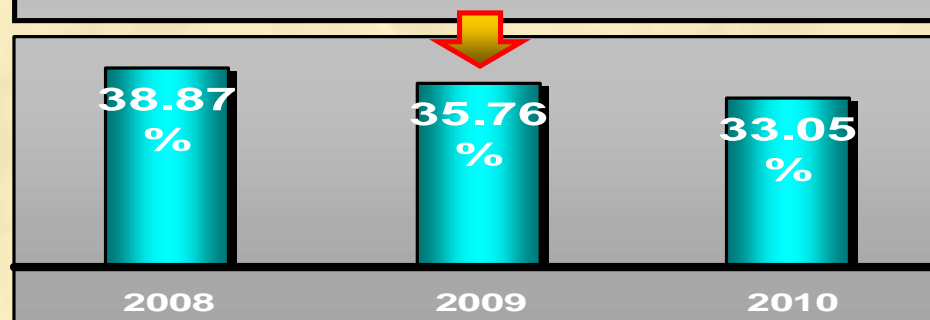
(Non-interest expenses / Net interest income + Non-interest income)



## ROA (after tax)

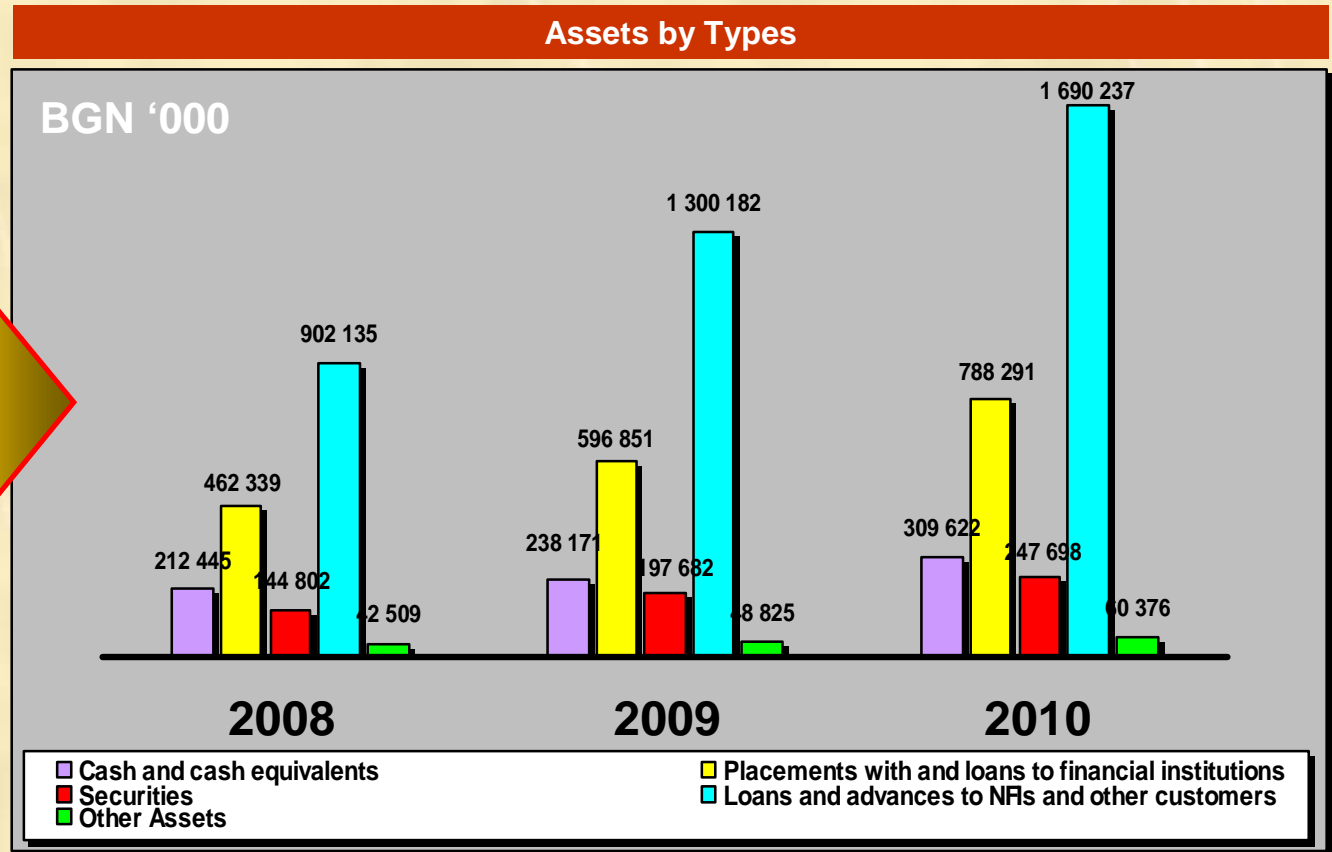
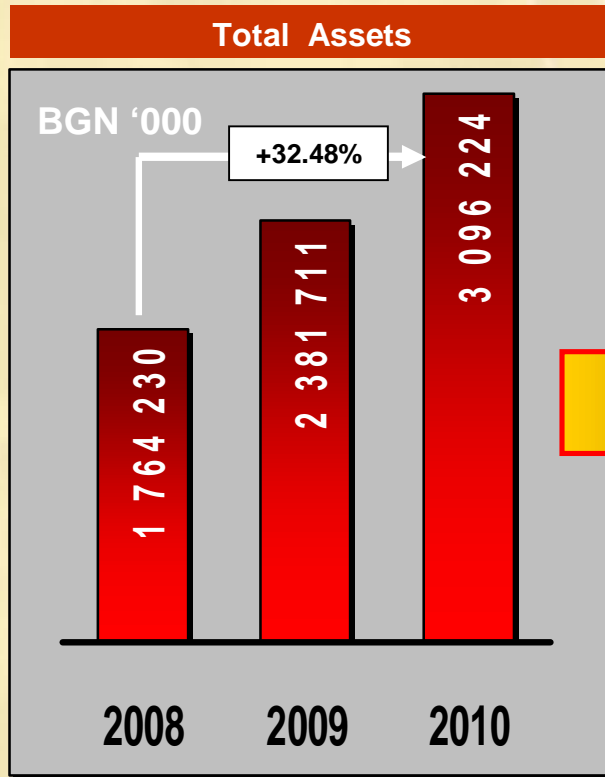


## COST-INCOME RATIO



# Balance Sheet - OUTLOOK 2008- 2010 (Average Values)

NFIs Loan Portfolio to Reach 55% of Total Assets in 2010 Comparing to 41% in 2007



**Projected growth of customer loans in line with business development strategies of the major customer segments**



# Corporate Commercial Bank

- 1 Introduction
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- **SUMMARY**

# Corporate Commercial Bank - Summary

## LEADERSHIP

- Strong corporate identity and well known brand in the field
- Clear focus on providing high-quality, non-standardised, tailor-made solutions to its customers
- Within the six most actively traded and highly capitalized companies on BSE

## GROWTH

- One of the most dynamically developing banks in the Bulgarian banking market
- Steady growth of assets, expected to double by the end of 2010 compared to YE2007
- Pace of growth of earning assets should outstrip general pace of growth until the bank reaches optimum values of NFI loans to total assets of 55% and NFI loans to NFI deposits of 65%

## BUSINESS STRATEGY

- Specialization in particular sectors and services (corporate and high-income individuals)
- Intensive development rather than extensive at any cost
- Determined to take advantage of existing strong demand for financial services by strengthening positions in selected market segments (focus on energy sector and infrastructure construction, which are already traditional for the Bank)

# Corporate Commercial Bank

**Thank you!**