Moody's: Baa2/P-3 **S&P:** BBB+/A-2

International financial institution with supranational status and a mandate to foster economic growth and regional cooperation amongst its Member States in the Black Sea Region

# **Target Borrowers and Projects**

• Public and private companies with operations in one or more of the Member States

Black

Sea Trade &

**Development** 

Bank

- Transaction benefits Member State/s and has developmental impact
- Economically sustainable / financially viable so Bank participation will be profitable and the undertaking will prove sustainable beyond BSTDB's involvement

## **Products and Services**

- · Lending: Short to long-term loans, typically extended in USD or EUR
- Guarantees
- Trade finance: Firms importing from Member States and regional exporters
- Co-financing
- SMEs: Financing through credit lines to local financial intermediaries
- Bank equity / funds: Equity investments, looks to take stake of 5-25%

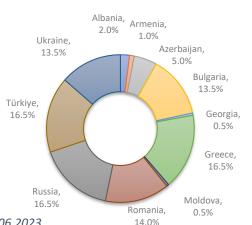
#### **Historical Development** 2500 90.00% **Sectors** 80.00% 2000 70.00% Energy Public utilities 60.00% 1500 · Environ. protection 50.00% Telecoms Financial institutions 40.00% 1000 Manufacturing 30.00% Transport 20.00% Municipal services 500 • SME's and Trade Finance 10.00% 0.00% 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 Outstanding (EUR Millions) —— CAR (%)

#### **Financial Statements Summary** EUR '000s

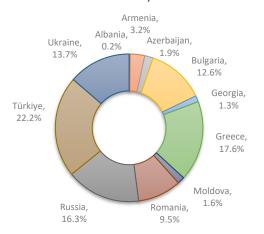
| Year End                         | 2020      | 2021      | 2022      | 1H 2023   |
|----------------------------------|-----------|-----------|-----------|-----------|
| Assets                           | 2,809,019 | 3,235,109 | 2,935,465 | 2,519,303 |
| Liquid Assets                    | 722,289   | 890,671   | 879,129   | 704,147   |
| Loan Portfolio                   | 2,042,921 | 2,344,438 | 2,056,336 | 1,815,156 |
| Liabilities                      | 1,965,311 | 2,349,387 | 2,099,108 | 1,640,334 |
| Borrowings                       | 1,901,714 | 2,274,160 | 1,915,655 | 1,479,169 |
| Other Liabilities                | 63,597    | 75,227    | 183,453   | 161,165   |
| Members Equity                   | 843,708   | 885,722   | 836,357   | 878,969   |
| Interest Income                  | 97,856    | 105,171   | 151,268   | 88,539    |
| Interest Expense                 | -61,048   | -58,492   | -59,021   | -35,925   |
| Net Interest Income              | 44,235    | 60,478    | 96,635    | 44,035    |
| Operating Income                 | 50,170    | 51,004    | 63,772    | 39,165    |
| Income Before Expected CR Losses | 29,387    | 29,600    | 40,383    | 27,122    |
| Income for the Period            | 14,215    | 43,897    | -27,586   | 40,007    |
|                                  |           |           |           |           |

| BSTDB Capital Structure (Eur '000s) |           |  |  |
|-------------------------------------|-----------|--|--|
| Authorised Capital                  | 3,450,000 |  |  |
| Subscribed Share Capital            | 2,288,500 |  |  |
| Paid in Share Capital               | 686,550   |  |  |
| Reserves Member Equity              | 83,397    |  |  |
| Retained Earnings                   | 109,022   |  |  |
| Total Members Equity                | 878,969   |  |  |





### % Outstanding Loan Portfolio by Country



#### **Credit Summary**

- Highly experienced Senior Management Team
- Strong capitalization compared to peers
- High portfolio regional and sector diversification with 9 sectors represented
- 63% of all Stage 3 loans fully provisioned
- Robust liquidity position with no liquidity gaps on the balance sheet even in stressed scenarios
- No significant rate or FX exposures