

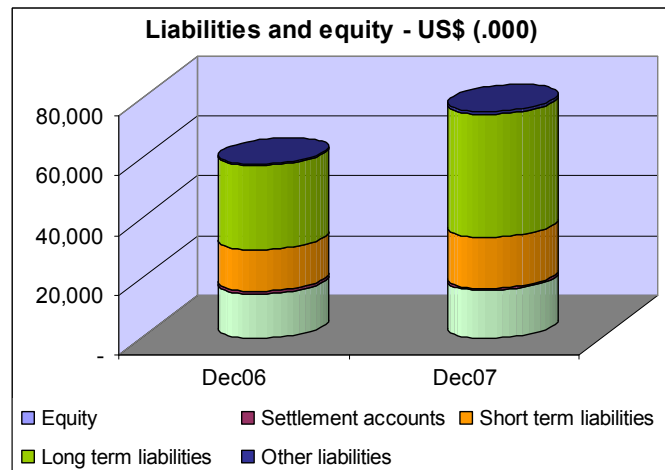
FORUS Bank – Russia

Final Rating

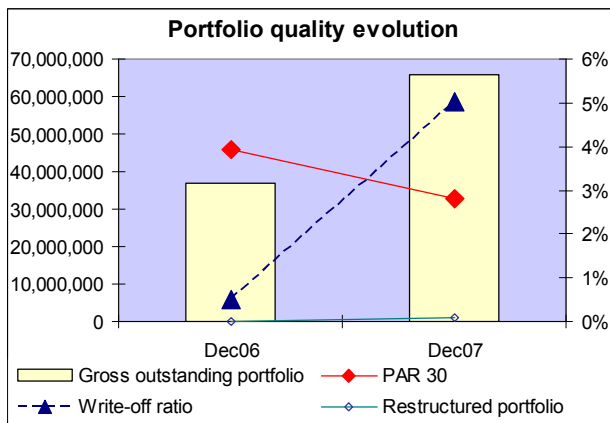
BBB

FORUS Bank was registered in June 2005 by its sole founder, FORA Fund. Since then FORUS Bank, partly exploiting the Fund's organizational structure, with FORA transferring its staff and client base into the new institution, has managed to rapidly grow in terms of portfolio and borrowers, which stand as of December 2007 respectively at almost US\$ 66M and 13,800. At the same time, a strong effort has been undertaken to consolidate the organizational structure, with the introduction of new functions, also to cope with Central Bank regulations and reporting requirements, while adjusting the credit methodology to increasingly serve SMEs, without losing focus on FORA Fund's traditional target, namely micro lending. Thanks to the reputation of Opportunity International network and to the good record of repayments built with FORA Fund, the Bank has managed to strengthen the partnership with international investors established by its founder and initiate new ones (IFC, EBRD).

Number	Dec06	Dec07
Active borrowers	14,896	13,887
Active loans	16,595	16,137
Branches (hubs)	6	6
Satellites	na	38
Total staff	343	435
Loan officers	120	146



Legal Form	Commercial bank
Network of reference	Opportunity International
Inception year	June 2005 (license); August 2005 (operations)
Area of intervention	Urban, semi urban
Credit methodology	Individual/Group lending



US\$	Dec07
Average disbursed loan size	4,995
Gross outstanding portfolio	65,882,377
Total assets	76,141,521

Financial Indicators	Dec06	Dec07
PAR 30	3.9%	2.8%
Write-off ratio	0.5%	5.0%
Restructured loans	0.0%	0.1%
ROE	5.8%	1.8%
AROE	na	-9.0%
Oper. Self-sufficiency (OSS)	109.0%	103.7%
Fin. Self-sufficiency (FSS)	95.7%	93.8%
Portfolio growth	1376%	67.0%
Staff productivity (borrow.)	43	32
LO productivity (borrow.)	124	95
Operating expense ratio	20.5%	19.2%
Funding expense ratio	8.2%	8.8%
Provision expense ratio	8.5%	4.5%
Portfolio yield - accrual	39.4%	32.7%
Risk coverage ratio	107.6%	114.8%
Cost of funds ratio	8.5%	8.8%
Debt/Equity ratio	2.9	3.7

na = not available

CONTACTS

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