

Bulgarian-American Credit Bank (5BN)

Bulgarian-American Credit Bank (BACB) is a specialist provider of secured finance to small - and medium-sized businesses in Bulgaria, with specific lending programs for financing SME companies in a variety of industries and companies in tourism and construction sectors.

The bank was incorporated in Sofia in 1996. It was owned by Bulgarian American Enterprise Fund – a private corporation, established by the US Congress. BACB's mission corresponds to that of BAEF and focuses on long-term financing to small and medium sized business. The Fund aimed to support Bulgarian economy through investments in prospective private companies.

At the end of 2008, Allied Irish Bank acquired 49.9% of BACB, which previously had been owned by BAEF for the amount of EUR 216 million. The stake has been negotiated to change hands again in May 2011 and the deal is still in progress.

52-weeks price high

BGN 13.89

52-weeks price low

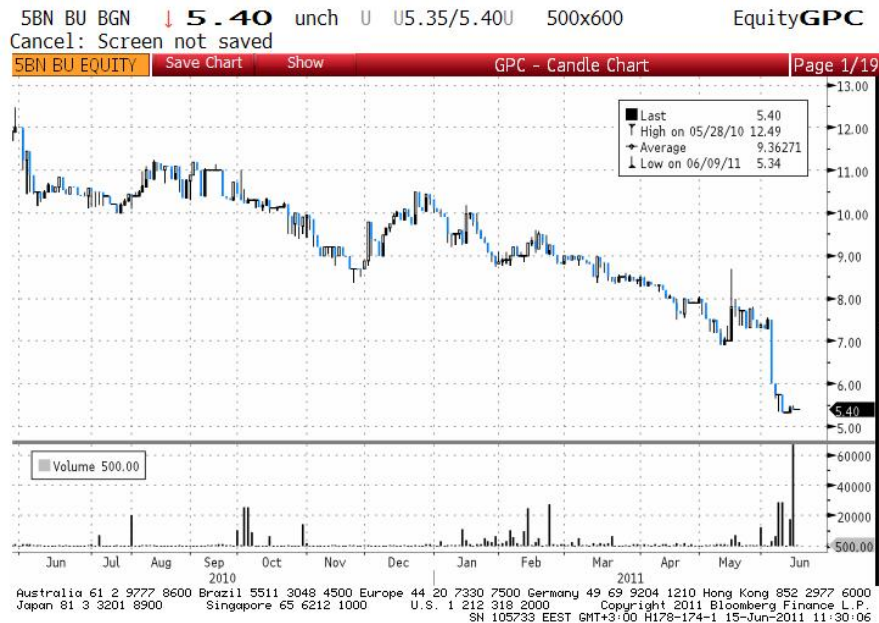
BGN 6.92

52-weeks price change

-50.70%

YTD price change

-50.70%

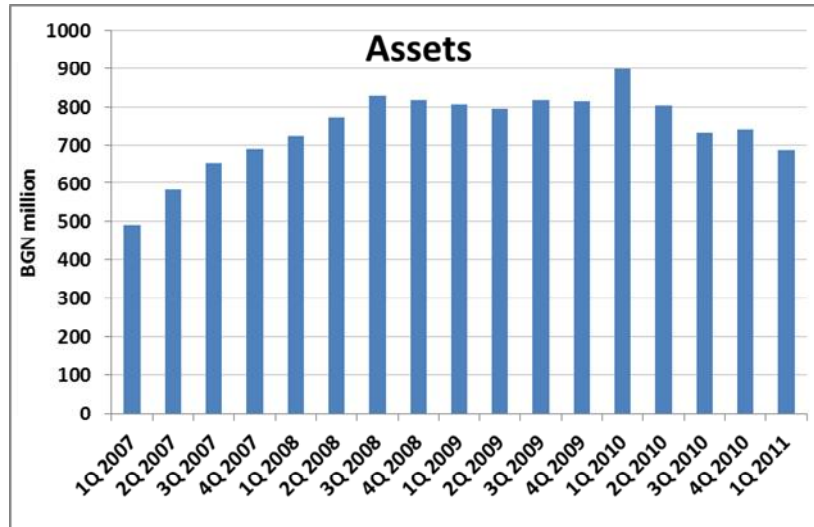


The share price of BACB fell to its historical lows in low trading volumes and constant selling pressure since the beginning of the year. The position has been expelled from the calculation of the main index SOFIX due to low volumes but it was not a market surprise and the effect on the price was negligible. The negative price trend could be explained mainly by the worsening of bank's credit portfolio and the negative financial results.

The news for the sale of majority stake in the bank prompted some volatility on the upside. Most of the gains after the announcement have been erased, as the price remains undisclosed. However, the positive bias was short-lived and the market faced the reality of capital increase from the current BGN 12.62 million to up to BGN 25.25 million. The decision should be voted at an extraordinary shareholders meeting on July 5th. The new shares will have an issue price of BGN 4. The new majority owner, although shares are not yet transferred, will provide additional credit of up to EUR 35 million to the bank.

The interest on each package will be a monthly EURIBOR plus an addition of 4.50% on a yearly basis. The corresponding monthly EURIBOR is calculated and changed at the beginning of each month of the package duration.

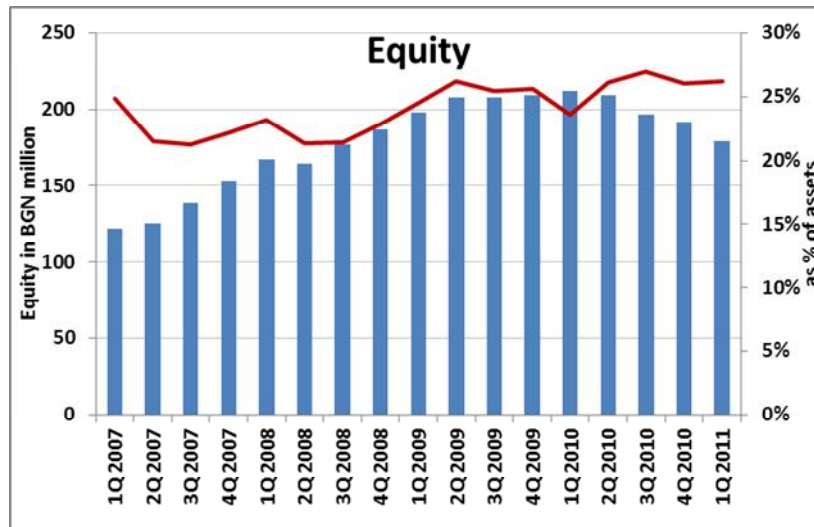
Graph 1



Source: Bulgarian National Bank

BACB's assets posted decline during the last four consecutive quarters due to the accumulated losses from bad loans. Attracted funds from clients also declined despite the aggressive policy toward depositors.

Graph 2

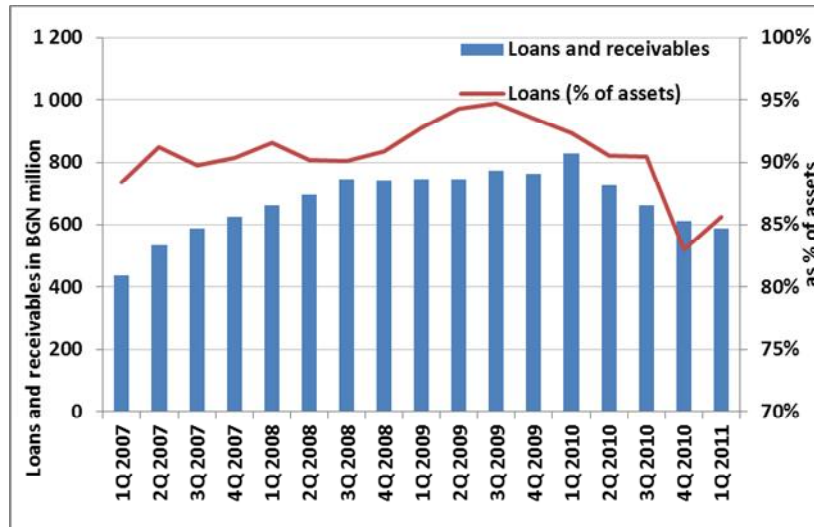


Source: Bulgarian National Bank

Losses erased the equity

The equity of BACB declined during the last twelve months. However, assets fell more steeply, which improved a bit the equity-to-assets ratio and help it to remain at the highest level for the Bulgarian banking system. The ratio stood at 0.26 at the end of the first quarter as compared to the average for the banking system of 0.136. BACB has twice higher equity-to-assets than other Bulgarian public listed banks. The capital is a good buffer against further losses from bad loans, which are significantly higher than the average for the banking system.

Graph 3

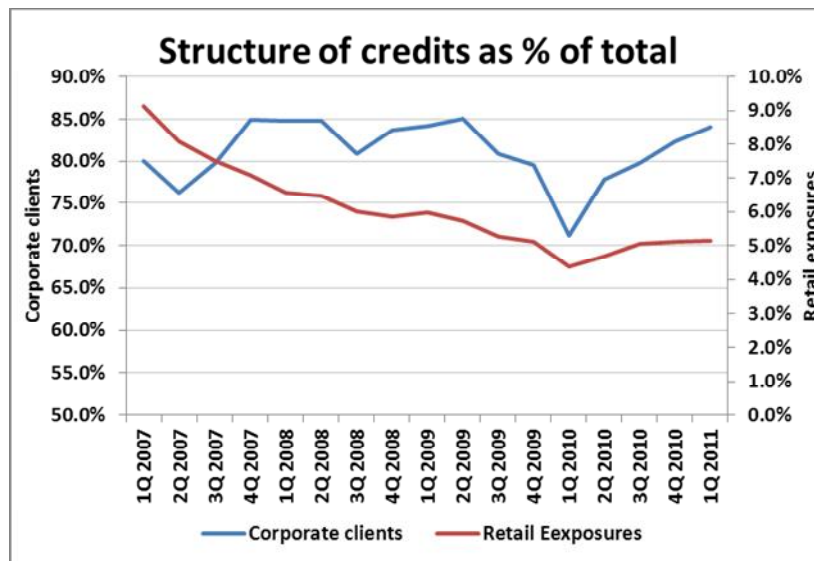


Source: Bulgarian National Bank

First sign for stabilization

The amount of loans and receivables of BACB decreased BGN 200 million during the last nine months of 2010. For the same period, the bank's written-off receivables, that cannot be collected, totaled BGN 14.3 million. Credits fell below the level of BGN 600 million at the end of the first quarter of 2011 but the decline was less steeper that could be a sign for stabilization of the negative trend.

Graph 4



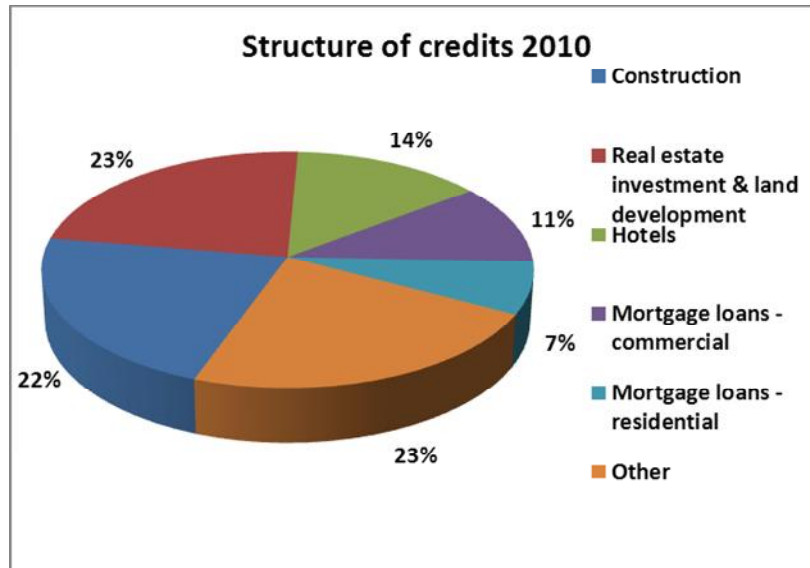
Source: Bulgarian National Bank

BACB is focused on corporate loans

BACB is specialized credit institution toward SMEs and more than 80% of total loans are to corporate clients. This level is stable as compared to the previous four years. The dynamics in early 2010 was due to the increase of deposits in other financial institutions to 21% of total credits of BACB. Retail exposure stood at 5% of total and is mainly mortgage loans.

Impairments were 16% of gross credits of BACB. The level of impairments is rising solidly during the last two years. It doubled in nominal value for two years but remains significantly higher than the average for the banking system of 5% of gross loans.

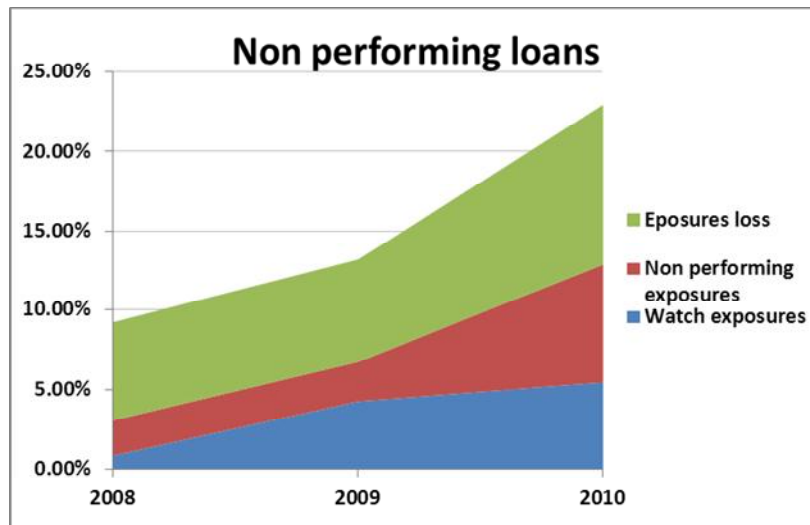
Graph 5



Source: Bulgarian-American Credit Bank

Credits are backed by mortgages Most of the credits in BACB's portfolio of loans are to construction companies and investors in real estate. 86% of credits are mortgage-backed and only 1.7% are unsecured loans. The large exposure to construction and real estate business resulted to higher than average losses from non performing loans.

Graph 6

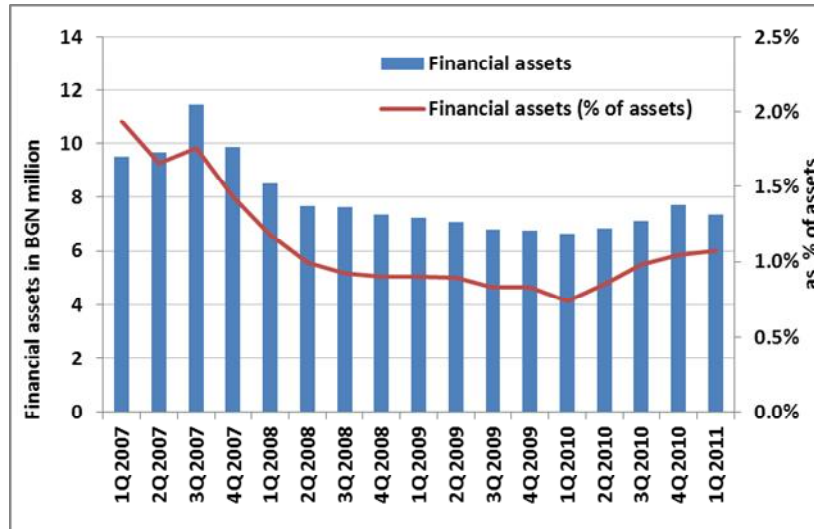


Source: Bulgarian-American Credit Bank

NPLs are rising fast The level of non performing loans past due for more than 30 days is rising solidly. They represented 23% of gross loans of BACB. Watch exposures or credits past due between 30 and 90 days increased 14.5%, which was significantly less than a year ago or comparing to the other two categories of bad loans. Non performing exposures past due between 90 and 180 days jumped two and a half times, whereas exposures loss increased 39%.

The bank announced additionally that non performing loans past due less than 30 days increased to BGN 121 million at the end of 2010 from BGN 26.9 million a year ago. This information is very disturbing as it is revealing that large part of the loans is actually closer to default than can be seen from the graph above. It is possible that some amount of these credits will default that will have negative effect on the financial result of the bank.

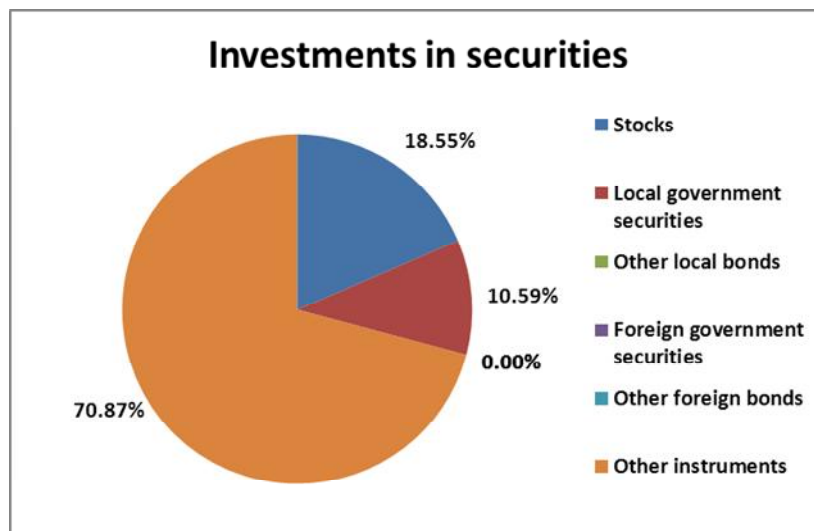
Graph 7



Source: Bulgarian National Bank

The bank is investing very small amounts of its assets into securities and other financial assets. This is due to the constant need of new deposits from households to replace the maturing bond issues of BACB.

Graph 8

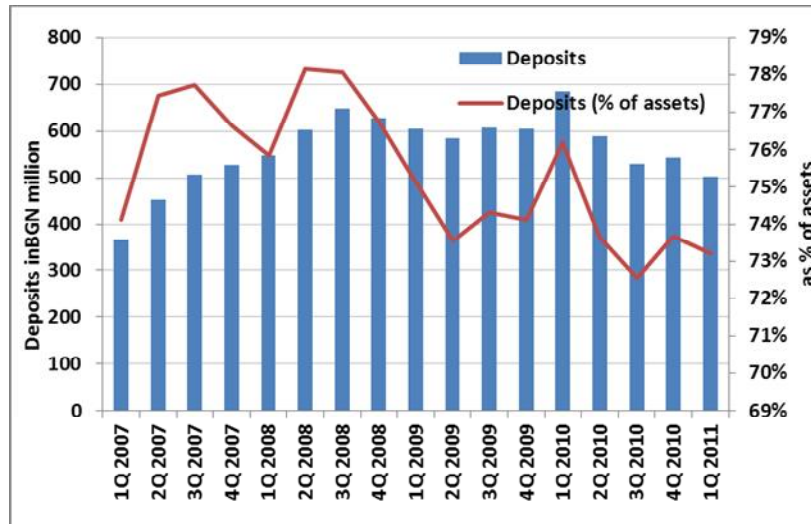


Source: Bulgarian National Bank, as of 31.03.2011

Investments in subsidiaries represented the largest part of all investments of BACB. The bank owns 68.3% of the capital of Imoti Direct REIT or BGN 14.343 million. The REIT increased its capital during the last quarter of 2010, which resulted to large change in the structure of the portfolio. The bank also owns 100% of the capital of Capital Direct, which is the other owner of Imoti Direct REIT.

The bank is investing in government debt securities of Bulgaria, which are dollar-denominated. It also owns stakes in public listed real estate investment trusts.

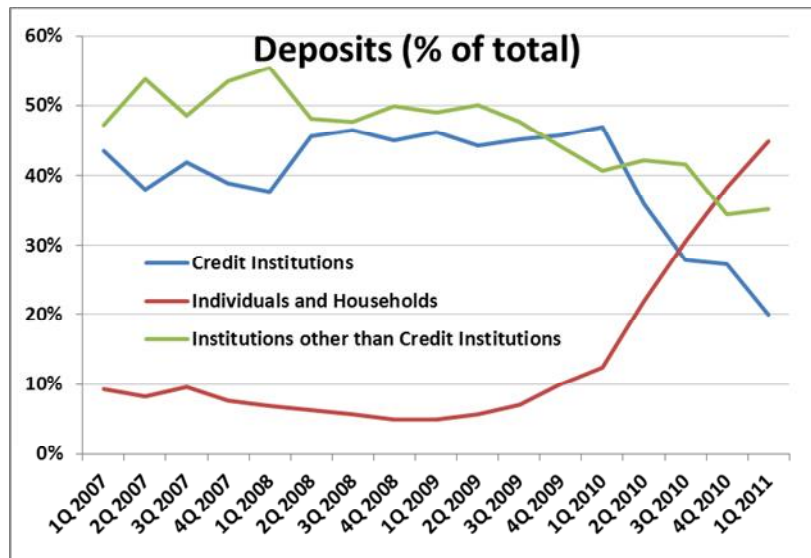
Graph 9



Source: Bulgarian National Bank

Attracted funds represented 73% of the bank's assets at the end of the first quarter of 2011. This share is in decline for a year. BACB had outstanding securities at the amount of BGN 172 million at the end of 2010.

Graph 10



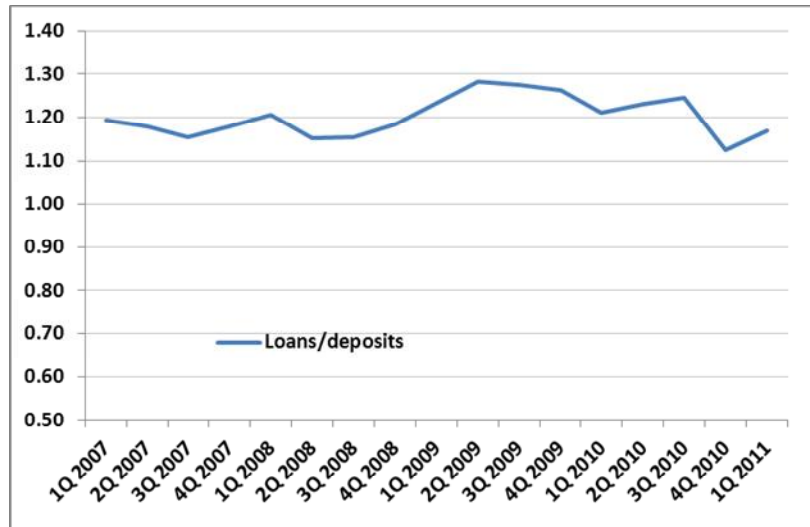
Source: Bulgarian National Bank

BACB rely on deposits from households

The bank changed its policy to rely mainly on deposits of companies and financial institution along with the large mortgage bond issues. The importance of deposits from households is rising and they represented 45% of total t the end of the first quarter. BACB promoted its services with aggressive advertising and very attractive interest rates for long-term deposits.

The bank will continue its policy as it is very unlikely that it will roll over its mortgage bond issues at the current interest rates. Investors will require larger risk premium.

Graph 11

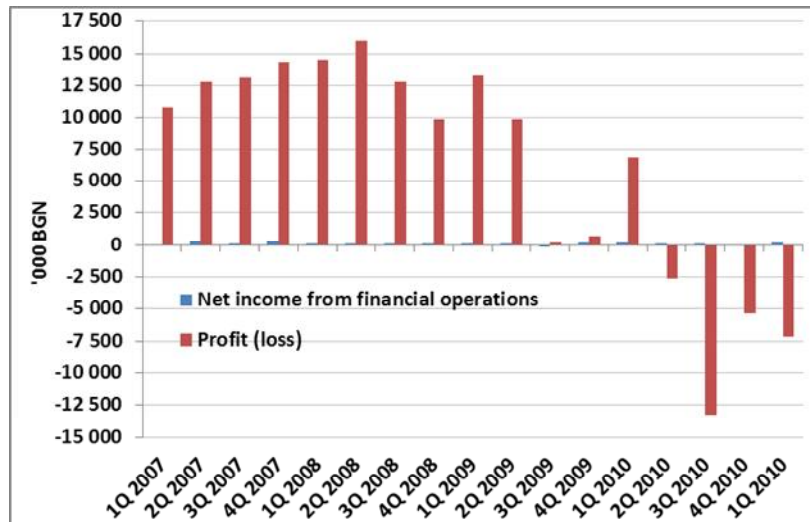


Source: Bulgarian National Bank

BACB's credits are higher than the level of attracted funds. The bank is financing part of its credits by its large capital that has been accumulated through the years of exceptionally large profits.

This is changing gradually during the last year. The bank was forced to write-down credits in larger scale than the change of attracted funds.

Graph 12

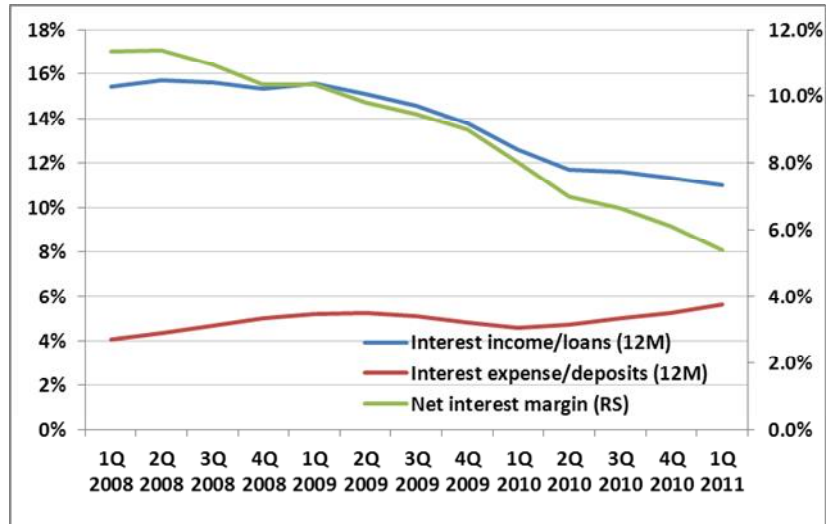


Source: Bulgarian National Bank

Impairments resulted to loss

The worsening credit portfolio in 2009 resulted to sudden reverse in the profit ability of the bank. Impairments are one of the reasons for the losses, albeit the largest one. BACB posted decline in its main revenues segments like net revenues from fees and commissions and net interest margin. There are no signs for improvement of operations that will allow the bank to become profitable in near future. The net income from operations with securities is usually very low and the bank is not historically relying on financial revenues to boost its net profit.

Graph 13

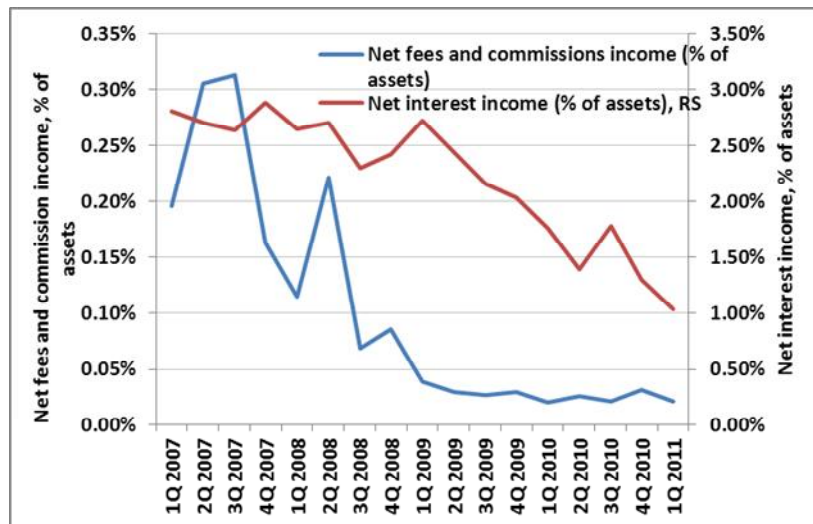


Source: Bulgarian National Bank

Net interest margin fell to the average

The net interest margin of BACB decreased substantially during the last three years. The revenues from interest payments on credits as percentage of total loans posted large decline due to the difficulties in debt servicing from bank's clients. Interest expenses on deposits did not change during the period but it also has some negative influence on the net interest margin.

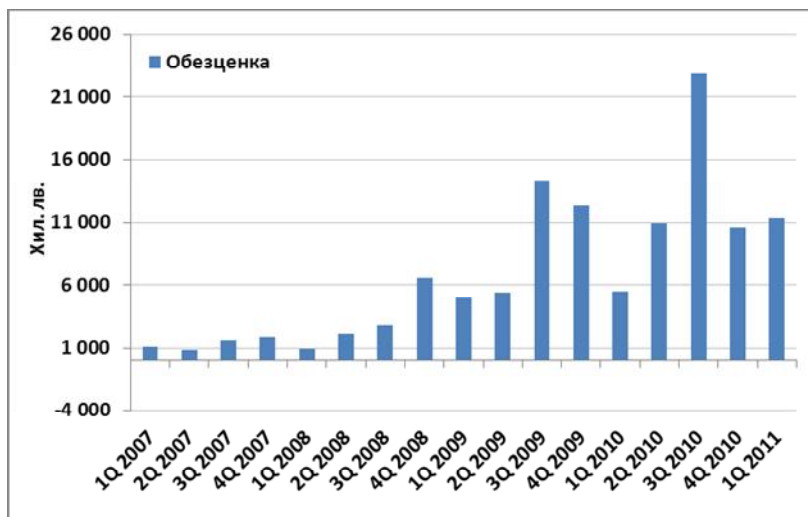
Graph 14



Source: Bulgarian National Bank

The net interest income and the net income from fees and commissions are declining as percentage of assets. The main reason for the second to remain at its historical low level is the absence of new credits. It is possible to observe some temporary improvement of revenues from fees and commissions, if clients of the bank restructure their credits, including those that were due past less than 30 days. However, the data for the first quarter of 2011 did not reveal such process.

Graph 15



Source: Bulgarian National Bank

Impairments of BACB had negative effect on the bank's profits during the last two years. They remained at elevated levels and there is no early signs for improvement of the credit portfolio.

Корпоративни новини

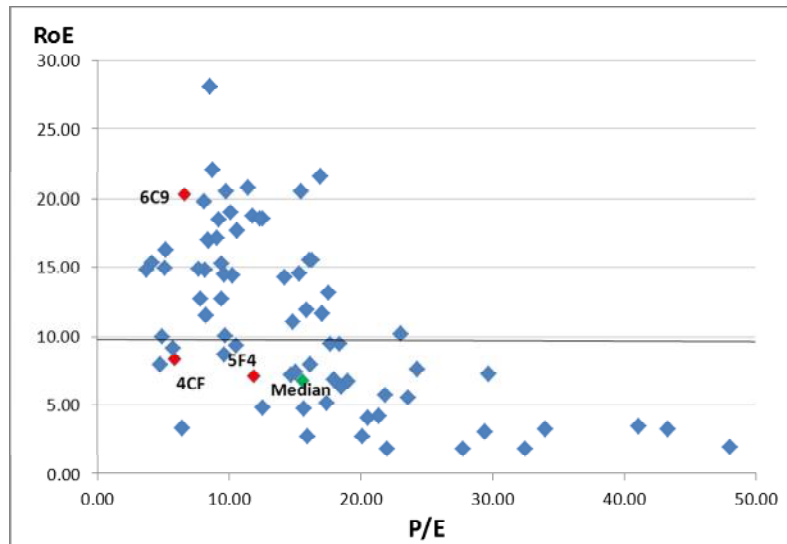
- 31 January 2011** Further to the request of Bulgarian American Credit Bank (BACB), Standard & Poor's Ratings Services withdrew their rating services as at January 31, 2011. Standard & Poor's lowered its long- and short-term counterparty credit ratings on BACB to 'B-/C' from 'B/B' on Jan. 31, 2011. The outlook as at the date of withdrawal remains negative.
- 29 April 2011** Bulgarian American Credit Bank published the invitation for the AGM of the company scheduled for June 01 2011.
- 16 May 2011** Bulgarian-American Credit Bank has been informed on 16 May 2011 by Allied Irish Banks, p.l.c. ("AIB") that AIB has signed an agreement to sell its 49.99% shareholding in BACB to Clever Synergies Investment Fund (CSIF) for an undisclosed amount.
BACB has been informed by AIB that completion of the transaction is conditional upon CSIF obtaining Bulgarian regulatory approvals from the Bulgarian National Bank and the Bulgarian Commission on Protection of the Competition. CSIF intends to provide liquidity and capital support (if necessary) to BACB going forward.

VALUATION

Public listed banks in Bulgaria are traded at low multiples when comparing to the averages in Eastern Europe. We expect that the level on non-performing loans will stabilize this year, which will improve the profitability of banks. We consider three of the four banks to be undervalued in terms of multiples.

Return on equity

Graph 16



Source: Bloomberg

Bulgarian banks have an advantage

The graph is including the banks in Eastern Europe. Some of them are traded at low price-to-earnings ratio and have very good return on equity. Among the best positions is Corporate Commercial Bank (6C9), which has very attractive multiples and is among the exceptions in the region. The other two banks with positive financial results – Central Cooperative Bank (4CF) and First Investment Bank (5F4) are also traded at better than the median multiples. The graph include only banks with net profits but the median is calculated by all financial results, including negative ratios. Among them is the fourth Bulgarian public listed bank – Bulgarian-American Credit Bank (5BN), but the total number of unprofitable companies is low. The return on equity of the Bulgarian banking system was 6.15% in 2010, which is above the average in Eastern Europe.

Multiples comparison

Bulgarian banks are traded at low valuation multiples. The deterioration of the credit portfolio of Bulgarian-American Credit Bank resulted to loss but the other three banks were profitable in 2010. At the same time, the three are increasing their equity and assets, which is creating the opportunity to improve their credit activity in the near future. Stock prices of all banks weakened during the second half of May, which improved the valuation as investors grew worries about the debt problems in Greece.

Multiples comparison

	Bulgarian American Credit Bank	Central Cooperative Bank	Corporate Commercial Bank	First Investment Bank
Last Price	6.92	1.63	75.00	3.45
Number of Shares	12 624 725	83 155 092	6 000 000	110 000 000
Market Capitalization	87 363 097	135 542 800	450 000 000	379 500 000
Net Profit (ttm)	-28 401 000	23 245 000	68 297 000	32 019 000
P/E	-3.08	5.83	6.59	11.85
Assets (ttm)	685 522 000	2 423 455 000	2 960 108 000	5 267 436 000
P/Assets	0.13	0.06	0.15	0.07
Equity	179 375 000	278 672 000	335 985 000	448 829 000
P/B	0.49	0.49	1.34	0.85
RoE	-15.83%	8.34%	20.33%	7.13%
RoA	-4.14%	0.96%	2.31%	0.61%

Calculations: ELANA Trading

The best performing positions during the rally in January-February 2011 were banks. Their gains increased the valuation ratios. However, Central Cooperative Bank and Corporate Commercial Bank are currently traded at very low price-to-earnings ratios. First Investment Bank also has higher ratio as its profit improved 10% whereas the price had much stronger gains.

The reasons for the low multiples of the two banks are different for each case. Investors are not satisfied by the financial profits of Central Cooperative Bank as operations with securities had higher effect on the total result than the operating profit. Corporate Commercial Bank had Low P/E due to the absence of speculators to support the price per share as they consider the bank to be investment for mutual funds and other institutions. The number of deals is significantly lower as comparing to the other banks.

Corporate Commercial Bank is the only liquid bank that is traded above the book value.

We compare the banks to the median of the ratios in Eastern Europe to eliminate the extreme values. Data for the price-to-earnings ratio exclude the negative results of the regional banks. This is the reason to underestimate the fair value of banks' shares. The median P/E is 15.50, whereas the median P/B is 1.11. Both ratios are higher than a year ago, which is clear sign for the rising risk appetite.

Valuation

	Bulgarian American Credit Bank	Central Cooperative Bank	Corporate Commercial Bank	First Investment Bank
Number of Shares	12 624 725	83 155 092	6 000 000	110 000 000
Price-to-earnings	15.56	15.56	15.56	15.56
Net Profit (ttm)	-28 401 000	23 245 000	68 297 000	32 019 000
Price	0.00	4.35	177.09	4.53
Price-to-book	1.03	1.03	1.03	1.03
Equity	179 375 000	278 672 000	335 985 000	448 829 000
Price	14.66	3.46	57.76	4.21
Fair Price	7.33	3.90	117.43	4.37
Current Price	6.92	1.63	75.00	3.45
Premium (Discount)	5.89%	139.44%	56.57%	26.63%

Calculations: ELANA Trading

Three of the four Bulgarian banks are undervalued according to the comparison to peers in eastern Europe. Only shares of Bulgarian-American Credit Bank are close to their fair value when comparing to the sector's multiples. Central Cooperative Bank's shares have the largest premium of the fair value above the current price as it is traded at very low multiples.

The differences between the fair values by multiples comparison and the current prices are shrinking during the last year. This is due to the strong increase of stock prices in Bulgaria. However, the fair prices of all banks except BACB are higher than year ago and First Investment Bank is the leader with 40% improvement.

Bulgarian-American Credit Bank (5BN)

	2008	2009	2010	2011E	2012E	2013E	2014E	2015E
Total Assets	818 045	814 824	737 633	634 364	602 646	614 699	645 434	709 977
Loans and Receivables	743 325	762 400	611 879	520 097	494 092	513 856	554 964	621 560
<i>As Percentage of Assets</i>	90.9%	93.6%	83.0%	82.0%	82.0%	83.6%	86.0%	87.5%
Total Liabilities	631 152	605 991	545 976	484 625	464 960	466 888	486 743	530 697
<i>As Percentage of Assets</i>	77.2%	74.4%	74.0%	76.4%	77.2%	76.0%	75.4%	74.7%
Total Equity	186 893	208 833	191 657	149 739	137 686	147 811	158 691	179 280
Net Profit	53 166	24 020	-14 376	-41 234	-12 053	6 147	12 909	24 849
Return on Equity	28.45%	11.50%	-7.50%	-27.54%	-8.75%	4.16%	8.13%	13.86%
Return on Assets	6.50%	2.95%	-1.95%	-6.50%	-2.00%	1.00%	2.00%	3.50%

Forecasts: ELANA Trading

Very difficult year for BACB The financial situation of Bulgarian-American Credit Bank worsened last year, following the rising non-performing loans. This was far below our expectations for the bank's development in 2010. This is the reason to update our forecasts on the downside and to expect the recovery to start in the beginning of 2013. Our expectations are very conservative and are based on low deposits-to-assets ratio.

The large decrease of credits last year did not result to substantial decline of equity through losses from non-performing loans. At the end of 2010, BACB reported NPLs totaling 22.8% of all credits, which was an increase from 9.6% during the previous year. The provisions compensated this but it is likely that the financial results for the next two years will be much more influenced by the losses from bad loans. Our forecasts are based on further decrease of credits by 15% and most of it will be translated into loss.

The calculations don't include the planned capital increase that will double the equity at full subscription. This will decrease the intrinsic value of shares significantly. According to our expectations, the capital increase will strengthen the capital base of BACB after the withdrawal of AIB. The bank will not increase its credit portfolio to compensate the losses from NPLs with better interest income. Thus our target price is only indicative for the bank's performance before the capital increase and the forthcoming change in its strategy.

Discounted cash to equity value:	
NPV five year free cash flow	7 846
NPV terminal value	85 246
Value of shareholders' funds	93 092
Shares issued (thousand)	12 625
Value per share	7.37
Share price	6.92
<i>Premium/(discount)</i>	6.56%

Residual income valuation:	
Opening shareholders' funds	149 739
PV five year residual income	(79 314)
PV terminal value (ex incremental investment)	22 667
PV terminal value (incremental investment)	0
Value of shareholders' funds	93 092
Shares issued (thousand)	12 625
Value per share	7.37
Share price	6.92
<i>Premium/(discount)</i>	6.56%

Изчисления: ЕЛАНА Трейдинг

Recommendation: We expect that residential construction will recover slowly during the next several years. The real estate market will remain subdued and supply will outpace the decline for some additional time. The positive trend on the market will gradually improve the credit portfolio of BACB, as corporate clients will sell their inventories at higher than the current prices. Three quarters of the bank's loans are mortgage-related. The forecasts for 2011 are based on the regression from the last two years' trend.

HOLD

Price target: BGN 7.37

Upside: 6.6%

The valuation methods are resulting to fair value of BGN 7.37 due to the negative forecasts for the next two years. This is the reason to give HOLD recommendation. Investors should be aware that the bank's shares would likely underperform significantly the broad market, especially during strong rallies. The catalyst for stock gains could become the change in ownership and any improvement of the loan quality of BACB's portfolio. The fair price by peers' comparison is also close to the current.

Assets	2007	2008	2009	2010
Cash and cash balances with central banks	45 243	48 403	25 473	61 237
Financial assets held for trading	3 528	42	0	261
Financial assets designated at fair value through profit or loss	0	0	0	0
Available-for-sale financial assets	6 358	7 307	6 775	7 458
Loans and receivables	623 562	743 325	762 400	611 879
Held-to-maturity investments	0	0	0	0
Derivatives – hedge accounting	54	3 655	3 174	0
Fair value changes of the hedged items in portfolio hedge of interest rate risk	0	0	0	0
Tangible assets	4 635	4 345	9 445	26 295
Intangible assets	218	163	95	115
Investments in subsidiaries	3 000	3 000	4 050	17 880
Tax assets	208	859	1 178	1 676
Other assets	1 482	3 888	814	5 719
Non-current assets and disposal groups classified as held for sale	1 344	3 058	1 420	5 113
Total Assets	689 632	818 045	814 824	737 633
Deposits from central banks	0	0	0	0
Financial liabilities held for trading	0	5	0	127
Financial liabilities designated at fair value through profit or loss	0	0	0	0
Financial liabilities measured at amortised cost	528 639	627 852	603 991	543 270
Financial liabilities associated with transferred financial assets	0	0	0	0
Derivatives – hedge accounting	619	0	2	10
Fair value changes of the hedged items in portfolio hedge of interest rate risk	0	0	0	0
Provisions	0	0	0	0
Tax liabilities	2 067	0	0	0
Other liabilities	5 138	3 295	1 998	2 569
Share capital repayable on demand	0	0	0	0
Liabilities included in disposal groups classified as held for sale	0	0	0	0
Total Liabilities	536 463	631 152	605 991	545 976
Issued capital	12 625	12 625	12 625	12 625
Share premium	315	315	850	850
Other equity	0	0	0	0
Revaluation reserves and other valuation differences	177	-328	-155	529
Reserves (including retained earnings)	88 952	121 115	171 493	192 029
Treasury shares	0	0	0	0
Income from current year	51 100	53 166	24 020	-14 376
Interim dividends	0	0	0	0
Minority interest	0	0	0	0
Total equity	153 169	186 893	208 833	191 657

Source: Bulgarian National Bank

Continuing operations	2007	2008	2009	2010
Financial & operating income and expense:	74 214	83 274	77 322	51 314
Interest income	84 895	109 183	104 385	79 904
Interest expenses	18 273	30 449	28 811	30 374
Expenses on share capital repayable on demand	0	0	0	0
Dividend income	138	185	163	148
Fee and commission income	6 003	3 889	1 058	830
Fee and commission expenses:	101	76	62	64
Realised gains (losses) on financial assets & liabilities not measured at fair value through profit or loss, net	-399	1	-262	-83
Gains (losses) on financial assets and liabilities held for trading, net	917	289	395	336
Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net	0	0	0	0
Gains (losses) from hedge accounting, net	-454	-1 013	-27	-15
Exchange differences, net	-463	-149	22	125
Gains (losses) on derecognition of assets other than held for sale, net	-6	0	0	-7
Other operating income	1 957	1 414	461	669
Other operating expenses	0	0	0	155
Administration costs	11 270	11 129	12 855	15 119
Depreciation	657	680	680	815
Provisions	0	0	0	0
Impairment	5 485	12 421	37 113	49 823
Negative goodwill immediately recognised in profit or loss:	0	0	0	0
Share of the profit or loss of associates and joint ventures accounted for using the equity method	0	0	0	0
Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations	0	0	0	-43
Total profit or loss before tax from continuing operation	56 802	59 044	26 674	-14 486
Tax expense (income) related to profit or loss from continuing operations	5 702	5 878	2 654	-110
Total profit or loss after tax from continuing operation	51 100	53 166	24 020	-14 376
Profit or loss after tax from discontinued operation:	0	0	0	0
Total profit or loss after tax and discontinued	51 100	53 166	24 020	-14 376
Profit or loss attributable to minority interest	0	0	0	0
Profit or loss attributable to equity holders of the parent	51 100	53 166	24 020	-14 376

Source: Bulgarian National Bank

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BUY	More than 5% higher as compared to SOFIX and BG40 performance
HOLD	Market performance, +/-5% as compared to SOFIX and BG40
SELL	More than 5% lower as compared to SOFIX and BG40 performance

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