

Business plan outline

[Business](#)



London Investment Bank are ready to allocate a large amount of resources to launch a RBFT' Eurobond issuance. We have the best sales forces and a wide network for serving this target. A RBFT' Eurobond issue will partially cover the scarcity of Romanian securities papers on the market. It will also introduce Romanian Bank for Foreign Trade on international capital markets, this transaction being a benchmark for your future financing from this market. Our mission is to bring your name on the market and for this purpose we will use all possible channels (media, investor group meetings, Bloomberg, conference calls, one-to-one meetings).

We recommend us as the best lead-manager for your future Eurobond issuance and our credentials underline our capabilities in this field. The market analysis for this Eurobond issue reveals that emerging markets continue to remain at the forefront of investors' interests despite market nervousness over the US dollar's weakening trend. The EMBI+ index, a broad indicator of performance of the largest and most liquid emerging markets bonds, tightened by over 300bp since January 2003 to its current level of 455bp, the lowest level since May 1998.

The emerging markets assets are trading at historically tight levels relative to US and Western European corporates. In this context we strongly believe that the timing for a RBFT's Eurobond issuance is perfect for getting the lowest level of costs. If properly managed, the issuance can be oversubscribed and the level of costs can be the lowest for a Romanian corporate Eurobond issue (the narrower spread over Romanian sovereign yield, as a benchmark). Our strategy is to create a large investor base, 70-

75% of the Eurobonds being subscribed by European and 25-30% by US offshore accounts.

We will use all communications channels in order to close successfully this transaction, the result of the marketing strategy being vital for successfully launching the Eurobond issue. Before starting a Eurobond issuance process, you should appoint an international rating agency for establishing your rating; in this respect, our rating advisory team is ready to cooperate and support you for getting the rating. London International Bank is ready to work with you on this ambitious project and our credentials recommend us as the best solution for coordinating your Eurobond issue.