

February 2008



# BANK CENTER-INVEST

US \$ 145,000,000

Syndicated Loan facility

Mandated Lead Arrangers:



COMMERZBANK 

Lenders:



Indover bank



Internationale Handelsbank  
Aktiengesellschaft



VTB



WACHOVIA



LB BW



HYPOGROUP  
ALPE ADRIA



CHINA EXIM BANK  
THE EXPORT-IMPORT BANK OF CHINA



Bank SinoPac



臺灣土地銀行  
LAND BANK OF TAIWAN



HUA NAN COMMERCIAL BANK



SHS NORDBANK



Commercial  
Bank of India

First Gulf Bank



ABN-AMRO Bank



OCBC Bank



UniCredit Bank



Rabobank

Banque BIA

Sustainable partner in the South of Russia 2008

# Sustainability in the South of Russia

**Banking crisis is not a crisis of subprime. Not a crisis of liquidity. Crisis in banking sphere is always associated with a crisis of confidence.**

But even the deepest crisis can not spread overwhelmingly; any crisis sooner or later is followed by a new growth cycle, the exit from the recession lies in moving in opposite direction. These simple principles were backed by the best practice experience of 1998 in the South of Russia. Free spirit of Cossack descent, optimism of the southerners and their temper taught us not only to be strong facing difficulties but also to learn from any hardships and consider a crisis as a good opportunity for a big step forward.

Following these principles the Bank Center-invest already in September 2007 has turned to the tactic of aggressive marketing explaining to the Bank's clients that in the conditions of global crisis they can and should, with the assistance of the Bank Center-invest, turn the challenges into opportunities and take the lead in their niche market. Adherence to this principle brought sound results: already by the end of 2007 the Bank Center-invest has reached the targets that were planned for the mid-year 2008.

The Bank also had to have many presentations and conference call discussions with its partner banks. Demonstration of a good dynamics of financial performance, transparent shareholders structure, among which are international financial institutions such as EBRD and DEG, is a good proof of the Bank's sound financial standing. Since 1997 the Bank Center-invest has been audited in accordance with IFRS. It was assigned an independent rating by Moody's and RusRating, was one of the first banks in Russia to introduce Code of Corporate Governance, risk management system in compliance with Basel II principles, modern system of internal auditing and compliance. Carefully elaborated strategy of the Bank's development up to 2011 "South of Russia +" and Bank's business plans reflect clear targets which are balanced in terms of resources, timing and execution. The Bank successfully realizes its mission "to offer the widest range of services to individuals and corporate clients of the South of Russia in accordance with international standards requirements on the basis of modern banking technologies" expanding its branch network (120 offices in Rostov region, Volgograd region, Krasnodar region and Stavropol region). improving its product range (retail, small business, agribusiness, energy efficiency projects), implementing new technologies (cash and settlements, unified standards

and quality of services, payment cards), developing operation system (implementation of SAP for banking, products standardization, commissioning of the regional processing center).

Confidence of the partners was supported by the fact that the growth rate of economy in the South of Russia is higher than the average in Russia, and the fact that Sochi will be the host for winter Olympic Games in 2014 gives new impulse to increase investment appeal of the South of Russia. As against the virtual subprime crisis. the South of Russia's experience says: the exit from the crisis lies in the development of the real business.

On February 7 the first international syndicated loan amounting to USD 45 mio organized by EBRD in July 2006 was successfully extended and on February 19 the Bank Center-invest extended the loan arranged by Standard Bank PLC (London) and Commerzbank AG (Frankfurt).

As a result of high demand generated by the banks participants, the amount of loan reached USD 145 mio which is almost twice higher than the original amount. 37 banks from Europe, Asia, Africa and America participated in this loan.

We are glad that our reliable partners welcomed the idea of cooperation with the Bank Center-invest in the South of Russia. During a few discussions of the program of sustainable development of the South of Russia our colleagues in the other banks proved to be very professional, showed their involvement and readiness to look for the ways to overcome crisis in the global markets. Therefore, they deserve the highest award "Contribution to the Sustainable development of the South of Russia 2008"

### South of Russia. % of RF

	2005	2007	
<b>Population</b>	15.9	16.1	(+0.2)
<b>Industrial production</b>	5.1	7.1	(+2.0)
<b>Agricultural output</b>	22.7	22.2	(-0.5)
<b>Retail trade turnover</b>	11.1	12.2	(+1.1)
<b>Investment capital</b>	8.7	9.1	(+0.4)
<b>Money incomes of population</b>	10.5	11.5	(+1.0)

Dr. Vasily Vysokov Prof. PhD  
 President, Chairman of the Supervisory Board  
 Bank Center-invest

February 2008



# BANK CENTER-INVEST

**US \$ 30,000,000**  
Syndicated Loan facility Extension

**Mandated Lead Arranger:**



**European Bank**  
for Reconstruction and Development

**Lenders:**



*Anglo-Romanian Bank*

**National City**



UNITED MIZRAHI BANK LTD.



**WGZ BANK**  
Die Initiativbank

**COMMERZBANK**



**Raiffeisen  
Landesbank**  
Ober österreich



State Bank  
of India



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