

## Komercijalna Banka a.d. Banja Luka to expand its MSE lending business

### EFSE supports Komercijalna's plans with EUR 3 million senior loan

**Frankfurt and Banja Luka, 29 January 2014** - The European Fund for South Eastern Europe (EFSE) – initiated by KfW Development Bank (KfW) with the financial support of the German Federal Ministry for Economic Cooperation and Development (BMZ) and the European Commission – granted a EUR 3 million senior loan to Komercijalna Banka a.d. Banja Luka (Komercijalna Banka) to support the expansion of loan products to micro and small Enterprises (MSE).

Komercijalna Banka, an affiliate of Komercijalna Banka a.d. Beograd in Serbia, plans to expand its business from its current focus on corporate and public sector lending into the MSE segment.

"After years of building a valuable partnership with Komercijalna Banka in Serbia, we are pleased at this opportunity to expand this relationship into Bosnia and Herzegovina", says Monika Beck, Chairperson of the Board of EFSE. "We are pleased to support Komercijalna Banka Banja Luka in their strategy to focus on MSE clients."

"We look forward to cooperating with the EFSE and trust this arrangement will help us in our efforts to expand our base of MSE clients and also help our clients to improve their business", says Srđan Šuput, CEO of Komercijalna banka a.d. Banja Luka.

#### **About the European Fund for Southeast Europe**

The European Fund for Southeast Europe (EFSE) aims to foster economic development and prosperity in Albania, Armenia, Azerbaijan, Belarus, Bosnia and Herzegovina, Bulgaria, Croatia, former Yugoslav Republic of Macedonia, Kosovo, Georgia, Moldova, Montenegro, Romania, Serbia, Ukraine and Turkey. As access to finance is a key success factor in developing the micro, small and medium enterprise segments, the EFSE focuses on assisting local financial sectors in strengthening their ability to ensure adequate and sustainable financing. The funding the EFSE provides as long-term finance primarily for micro and small enterprises (MSEs) – but also for private households in the form of home improvement loans – is channelled to these loan customers through local partner lending institutions. Supporting the EFSE's investment activities is the EFSE Development Facility, which provides partner lending institutions with technical assistance, consulting and

training services to build operational capacities and professional management.

Initiated by KfW Development Bank (KfW) on 15 December 2005 from four multi-donor programs under its management, the EFSE is the first public-private partnership of its kind and the first privately managed fund in development finance to leverage private funding for MSE finance in the target region. Capital is provided by donor agencies, international financial institutions and private institutional investors, including the German Federal Ministry for Economic Cooperation and Development (BMZ), the European Commission (EC), the Government of Albania, Small and Medium Business Credit Support CJSC (SMBCS), a subsidiary of the Central Bank of Armenia, the Development Bank of Austria (Oesterreichische Entwicklungsbank - OeEB), the Swiss Agency for Development and Cooperation (SDC), the Danish International Development Agency (Danida), KfW as Lead Investor, the International Finance Corporation (IFC), the Netherlands Finance Company (FMO), the European Bank for Reconstruction and Development (EBRD), the European Investment Bank (EIB), Sal. Oppenheim and Deutsche Bank.

Oppenheim Asset Management Services S.à r.l, Luxembourg, and Finance in Motion GmbH, Germany, are, respectively, the EFSE's Fund Manager and Fund Advisor.

For more information about the European Fund for Southeast Europe, please visit: <http://www.efse.lu/>

#### **About Komercijalna Banka a.d. Banja Luka**

Komercijalna banka a.d. Banja Luka was established as a universal bank to perform all tasks in accordance with the Law on Banks of Republika Srpska.

Komercijalna banka a.d. Banja Luka began operations on 26 September 2006. Komercijalna banka a.d. Beograd, one of the leading banks in Serbia, is the majority shareholder with 99.9 % of Komercijalna banka a.d. Banja Luka's equity capital of 60 million BAM. Komercijalna banka a.d. Banja Luka bases its business operations on providing quality and efficient banking services aimed equally at corporate and retail customers. Financial services include domestic and international payment operations, exchange transactions, acceptance of cash deposits and other funds, issuance of guarantees, letters of credit and other forms of surety, issuing and managing the means of payment, credit financing of legal entities and individuals.

For more information, please visit: [www.kombank-bl.com](http://www.kombank-bl.com)

#### **Media contact EFSE**

Media Relations  
Merle Römer  
Manager Communications and Events  
e-mail: [press@efse.lu](mailto:press@efse.lu)



Tel: +49 (0)69 9778 7650-171

**Media contact Komercijalna Banka a.d. Banja Luka**

Marketing

Svjetlana Trkulja

Administrative Assistant

email: [svjetlana.trkulja@kombank-bl.com](mailto:svjetlana.trkulja@kombank-bl.com)

Tel: +387 51 232-511