

DOING BUSINESS WITH THE SMALLEST

USTOI JSC

**APRIL 28, 2014
EIB INSTITUTE, LUXEMBURG**

Key Institutional data

Mission statement

USTOI's mission is to provide small business enterprises in Bulgaria with financing to enable them to implement their projects at a cost-effective way resulting in increase of their income.

Corporate values

Integrity, Responsibility, Consistency, Fairness and Trust

Main principles

Business knowledge, Personal approach and Transparency

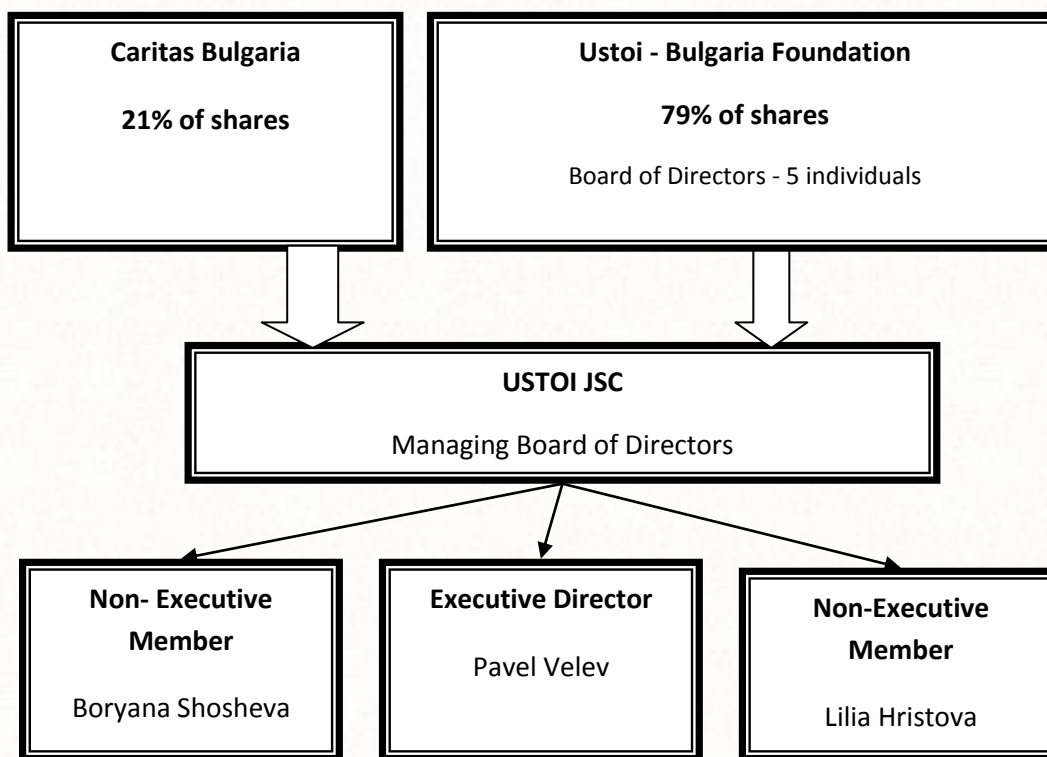
5 Year Strategy

Main goals and objectives

- ▣ **Financial goals** – Establish Ustoi JSC as effective and self-sustained institution;
- ▣ **Institutional goals** – Establish the institution as a lender specialized in the provision of short term financial services to the small business;
- ▣ **Social goals** – Provide access to quality and affordable financial services to disadvantaged micro entrepreneurs

Key Institutional data

Governance and Management Structure



Branch Offices

Key Institutional data

Pleven Branch office



Sofia Branch office

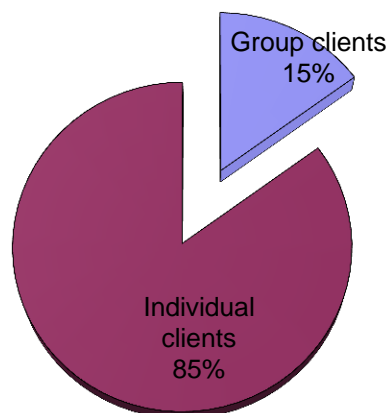


KEY INDICATORS

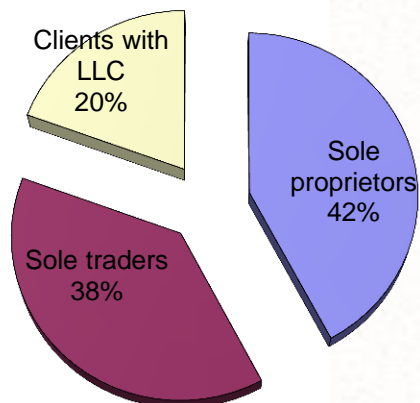
Indicator	2011	2012	2013	2014
Number of loans disbursed	593	659	879	773
<i>Change between periods</i>		11%	33%	-12%
Value of loans disbursed, EUR	981,578	1,301,560	1,624,793	1,595,985
<i>Change between periods</i>		33%	25%	-2%
Number of outstanding loans	582	695	998	989
Value of outstanding loans, EUR	801,077	1,262,072	1,658,618	1,799,323
<i>Change between periods</i>		58%	31%	8.5%
Portfolio at risk over 30 days	1.49%	1.13%	2.67%	1.72%

PORTFOLIO BREAKDOWNS

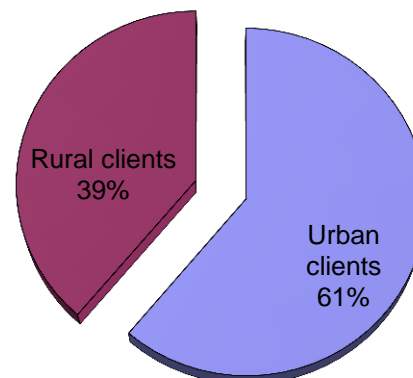
Portfolio breakdown by methodology



Portfolio breakdown by legal form

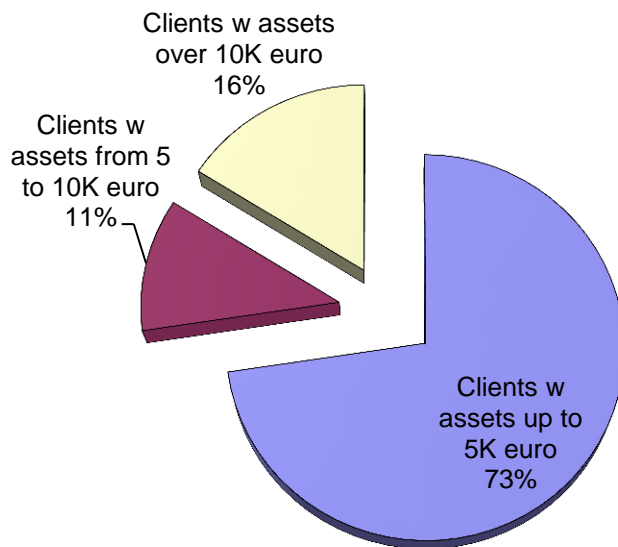


Portfolio breakdown by business location

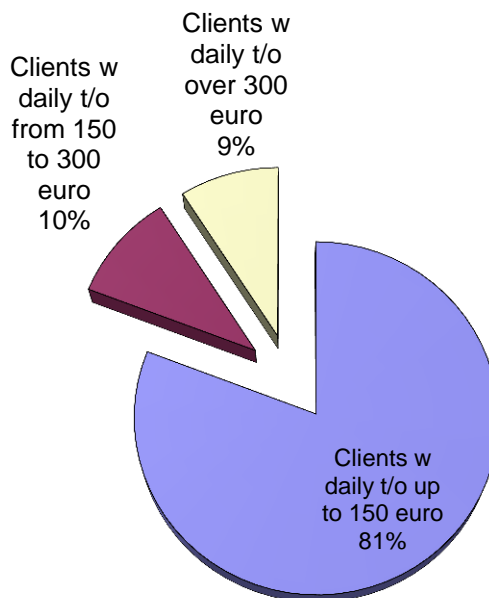


PORTFOLIO BREAKDOWNS

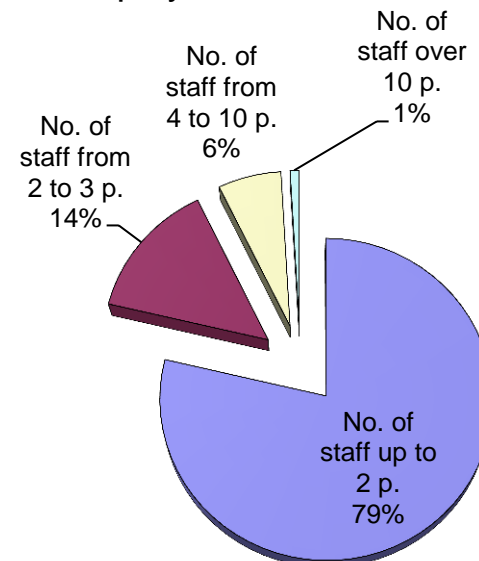
Portfolio breakdown by
business assets



Portfolio breakdown by
business turnover



Portfolio breakdown by
employed staff





Elizabeth Yakupova, office Sofia



Before

At present





Marin Popov, office Plovdiv





Suraj Hasanov, office
V. Tarnovo





TOGETHER WE GO FURTHER



EU FUNDING

- On June 30, 2014 Ustoi JSC was approved for 1m EPMF funding
- 250K used to support 115 small businesses; the employment of 196 people is sustained
- 86% of client businesses have up to 2 employees; 26% rural clients;

SUCCESS STORIES

Neli Ilieva, office Pleven

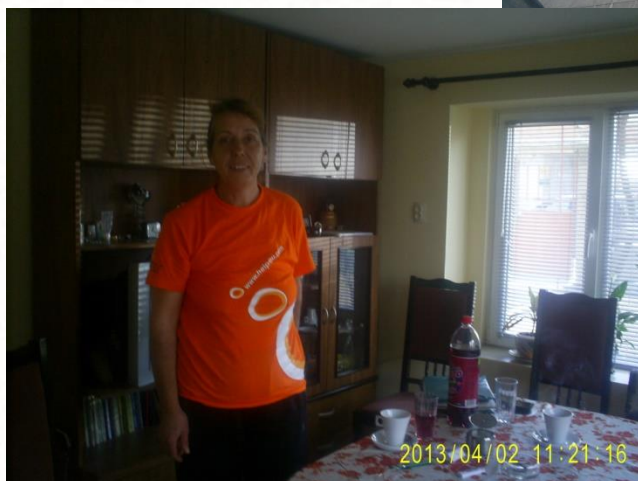


"Dream and take risks!"



Yuria Milenkova, office Plovdiv

SUCCESS STORIES

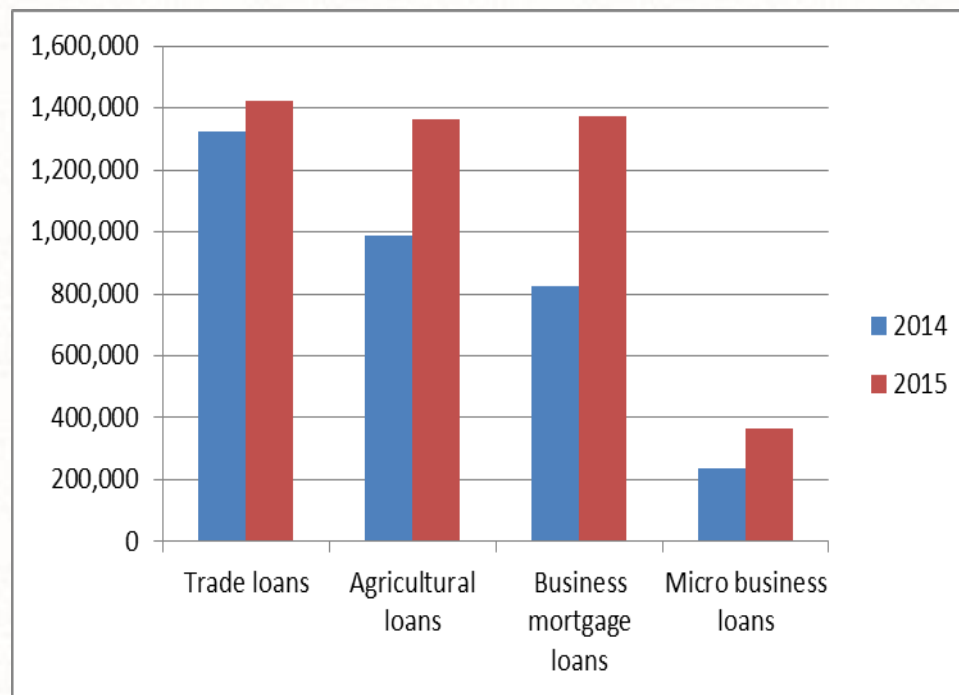


„USTOI is a savior and hope in any situation. Thank you for your confidence in my project and your investment!“



2015 OPERATIONAL PLAN

- 15% loan portfolio growth
- 20% active clients growth
- Positive financial result
- 38% growth in agricultural lending and 55% growth in micro business loans



Thank you!

For further information:

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www.ustoi-businesscredit1.org

