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1. Who is ALB - Asociatia de Leasing Bancar?

-a non profit organization

-aiming to work for a better business environment & more professional framework for the leasing market in Romania

-officially established in April, 2004



2. Who can be a member?

-any legal entity duly and validly incorporated as a leasing company under the laws of Romania, which is engaged in leasing business , has a direct relation with a Romanian bank and preferably a minimum paid in share capital of Euro 500,000.



ALB members:

- Alpha Leasing,**
- BRD Sogelease,**
- Finans Leasing,**
- HVB Leasing,**
- Piraeus Leasing,**
- Raiffeisen Leasing,**
- UniCredit Leasing,**
- Volksbank Leasing**



3. Organizational structure of ALB

The Board of Directors

Chairman: Aris Gogos – Managing Director, Alpha Leasing

Vice-Chairman: Melih Mengu – President & CEO, UniCredit Leasing

Member: Jean Paul Decrock – President & CEO, BRD Sogelease

Member: Kerem Sekizyarali – President, Finans Leasing

Secretary General: Adriana Ahciarliu

Working Committees

- marketing committee
- legal committee
- fiscal committee
- operations committee



4. The leasing market in Romania

- 3 segments representing three philosophies:
 - banking affiliated leasing companies
 - independent leasing companies
 - vendor affiliated captive leasing companies

- start up share capital of USD 15,000
- no need for operating license
- no regulatory or supervisory body



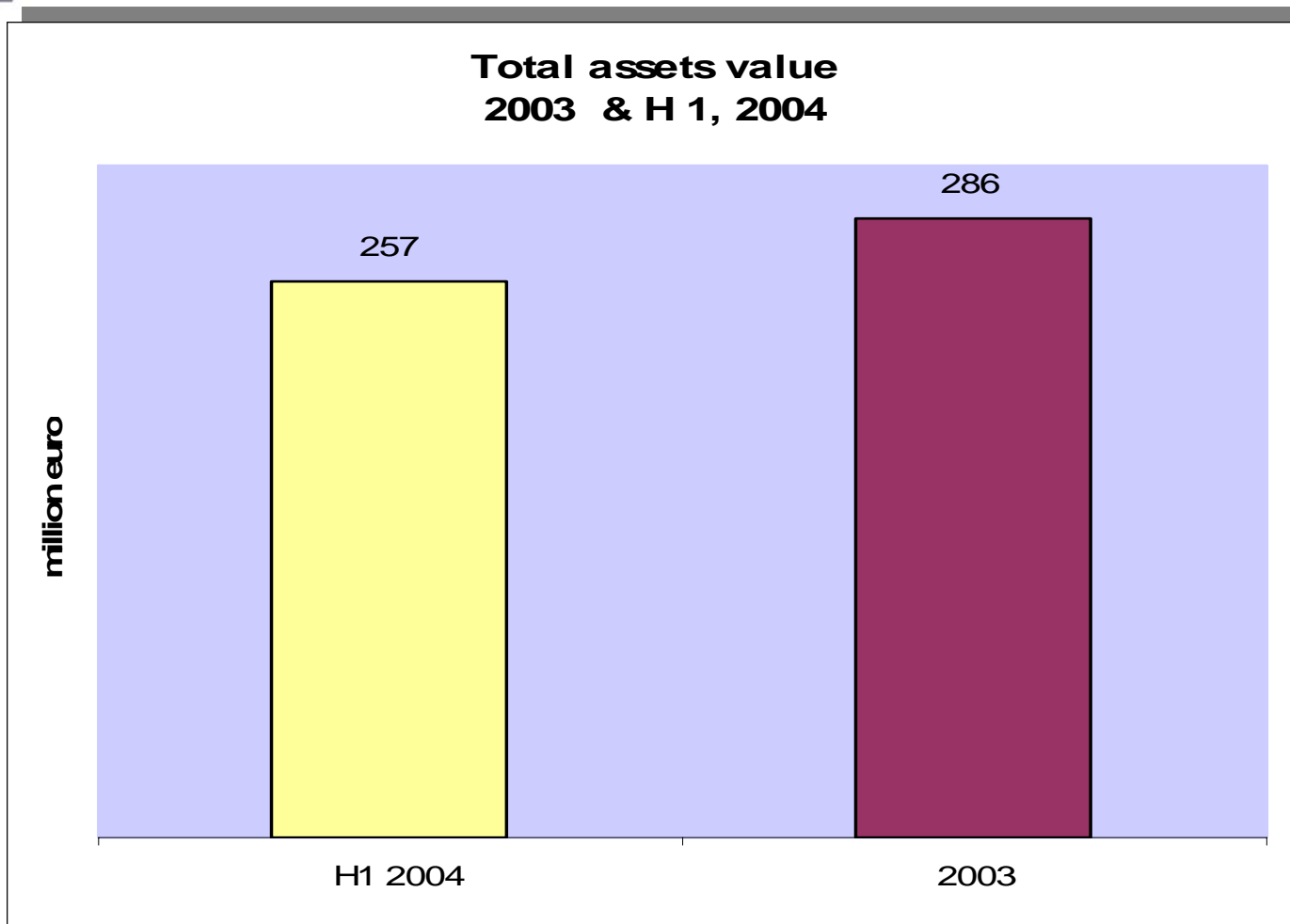
5. Why ALB?

- leasing = financial product
- ALB members = financial institutions / financial risk
- financing all sectors of economy / all kinds of equipment / all types of customers
- leasing is gradually placed as a banking product
- total ALB's members' net equity > 30 mill. Euro
- total ALB's members' employees > 350



6. What does ALB represent in the market?

- total leased assets : 257 mill. Euro - end of June 2004
- total leased assets : 286 mill. Euro - end of December 2003
- growth of domestic transactions
- focus on corporate
- increase in maturity of the contracts
- financing variety to all types of equipments

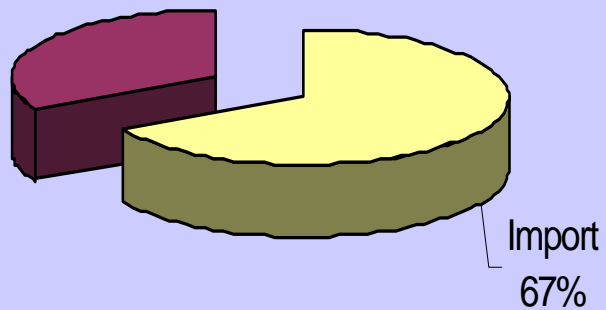


Source: *Asociatia de Leasing Bancar*

By acquisition type - H1, 2004

Total asset value: €257.1 million

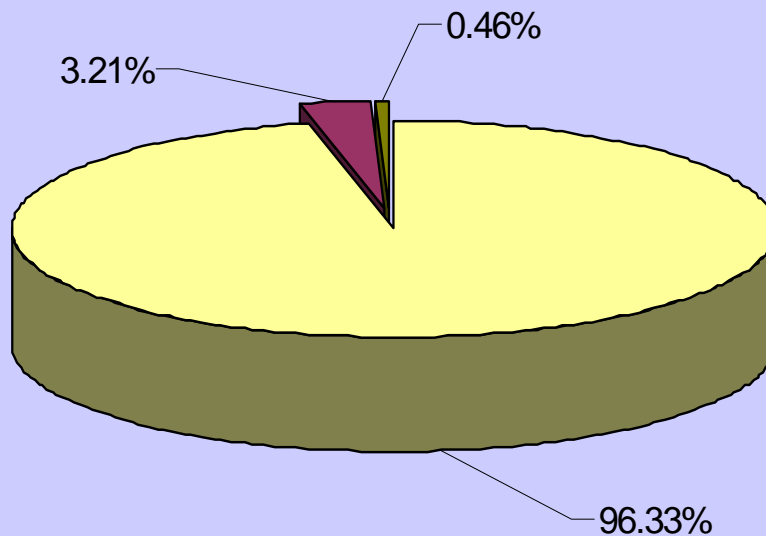
Domestic
33%



By customer type - H 1, 2004

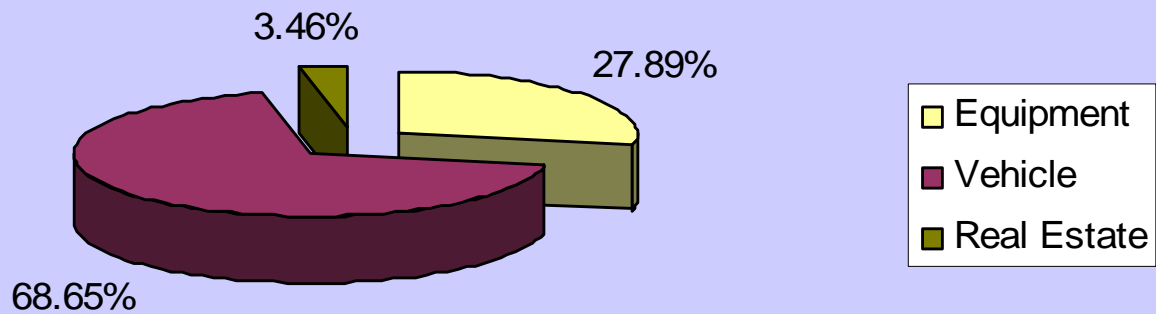
Total asset value: €257.1 million

■ corporate ■ retail ■ public



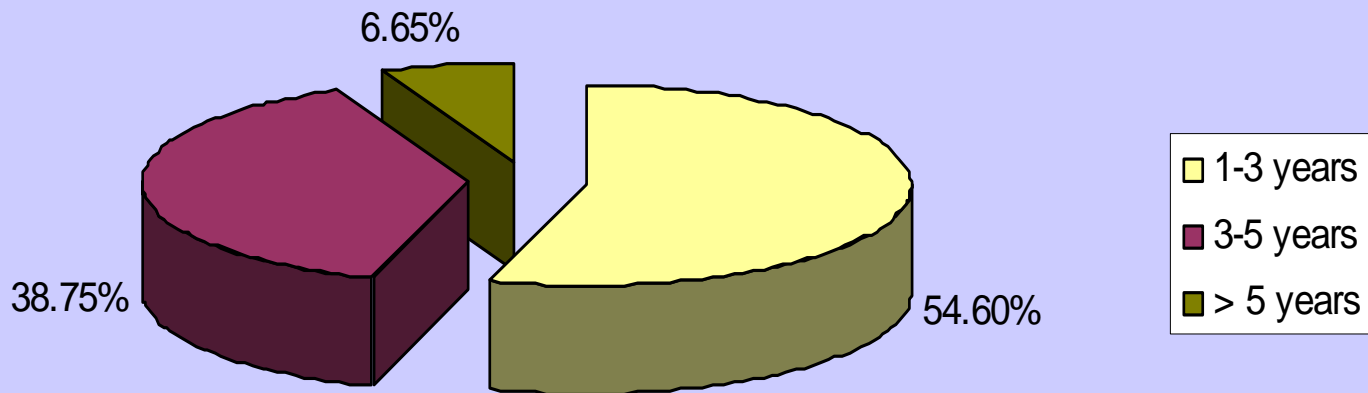
By equipment type - H 1, 2004

Total asset value: €257.1 million



By contract term - H 1, 2004

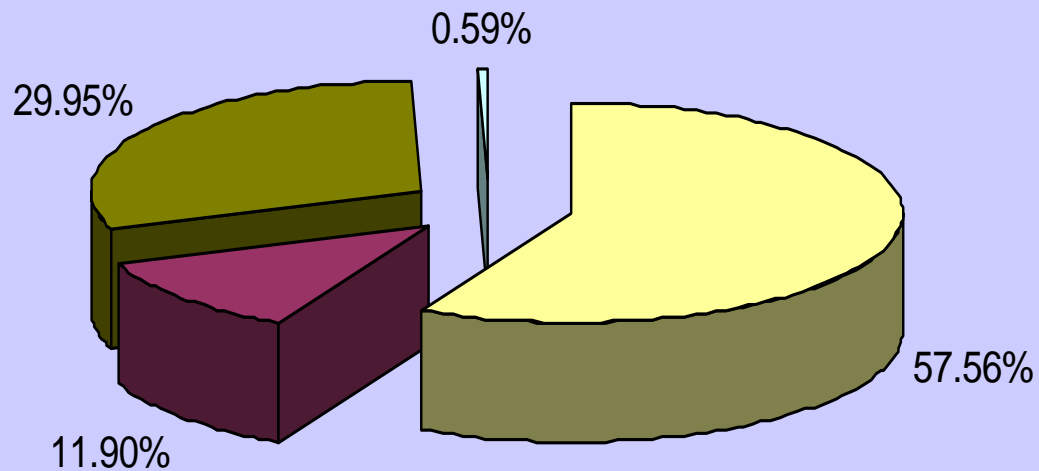
Total asset value: €257.1 million



By vehicle type - H 1, 2004

Total asset value: €161.4 million

Passanger cars Light commercials Heavy commercials Others





7. What are ALB's main beliefs?

- the need of security and stability in the leasing domain, the objective - without interpretations - compliance with the applicable legislation and absolute honesty towards clients, vendors, creditors, shareholders, authorities and all related parties;
- the commitment and the respect of rights and obligations of all parties involved in the business, fair competition by mutual share of risks and benefits in the sector;
- the economic growth and development in Romania, protection of the environment by sustainable development, uninterrupted fight against money laundering;



8. What are ALB's main objectives?

- to promote leasing concept as a financial instrument, as a banking product;
- to protect the interests of our members, to encourage the best practices and the highest standards of professional conduct in the application of leasing;
- to contribute to the education of business community in the light of business ethics, being a trustworthy and reliable interface between the leasing community and the third parties.



9. How ALB intends to reach its objectives?

- being a forum for discussions and decisions involving all members;
- sharing business and other related information which may be beneficial to members;
- submitting recommendations on legislative or regulatory documents;
- establishing communication channels with business partners and authorities.



Thank you !