

Kazkommertsbank introduces new products to increase SME lending

12 March 2012, Almaty, Kazakhstan. – Kazkommertsbank (KKB), one of the largest banks in Kazakhstan and Central Asia, introduces a new product line for SME clients to increase its SME loan portfolio till the end of 2012 as well as to expand its loyal client base of entrepreneurs.

“We know our clients and their financing needs. That is why we have updated our product line”, commented Adil Batyrbekov, Managing Director of Kazkommertsbank. “We are prepared to offer more flexible solutions based on the requirements of our clients’ businesses”,

The new product line for SMEs is a response to the changing environment in the lending market. New features of the lending programmes include decreased interest rates, more efficient loan approval process and increased loan tenors.

Entrepreneurs in need of funding to cover short-term liquidity gaps will be able to finance their working capital at the interest rate of 16% with “Short-Term Loan” programme provided they have sufficient turnover in their current accounts with KKB.

The Bank offers the lowest interest rate starting from 9.5% p.a. under collateralized loan programme for working capital financing. This program requires that an eligible borrower has a developed business, collateral and is prepared to go through the standard loan approval procedure.

KKB increased maximum tenors of financial leasing agreements for commercial real estate from 5 to 7 years with interest rates starting from 12.5%.

For “Fast decision” and “Alternative Loan” programmes, which require that loans are collateralised by real estate, the loan approval process is 5-7 days.

If a client has active accounts with Kazkommertsbank and other banks, it may be issued a tender guarantee within 1-2 days.

Kazkommertsbank is an active participant of government programmes to develop entrepreneurship, including:

- 2nd and 3rd tranches of Government Stabilisation programme;
- Programme to develop manufacturing industries “Damu-ondiris”;
- Business Road Map 2020 programme;
- Agriculture Ministry’s programme to subsidize interest rates for agricultural companies;
- Asian Development Bank and Damu’s SME programme.

Kazkommertsbank (KKB) is one of the largest banks in Kazakhstan and Central Asia with total assets of KZT 2,673.8 billion (US\$ 18.1 billion equivalent) at 30 September 2011.

In addition to its core banking business (retail and corporate) KKB has subsidiaries active in pension fund management, asset management, insurance and brokerage. KKB also has foreign subsidiaries in the Russian Federation, Kyrgyzstan and Tajikistan.

Major shareholders of Kazkommertsbank include Central Asian Investment Company and Chairman of the Board Mr. Nurzhan Subkhanberdin, Alnair Capital Holding, the Kazakh Government through the Samruk-Kazyna National Welfare Fund and the European Bank for Reconstruction and Development.



KKB's predecessor, Medeu Bank, was founded in July 1990, and re-registered as Kazkommertsbank in October 1991. KKB completed an IPO in GDR form on the London Stock Exchange in November 2006, the first CIS bank to do so, in a deal totaling \$845 million. The Bank's shares are listed on the Kazakhstan Stock Exchange.

Further information can be found at <http://en.kkb.kz>.

For contacts:

Aliya Nursipatova, Investor Relations

Alma Buirakulova, Investor Relations

Tel.: +7 (727) 258-51-25, E-mail: investor_relations@kkb.kz

Larissa Kokovinets, Director, Public Relations

Tel.: +7 (727) 258-54-56, E-mail: pr@kkb.kz