

ANNUAL REPORT 2006

ALBANIAN ASSOCIATION OF BANKS



ALBANIAN ASSOCIATION OF BANKS
SHOQATA SHQIPTARE E BANKAVE

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REPORT 2006





Albanian Association of Banks

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Chairman's Message

Dear Colleagues:

2006 has been an eventful year for the financial system, which saw several foreign investors acquiring banks and insurance companies, in a clear sign of Albania's progress towards Europe. Albanian banks today enjoy one of the strongest private and foreign capital penetration levels in Europe, which makes them more competitive and efficient than any other sector in the country.

Among the achievements of the Albanian Association of Banks in 2006, I would like to emphasize its increasing weight and importance in its consultative role for regulators and business community. It has been actively involved in the preparation of the civil procedure code, the banking law, the law on factoring, and various BoA regulations and has become a full member of the Business Consulting Council. The Association has continued to be the voice of the banking community and its contribution has been reflected in the new legislation.

The AAB also produced a Code of Banking Ethics, which was unanimously approved by the Assembly and which serves as a reference point for ethical business practices. This was a significant and timely achievement given the importance of business ethics and the increasingly blurring distinction between the ethical and the legal.

As I step down from the Chairmanship and leave my seat to Mr Edvin Libohova for a new mandate, I feel even more confident that many more achievements await us in 2007 (I think there is now a consensus that we would like to see a more active Association in the fields of training and public relations). Not only is Mr Libohova a senior and competent banker, but his election also paves the way for more rotation within the executive committee, which will ultimately create a stronger sense of belonging for all the members. Solidarity is of the essence for any association.

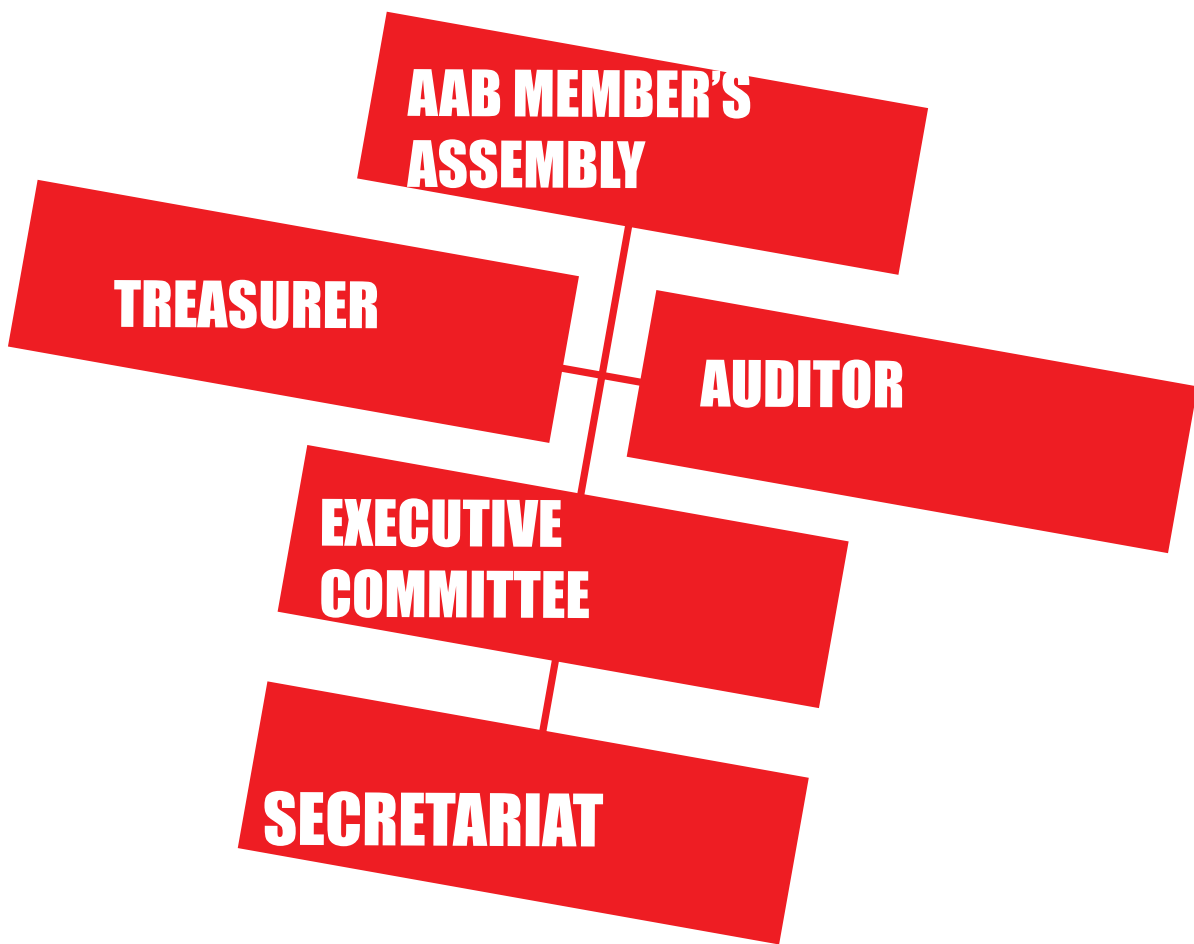
Kind regards,

Seyhan Pencapligil
Chairman

Milestones

- 1.** Approval of AAB Code of Banking Ethics;
- 2.** Generating and promoting fruitful discussion and decision making process, about the establishment of Credit Information Bureau within Bank of Albania;
- 3.** Growing consulting profile for regulatory and decision-making authorities, regarding main issues for the Albanian banking system (banking law, collateral enforcement, credit management, etc).
- 4.** Higher profile for AAB, a full member of Business Consulting Council.
- 5.** Growing commitment for a bigger role of the banking system in the development of migrants remittances' market;
- 6.** Building and promoting a growing social role of the Albanian banking system, by initiating the fundraising initiative "Banks for internet at schools".

AAB Organizational Chart



AAB Executive Committee



Chairman

Seyhan PENCAPLIGIL
General Director
NATIONAL COMMERCIAL BANK



Vice Chairman

Steven GRUNERUD
Chief Executive Officer
RAIFFEISEN BANK



Member

Dimitris FRANGETIS
General Director
TIRANA BANK



Member

Spiro BRUMBULLI
Managing Director
NATIONAL BANK OF GREECE – BRANCH IN ALBANIA



Member

Edvin LIBOHOVA
General Director
POPULAR BANK

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AAB activity addressed many issues and events during 2006 where the most important ones were:

■ Collateral Enforcement

This issue continued to be the focal point for AAB's activity during 2006, considering its special importance for the day-to-day banking activity. AAB Secretariat was highly engaged and cooperated with all groups of interest, in order to ensure the highest results for the banking system.

It contacted and cooperated with EURALIUS – European Assistance Mission to the Albanian Justice System, which was in charge of making recommendations to Ministry of Justice (MoJ), with regard to amendments to Civil Procedure Code (CPC).

Also, it had a fruitful cooperation with MoJ, which peaked with organization of a joint discussion-based workshop, where banks' legal experts discussed, on a professional basis, with MoJ and General Directorate of Enforcements high officials, with regard to collateral enforcement, in the framework of changes and amendments to CPC. The outcome of the workshop was productive, and the majority of banks' comments and proposals were embodied in the new draft law "On some changes and amendments to CPC". The draft law is expected to be proposed to Albanian Parliament within First Quarter of 2007.

■ Credit Information Bureau

The establishment of Credit Information Bureau (CIB) continued to be the most important issue and challenge for banking system and AAB, during 2006.

The AAB Secretariat played an instrumental role in generating a professional discussion about the CIB's format and its establishment in Albania. By organizing and supporting a business presentation and training course on scorecard technology with EXPERIAN-SCOREX and meetings with Bank of Albania (BoA), it helped the latter to finally decide for the option of an in-house CIB, where the software will be developed with internal resources. It is expected that, CIB may go "live" by second half of 2007 (possibly by the end-year).

■ Legal Initiatives

The new Banking Law

AAB Secretariat established an ad hoc Legal Committee, whose duty was to prepare comments and suggestions for the new initial draft of "Banking Law", forwarded by BoA. The AAB Legal Committee and Secretariat prepared a formal lengthy document, with all comments and observations. Along with this, AAB Secretariat prepared another document, based upon the second draft of "Banking Law", prepared by BoA.

Also, AAB was further invited to the hearing session of the Laws' Commission of the Albanian Parliament, where the new draft of banking law was discussed. Some of the comments, made by AAB, were accepted there.

BoA's Guidelines: "On Credit Risk Management", "On Capital Adequacy" and "On bank relations with the person related to the bank".

Following BoA's proposals, on some changes and amendments to the Regulations: "On Credit Risk Management", "On Capital Adequacy" and "On Bank Relations with the Person Related to the Bank", AAB proposed, then organized, a discussion panel with banks' CEO's and chief of credit department, as well as BoA's high officials. The panel was helpful, in the sense of preparing more flexible regulations, in harmony with banking sector requirements in this regard. Final documents adequately contain some of AAB proposals.

The new draft of Regulation: "On the auction procedure of the immovable properties", prepared by General Directorate of Enforcements

AAB Secretariat, based on the new draft of Regulation: "On the auction procedure of the immovable properties", arranged and coordinated all banks' comments and opinions, then forwarded them at General Directorate of Enforcements.

The new draft Law "On Factoring"

The draft law "On Factoring", prepared by the Ministry of Economy, Trade & Energy, was forwarded to all banks and in turn, AAB prepared an aggregated material with banking system opinions on this draft law.

Code of Banking Ethics

Following the draft of AAB Code of Banking Ethics, prepared by AAB Secretariat, the AAB Assembly unanimously approved it, thus making a significant step toward establishing and ensuring compliance with ethical standards of practice within Albanian banking community.

Remittances

Following the World Bank initiative on developing the Italian –Albanian Remittances Corridor, and the Bari Conference of March 2006, AAB started to cooperate with World Bank's "Convergence" Program and Italian Banking Association, ABI, on different areas. Practically AAB:

was engaged in the study of mapping Albanian immigrants in Italy, as a outcome of Bari Conference, which consisted on a mapping of Albanian immigrants in Italy (by regions), with the aim of drawing a remittances product strategy for Albanian banks. Also, the approach of the project was to promote an integrated supply of financial services in Italy and in Albania also with the development of a variety of financial products (including remittances). AAB assisted Convergence and ABI with relevant information, in relation to fund transfers by Albanian immigrants in Italy, channeled through Albanian banking system;

organized, in July 2006, an one-day Open Forum: "Capitalizing on Remittances", as a follow-up discussion panel, where the main findings of the above study were presented then discussed with Albanian Banks. Also, the forum aimed at identifying any further steps, that Albanian and Italian banks can and must take together, to focus their business plans offering financial services to Albanian migrants in Italy;

attended with a high level delegation the business meeting, organized by ABI, and “Convergence”, in Milano, ITALY, 02 November 2006, with the representatives of a group of Italian banks. The meeting aimed at expanding the cooperation between Albanian and Italian banks, by way of further development of Italy-Albania remittances’ corridor, as well as discussing and finding new opportunities for an extensive use of banking channels for remittances;

became, in December 2006, a full member of the Interagency Working Group, in the framework of IOM remittances’ project and Action Plan for implemetation of the National Strategy for Migration.

■ Promotion & Marketing

AAB website (<http://www.aab.al>).

AAB began an internet-based publication of quarterly unaudited banking data (through its webpage: www.aab.al), thus contributing to a higher transparency to general public about banking data (path: <http://www.aab.al/eng/statistika.asp>).

AAB TV Spot

As part of AAB promotional strategy, AAB started to produce a TV-based advertisement, regarding the usage of non cash (bank plastic cards) instruments by general public. It prepared the TV script and the advertisement is intended to be broadcasted within the first half of 2007, with the financial support by VISA International, as co-sponsor for TV broadcasting.

Fundraising initiative: “Banks for Internet at Schools”

The initiative was conceived as the first step toward contributing to higher social profile and public image for the Albanian Banking System and well as increasing the visibility of AAB. Under this initiative, all banks contributed an equal amount of EUR 3,000, to support establishing internet infrastructure at several secondary & high schools. Funds will be delivered to UNDP Office in Tirana, which in turn is responsible for the E-School project implementation.

■ Domestic Events & International Presences

Domestic Events & Seminars

AAB Secretariat, as part of its activity, organized and co-organized the following domestic events and seminars:

Training Seminar: “The Practical Application of Scorecard Technology”, 22 February 2006, in cooperation with EXPERIAN – SCOREX. The seminar introduced credit scoring, different type of scorecards, model development techniques, analysis methodologies, such as cut-off strategies and Reject Inference conceptual overview. The seminar included also some case studies to demonstrate the practical use of the concepts. Also, some in-depth analysis of the up-to-date statistical tools and methodologies to improve decisioning capabilities and strategic management of banks’ business, were disclosed there (host, co-organizer, support).

Working Meeting: “Banking Sector Development and Increasing Loan-Making to Economy”, 20 March 2006, with the Prime Minister. This meeting was an important sign of Government’s attention toward banking sector issues and the Government assumed important commitments to resolve them properly. Mr. Seyhan PENCAPLIGIL, AAB Chairman delivered the speech: “Banking sector development and increasing loan-making to economy” (support, co-organizer).

Presentation Seminar: “How Can The Albanian Banking Sector Contribute To Improving Financial Intermediation?”, 03 April 2006, in cooperation with “Convergence” Program. The presentation, consisted on the study prepared by Mr. Francesco CESARINI, on the functions and organization of ABI, as well as presentation of management tools and technical capabilities, developed by ABI, to become a trustworthy and responsible policy partner. This experience was suggested as a benchmark for AAB in the process of capacity building and making a more effective contribution to financial sector development – in partnership with monetary and financial authorities (host, co-organizer, support).

Roundtable Discussion: “The Establishment of a Credit Information Bureau in Albania: Business proposal”, 28 April 2006, in cooperation with EXPERIAN – SCOREX. At the roundtable, experts from EXPERIAN – SCOREX made a business presentation, which was mainly focused on comparing outsourced solution with in-house one, respective costs and issues related to the respective technical solutions (host, co-organizer, support).

Seminar: “On international experiences on credit growth”, 02 May 2006, in cooperation with IMF Resident Mission in Tirana and Bank of Albania. The seminar focused on the international experiences on credit growth. Also, Mr. Jan Willem van der Vossen presented the research paper: “Rapid Growth of Credit to the Private Sector” and Mr. Geoffrey Oestreicher, made a presentation on “The Stylized Facts and Macroeconomic Impact of Credit Growth”. This research paper was part of the Article IV mission that the IMF conducted in Albania, during 1-5 May 2006 (co-organizer, support).

Open Discussion Forum: “Understanding and Capitalizing on Remittances - Opportunities for joint offering of financial services to Albanian migrants in Italy by Albanian and Italian Banks”, 27 July 2006, in cooperation with Italian Banking Association (ABI) and “Convergence” Program. In the forum, two presentations were made:

- 1. “Understanding the Italian-Albanian Remittances Market”, by Mr. Pierfrancesco Gaggi, Deputy Head of Markets Area, ABI,**
- 2. “Capitalizing on Remittances How to engage with the main players in Italy?”, by Mr. Luigi Passamonti, head of “Convegence” Programm.**

The presentations conveyed valuable data and information regarding the Italian market for Albanian migrants’ remittances and the potential demand for financial services. The goal of the open forum was to identify any further steps that Albanian and Italian banks can and must take together to focus their business plans for financial services to Albanian migrants in Italy (host, co-organizer, support).

Discussion Panel: “Regulations on Credit Risk Management”, 10 November 2006, in cooperation with Bank of Albania. This discussion panel followed BoA’s proposals on some changes and amendments to the Regulation “On Credit Risk management”, Regulation “On capital adequacy” and Regulation “On bank relations with the person related to the bank”. The panel was attended by banks’ CEO’s, chiefs of credit department as well as BoA’s high officials. The panel unfurled both sides’ viewpoints, and some additional proposals, regarding changes and amendments to credit risk management, were made in furtherance (host, co-organizer, support).

Discussion-based Workshop: “On some changes and amendments to the Civil Procedure Code (CPC)”, 20 December 2006, in cooperation with Ministry of Justice (Moj). The workshop, attended by banks’ legal experts, Moj and General Directorate of Enforcements’ high officials, was focused on technical and professional discussions about the proposed changes and amendments to CPC and the collateral enforcement issue, by Moj (host, co-organizer, support).

■ **International Events & Presentations**

AAB attended the following international events:

AAB Chairman Mr. Seyhan Pencapligil, attended the World Bank Conference: “Remittances: an Opportunity for Growth/ The Albanian, Migration to Italy as a Case Study”, in Bari, Italy, 4 March 2006, where he delivered the speech: “On Remittances”.

On the occasion of 15th BACEE Central and East European Country and Bank Conference, 14-16 November 2006, the AAB Chairman, Mr. Seyhan Pencapligil, delivered a speech: “ALBANIA - Economy and Banking System - 2005”.

AAB attended with its Secretary General, the regular 22nd FBE Meeting of the Associates, in Istanbul, TURKEY, 19 May 2006.

AAB attended with its Secretary General, the regular IFBA Meeting in Belgrade, SERBIA, 12 May, 2006, where the following topics were discussed:

- **Introductory presentation by the hosting Association:**
 - Credit Bureau,
 - Basel II,
 - Initiative of the ASB for rapid development of 8 interbank markets,
 - Checks clearing house,
- **Self-regulatory role of Bank Associations,**
- **Corporate governance in Banks (Basel Committee: Enhancing corporate governance for banking organizations,**
- **Compliance function in Banks, including AML function (Basel Committee material: Compliance and the compliance function in banks,**
- **EU latest legislative events,**
- **Handbook on Balkan Banking Systems: Progress Report,**
- **InterBalkan Forum WebSite: Progress ReportPost – FSAP (Financial Services Action Plan).**

■ **Consultancy**

Legal framework on Local Borrowing

Local Government and Decentralization in Albania (LGDA), a project funded by USAID was engaged in the process of preparing a policy (guidance) paper in the area of local borrowing and the respective access to borrowing by local government entities. The document is intended to lay down foundations for drafting, then endorsing, the specific law on local borrowing. LGDA and its local partner ISB, arranged six discussion-based meetings, during April –May 2006, where they invited participants from main stakeholders and groups of interest which would have a big voice in this process. One of the key players was the banking system, so in those meetings, AAB ensured a continuous attendance and played an active role there.

Business Consulting Council

AAB has been formally accepted as a full member of Business Consulting Council, at it will be represented by its Secretary General. This is deemed as a useful window to channel all issues, concerns, comments and proposals, regarding Government economic policies and legal initiatives, which directly or indirectly affect the Albanian banking activity.

The main priorities and objectives of AAB, for 2007 are as follows:

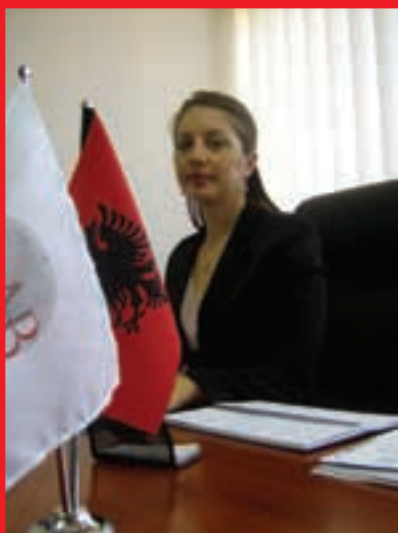
- **Creating cost-effective training facilities and alternatives for Albanian bankers,**
- **Establishing practical and useful information platform for member banks,**
- **Improvement of AAB organizational capabilities and administrative functioning,**
- **Continuous promotion for banking services and profile in general public.**

Secretariat Profile



ALBANIAN ASSOCIATION OF BANKS

Elvin Meka
Secretary General



ALBANIAN ASSOCIATION OF BANKS

Junida Katroshi
Assistant to Secretary General



ALBANIAN ASSOCIATION OF BANKS

Brunilda Kostare
Legal Adviser

Membership in International Organizations:

Associate member of FBE – European Banking Federation, 2003 www.fbe.be

Executive Committee:

Mr. Seyhan PENCAPLIGIL, Chairman
 Mr. Steven GRUNERUD, Vice Chairman
 Mr. Dimitris FRANGETIS, Member
 Mr. Spiro BRUMBULLI, Member
 Mr. Edvin LIBOHOVA, Member

Secretariat:


















Mr. Elvin MEKA, MBA
 Secretary General

Organizational Structure

Legal Form: Non-for-Profit Organization.

Membership: 17 commercial banks (voluntary).

Members of Albanian Association of Banks (AAB) :

	Alpha Bank - Albania		Italian-Albanian Bank
	American Bank of Albania		National Bank of Greece - Albania
	Credins Bank		National Commercial Bank
	Credit Bank of Albania		Popular Bank
	Italian Development Bank		ProCredit Bank
	Emporiki Bank – Albania		Raiffeisen Bank - Albania
	First Investment Bank		Tirana Bank
	International Commercial Bank		Union Bank
			United Bank of Albania



ALBANIAN ASSOCIATION OF BANKS

- ABOUT US
- MEMBERS
- BANKING SYSTEM
- PUBLICATIONS
- LINKS
- CONTACT
- SITEMAP



Welcome!

Albanian Association of Banks is a not-for-profit association, which seeks to promote the most up-to-date banking standards of its member banks, the development, stability and efficiency of Albanian banking system in general, thereby contributing to the advancement of the Albanian economy. AAB is a representative body to contribute in the formulation of legislative proposals or in technical committees, on the national and international

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- Credit Bank of Albania
- Banika Italoane e Zhvillimit
- Emponki Bank
- First Investment Bank
- International Commercial Bank

Address:

ALBANIAN ASSOCIATION OF BANKS
 Blvd. "Dëshmorët e Kombit" TWIN TOWERS, Tower 1, 6th floor, No. 3
 Tel/Fax: +355 4 280 371
 Tel: +355 4 280 372
 E-mail: secretariat@aab-al.org
 URL: <http://www.aab.al>



Financial Statements for the year ended 31 December 2006

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Balance Sheet

for the year ended 31 December 2006 and 31 December 2005
(in ALL)

	Notes	31 December 2006	31 December 2005
Assets			
Cash on hand and at banks	4	8,539,044	2,636,480
Total current assets		8,539,044	2,636,480
Non-current assets			
Fixed assets, net	5	776,457	1,002,874
Total-non current assets		776,457	1,002,874
Total assets		9,315,501	3,639,354
Net assets		9,315,501	3,639,354
Total liabilities and net assets		9,315,501	3,639,354

The balance sheet is to be read in conjunction with the notes to and forming part of the financial statements set out on the notes 4 to 11.

The financial statements of Albanian Association of Banks have been issued on 26.02 2007 and signed on its behalf by:

Elvin MEKA
Secretary General
ALBANIAN ASSOCIATION OF BANKS



Edmond GORE
AVP Internal Audit
AMERICAN BANK OF ALBANIA



Statement of Income and Expenditures for the year ended 31 December 2006 and 31 December 2005 (in ALL)

	Notes	31 December 2006	31 December 2005
Income			
Membership fee	6	10,170,000	8,371,578
Special Fee for the project		3,343,950	-
Bank interest	7	-	11,975
Other incomes	8	171,202	124,296
Total revenue and gains		13,685,152	8,507,849
Expenditure			
Accumulated Depreciation	9	226,417	142,729
Management and general expenses	10	7,763,544	5,678,004
Foreign exchange difference	11	19,044	36,832
Total expenditure		8,009,005	5,857,565
Excess/(deficit) of income over expenditures		5,676,147	2,650,284
Net assets at the beginning of the year		3,639,354	989,070
Net assets at the end of the year		9,315,501	3,639,354

The statement of income and expenditures is to be read in conjunction with the notes to and forming part of the financial statements set out on the notes 4 to 11.

Statement of Income and Expenditures for the year ended 31 December 2006 and 31 December 2005 (in ALL)

	Notes	31 December 2006	31 December 2005
Cash flows from operating activities			
Excess/(deficit) of income over expenditures		5,676,147	2,650,284
Adjustments for:			
Depreciation		226,417	142,729
Cash from operating activities		5,902,564	2,793,013
Investing activities			
Purchases of fixed assets		-	749,706
Cash from investing activities		-	749,706
Net increase in cash		5,902,564	2,043,307
Cash on hand and at banks at the beginning of the year		2,636,480	593,173
Cash on hand and at banks at the end of the year	4	8,539,044	2,636,480

The statement of cash flows is to be read in conjunction with the notes to and forming part of the financial statements set out on the notes 4 to 11.

Notes to the financial statements for the year ended 31 December 2006 (all amounts in ALL unless otherwise stated)

1. Background information

The Albanian Association of Banks (AAB) was established on 31 March 1999. The Registered Office of the AAB is located at Blvd. "Dëshmorët e Kombit" TWIN TOWERS, Tower 1, Tirana, Albania.

The AAB is a not-for-profit association, which seeks to promote the latest banking standards of its member banks, the development, stability and effectiveness of Albanian banking system in general, in so doing contributing to the development of the Albanian economy. The AAB is constituted by seventeen voluntary members Alpha Bank – Albania, American Bank of Albania, United Bank of Albania, Credins Bank, Italian Bank for Development, Emporiki Bank – Albania, Italian-Albanian Bank, National Bank of Greece – Albania, National Commercial Bank, Credit Bank of Albania, International Commercial Bank, First Investment Bank – Albania, Popular Bank, ProCredit Bank, Tirana Bank, Raiffeisen Bank – Albania, Union Bank.

2. Basis of preparation

The AAB maintains its books and records of account on a modified cash basis. On this basis, revenue is recognized when received rather than when earned, and expenses are recognized when paid rather than when incurred, with the exception of property and equipments, which are capitalized and depreciated over their estimated useful lives.

3. Summary of significant accounting policies

3.1 Recognition of revenue and expenses

Revenue is recorded when received and expenses are recorded when paid.

3.2 Fixed assets

Fixed assets are stated at cost, less accumulated depreciation. Depreciation is provided on a written down value basis to allocate the cost of property and equipments over their estimated useful lives. Depreciation is charged starting from the month following the month of acquisition at the following annual rates:

	In %
Furniture	20
Electronic Equipment	25

3.3 Foreign currency translations

The AAB measurement and presentation currency is the ALL. Transactions in foreign currencies are converted into ALL at a rate which approximates the rate ruling at the date of the transaction. Assets and liabilities are converted into ALL using the AAB rate of exchange, which approximates the rate of exchange according to the American Bank of Albania. The related foreign exchange differences are charged to the statement of income and expenditure.

3.4 Taxation

The AAB is a not-for profit association, so it is excluded from income tax in Albania. The AAB is subject to withholding tax, personal tax on income and social security contributions.

Notes to the financial statements for the year ended 31 December 2006 (all amounts in ALL unless otherwise stated)

4. Cash on hand and at banks

Cash on hand and at banks are composed as follows:

	31 December 2006	31 December 2005
Cash on hand	26,334	57,241
Cash at banks	8,512,710	2,579,239
	8,539,044	2,636,480

Cash at banks is composed of:

	31 December 2006	31 December 2005
Current account:		
In ALL	5,159,975	1,347,174
In USD	-	11,894.82
In EUR	27,070.93	-

5. Fixed assets

Fixed assets are composed as follows:

Cost			
At 31 December 2005	588,567	618,485	1,207,052
Additions for the year 2006	-	-	-
Disposals for the year 2006	-	-	-
At 31 December 2006	588,567	618,485	1,207,052
Accumulated depreciation			
At 31 December 2005	102,528	101,650	204,178
Depreciation for the year 2006	97,208	84,882	226,417
Disposals for the year 2006	-	-	-
At 31 December 2006	199,736	230,859	430,595
Net book value			
At 31 December 2005	486,039	516,835	1,002,874
At 31 December 2006	388,831	387,626	776,457

Albanian Association of Banks

Notes to the financial statements for the year ended 31 December 2006 (all amounts in ALL unless otherwise stated)

6. Membership Fees

Incomes received during 2006 and 2005 are as follows:

	2006	2005
Membership fees in ALL	10,170,000	2,250,000
Membership fees in FC	-	6,121,578
Total	10,170,000	8,371,578

7. Bank interest

Bank interest includes

	2006	2005
Interest on current accounts in ALL	-	5,760
Interest on current accounts in FC	-	6,215
	-	11,975

8. Other incomes

Other revenue can be detailed as follows:

	31 December 2006	31 December 2005
Admission fees	171,202	124,296
	171,202	124,296

9. Accumulated depreciation

	2006	2005
Accumulated depreciation for electronics equipment	129,209	72,938
Accumulated depreciation for office supplies	97,208	69,791
	226,417	142,729

Notes to the financial statements for the year ended 31 December 2006 (all amounts in ALL unless otherwise stated)

10. Management and general expenses

Management and general expenditure in 2006 and 2005 were comprised as follows:

	2006	2005
Salaries	3,481,547	2,758,965
Social Insurance & personal tax & other	1,114,526	533,866
Rent expenses	195,950	299,259
Membership expenses	375,582	461,331
Business Trip expenses	735,353	241,447
Entertainment expenses	1,105,016	676,342
Advertising & internet expenses	550,890	67,096
Local Taxes	6,000	47,872
Stationary and utilities	90,218	135,338
Other expenses	72,350	436,376
Bank charges expenses	36,112	20,112
	7,763,544	5,678,004

11. Foreign exchange difference

Foreign expense difference in 2006 and 2005 were comprised as follows:

	2006	2005
Foreign exchange differences	19,044	36,832
	19,044	36,832



ALPHA BANK



Andreas Galatoulas
General Director



Alpha Bank – Albania

Bulevardi “Zogu i Parë” No. 47, Tiranë,

Tel: +355 4 240 476/233 359

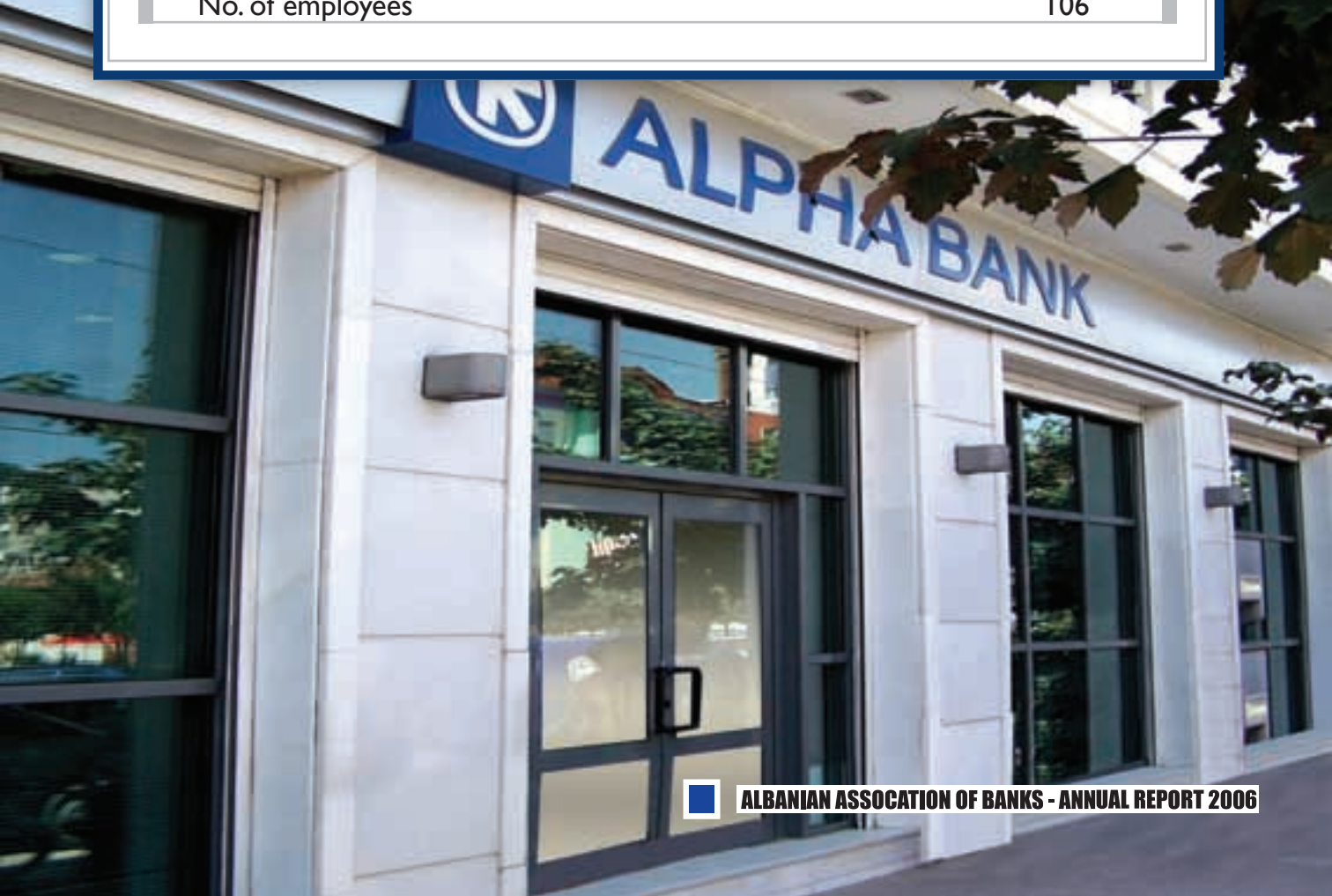
Fax: +355 4 232 102

<http://www.alpha.gr>

Incorporated in Albania: January 1998

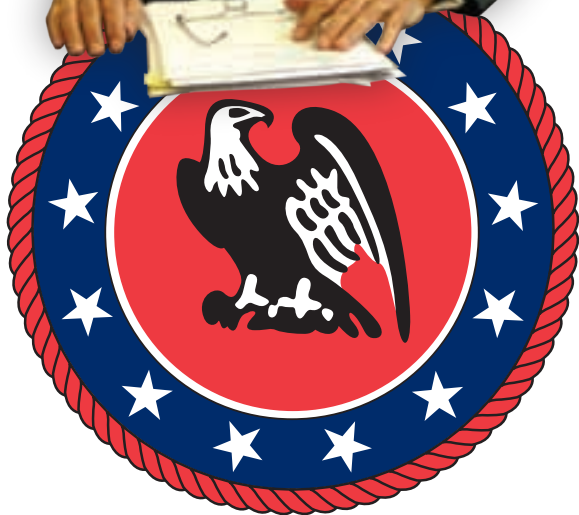
	ALL	EUR
Assets	36.918.042.100	298.086.735
Loans	20.219.582.005	163.258.635
- Corporate loans	12.793.996.658	103.302.355
- Retail loans	7.425.585.347	59.956.281
Equity Capital	4.268.654.059	34.466.323
Deposits	29.252.347.823	236.191.747
- Corporate deposits	9.056.220.510	73.122.491
- Retail deposits	20.196.127.312	163.069.256
Net profit	902.341.772	7.285.763

No. of outlets	15
No. of employees	106





American Bank of Albania



Lorenzo Roncari
President & CEO



American Bank of Albania

Rruga "Ismail Qemali", No. 27, P.O. Box. 8319,
Tiranë, ALBANIA

Tel: +355 4 276 103

Fax: +355 4 237 570

<http://www.albambank.com>

Incorporated in Albania: May 1998

	ALL	EUR
Assets	80.290.638.000	648.289.000
Loans	25.199.127.000	203.465.000
- Corporate loans		
- Retail loans		
Equity Capital	4.061.839.000	32.796.000
Deposits	55.442.100.000	447.655.000
- Corporate deposits		
- Retail deposits		
Net profit	947.014.000	7.646.000

No. of outlets	21
No. of employees	367





CREDINS BANK



Artan Santo
General Director



Credins Bank

Rruga "Ismail Qemali", No. 21, Tiranë, ALBANIA

Tel: +355 4 258 252, 234 096

Fax: +355 4 222 916

<http://www.bankacredins.com>



Incorporated in Albania: March 2003

	ALL	EUR
Assets	27.540.422.000	222.369.172
Loans	10.918.460.000	88.158.740
- Corporate loans	9.540.532.000	77.032.959
- Retail loans	1.377.928.000	11.125.781
Equity Capital	1.441.439.000	11.638.587
Deposits	23.564.802.000	190.268.887
- Corporate deposits	5.596.875.000	45.190.752
- Retail deposits	17.967.927.000	145.078.135
Net profit	228.696.000	1.846.556

No. of outlets	17
No. of employees	170



**BANKA
CREDINS**



CBA CREDIT BANK OF ALBANIA



Kamal Abdel Monein Aly
Executive Director

CBA



Credit Bank of Albania

Rruga "Perlat Rexhepi", Al Kharafi Group
Administration Building, Kati 1 & 2,
Tiranë, ALBANIA

Tel: +355 4 272 168

Fax: +355 4 258 752

<http://www.creditbankofalbania.com.al>

Incorporated in Albania: January 1999

	ALL	EUR
Assets	1,601,316,000	12,929,479
Loans	186,653,000	1,507,089
- Corporate loans		
- Retail loans		
Equity Capital	857,276,000	6,921,889
Deposits	715,047,000	5,773,492
- Corporate deposits		
- Retail deposits		
Net profit	(9,831,000)	(79,378)

Unaudited data

No. of outlets	3
No. of employees	31





Emporiki Bank



George Caracostas
General Director



Emporiki Bank – Albania

“Rruga “Kavajës”, Tirana Tower, Tiranë, ALBANIA

Tel: +355 4 258 755

Fax: +355 4 258 752

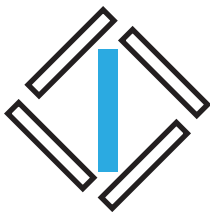
<http://www.emporiki.gr>

Incorporated in Albania: November 1999

	ALL	EUR
Assets	12.626.331.000	101.948.575
Loans	9.829.592.000	79.366.911
- Corporate loans	5.445.594.000	43.969.269
- Retail loans	4.383.998.000	35.397.643
Equity Capital	1.473.522.000	11.897.634
Deposits	5.735.192.000	4.630.766
- Corporate deposits	2.397.310.000	19.356.562
- Retail deposits	3.337.882.000	26.951.003
Net profit	171.893.000	1.387.913

No. of outlets	7
No. of employees	94

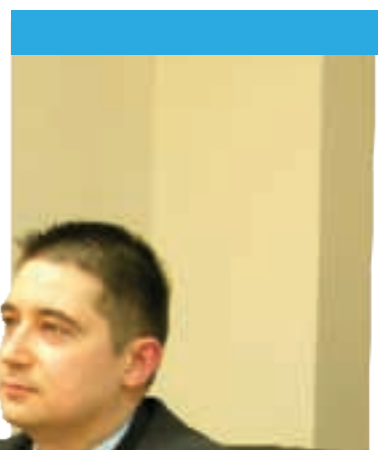




FIRST INVESTMENT BANK



Martin Bogdanov
General Director



First Investment Bank - Albania

Blvd. "Dëshmorët e Kombit" TWIN TOWERS,
Tower 11, 15th floor, Tirana, Albania.

Tel: +355 4 276 702

Fax: +355 4 280 210

<http://www.fibank.com.al>

Incorporated in Albania: January 1999

	ALL	EUR
Assets	2.205.852.072	17.810.675
Loans	210.847.606	1.702.443
- Corporate loans	158.323.864	1.278.352
- Retail loans	52.523.742	424.091
Equity Capital	935.702.362	7.555.126
Deposits	1.037.747.841	8.379.070
- Corporate deposits	401.035.324	3.238.073
- Retail deposits	636.712.517	5.140.997
Net profit	(71.766.320)	(579.462)

No. of outlets	3
No. of employees	48



FIRST INVESTMENT BANK



INTERNATIONAL COMMERCIAL BANK



Mahendra Singh Rawat
General Director



International Commercial Bank

Rruga "Murat Toptani", "Eurocol Center",
Tiranë, ALBANIA

Tel: +355 4 254 372/256 254

Fax: +355 4 254 386

<http://www.icbankingroup.com>

Incorporated in Albania: February 1997

	ALL	EUR
Assets	3.713.075.000	29.980.420
Loans	1.149.368.000	9.280.323
- Corporate loans		
- Retail loans	1.149.368.000	9.280.323
Equity Capital	922.420.000	7.447.880
Deposits	2.766.440.000	22.337.021
- Corporate deposits	84.257.000	680.315
- Retail deposits	2.682.183.000	21.656.705
Net profit	15.733.000	127.032

No. of outlets	5
No. of employees	54





BANKA ITALO SHQIPTARE
BANCA ITALO ALBANESE



Luigi Mastrapasqua
General Director



Banca Italo-Albanese

Rruga "Barrikadave", No. 70, Tiranë

Tel: +355 4 233 965

Fax: +355 4 235 700

<http://www.bia.com.al>

Incorporated in Albania: May 1993

	ALL	EUR
Assets	22.358.841.030	180.531.619
Loans	6.485.493.058	52.365.709
- Corporate loans	4.972.359.270	40.148.238
- Retail loans	1.513.133.789	12.217.471
Equity Capital	1.650.217.375	13.324.323
Deposits	19.741.251.017	159.396.456
- Corporate deposits	8.557.937.074	69.099.209
- Retail deposits	11.183.322.543	90.297.315
Net profit	(423.092.410)	(3.416.168)

No. of outlets	6
No. of employees	88





Banca Italiana di Sviluppo



Libero Catalano
General Director



Banca Italiana di Sviluppo

Bulevardi "Dëshmorët e Kombit", TWINTOWERS, Tower I,
Tiranë, ALBANIA

Tel: +355 4 280 355

Fax: +355 4 280 356

<http://www.bisbanca.com>

Incorporated in Albania: July 2005

	ALL	EUR
Assets	2.156,298,079	17,410,562
Loans	1.087,899,686	8.784.010
- Corporate loans	702.628.075	5.673.218
- Retail loans	385.271.611	3.110.792
Equity Capital	799,223,206	6,453,155
Deposits	1.024,861,750	8,275,024
- Corporate deposits	750,889,449	6,062,894
- Retail deposits	273,972,301	2,212,130
Net profit	-164.467.232	-1.327.955

No. of outlets	2
No. of employees	27





NBG Bank



Spiro Brumbulli
Managing Director



National Bank of Greece – Albania

Rruga “Durrësit”, Tiranë, ALBANIA

Tel: +355 4 233 621

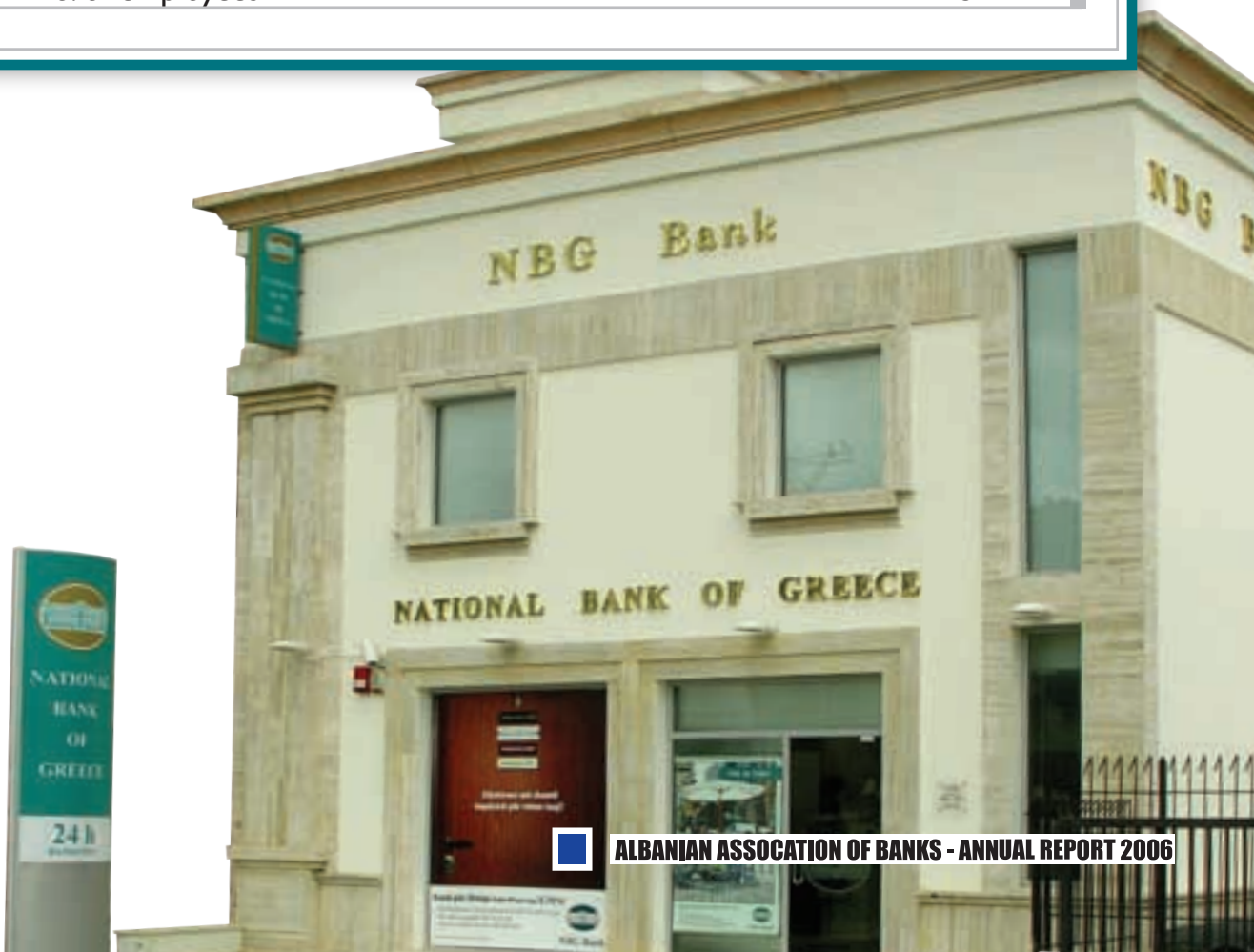
Fax: +355 4 233 613

<http://www.nbg.gr>

Incorporated in Albania: November 1996

	ALL	EUR
Assets	17.650.245.008	142.513.080
Loans	12.840.150.756	103.675.016
- Corporate loans	4.570.901.018	36.906.750
- Retail loans	8.269.249.738	66.768.266
Equity Capital	1.724.917.222	13.927.471
Deposits	10.053.302.564	81.173.214
- Corporate deposits	1.252.802.572	10.115.483
- Retail deposits	8.800.499.992	71.057.731
Net profit	215.581.600	1.740.667

No. of outlets	13
No. of employees	154





BANKA KOMBETARE TREGTARE



Sehyan Pencapligil
General Director



Banka Kombëtare Tregtare

Bulevardi "Zhan D'Ark" Tiranë

Tel: +355 4 250 955

Fax: +355 4 250 956

<http://www.bkt.com.al>

Incorporated in Albania: January 1993

	ALL	EUR
Assets	80.884.843.640	653.087.151
Loans	21.703.897.157	175.243.417
- Corporate loans	15.303.070.335	123.561.327
- Retail loans	6.400.826.822	51.682.090
Equity Capital	4.201.971.358	33.927.908
Deposits	75.170.727.884	606.949.760
- Corporate deposits	17.327.602.884	139.907.976
- Retail deposits	57.843.125.000	467.041.784
Net profit	1.067.762.876	8.621.420

No. of outlets	33
No. of employees	439



Banka Popullore



Edvin Libohova
General Director

Banka Popullore

Blvd. "Dëshmorët e Kombit" TWINTOWERS, Tower I
Tiranë, ALBANIA

Tel: +355 4 280 442/3

Fax: +355 4 280 441

<http://www.bpopullore.com>



Incorporated in Albania: March 2004

	ALL	EUR
Assets	28.659.865.000	231.407.872
Loans	9.205.548.000	74.328.203
- Corporate loans	5.139.977.000	41.501.631
- Retail loans	4.065.571.000	32.826.572
Equity Capital	1.547.989.000	12.498.902
Deposits	26.142.085.000	211.078.603
- Corporate deposits	3.250.542.000	26.245.797
- Retail deposits	22.891.543.000	184.832.806
Net profit	61.266.000	494.679

No. of outlets	30
No. of employees	284





ProCredit Bank



Frieder Wöhrmann
CEO



ProCredit Bank

Rruga "Sami Frashëri", P.O. Box 2395, Tiranë, ALBANIA

Tel: +355 4 271 272

Fax: +355 4 271 276

<http://www.procreditbank.com.al>

Incorporated in Albania: February 1999

	ALL	EUR
Assets	27,391,925,000	221.170.166
Loans	11,343,490,774	91.590.559
- Corporate loans	9,875,305,382	79.736.014
- Retail loans	1,468,185,392	11.854.545
Equity Capital	2,144,069,000	17.311.821
Deposits	23,772,649,051	191.947.106
- Corporate deposits	1,875,792,627	15.145.681
- Retail deposits	21,896,856,424	176.801.425
Net profit	376,404,000	3.039.193

No. of outlets	21
No. of employees	568





Raiffeisen BANK



Steven Grunerud
Chief Executive Officer



Raiffeisen Bank – Albania

European Trade Center, Blvd. "Bajram Curri"

Tirana, Albania

Tel: +355 4 222 669

Fax: +355 4 230 013

<http://www.raiffeisen.al>

Incorporated in Albania: July 1991

	ALL	EUR
Assets	221.045.241.698	1.784.781.927
Loans	37.390.443.762	301.901.040
- Corporate loans	20.406.497.162	164.767.842
- Retail loans	16.983.946.600	137.133.198
Equity Capital	10.464.627.139	84.494.365
Deposits	203.867.587.759	1.646.084.681
- Corporate deposits	20.390.299.641	164.637.058
- Retail deposits	183.477.288.118	1.481.447.623
Net profit	3.565.072.768	28.785.408

No. of outlets	93
No. of employees	1.263





Dimitris Frangetis
General Director



Tirana Bank

Rruga "Dëshmorët e 4 Shkurtit" Tiranë, ALBANIA

Tel: +355 4 269 430

Fax: +355 4 247 140

<http://www.tiranabank.net>

Incorporated in Albania: August 1996

	ALL	EUR
Assets	49.945.531.000	403.274.372
Loans	25.943.241.000	209.473.080
- Corporate loans	18.177.444.000	146.769.834
- Retail loans	7.765.797.000	62.703.246
Equity Capital	3.425.750.000	27.660.476
Deposits	42.864.472.000	346.099.895
- Corporate deposits	9.713.643.000	78.430.706
- Retail deposits	33.150.829.000	267.669.189
Net profit	621.083.000	5.014.800

No. of outlets	93
No. of employees	1.263





UBA United Bank of Albania



UBA

Abdel Waheed Alavi
General Director



United Bank of Albania
Bulevardi "Dëshmorët e Kombit",
No. 8, Tiranë,
Tel: +355 4 228 387
Fax: +355 4 228 460

Incorporated in Albania: May 1993

	ALL	EUR
Assets	4.671.805.740	37.721.484
Loans	1.872.023.066	15.115.245
- Corporate loans	1.396.138.902	11.272.821
- Retail loans	475.884.164	3.842.424
Equity Capital	1.232.348.255	9.950.329
Deposits	3.308.562.702	26.714.273
- Corporate deposits	960.239.716	7.753.248
- Retail deposits	2.348.322.986	18.961.025
Net profit	22.919.949	185.062

No. of outlets	4
No. of employees	56





UNIONBANK



Gazmend Kadriu
General Director



Union Bank

Bulevardi "Zogu I", pranë Stacionit të Trenit

Tiranë, ALBANIA

Tel: 04-250-653

Fax: 04-250-654

<http://www.unionbank.com.al>

Incorporated in Albania: December 2005

	ALL	EUR
Assets	3.234.467.417	26.116.007
Loans	468.888.234	3.785.937
- Corporate loans	202.142.014	1.632.152
- Retail loans	266.746.220	2.153.785
Equity Capital	920.497.473	7.432.358
Deposits	1.503.668.349	12.141.044
- Corporate deposits	658.617.819	5.317.867
- Retail deposits	845.050.530	6.823.177
Net profit	(183.095.842)	(1.478.368)

No. of outlets	7
No. of employees	90



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