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CEC Bank

Bucharest, October 8th, 2015





Financial Instruments – supporting SME development

- **Main benefits of implementing financial instruments :**
 - ✓ Encouraging entrepreneurship by:
 - Easier access to financing for riskier profile SMEs
 - Favorable cost & guarantee conditions
 - ✓ Leverage for allocated resources
 - ✓ More responsible approach, better performance and financial discipline
 - ✓ Supporting competition among banks, cost effectiveness for SMEs
- **2014: PRSL Agreement between CEC Bank and the European Investment Fund, under the programming period 2007-2013**
 - ✓ RON 150 mil., of which half from the EIF





Jeremie Initiative – CEC Bank’s experience

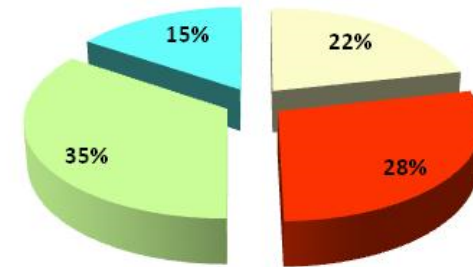
➤ **CEC Bank’s Jeremie portfolio (since September 2014):**

- ✓ More than 100 loans amounting to over RON 50 mil. (of which half from the EIF)

➤ **Examples of projects financed :**

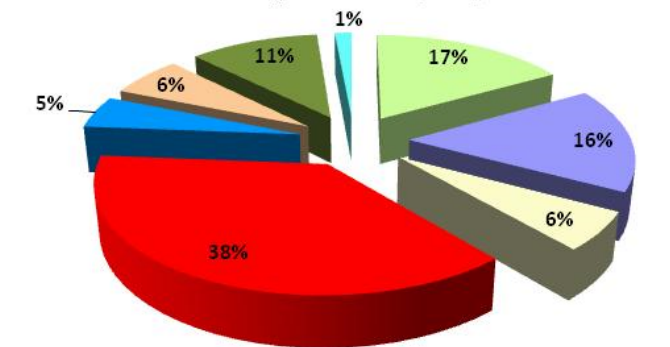
- ✓ Construction / acquisition of industrial facilities
- ✓ Acquisition of production / commercial facilities
- ✓ Extension & modernization of tourist facilities and restaurants
- ✓ Construction of warehouses / silos
- ✓ Acquisition of pharmacy & medical equipment
- ✓ Acquisition of equipment & machinery for various activities

Jeremie portfolio by industry



Construction Trade Industry Services

Jeremie portfolio by region



North West Center North East
 South East South Muntenia Bucharest Ilfov
 South West Oltenia South West





Case study: “ABC” SRL in Tulcea

- **Company active in the field of bread, fresh pastry goods and cakes manufacturing**
- **Applied for 2 facilities under the Jeremie Initiative:**
 - ✓ Investment loan in amount of RON 2.715.000, maturity 120 months
 - ✓ Investment loan in amount of RON 330.000, maturity 120 months
- **Scope: to finance construction of new production & storage facilities and equipment acquisition**
- **Favorable cost & guarantee conditions offered to beneficiary**



Case study: “ABC” SRL in Tulcea

- Investment fully implemented by first half of 2015
- Aimed to diversify production and extend validity period to expand on domestic market and tap the international market (export)
- Investment outcome:
 - ✓ Extended production capacity
 - ✓ Better quality products
 - ✓ Longer validity period



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Case study: “ABC” SRL in Tulcea

➤ New production ...





Case study: “ABC” SRL in Tulcea

- ... and storage facilities



- Grain quality testing equip.



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Case study: “ABC” SRL in Tulcea

➤ New production equipment





Thank you

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