

# MOLDOVA AGROINDBANK

## MAIB bank hails EBRD investment as pivot to expansion



**M**oldova's leading commercial bank, Moldova Agroindbank, is viewed as one of the main pillars of the country's economic development. With its history going back to 1991 when the former Soviet republic declared its independence from the Soviet Union, the bank has imposed itself on the market as a highly trusted universal bank and a pioneer in financial services.

Having deeply embedded roots, Moldova Agroindbank, also known as MAIB, has overcome all downturns the country has gone through to emerge even stronger. The latest recession that Moldova's banking sector witnessed came as further proof of the bank's strong foundation. This persuaded well-known international investors, including the European Bank for Reconstruction and Development, to purchase a large stake in the bank in late 2018. The bank's chairman, Serghei Cebotari, says that the move has opened up new development opportunities, which will benefit both the bank, its clients and partners.

**GM: MAIB has recently welcomed new shareholders — international investors. What impact does this move have on your bank?**

**SC:** Indeed, HEIM Partners consortium, made up of the European Bank for Reconstruction and Development, and the equity funds Horizon Capital and Invalida INVL, bought a 41.09% stake in MAIB. This was a very important event for both MAIB and Moldova's society, as it will consolidate even more the bank's position and the country's financial sector as a whole. The move will give us winds to develop even more quickly, to extend our market shares and stay a worth-following viral example not only for the other banks, but other companies as well.

**GM: What are your Bank's areas of operation, and what new products and services can MAIB offer?**

**SC:** MAIB is a universal bank providing services to both private and legal entities, including micro enterprises, SMEs and corporate companies. All in all, our client portfolio includes over 900,000 clients, with the figure increasing by more than 52% over the past five years only. To provide quality services, we have a wide network of branches and agencies covering the whole country. Yet, to keep pace with the high-tech boom, our team has been investing huge efforts into putting in place a wide range of safe online banking applications and services, which make it possible for our clients to save their time and to bank comfortably



“ MAIB HAS A STRONG FOUNDATION AND IS POSITIONED PERFECTLY WELL TO MAINTAIN AND CONSOLIDATE ITS STATUS OF LEADER OF THE NATIONAL BANKING SYSTEM

and easily regardless of their whereabouts. MAIB seeks not only to go digital, but also to be digital, that is, to be there where its clients are and provide them with the flexibility they need to manage their businesses remotely.

**GM: What can MAIB do to promote the development of Moldova's economy and financial system?**

**SC:** MAIB has been the locomotive of Moldova's banking system and a driving force of the economy,

as well. Speaking of our direct contribution to the development of economy, the fact that in 2018, MAIB held a market share of 36% of newly issued loans is more than eloquent, I believe. MAIB is also a promoter of European business standards, putting transparency, accuracy and reliability on top of all its activities. In this respect, we work fully in line with Basel III principles. With the financial environment developing at light-speed, MAIB has been contributing to people's financial education through bilateral partnerships and via its own financial education projects implemented absolutely for free

at our MAIB Studio Avanti centre.

**GM: How do you see the future of MAIB?**

**SC:** As a bank of systemic importance, MAIB has a strong foundation and is positioned perfectly well to maintain and consolidate its status of leader of the national banking system. It is a highly competitive bank due to its professional and bold team, and does its best to constantly enhance its status of best employer. Moreover, it is turning into a country brand and a valuable asset at regional level as well. With such a legacy, Moldova Agroindbank will remain a highly reliable bank, enjoying a high top of mind ranking. Its value will further increase, due to its ability to quickly adapt to changes in the sector and emphasis on digitalization. MAIB will further be the best bank in Moldova, will keep on setting the tone on the market and will enter other foreign markets due to opportunities opened up by the IT revolution.. ●

### MAIB's performance indicators for 2018 (in Moldovan leu MDL)

Assets: 23,64 bln

Capital: 3,88 bln

Profit: 531,46 mln

### MAIB's market shares

Assets: 28.4%

Capital: 27.2%

Loans: 35.1%

Deposits: 29.4%

Profit: 32.4%