



# **БАНК ЦЕНТРОКРЕДИТ**

## **ABOUT THE BANK**

“CentroCredit” Joint Stock Commercial Bank was established in 1989.

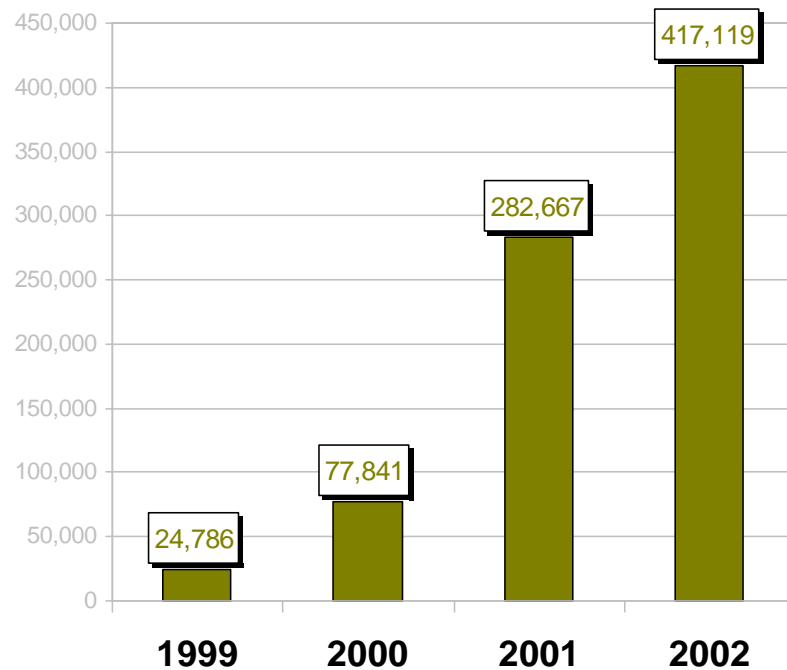
“CentroCredit” Bank has been providing bank operations since 1991 in accordance with the General license № 121 issued by the Central Bank of Russia.

Currently “CentroCredit” Bank is actively developing as a universal investment-oriented bank. The Bank’s activity is focused on the expansion of services spectrum and on the creation of a modern infrastructure which is indispensable for successful business.

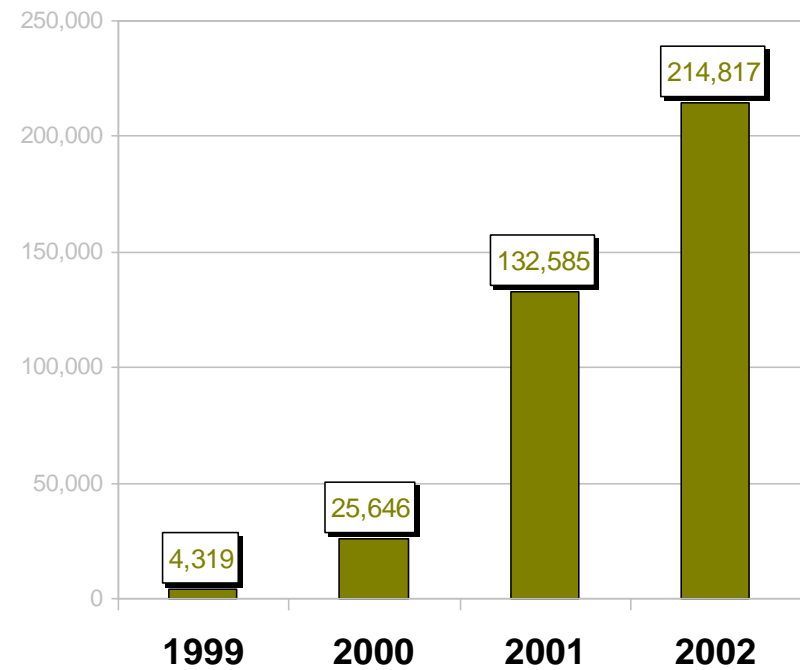
“CentroCredit” Bank has been releasing its’ balance according to the Russian and International standards since 1999. The auditor of the Bank is the KPMG company - member of the «big five» world’s biggest and most authoritative audit companies.

## PERFORMANCE OF THE BANK

### ASSETS EUR'000

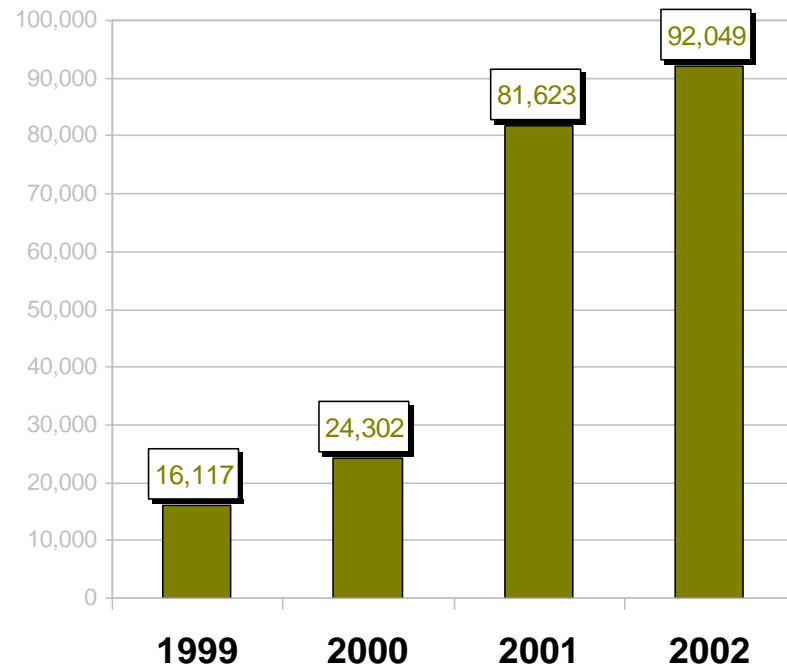


### INTERBANK CREDITS EUR'000



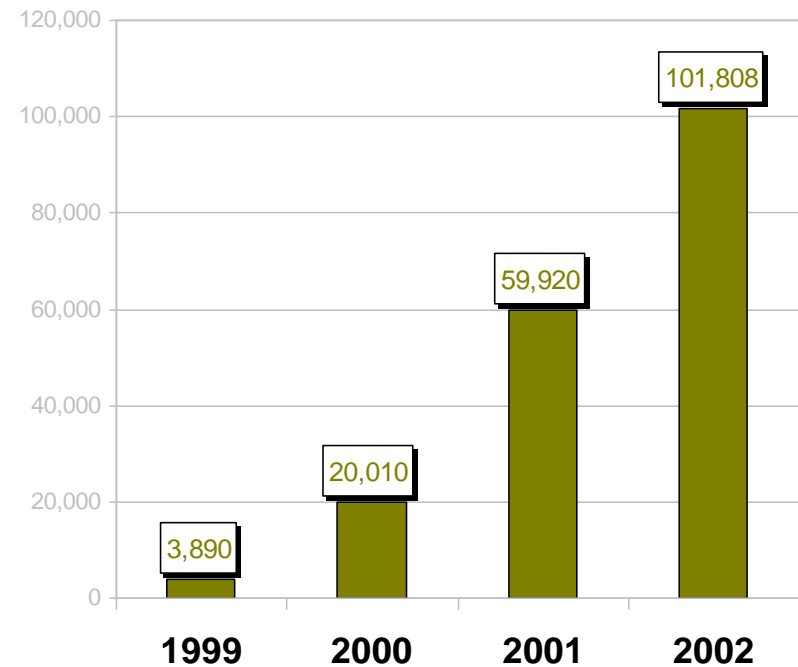
## RETURN ON DEPOSITS AND BILLS

EUR'000

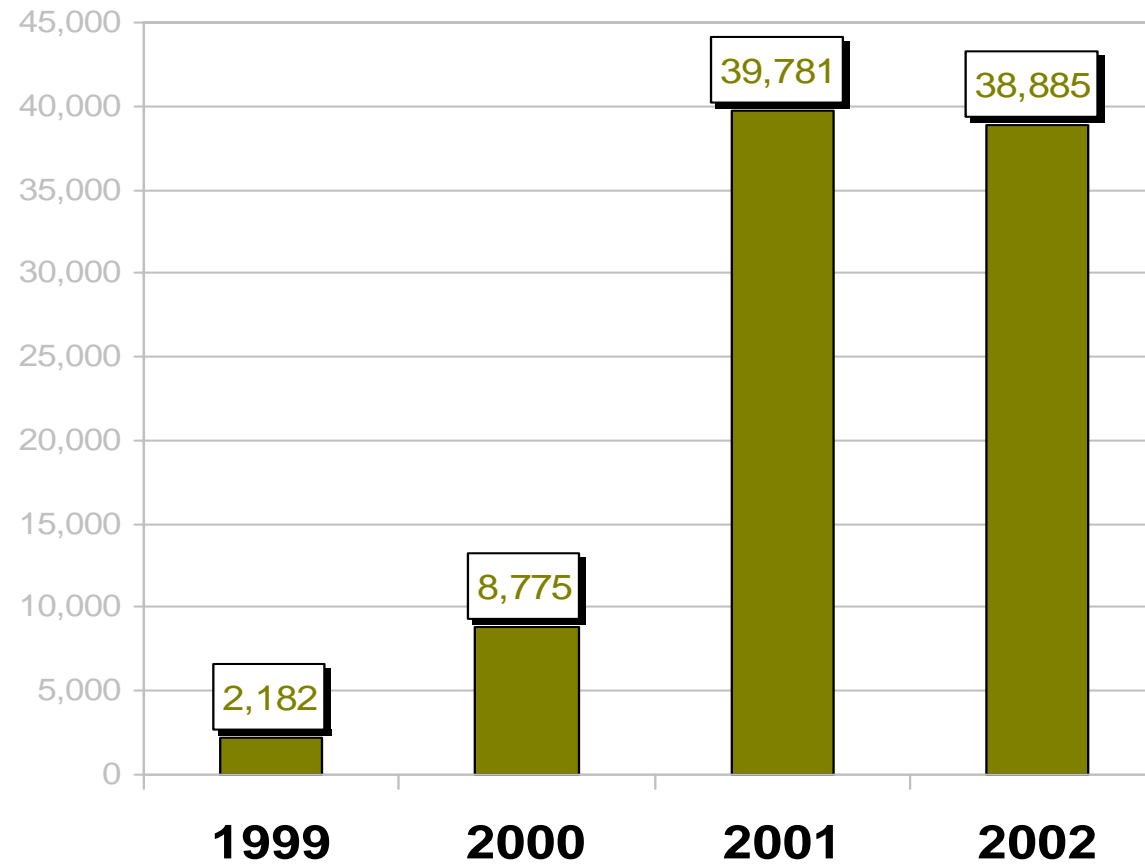


## SHAREHOLDERS PROFIT

EUR'000



## **NET PROFIT** EUR'000



## PERFOMANCE OF THE BANK ON 01.06.2003

<b>NUMBER OF CLIENTS</b>	<b>3,169</b>	<b>+29%</b>	<b>compared with 2002</b>
<b>ASSETS (EUR'000)</b>	<b>620,961</b>	<b>+55%</b>	<b>compared with 2002</b>
<b>NET PROFIT (EUR'000)</b>	<b>15,533</b>	<b>40%</b>	<b>compared with 2002</b>

## PERFOMANCE OF THE BANK ON 01.01.2003

<b>NET PROFIT/SHAREHOLDERS PROFIT</b>	<b>0.38</b>
<b>NET PROFIT/ASSETS</b>	<b>0.1</b>
<b>NET PROFIT/NUMBER OF EMPLOYEES</b>	<b>127.91</b>

## **BANK'S INTERMEDIATE-TERM STRATEGY**

Moderate increase of credit portfolio, formation of securities portfolio, expansion of provided services spectrum.

The main aim of the “CentroCredit” Bank in the international business area is the implementation of the Bank’s strategy, development of sound relationships with foreign creditors and potential investors, international financial organizations, regulating and supervising bodies of foreign countries’ financial markets.

The main goal of the Bank in this area is the increase of income as a result of the relationships’ improvement with Western creditors and investors, expansion of operations with non-residents, attraction of funding from foreign partners and from the debt capital market.

## **“CentroCredit” Bank’s position in trade and economic relations with Visegrad Group countries**

The countries of the Visegrad Group play a specific role in Russia’s trade and economic relations with foreign states. It is connected with historical, economic and cultural factors such as:

- neighboring geographic location;
- tight cooperation with the Soviet Union’s enterprises and organizations in the second half of the XXth century;
- large number of Eastern European specialists graduated from Soviet high schools and universities;
- introduction of the Soviet-oriented economic models after the Second World War.



The decline in the trade volume in 1990s was mainly caused by the intensive penetration on the Russian market of rival companies from the Western Europe and South-Eastern Asia and by the structural reforms in the countries-members of the Visegrad Group.

Still, there is a considerable number of labels from the countries of the Visegrad Group which are already well known in Russia as well as the newly developed goods, services and technologies with a huge potential on the Russian market.

“CentroCredit” Bank is considering its’ activity in Central and Eastern European countries as one of the Bank’s priorities in the International business field and currently is making certain steps on the way of establishing, improvement and further development of trade and economic relations with banks, companies and enterprises from Hungary, Poland, Czech Republic, Slovakia and other countries of the region.

The encouraging steps on establishing tight relationships with the Hungarian banks started at the end of 2002 successfully resulted in setting guarantee limits for the “CentroCredit” Bank in the Export-Import Bank of Hungary. These limits allow Russian importers to increase the bulk and the range of the purchased goods.

“CentroCredit” Bank successfully launched relations with the Polish counter partners.

The Bank is the Banking section member of the Russian–Polish Inter-Governmental Commission on trade and economic relations. In December 2003 the Bank’s representatives established connections with the employees of the Polish Ministry of Finance, of the Export Credit Insurance Corporation, of the Union of Polish Banks and of a number of Polish commercial banks.

Further negotiations with Polish colleagues will be continued.

The next goal of the Bank's International Business Department is establishing relations and conducting negotiations with colleagues from Czech Republic and Slovakia.

By improving relationships with colleagues from Central and Eastern Europe "CentroCredit" Bank is planning to reorient a considerable number of its' clients towards increasing the bulk of purchases from the states of the region and especially from the countries-members of the Visegrad Group.