

### **Why should my company prefer BSTDB?**

Five main reasons should make a company in the Black Sea region prefer BSTDB: competitive financing, speed of decision-making, loan size, competence of the staff and absence of a "political agenda".

BSTDB provides financing on competitive terms, with additional benefits such as country risk mitigation, networking possibilities, improved access to additional resources, and last but not least knowledge of the region.

Though BSTDB follows international standards in its procedures, the Bank is smaller than other international financial institutions (IFIs) and thus, able to respond more quickly to a business proposal. While the approval of most projects takes around six months, BSTDB has been able to process and approve some financings in less than four months.

A third reason is that BSTDB is flexible, i.e. able to process projects, especially in its smaller member countries, under the 5 million US dollars limit applied by many other IFIs.

The fourth reason to undertake an operation with BSTDB is the high quality of its staff. The project teams, staffed by professionals with extensive banking experience, blend international and local expertise and are closely involved with the Black Sea countries.

Finally, the Bank has no political agenda or political or macroeconomic policy conditions attached to operations. The Bank was created by the countries of the region to promote economic activity and regional cooperation.

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**The Black Sea Trade and Development Bank (BSTDB)** is an international financial institution established by Albania, Armenia, Azerbaijan, Bulgaria, Georgia, Greece, Moldova, Romania, Russia, Turkey, and Ukraine. The BSTDB headquarters are in Thessaloniki, Greece. BSTDB supports economic development and regional cooperation by providing loans, credit lines, equity and guarantees for projects and trade financing in the public and private sectors in its member countries. The authorized capital of the Bank is EUR 3.45 billion). BSTDB is rated long-term "A-" by Standard and Poor's and "A2" by Moody's. For information on BSTDB, visit [www.bstdb.org](http://www.bstdb.org).