



Asociația Societăților Financiare - ALB Romania  
*Association of Financial Companies – ALB Romania*

**Conferința de Presă 23 Septembrie 2010**

***ALB Press Conference 23<sup>rd</sup> September 2010***

Hotel Intercontinental București

## Continut al prezentarii / *Content:*

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- Piata IFN la 30 iunie 2010 in cifre consolidate /  
*NBFI market as of end of June 2010 in consolidated figures*
  
- Leasingul financiar la 30 iunie 2010/  
*Financial leasing as of end of June 2010*
  
- Creditul de consum IFN la 30 iunie 2010 /  
*NBFI consumer credit as of end of June 2010*
  
- Diagnosticul scaderii pietei IFN in contextul  
macroeconomic si al noutatilor legislative /  
*Diagnostic of NBFI market decrease as a consequence  
of macroeconomic environment and legislative news*



Source/Sursa: ASOCIATIA SOCIETATILOR FINANCIARE – **ALB ROMANIA**



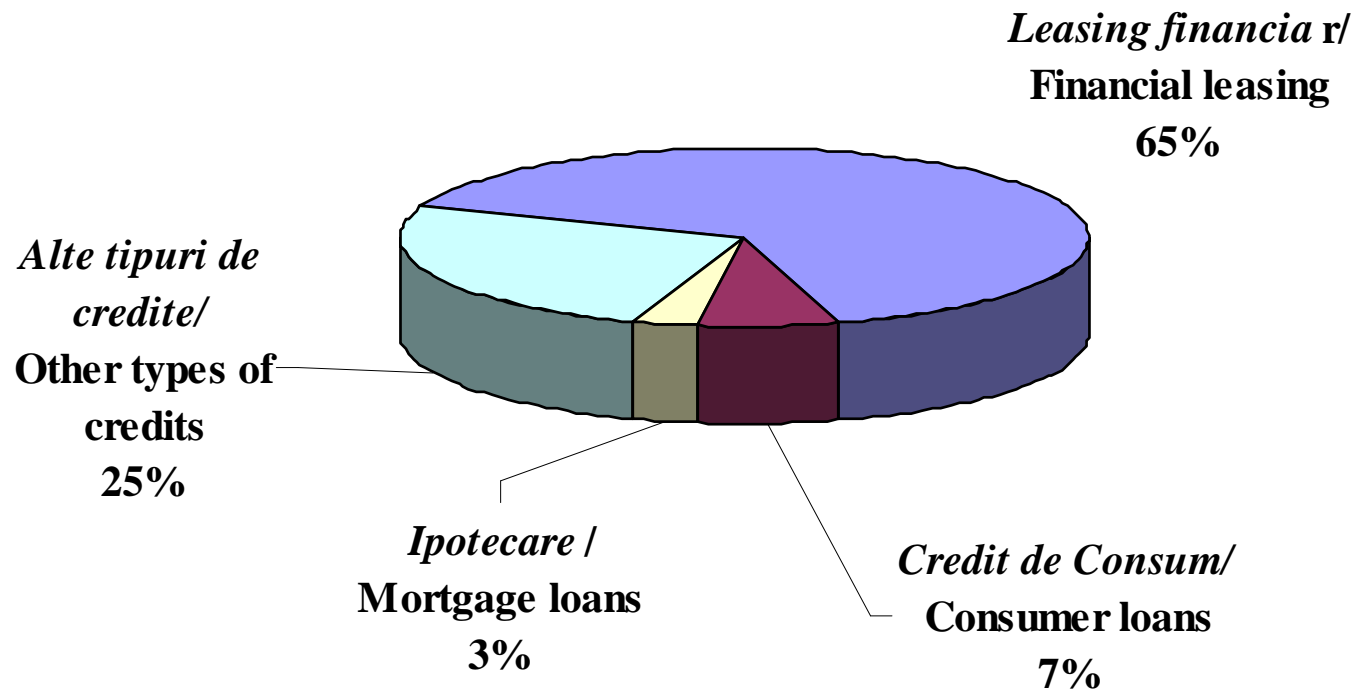
Asociația Societăților Financiare - ALB Romania  
*Association of Financial Companies – ALB Romania*

Piata IFN la 30 iunie 2010 in cifre consolidate/

*NBFI market as of end of June 2010 in consolidated figures*

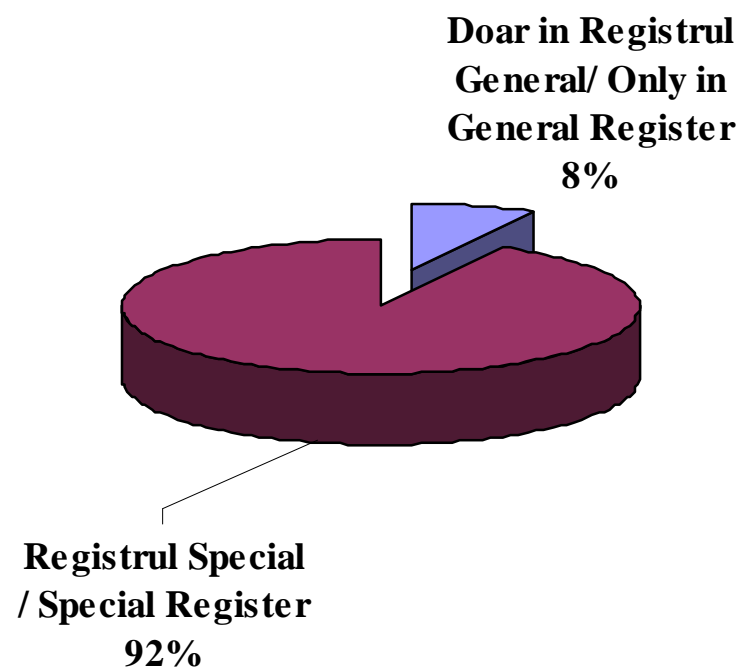
*Credite acordate in functie de tipul de activitate /*  
**Type of Granted Credits by NBFIs Activity**

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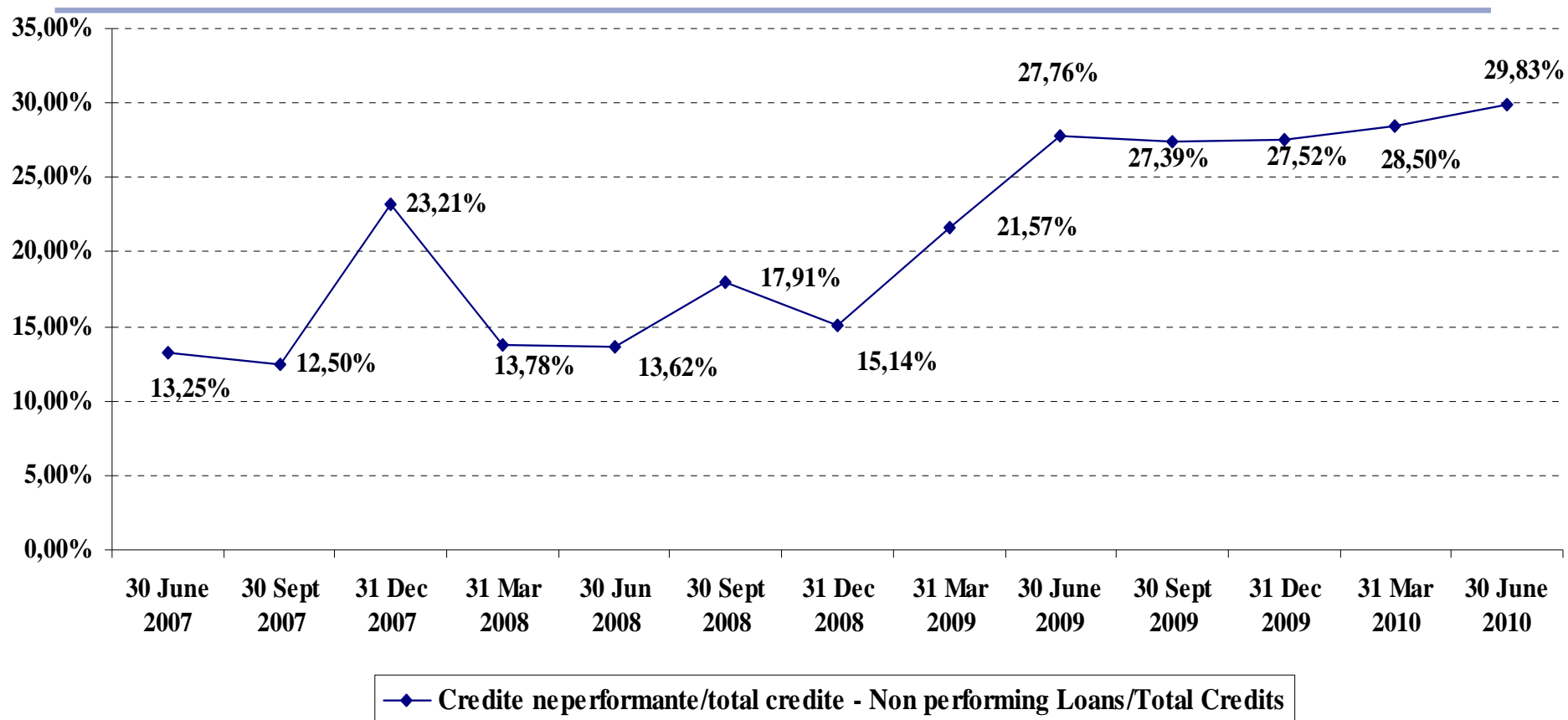


## **Credite acordate in functie de apartenenta in Registrele BNR/ *Granted Credits based on NBR Registers belonging***

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### Credite neperformante/total credite - Non performing Loans/Total Credits



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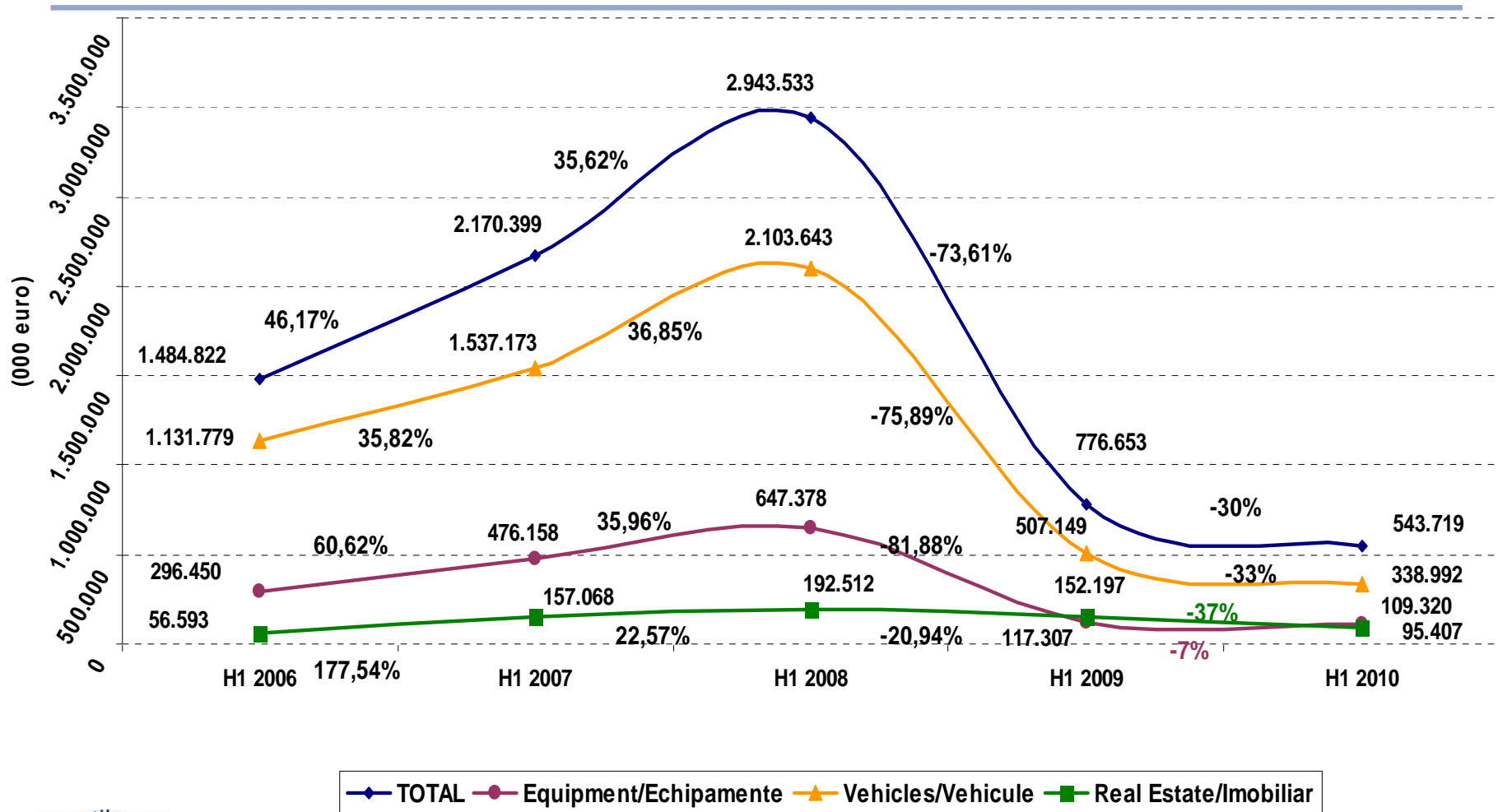


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Leasingul financiar la 30 iunie 2010/

*Financial leasing as of end of June 2010*

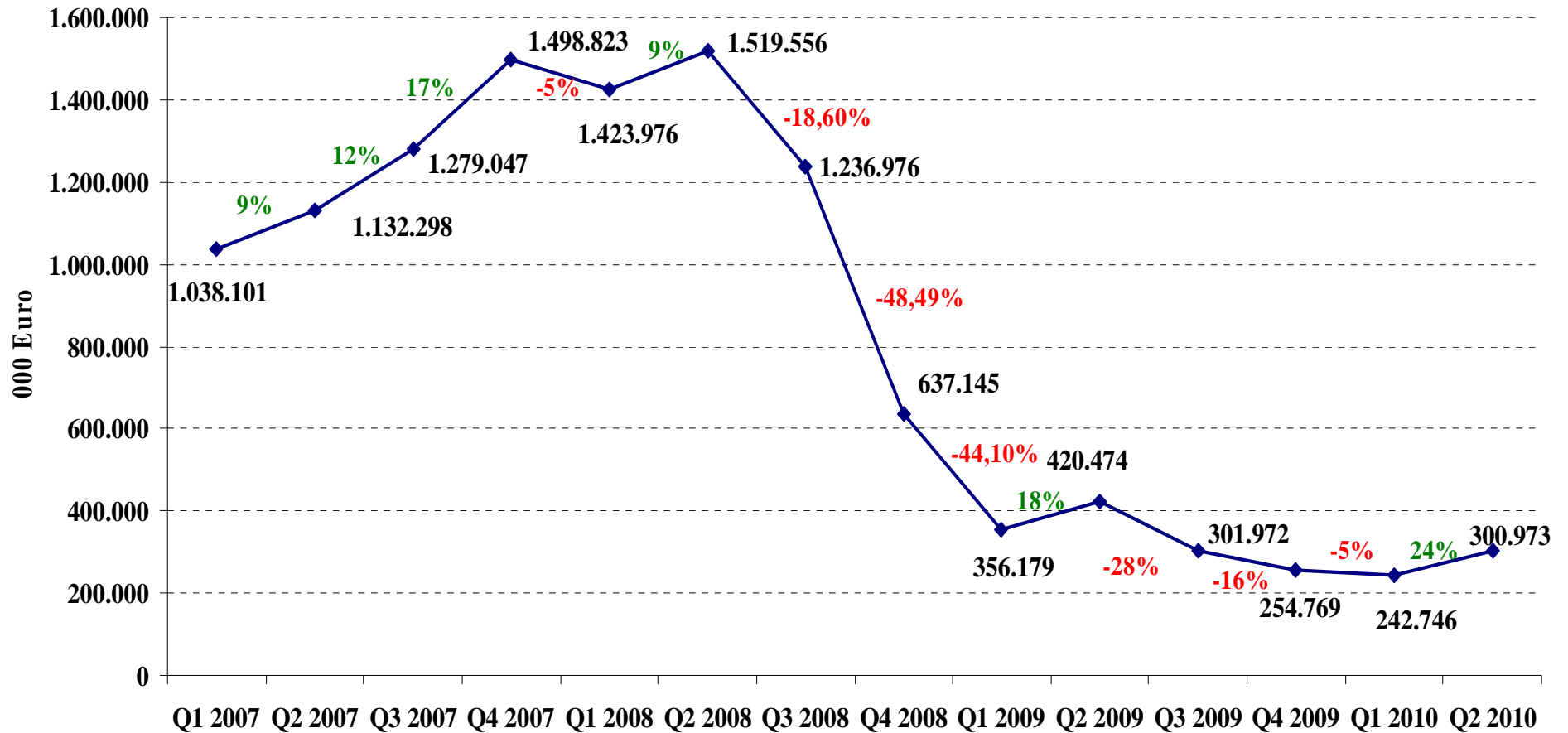
## Financial Leasing Market Evolution / Evolutia Pietei de Leasing Financiar H1 2006 ÷ H1 2010



Source/Sursa: ASOCIATIA SOCIETATILOR FINANCIARE – **ALB ROMANIA**

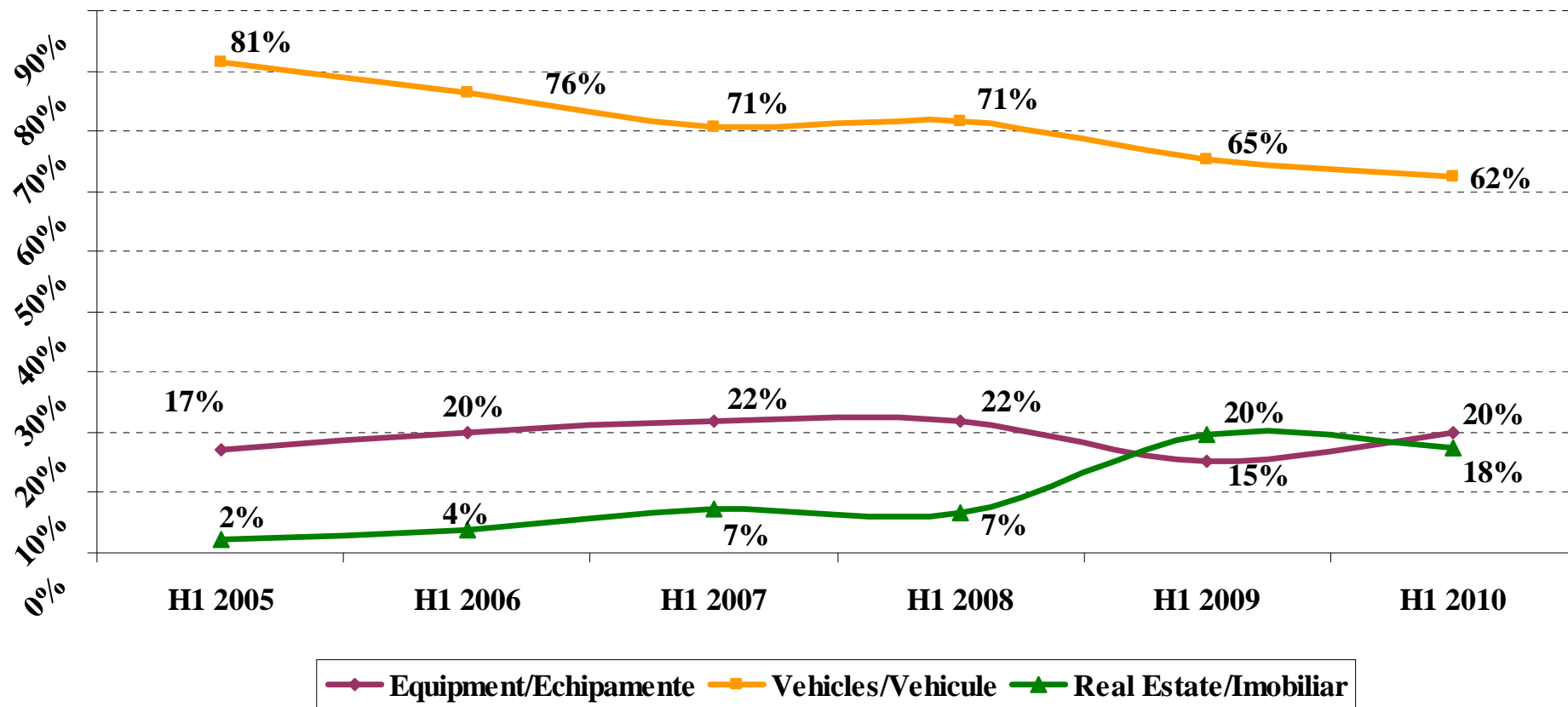


Romanian Leasing Financial Market Evolution/ *Evolutia pietei de leasing financiar din Romania*  
 Quarterly Evolution 2007-2010 / *Evolutie trimestriala 2007-2010*

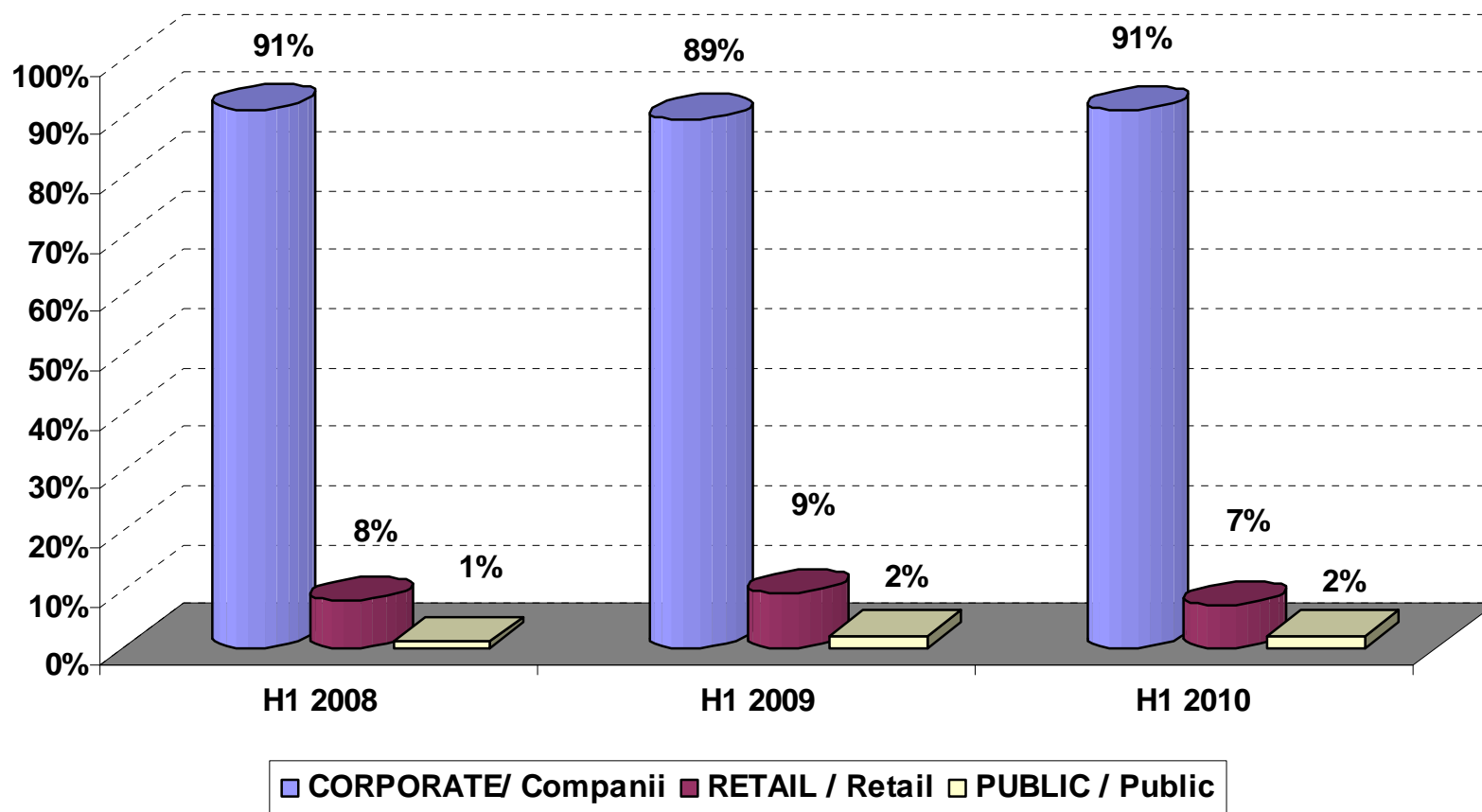


Source/Sursa: ASOCIATIA SOCIETATILOR FINANCIARE – **ALB ROMANIA**

**Romanian Financial Leasing Market - Weight per Good Segment /  
Piata de Leasing Financiar in Romania - Ponderea segmentelor in total finantari  
H1 2005 ÷ H1 2010**

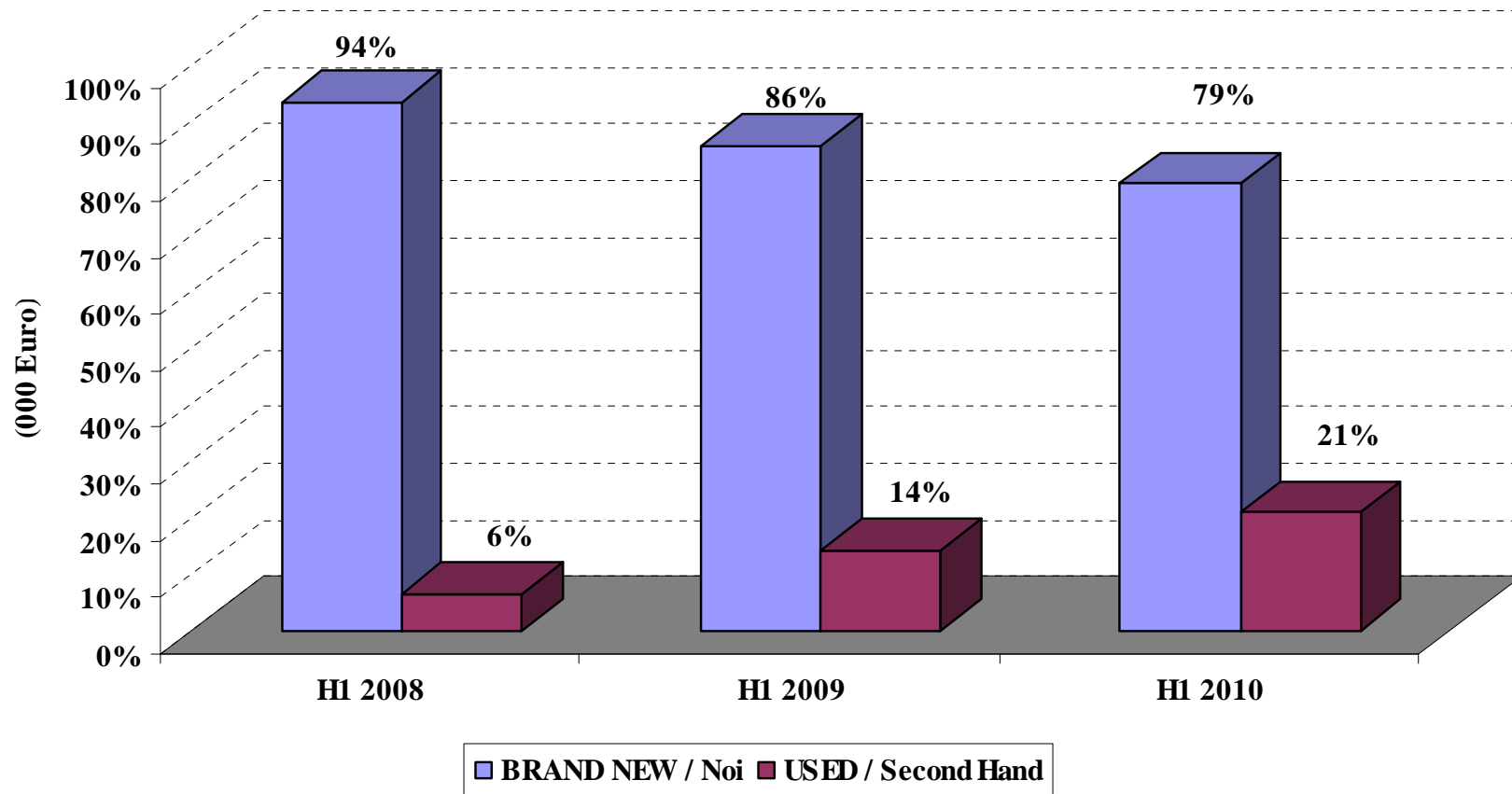


**Romanian Financial Leasing Market Structure by Customer Type/  
Piata de leasing financiar din Romania dupa categoria utilizatorului  
H1 2008 ÷ H1 2010**

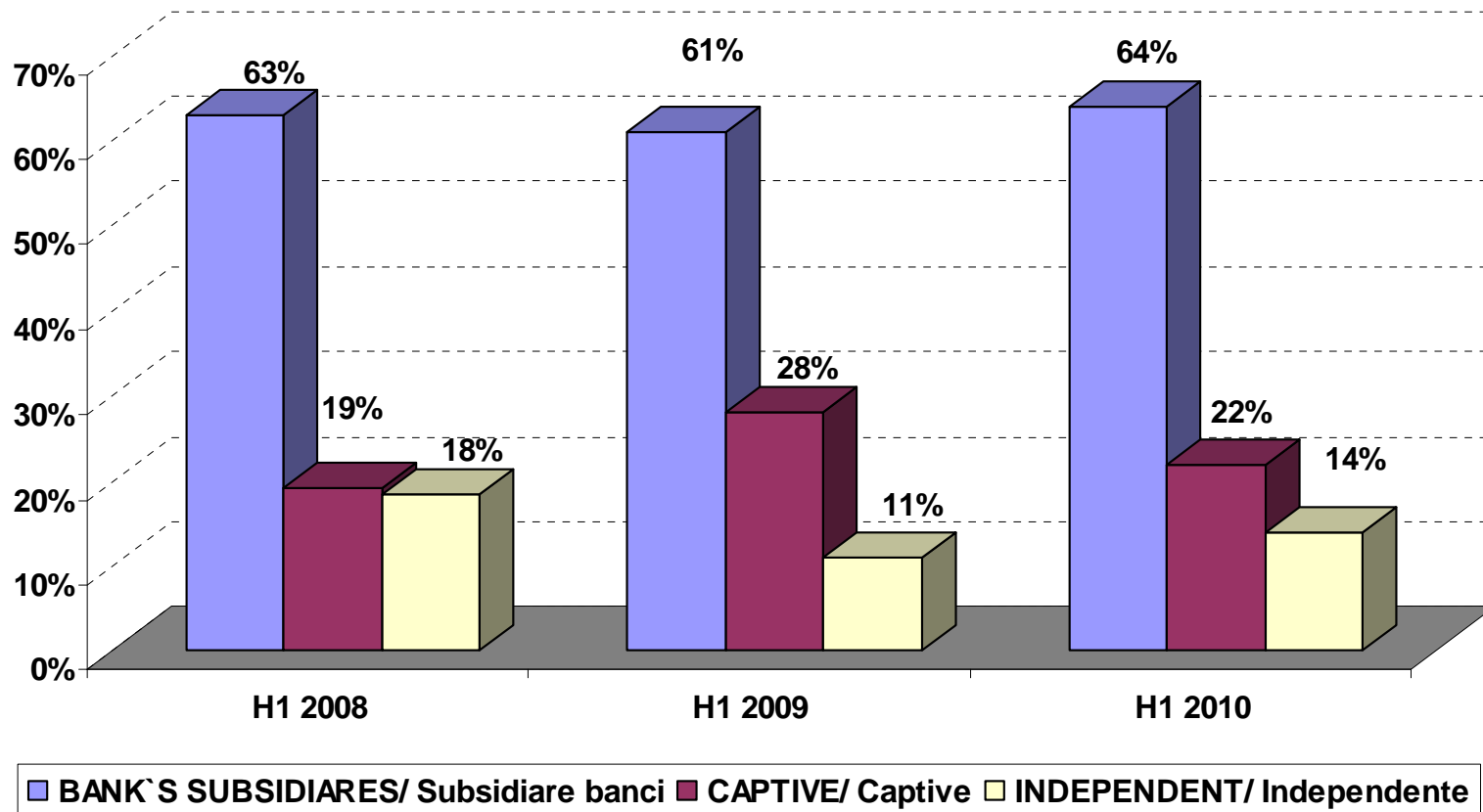


Source/Sursa: ASOCIATIA SOCIETATILOR FINANCIARE – **ALB ROMANIA**

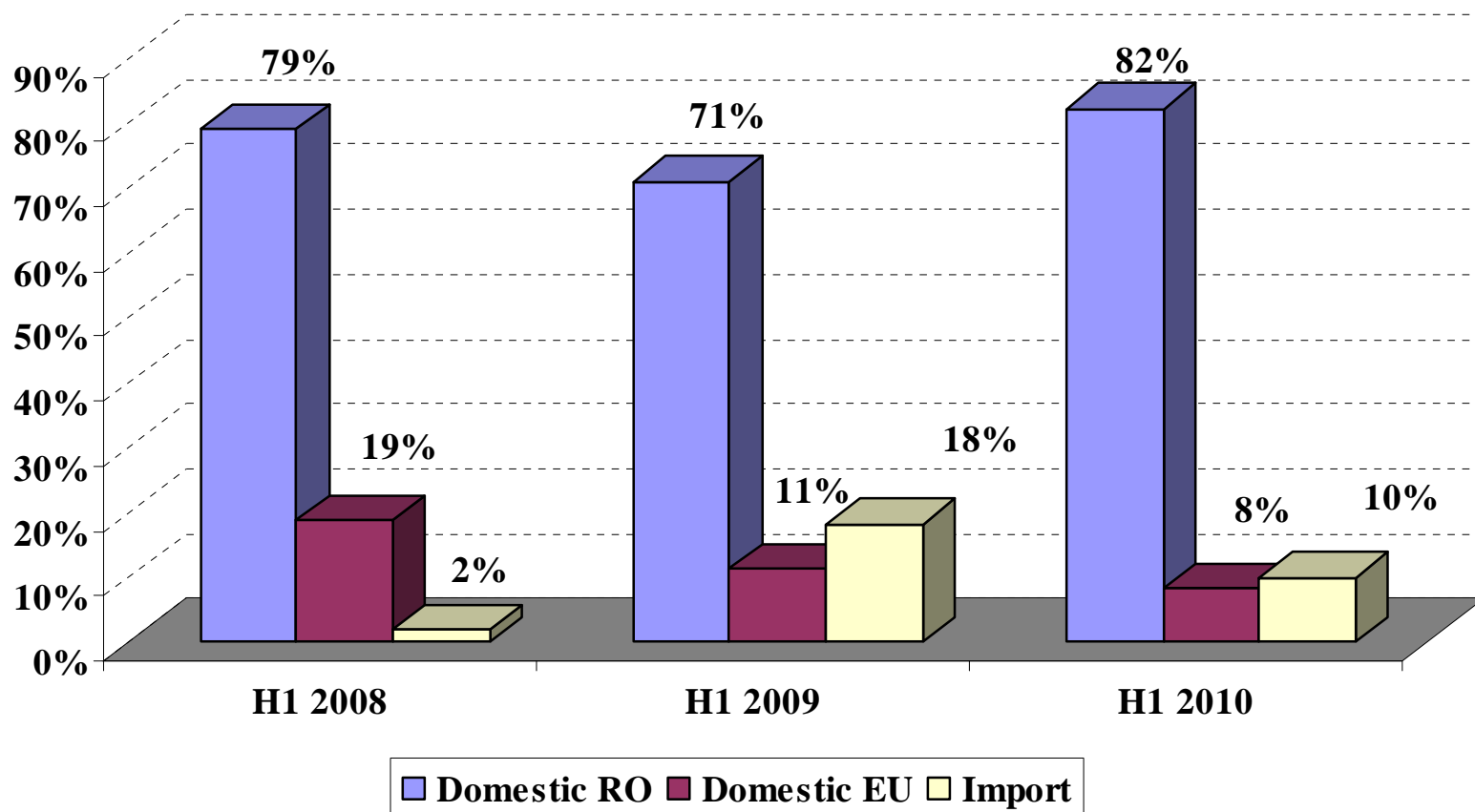
**Romanian Leasing Market Structure by Acquisition Type/  
*Piata de leasing din Romania dupa tipul achizitiei*  
H1 2008 ÷ H1 2010**



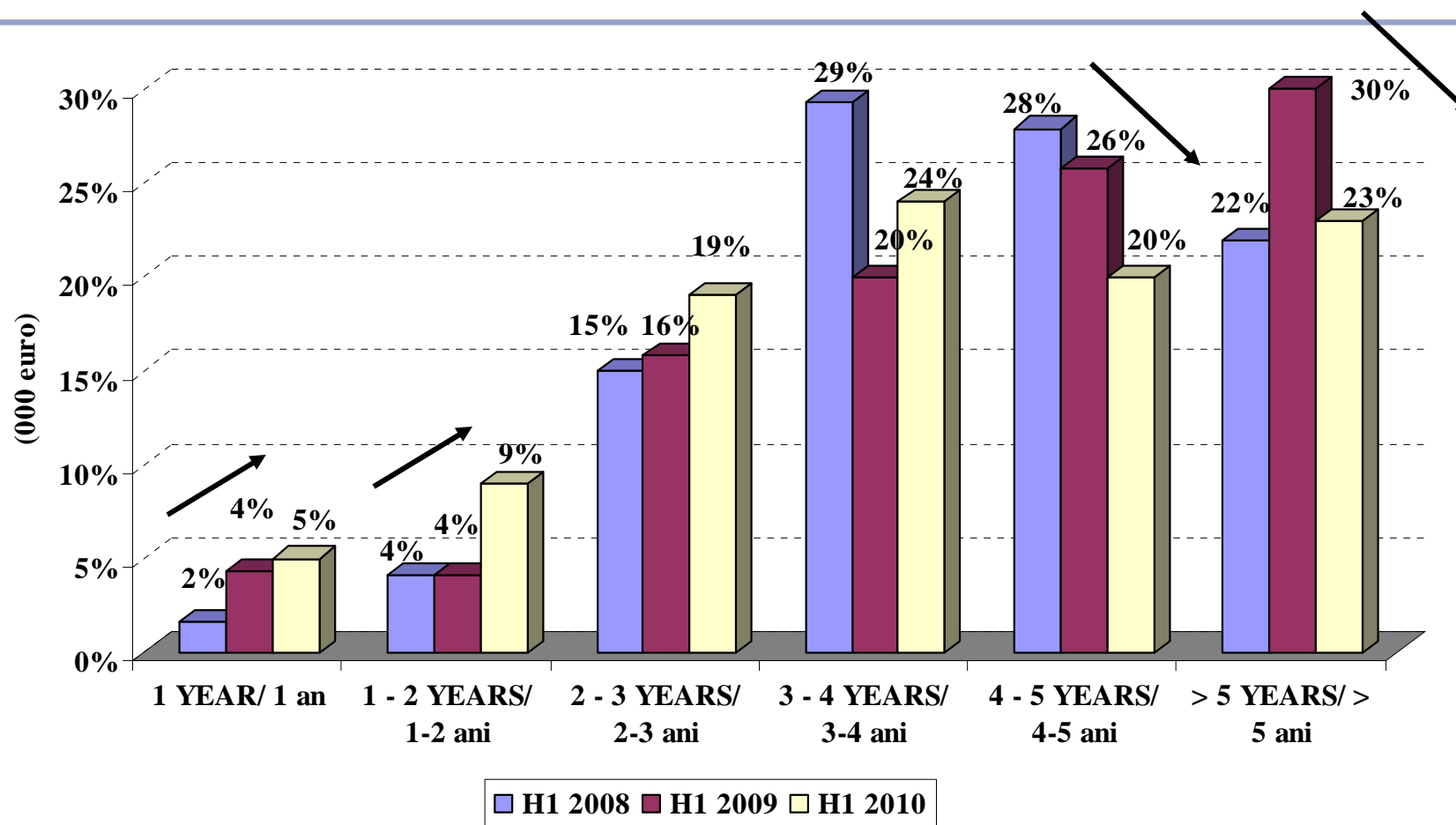
**Romanian Financial Leasing Market Structure by Type of Lessor/  
Piata de leasing financiar din Romania dupa categoria societatilor de leasing  
H1 2008 ÷ H1 2010**



**Romanian Financial Leasing Market Structure by Origin/  
*Piata de leasing financiar din Romania dupa originea bunului***  
**H1 2008 ÷ H1 2010**



**Romanian Financial Leasing Market Structure By Contract Term/  
Piata de Leasing Financiar din Romania dupa durata contractului  
H1 2008 ÷ H1 2010**



Source/Sursa: ASOCIATIA SOCIETATILOR FINANCIARE – **ALB ROMANIA**

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# FINANTAREA VEHICULELOR / VEHICLE FINANCING



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Source/Sursa: ASOCIATIA SOCIETATILOR FINANCIARE – **ALB ROMANIA**



**Decrease of the vehicle segment at the national level versus in the financial leasing industry, by commercial vehicles and cars**  
***Scaderea segmentului auto la nivel national versus in industria leasingului financiar dupa vehicule comerciale si autoturisme***  
***(H1 2009 vs. H1 2010)***

National level/ Nivel national:

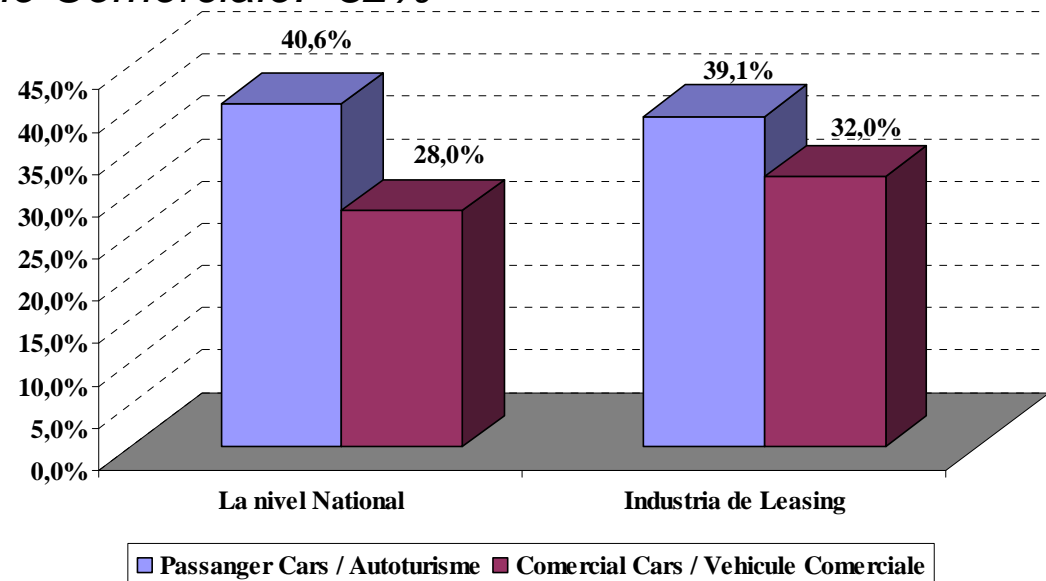
Passenger Cars / Autoturisme : -40.6%

Commercial Vehicles / Vehicule Comerciale: -28.0%

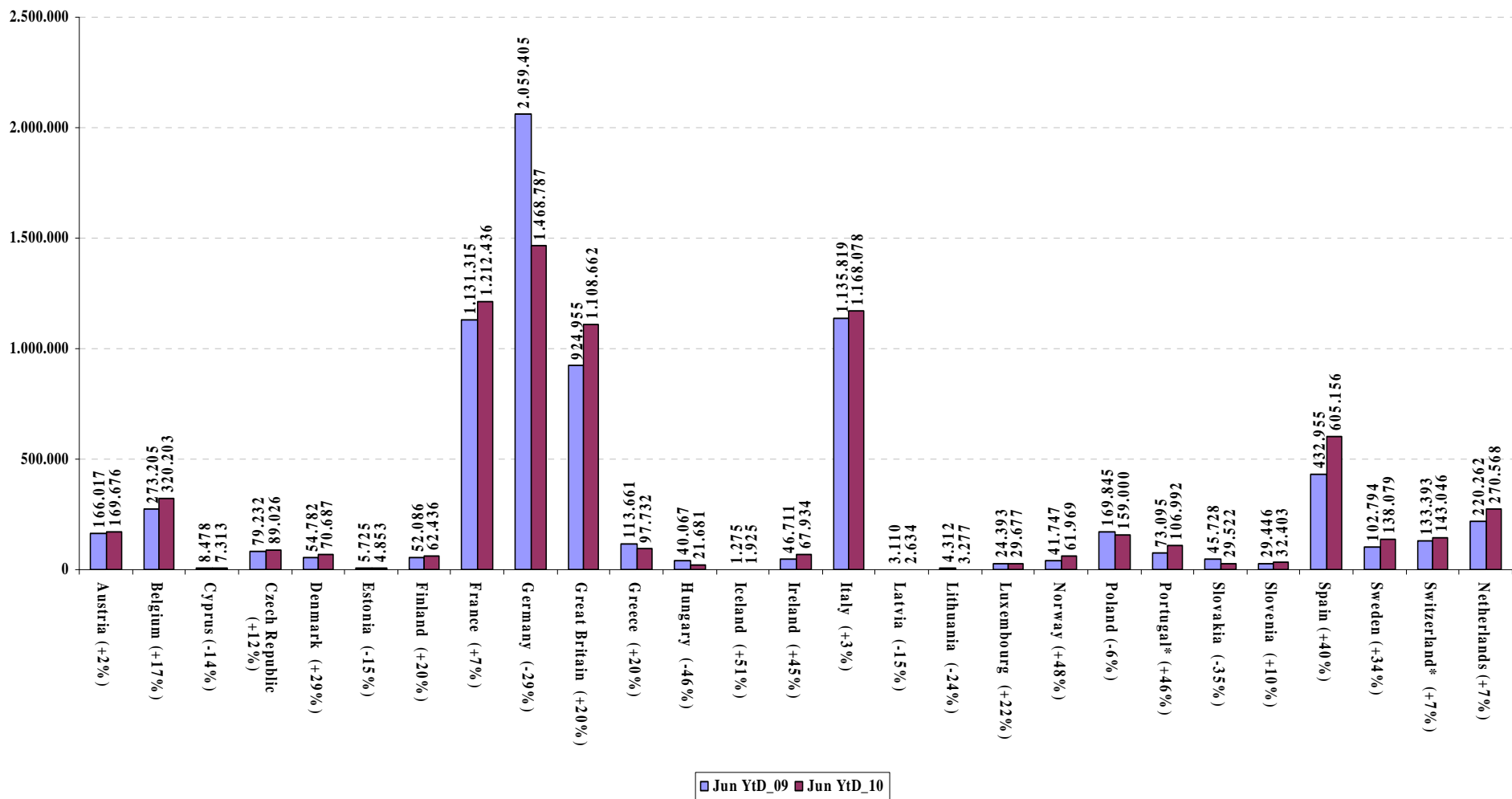
Financial Leasing Industry / Industria de leasing financiar:

Passenger Cars / Autoturisme: -39.1%

Commercial Vehicles / Vehicule Comerciale: -32%



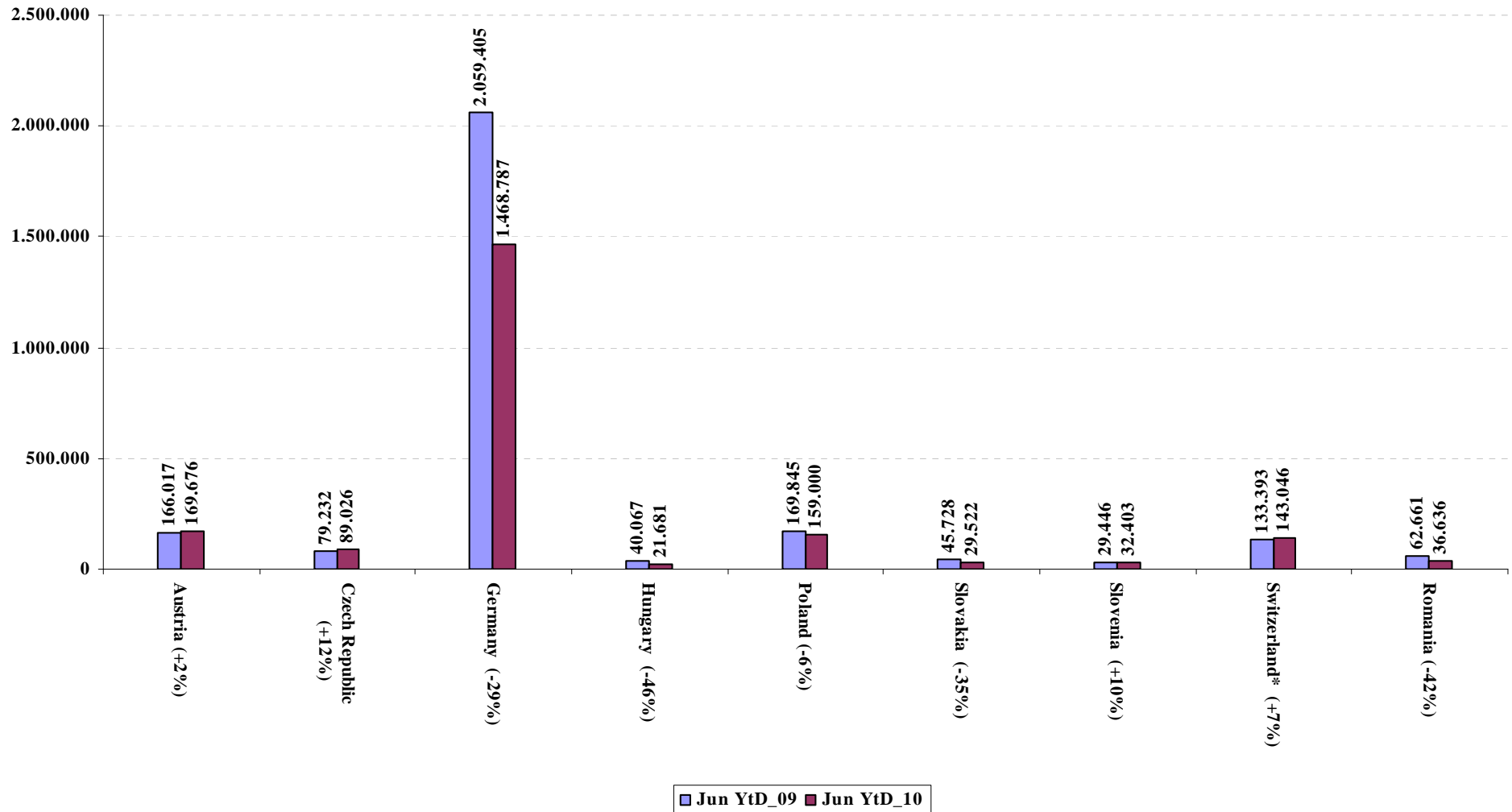
## Number of registered vehicles in Europe Numarul de vehicule inmatriculate in Europa. H1 2009 vs. H1 2010



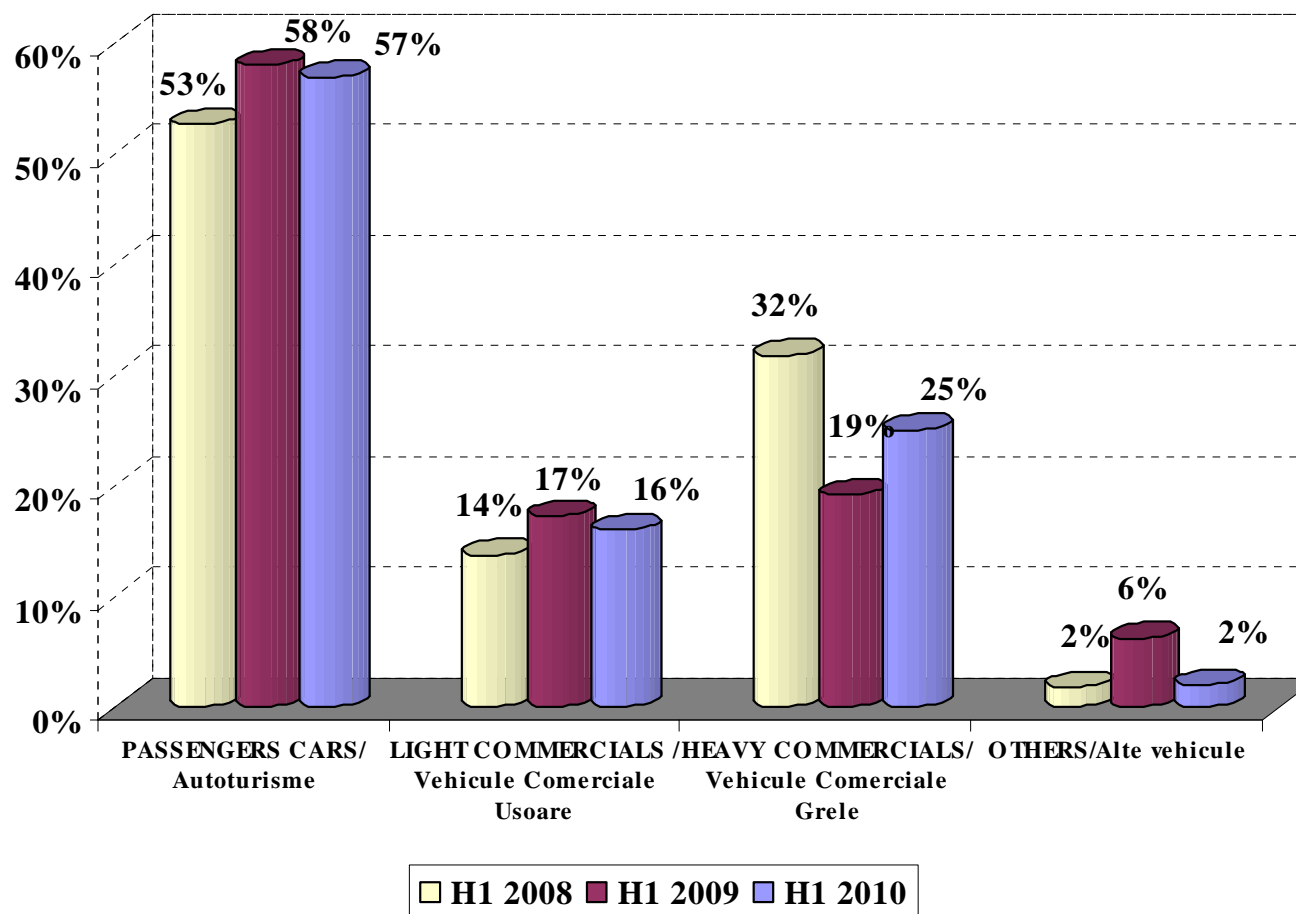
Source/Sursa: Jato



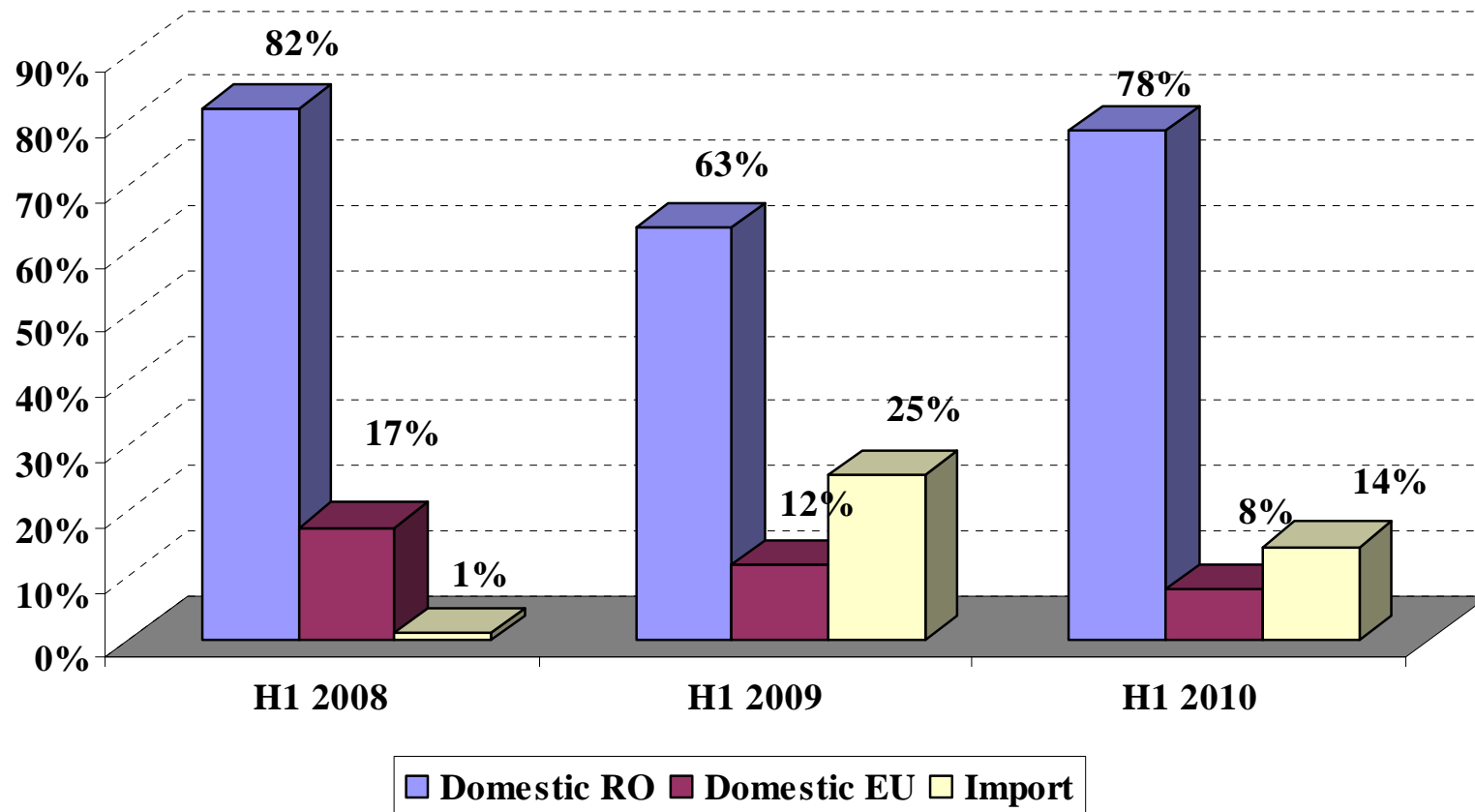
# Number of registered vehicles in Central Europe. Numarul de vehicule inmatriculate in Europa Centrala H1 2009 vs. H1 2010



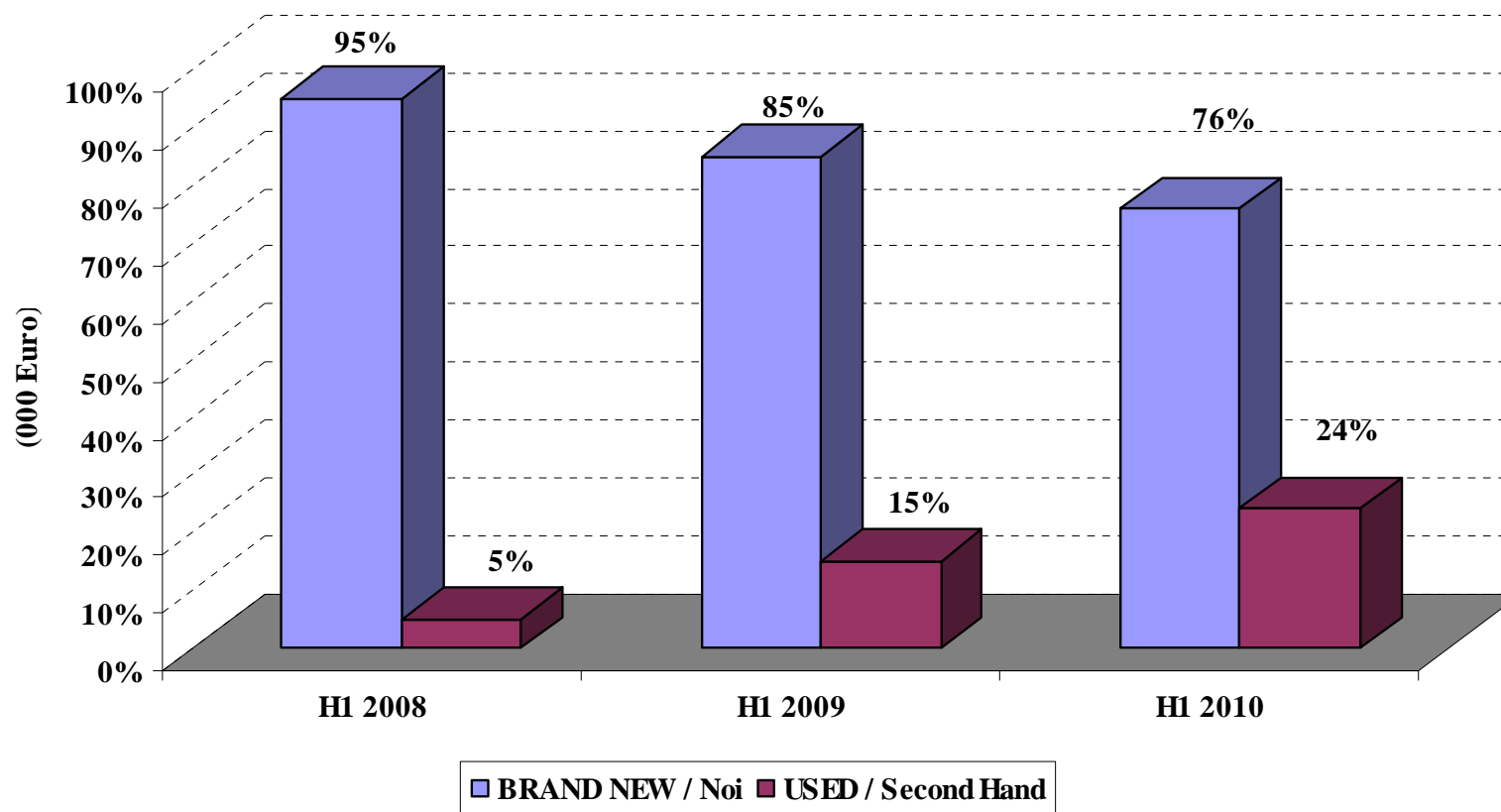
## Romanian Financial Leasing Market Vehicle Financing/ *Piata de leasing financiar din Romania finantarea vehiculelor* H1 2008 ÷ H1 2010



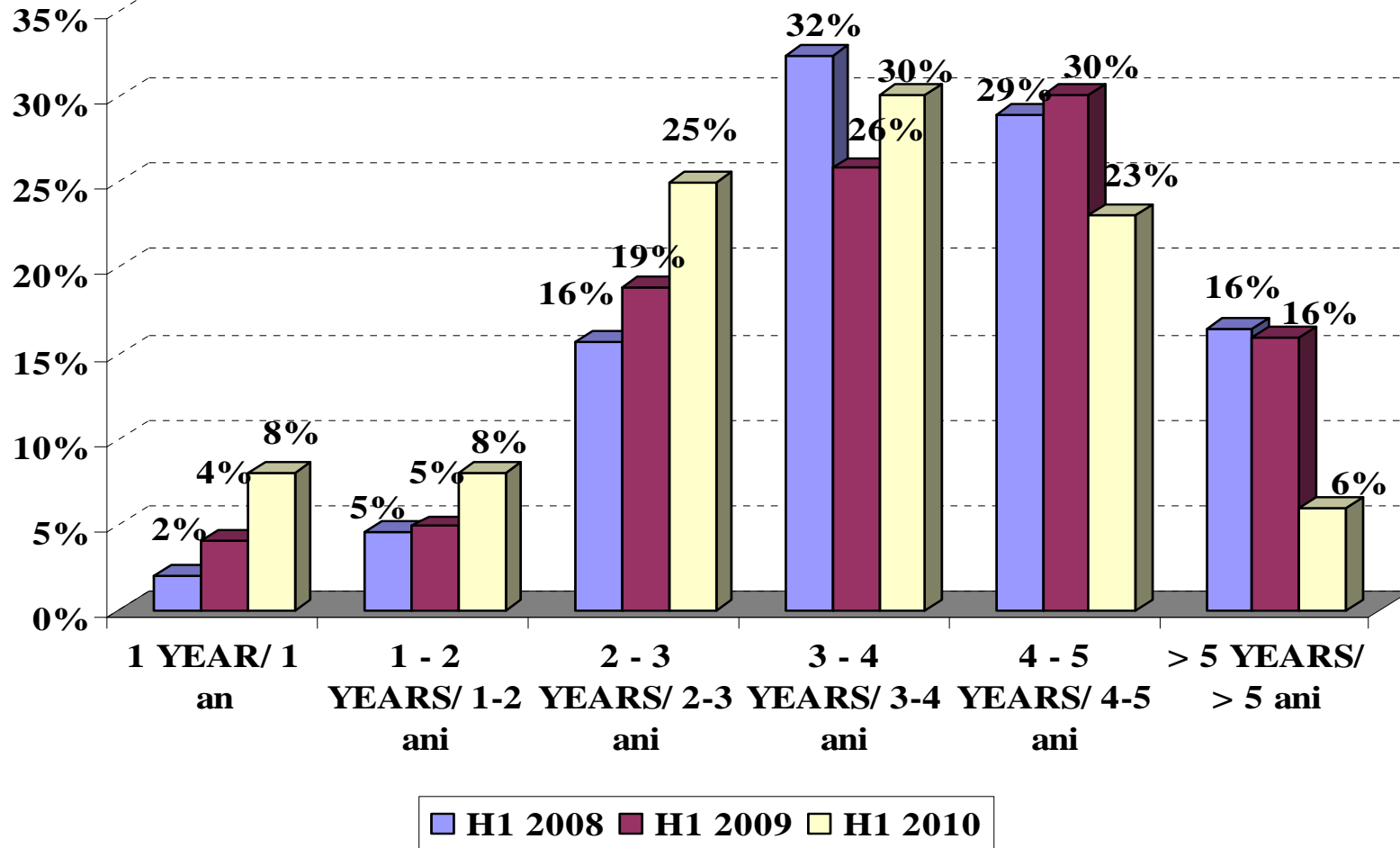
**Vehicle Financing by Origin/  
Finantarea vehiculelor dupa originea bunului in leasing financiar  
H1 2008 ÷ H1 2010**



## Vehicle Financing by Acquisition Type/ *Finantarea Vehiculelor dupa tipul achizitiei* H1 2008 ÷ H1 2010



**Vehicle Financing By Contract Term/  
Finantarea Vehiculelor dupa durata contractului  
H1 2008 ÷ H1 2010**



Source/Sursa: ASOCIATIA SOCIETATILOR FINANCIARE – **ALB ROMANIA**

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# *Finantarea Echipamentelor /* **Equipment Financing**

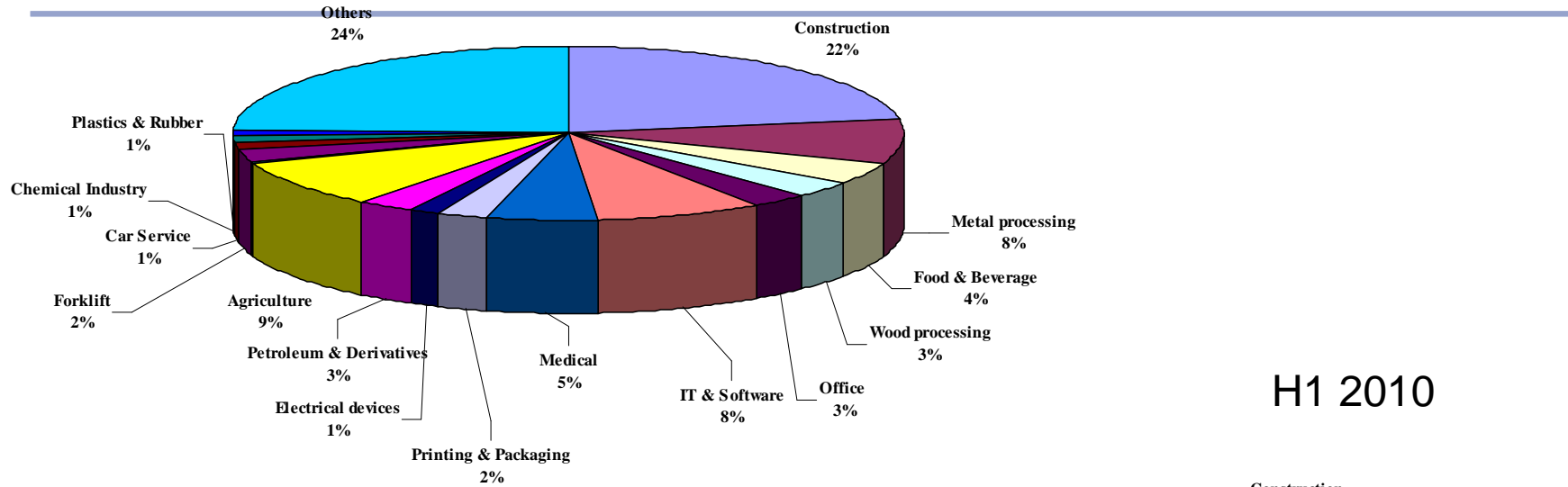


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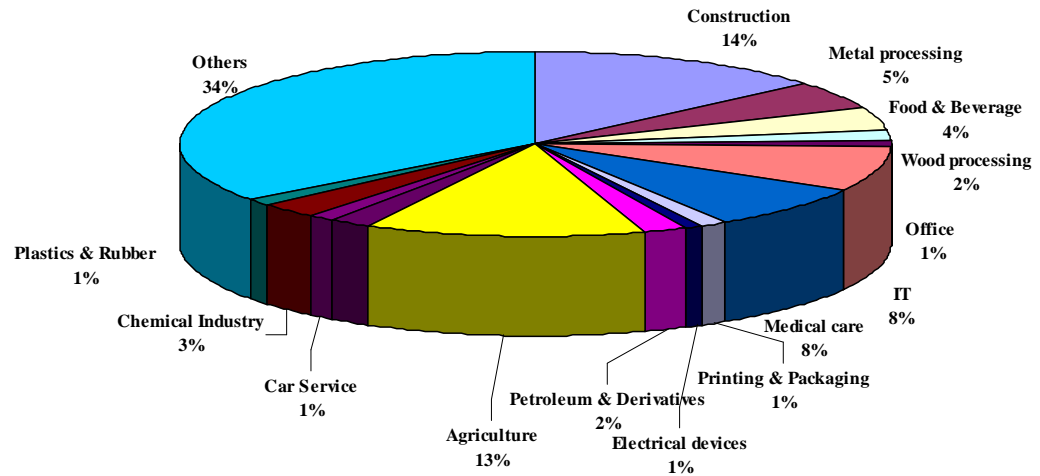
Source/Sursa: ASOCIATIA SOCIETATILOR FINANCIARE – **ALB ROMANIA**



## Romanian Leasing Market Equipment Financing/ *Piata de leasing din Romania finantarea echipamentelor* H1 2009 Vs. H1 2010



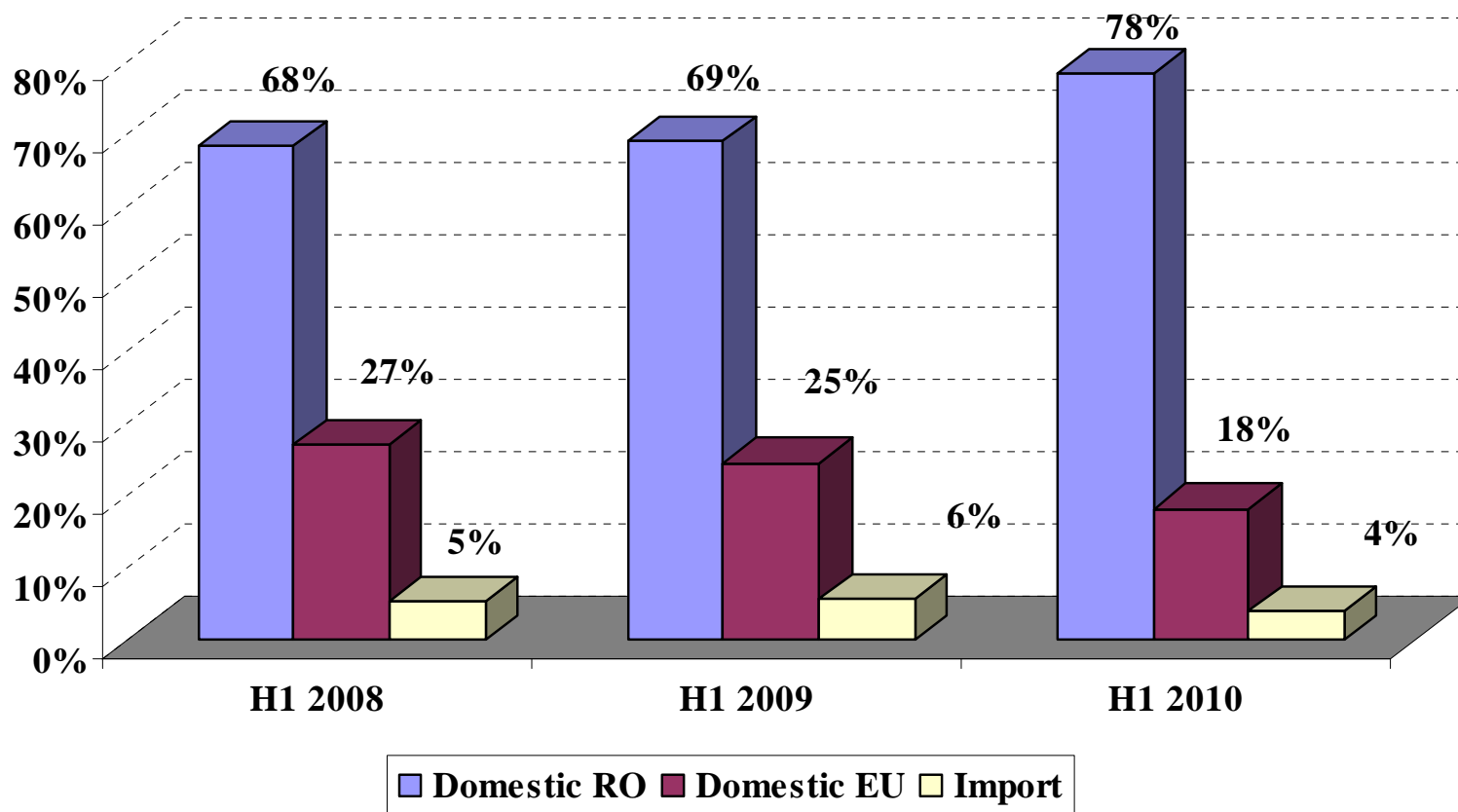
**H1 2009**



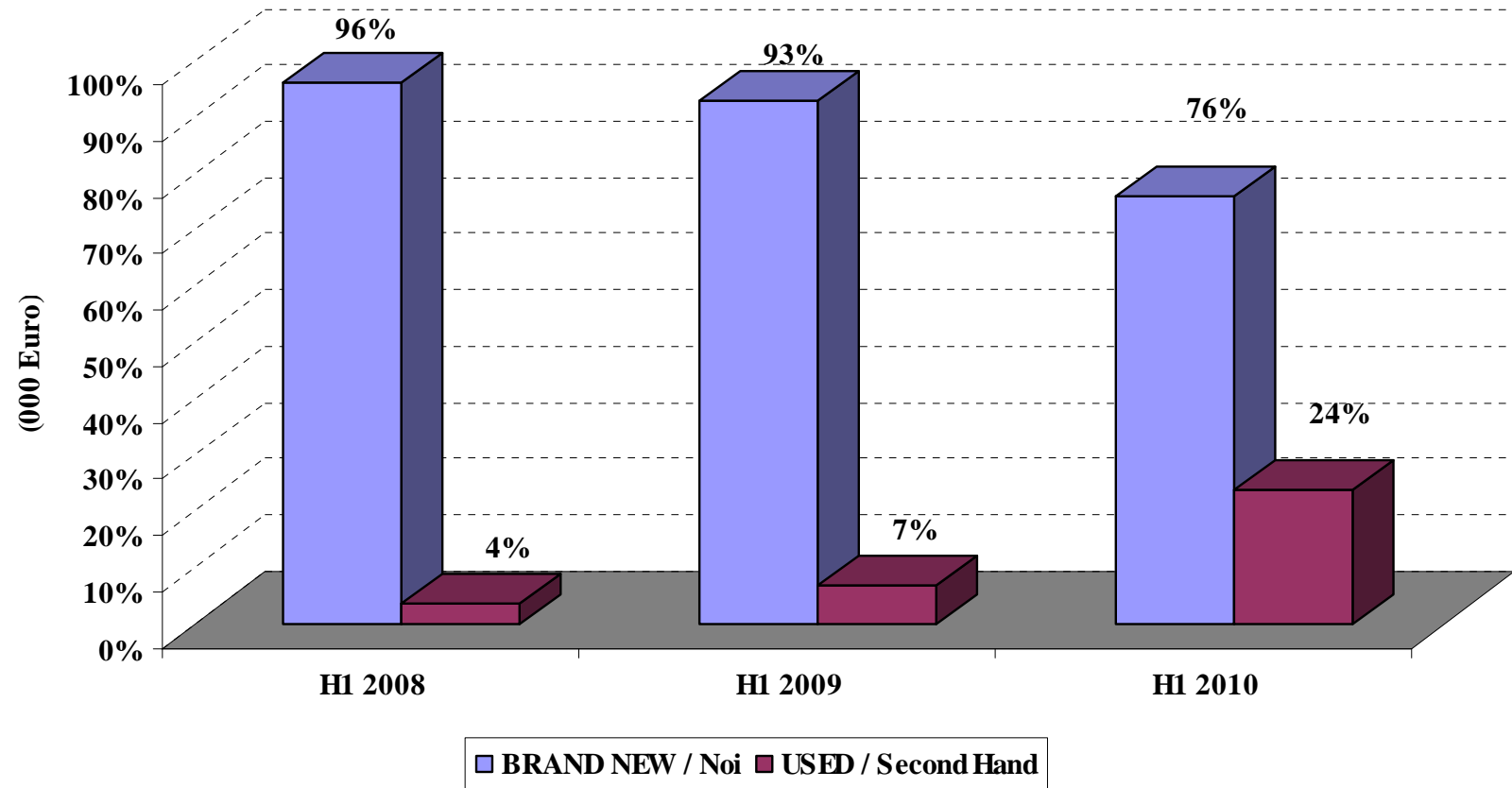
Source/Sursa: ASOCIATIA SOCIETATILOR FINANCIARE – **ALB ROMANIA**



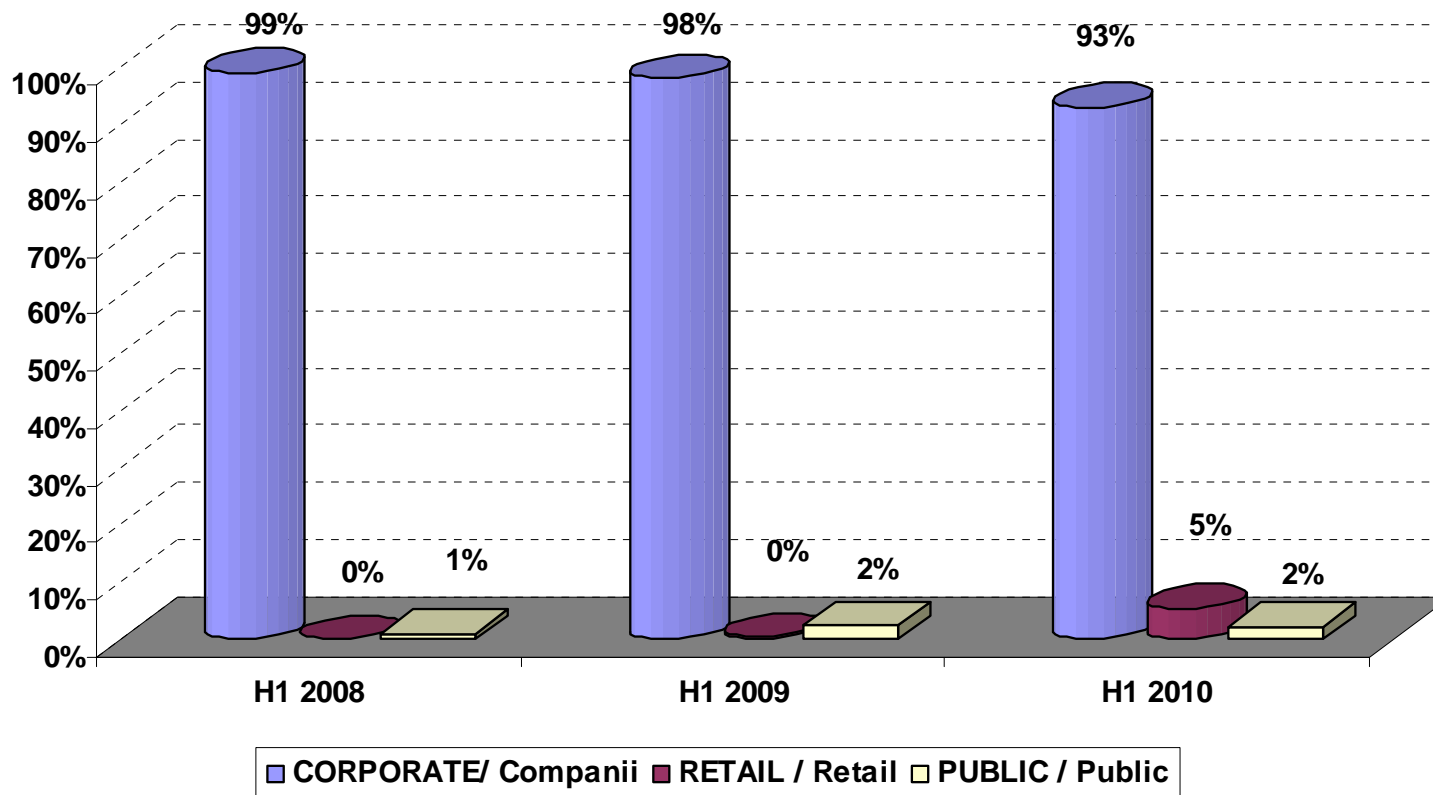
**Equipment Financing by Origin/  
Finantarea echipamentelor dupa originea bunului**  
**H1 2008 ÷ H1 2010**



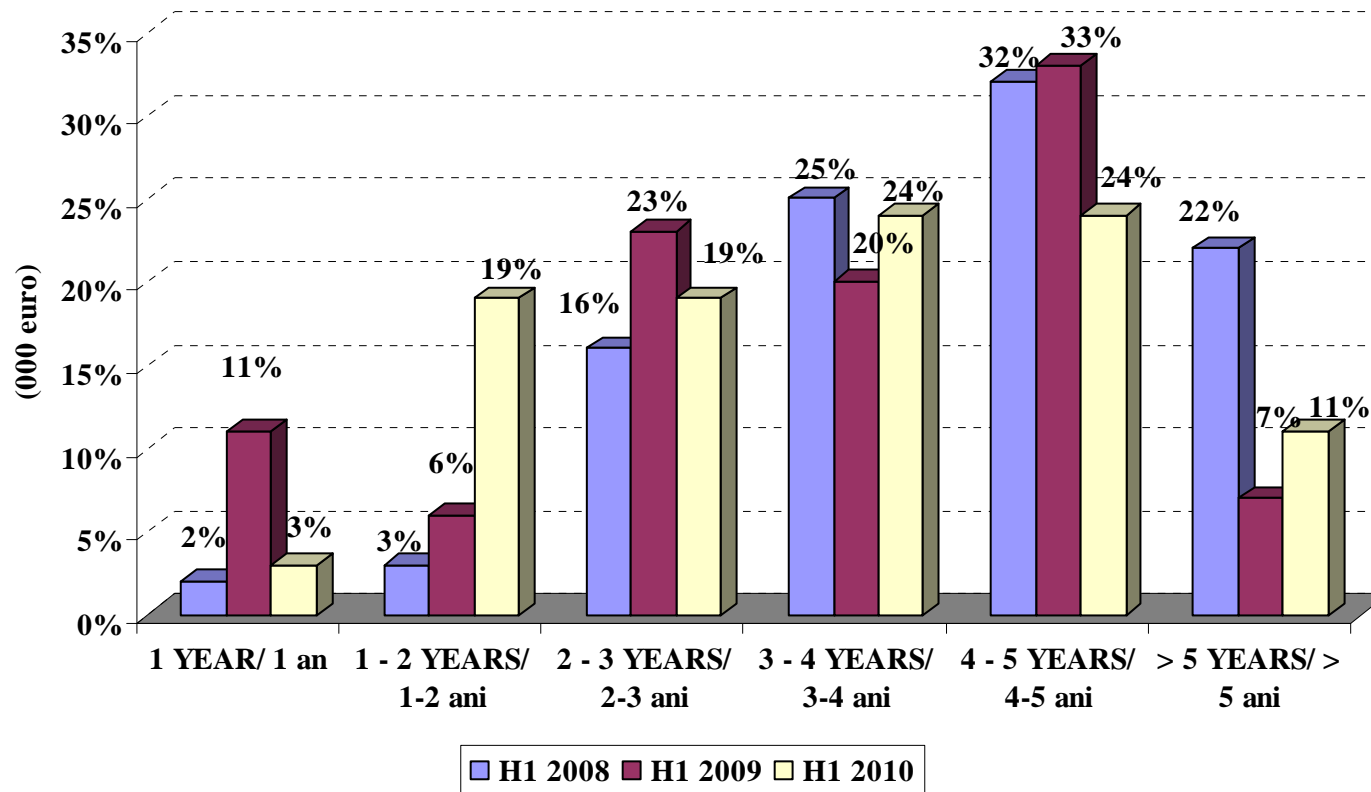
## Echipamentelor Financing by Acquisition Type/ *Finantarea Echipamentelor dupa tipul achizitiei* H1 2008 ÷ H1 2010



## Equipment Financing by Customer Type/ *Finantarea Echipamentelor dupa categoria utilizatorului* H1 2008 ÷ H1 2010



**Equipment Financing By Contract Term/  
Finantarea echipamentelor dupa durata contractului  
H1 2008 ÷ H1 2010**



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*Finantarea Bunurilor Imobiliare /*  
**Real- Estate Financing**



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Source/Sursa: ASOCIATIA SOCIETATILOR FINANCIARE – **ALB ROMANIA**

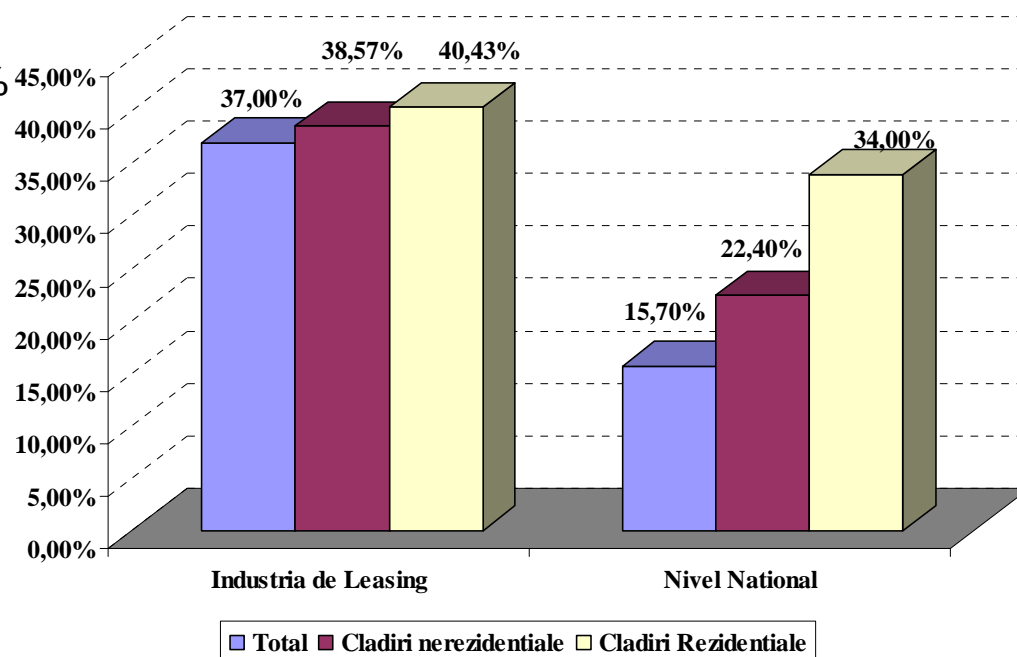
**Decrease of the real estate segment at the national level versus in the financial leasing industry / *Scaderea sectorului imobiliar la nivel national versus scaderea finantarii industriei in leasing***  
*H1 2009 vs. H1 2010*

Real Estate decrease at the national level /Scaderea sectorului imobiliar la nivel national:

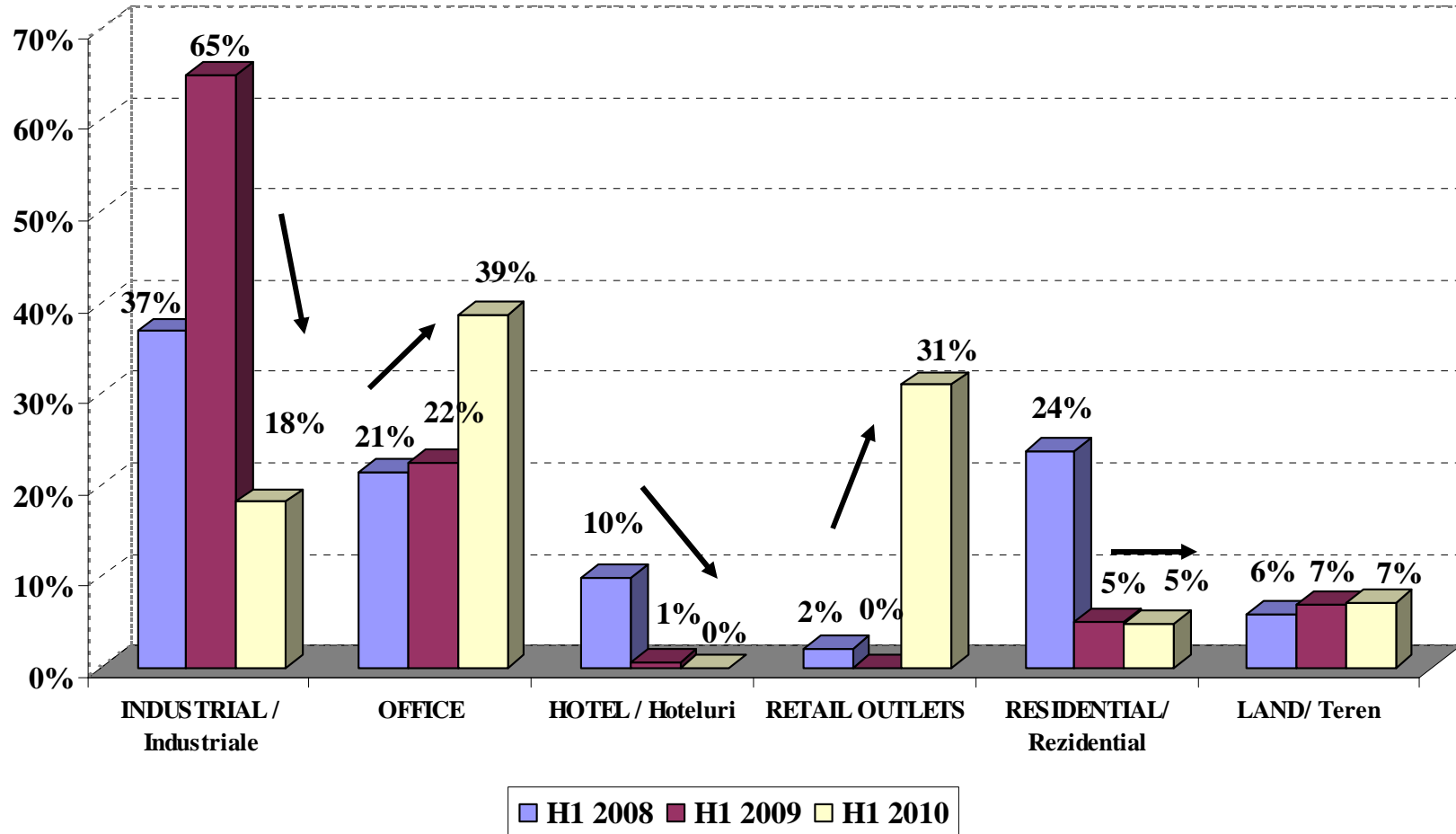
- \*Total: -15.7%
- \*Residential / Rezidentiale: -34%
- \*Non – residential/ Nerezidentiale: -22.4%

Real Estate decrease in financial leasing /Scaderea finantarii sectorului imobiliar in leasing:

- \*Total: -37%
- \*Residential / Rezidentiale: -40.43%
- \*Non – residential / Nerezidential: -38.57%

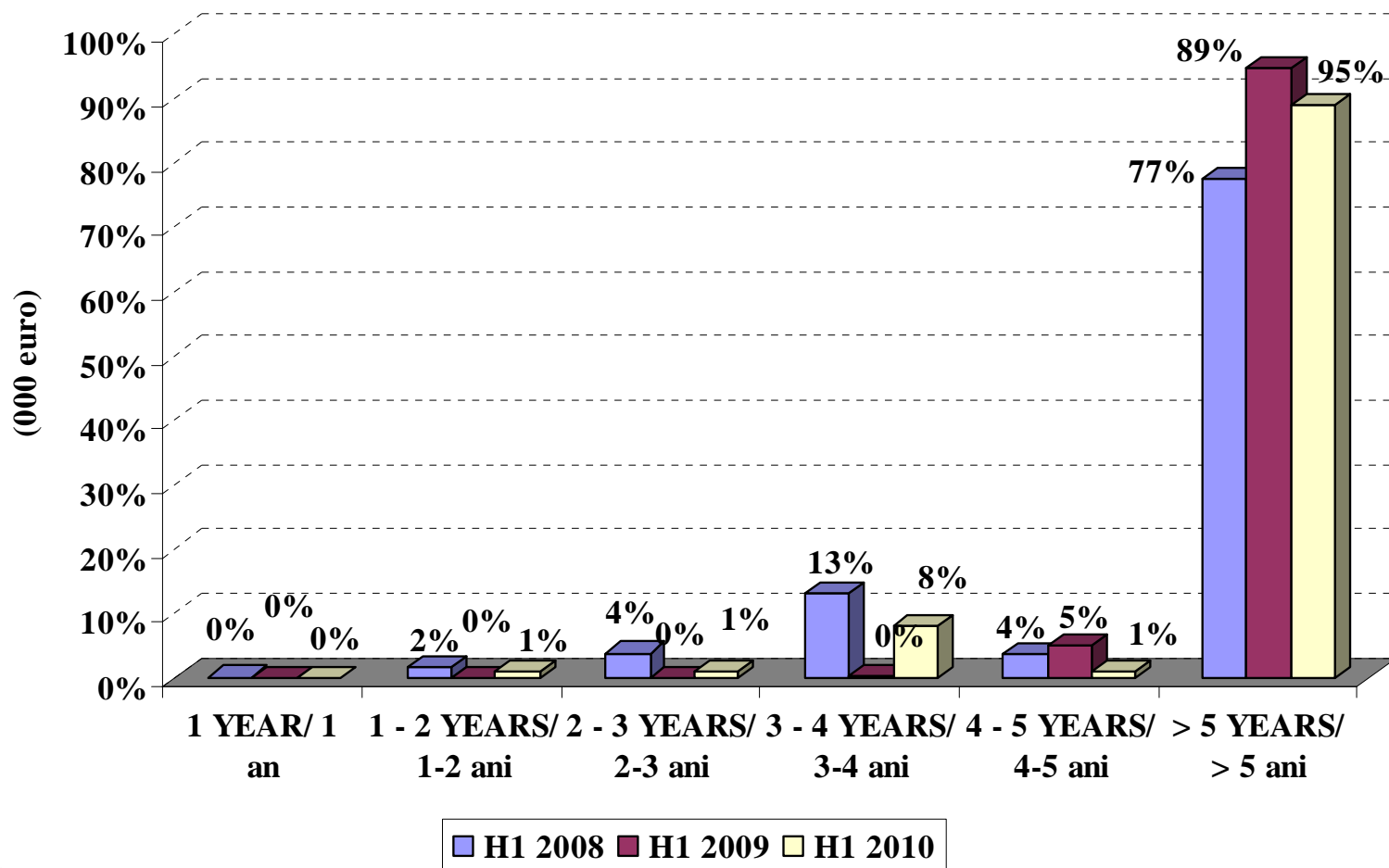


# Romanian Financial Leasing Market Real - Estate Financing / Piata de leasing din Romania - finantarea sectorului imobiliar H1 2008 ÷ H1 2010





**Real Estate Financing By Contract Term/  
Finantarea bunurilor Imobiliare dupa durata contractului  
H1 2008 ÷ H1 2010**



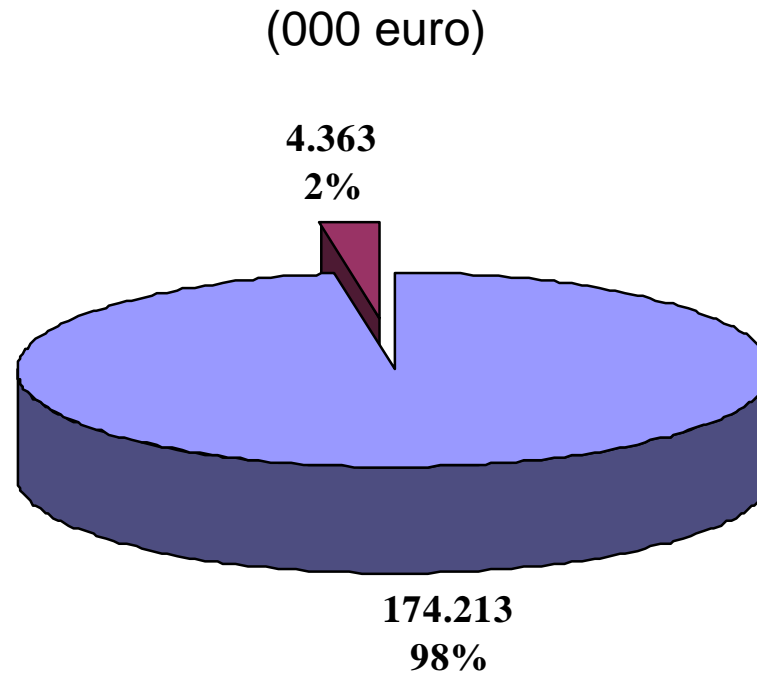
Source/Sursa: ASOCIATIA SOCIETATILOR FINANCIARE – **ALB ROMANIA**



Asociația Societăților Financiare - ALB Romania  
*The Financial Companies Association – ALB Romania*

Creditul de consum IFN la 30 iunie 2010/  
**NBFI consumer credit as of end of June 2010**

## ALB Market – H1 2010 Consumer Credit by Loan Type / *Creditul de Consum dupa tipul de credit*



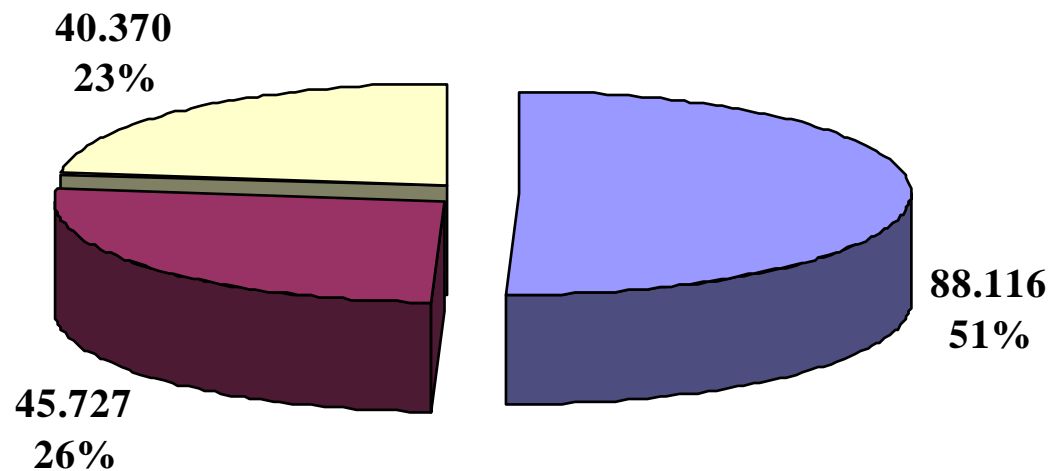
- Consumer credit for personal consumption / Credite destinate consumului personal
- Credits for Vehicles / Credite auto

## ALB Market – H1 2010

### New Consumer Credit for Personal Consumption by Loan Type */ Creditele noi destinate consumului personal dupa tipul creditului*

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(000 euro)

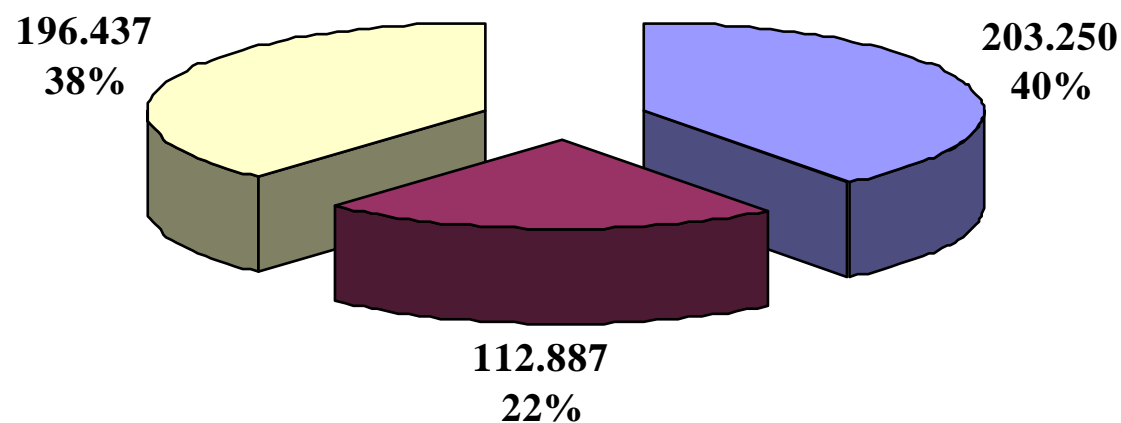


- Personal loans / Imprumuturi de tip nevoi personale
- Revolving credit
- Credit at the point of sale/ Credit la POS

## ALB Market – H1 2010

### Outstanding Consumer Credit for Personal Consumption by Loan Type/ *Portofoliul Creditelor destinate consumului personal dupa tipul creditului*

(000 euro)



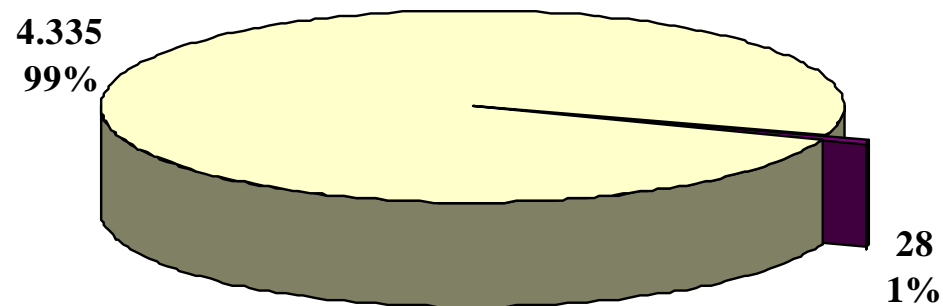
- Personal loans / Imprumuturi de tip nevoi personale
- Revolving credit
- Credit at the point of sale/ Credit la POS

# ALB Market - H1 2010

## Consumer Credit for vehicle acquisition – new acquisitions */ Credit de Consum pentru achizitia de vehicule – vanzari noi*

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(000 euro)



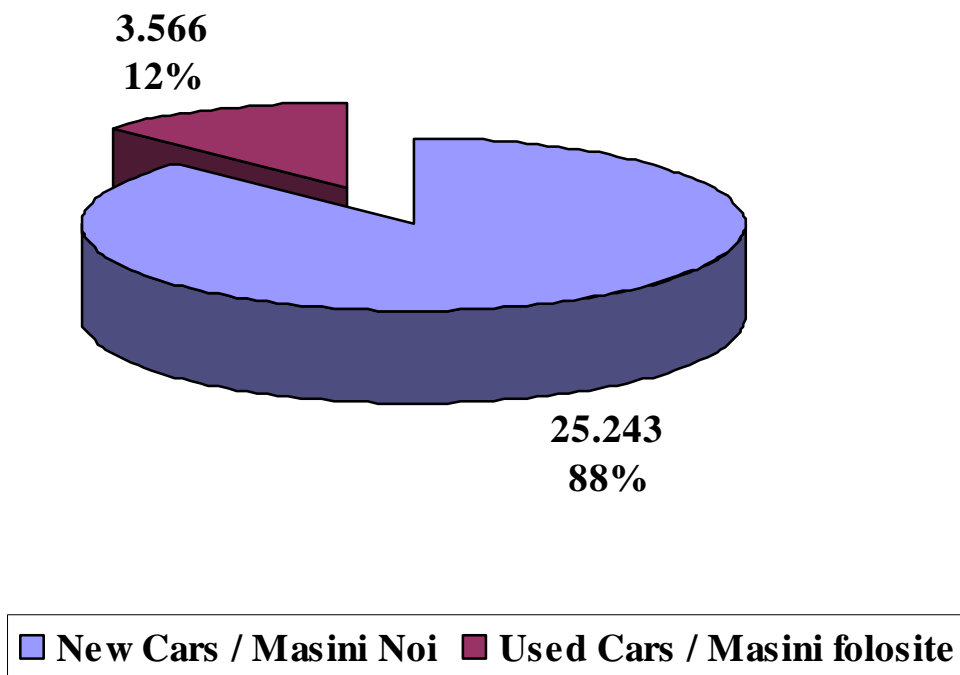
□ New Cars / Masini Noi    ■ Used Cars / Masini folosite

# ALB Market - H1 2010

## Consumer Credit for vehicle acquisition – portfolio/ *Credit de Consum pentru achizitia de vehicule – portofoliu*

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(000 euro)





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Diagnosticul scaderii pietei IFN in contextul macroeconomic si al noutatilor legislative /

*Diagnostic of NBF1 market decrease as a consequence of macroeconomic environment and legislative news*



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# Diagnosticul scaderii sectorului IFN/ **Diagnosis Of The Fall - NBFi Sector**

**S1 2009 vs. S1 2010**

Source: I.N.S., Eurostat

- Cadrul macroeconomic/ **Macroeconomic environment:**
  - Cresterea TVA / **VAT increase**
  - Cresterea ratei somajului la 7.4% / **Increase of unemployment rate up to 7.4%**
  - Scaderea puterii de cumparare + scaderea consumului(-2,3%) / **consumption decrease (-2.3%) & reducing of revenues**
  
- Declinul puternic al sectoarelor pe care leasingul le finanteaza: imobiliar, auto, servicii / **The collapse of the leasing focused economic sectors: real-estate (-12%), automotive (-40%), services (-2.2%) etc.**
  
- Colectarea deficitara si abuziva a taxelor la bugetul public(TVA, taxe vamale, rovignieta, amenzi) / **Incoherent & abusive tax collection practice ( VAT, custom duties,road tax,fines)**

# Noutati in Cadrul Legislativ / News of Legal Framework

- OUG 50/2010 ref. protectia consumatorului/ Gov.Ord. no.50/2010 regarding the CC agreements:
  - Aplicarea retroactiva / retroactive application:
    - Extra-costuri ale finantatorilor si ale clientilor / Extra-costs for credit institutions and consumers
    - Nerespectarea Constitutiei/textului Directivei si a principiilor dreptului comercial/ No respect for Constitution, EU Directive and commercial principles
  - Incurajarea abuzurilor si a unui comportament nesanos de plata/ Encouraging abuse and an unhealthy payment behaviour
  - Confera puteri abuzive unei agentii guvernamentale in aria de decizie legala a BNR/ Gives abusive power to a Governmental agency on Central Bank's legal framework
  
- Codul Fiscal/ Fiscal Code
  - Cresterea costurilor de finantare a achizitiei prin aplicarea TVA marit / Higher financing costs due to an increased VAT
  - Scaderea capacitatii de plata prin cresterea TVA/ Lower payment capacity due to an increased taxation



Source/Sursa: ASOCIATIA SOCIETATILOR FINANCIARE – **ALB ROMANIA**

# Noutati in Cadrul Legislativ/**News of Legal Framework**

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- Decizia Curtii Constitutionale no. 458/2009 ref. incuviintarea executarii silite / **Constitutional Court Decision no. 458/2009 regarding the consent for the forced execution**
  - Numar mare al contractelor in asteptara incuviintarii silite (cca. 9000 dosare) / **Increased number of contracts waiting for consent of forced execution (9000 files)**
  - Cresterea costurilor de provizionare / **Higher provision costs**
  - Cresterea costurilor operationale / **Increased operational costs for the lenders**
  - Incurajarea fraudei si a unui comportament nesanos de plata/ **Encouraging fraud and an unhealthy payment behaviour**