



## NLB BANKA PRISHTINA - MEMBER OF NLB GROUP PRESENTATION FOR BUSINESS CONFERENCE (SLOVENIAN/KOSOVAR CHAMBER OF COMMERCE)

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Kosovo investments & development and project finance possibilities

# Key Highlights of NLB Group.

The largest  
banking and  
financial  
group in  
Slovenia

- 121 branches and 23.8% market share in Slovenia (by total assets)
- Largest provider of banking services in Slovenia as well as a leading asset management, pensions and life insurance provider
- Direct supervision by the ECB since 2014

A strong  
player in  
selected  
SEE markets

- Present in 6 attractive SEE markets, through an extensive network of 375 branches
- 6 banking subsidiaries out of which 4 have more than 10% market share in their local market
- All banking subsidiaries profitable and funding-independent
- Strong GDP growth, above Eurozone average, anticipated in all markets

Strong  
business  
and financial  
performance

- 9 consecutive profitable quarters since 2014, on the back of a reduced balance sheet
- NPLs significantly reduced (from its peak in 2013 - 32.5% to 18.4% in 1Q 2016), with improved coverage
- Stable and diversified funding base with LTD < 80%
- Strong capital position in 1Q 2016, comfortably exceeding regulatory thresholds

A clear focus  
on the core  
markets

- Controlled exit from non-core markets and activities
- Aiming at top positions in selected banking markets and segments
- Full compliance with EC Restructuring Plan commitments

# Clear **Strategic Direction** of NLB Group

- **STRATEGY GUIDELINED**

- 1. Proactive and focused work with clients – building partnerships
- 2. Promote the development of micro and small companies
- 3. Optimize distribution channels including the branch network
- 4. Develop transparent, easy-to-use e-solutions
- 5. Controlled wind-down of non-core activities / NPL ratio at market level



## **VALUES**

- 1. Responsible to clients, colleagues and the social environment**
- 2. Commitment to deliver on our promises and objectives**
- 3. Open communication and cooperation**
- 4. A Win-win player**
- 5. Efficiency in the fulfillment of our commitments**

# NLB – the leading bank in Slovenia.

✓ **In 2015 NLB increased or at least retained** the market shares in the core banking product segments, i.e. corporate and retail lending as well as deposits

## **Market share in 2015:**

- Total Assets at 23.8%
- Customer Loans at 22.5%
- Customer deposits at 25.4%

# NLB Group Core Markets.

Several NLB Group members with **leading market position**  
(data as of December 31, 2015)

Slovenia : NLB, Ljubljana	
Market share (in %)	22.9
Total assets (in EUR mln)	8,825

Slovenia: NLB Vita, Ljubljana	
Market share (in %)	10.87

Slovenia: NLB Skladi, Ljubljana	
Market share (in %)	24.8 (mutual funds)
Assets under management (in EUR mln)	907



Kosovo: NLB Prishtina, Bank	
Market share (in %)	14.5
Total assets (in EUR mln)	465

Montenegro: NLB Montenegrobanka,	
Market share (in %)	14%
Total assets (in EUR mln)	485

Serbia: NLB banka Belgrade,	
Market share (in %)	0.9
Total assets (in EUR mln)	236

Macedonia: NLB Tutunska banka, Skopje	
Market share (in %)	16.4
Total assets (in EUR mln)	1,120

Macedonia: NLB Nov penziski fond, Skopje	
Net value of pension funds (in EUR mln)	311

BiH (Federation) : NLB Banka, Tuzla,	
Market share (in %)	5.5**
Total assets (in EUR mln)	476
** Market share in the Federation of Bosnia and Herzegovina	

BiH (Federation) : NLB Razvojna banka, Banja Luka	
Market share (in %)	18.4*
Total assets (in EUR mln)	612
* Market share in the Republic of Srpska	

# NLB d.d., NLB Group and NLB Prishtina financial results at a Glance

- NLB Group in 2015 has a total assets of EUR 11.8 billion.
- Net Customers Loans are EUR 7.1 billion.
- Customer Deposits are EUR 9.0 billion
- Net profit of the Group generated in 2015 is EUR 92 million.

## • NLB GROUP

(EUR mln, IFRS)	2015 (unaudited data)
<b>Profit After Tax</b>	<b>92</b>
Net Customer Loans	7,088
Customer Deposits (includes governments deposits)	9,026
<b>Total Assets</b>	<b>11,822</b>
Shareholders' Equity	1,423
ROA a.t.	0.8%
ROE a.t.	6.6%

## NLB

(EUR mln, IFRS)	2015 (audited data)
<b>Profit After Tax</b>	<b>44</b>
Net Customer Loans	5,221
Customer Deposits (includes governments deposits)	6,298
<b>Total Assets</b>	<b>8,707</b>
Shareholders' Equity	1,242
ROA a.t.	0.5%
ROE a.t.	3.6%

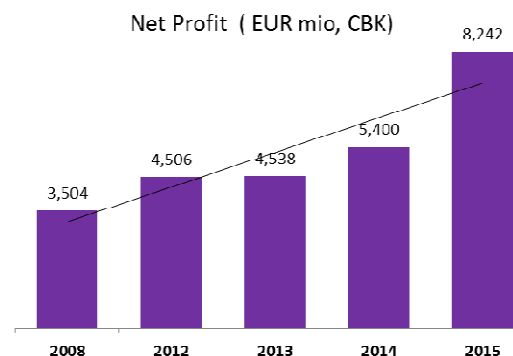
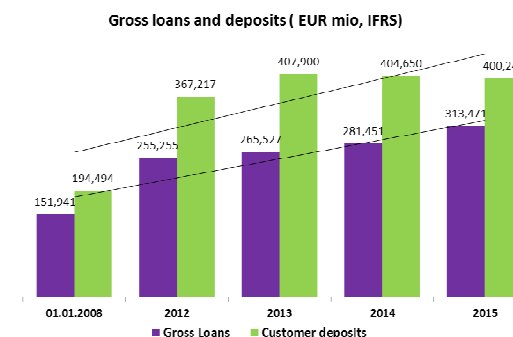
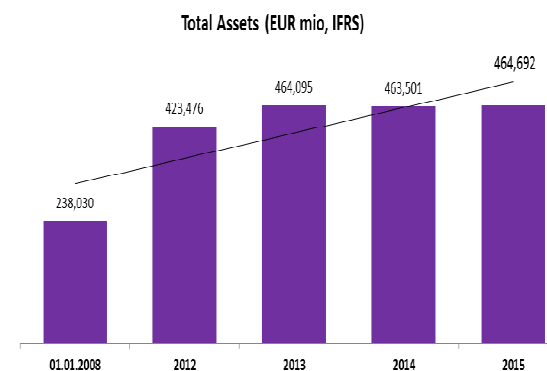
## NLB Prishtina

(EUR mln, IFRS )	2015 (Audited data)
<b>Profit After Tax (IFRS and CBK)</b>	<b>8.2</b>
Net Customer Loans	289.3
Customer Deposits	400.2
<b>Total Assets</b>	<b>464.6</b>
Shareholders' Equity	59.7
ROA a.t.	1.8%
ROE a.t.	14.9%

# NLB Prishtina - strategic member of NLB Group

## Financial Highlights

- NLB Banka Prishtina a profitable bank for 8 years in a row (8.2 mil EUR in 2015), with total assets at EUR 464.6 million.
- Posses sufficient capital for successful business operations (total Equity: EUR 59.7 mil);
- Continues to be a stable Bank in terms of liquidity
- Strong asset quality (qualitative loan portfolio) and prudent year on year growth.
- Customer orientated bank - on going improvements in products and services provided to business and retail.



# NLB Prishtina versus Banking system

- **Banking System in Kosovo**

- - In Kosovo there are 10 banks (2015), with total assets worth of EUR 3.2 billion.
- - Banks are well capitalized, liquid and profitable.
- - NLB Banka Prishtina - Stable market share around 15% in total assets, deposits and loans. 3<sup>rd</sup> largest bank.
- - Total number of employees of banking system 3,375 (NLB Prishtina: 492).
- - Total number of business units of Banking system is 265 (NLB Prishtina: 46).
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- - NLB Banka Prishtina has a 163.9 thousand Retail and 6.7 thousand Corporate active clients.
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## Banking System      NLB Banka Prishtina

(EUR mln, CBK)	Banking System (2015)	NLB Banka Prishtina 2015
<b>Total assets</b>	3,219	464.6
<b>Loans NBS (net)</b>	1,857	289.7
<b>Deposits NBS</b>	2,688	398.9
<b>Market share by total assets</b>	100 %	14.5%
<b>Market share by loans NBS</b>	100 %	15.6%
<b>Market share deposits (NBS)</b>	100 %	14.8%



## NLB Prishtina – main products offered to

### Slovenian/Kosovar businesses

- **FOCUS on cooperation between Slovenian/ Kosovar businesses**

NLB Banka Prishtina supports its clients through various products and services.

- **Main banking products:**
  - Opening of bank accounts resident and non-resident (current accounts, savings, term deposits, escrow accounts)
  - Card business- The most recognized brands of cards in the world: VISA and Master ( different debit and credit cards)
  - National and international transfers and payments
  - FX trades (foreign exchanges currency trades)
  - Modern channels of distributions E-Banking, SMS banking, etc.
  - ATM cash withdrawals and cash depositors



## **Working capital loans**

**Overdrafts, Revolving credit lines**

**Short term loans (up to 36 months)**

## **Investment loans**

**Long term tenure**

**Flexible repayment schedules**

**Preferential interest rates**

**Eko Loan with IFC for individuals and SME's, aiming at energy efficiency.**

**NLB Prishtina together with “Municipal Infrastructure Development Fund” (KFW, EBRD) will strive to support the development of sustainable infrastructure projects in Kosovo.**

**Eligible projects could be from municipalities, municipal public enterprises and public-private partnerships that offer municipal services.**

## **Guarantees**

**Tender/Bid Guarantees**

**Performance Guarantees**

**Payment Guarantees**

## **Letters of Credit**

## **Documentary collections**

**Established in 2015 with the purpose to ease and facilitate banking services to clients doing business in two or more countries where NLB Group is present**

**NLB Group, being the largest banking group with the HQ in the region has a clear strategy, capacity and know how to serve companies which are expanding within the region.**

**Fast coordination of services and setting up the cooperation within the group.**

- HVALA LEPA/ FALEMINDERIT/ THANK YOU.

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