

DUSHANBE BUSINESS FORUM

Exploring new models of CIS leasing companies: The Way Forward

18 May, 2013



BRIEF INFO ABOUT ANSAR LEASING

- Official Name: “Azerbaijan Leasing Company” LLC
- Brand Name: Ansar Leasing
- Paid up Capital of The Company: USD 6.2 Million
- Shareholder: ICD - 100% (IDB GROUP MEMBER)
- Main Activity: Leasing, According To The Sharia Principles
- Current portfolio: USD 20.5 Million

AZERBAIJAN-MACROECONOMIC INDICATORS



Socio-Economic Indicators, 2012

Indicator	Azerbaijan
Population (million)	9.4
Total area (sq. kms)	86,600
Unemployment rate	1%
GDP	USD 69 Billion
Non-oil GDP	USD 33 Billion
GDP Growth Rate	2,2%
Capital investments	USD 20 Billion

LEASING MARKET IN AZERBAIJAN

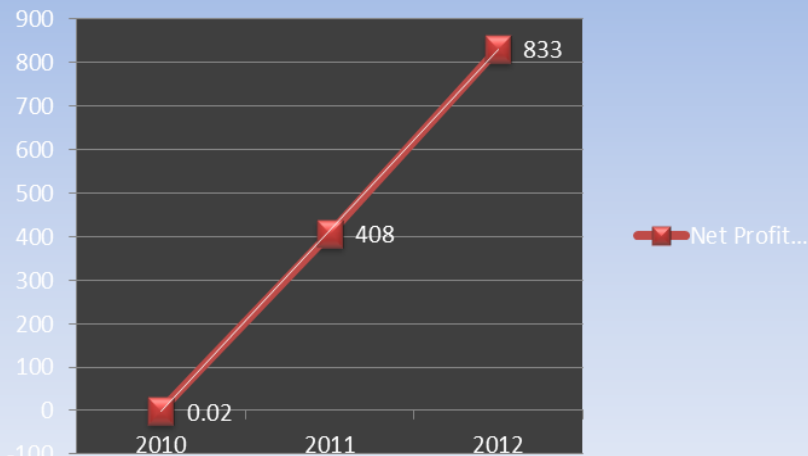
- Leasing operations started in Azerbaijan from 1999.
- Leasing activities does not require any licensing from Central Bank of Azerbaijan. However, Leasing is regulated by Tax and Civil Code in Azerbaijan.
- Currently, there are about 24 leasing companies officially registered in Azerbaijan and includes a leasing company established by Government to stimulate the agriculture sector.
- Leasing operations is free of VAT and agricultural equipments does not attract import VAT.
- Demand for leasing in Azerbaijan is approximately USD 700 - 800 Mio (current exposure at the end of 2012 is around USD 200 Mio and grew at a CAGR of 75% during 2003 - 2012) – a very huge potential.

KEY FINANCIAL FIGURES OF ALC ACTIVITY

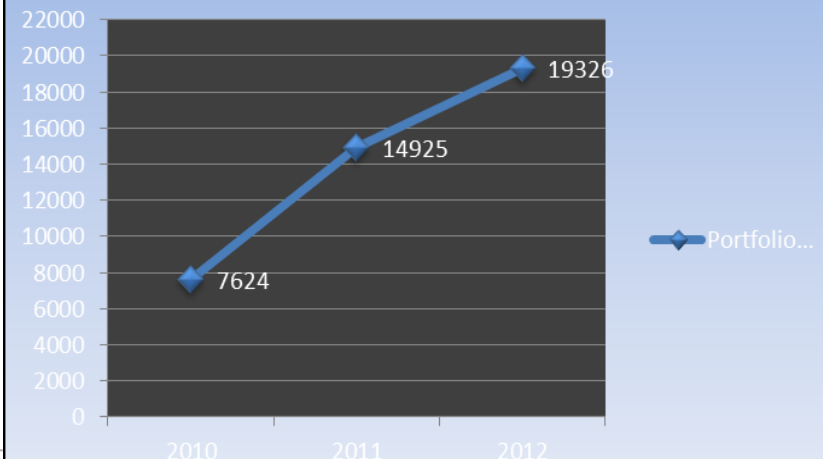
The Key Performance Indicators are presented as under:

USD000s			
Details	2010	2011	2012
Gross Income	552	2,127	3,364
Net Profit	0.02	408	833
Portfolio	7,624	14,925	19,326
Staff Strength	7	10	14

Net Profit USD000s



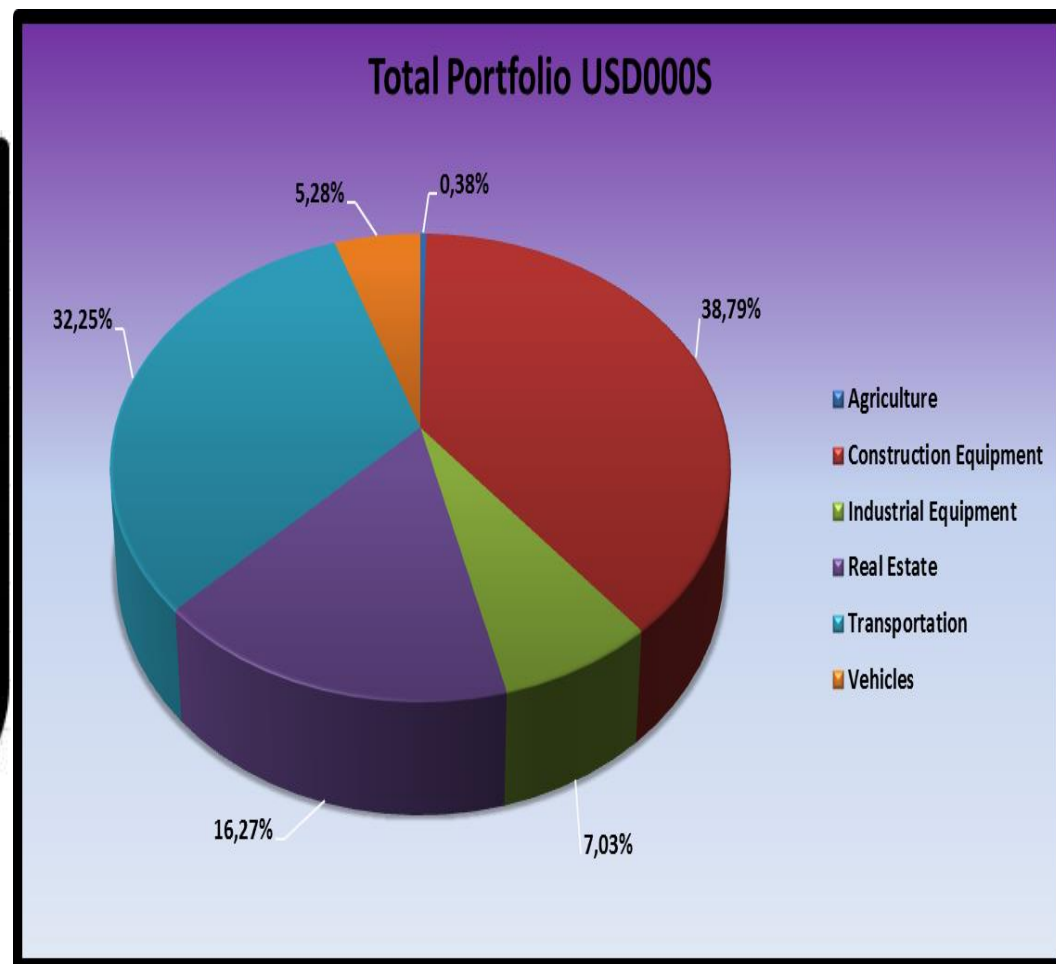
Portfolio USD000s



KEY FINANCIAL FIGURES OF ALC ACTIVITY

Current Portfolio 01.04.2013: 20.5 million USD

Sector	Total Portfolio USD000S	
	Amount	%
Agriculture	77,9	0,38%
Construction Equipment	7951,95	38,79%
Industrial Equipment	1441,15	7,03%
Real Estate	3335,35	16,27%
Transportation	6611,25	32,25%
Vehicles	1082,4	5,28%
Total	20500	100,00%



BENEFITS OF ANSAR LEASING TO THE CUSTOMERS

1. Guided by Sharia principles, Ansar Leasing aims to be the best in its class, satisfying client needs while serving its shareholder's objective of helping to develop Azerbaijani private sector.
2. Low documentation cost for customers.
3. In many cases, no outside collateral security needed because the leasing object is the property of lessor.
4. Some TAX advantages to the customers.
5. Long leasing period for customers.
6. Using of leasing as a main tool of renovation of fixed assets.
7. Providing of complete leasing solutions, viz. Asset orders placement, Customs clearance, etc.

CONTACT INFORMATION

ANSAR LEASING COMPANY ON THE DUTY OF YOUR INTERESTS

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