INVESTOR BULLETIN

October 2018

Company's Capital:
BGN 36 629 925
Total number of shares: 36 629 925 ordinary, registered, dematerialized and voting shares with nominal value BGN 1.00 each.
Three successful public capital increases:

- to 5 115 435 in 2013, distributed in 5 115 435 ordinary, registered, dematerialized and voting shares with nominal value BGN 1 (one) for each
- to 18 902 402 in 2015 as a result of successful public offering and subscribing of 13 786 967 ordinary, registered, dematerialized and voting shares with nominal value BGN 1.00 and issue value BGN 1.02 each .
- to 36 629 925 in 2018 as a result of successful public offering

ELANA Agrocredit AD is a public company from 07.11.2013.

On 22.11.2013 the company's shares were admitted to trading on a regulated market (Bulgarian Stock Exchange, BSE code 0EA).
On 22.06.2015 the shares of the new issue of the capital increase was also admitted to trading.
On 17 April 2014 ELANA Agrocredit AD signed a **loan** agreement with EBRD for total amount of EUR 5 million. On 18 September 2016 an Annex to the contract was signed and another EUR 5 million were approved.
On 18 April 2016, the ELANA Agrocredit AD signed a credit agreement to finance investments with Societe Generale Expressbank for total amount of BGN 10 million.
On 15 August 2017 ELANA Agrocerdit AD successfully placed a bond issue at amount of EUR 5 260 000.

I. Key focuses of the last month

Payment on bond issue and loans

On 15.10.2018 "ELANA AgroCredit" AD paid interest and repaid principal on a bond issue with ISIN code: BG2100014179. The amount of the interest due on one bond of the issue is EUR 16.0438356164 or BGN 31.3790150136, and the principal amount owed per bond - 200.00 euro or 391.166 BGN or a total of EUR 1 136 391. During the current period, the due installment to the European Bank for Reconstruction and Development at a total amount of EUR 560 705 was paid.

Approximately BGN 71,2 million invested

Since the beginning of its activity until the end of October 2018, ELANA AgroCredit AD has invested BGN 71 116 869.29 in execution of financial lease contracts, and only in October transactions amounted to BGN 2 625 952.42 were financed.

Approximately 2 690 deals have been concluded

As of the end of October 2018, ELANA AgroCredit AD has concluded 2 689 deals in execution of financial leasing contracts, whereby the purchase of 12 033 agricultural land plots for our clients has been secured with a total area of over 86 000 decares.

Loans granted for working capital loans for 2018/2019

In October the Company started the campaign for signing contracts for working capital loans for the 2018/2019 business year. As of the end of the month, 202 clients have been funded for a total amount of BGN 9 378 420, which represents a growth of 37% compared to October 2017.

II. Company's business results

1. Our deals under lease agreements

Month	Number of Deals	Total Area of Financed Land Plots (dka)	Average Area of Deals (dka)	Total Amount of Deals (BGN)	Average Amount of Deals (BGN)
Year 2013	64	2 296.112	35.877	1 520 516.81	23 758.08
Year 2014	511	15 500.233	30.333	11 277 786.03	22 070.03
Year 2015	653	20 616.400	31.572	14 534 843.58	22 258.57
January 2016	36	1129.266	31.369	747 454.89	20 762.64
February 2016	29	735.876	25.375	499 617.36	17 228.18
March 2016	48	935.285	19.485	808 340.18	16 840.42
April 2016	72	1651.202	22.933	1 084 324.33	15 060.06
May 2016	47	1150.436	24.477	823 615.92	17 523.74
June 2016	49	1480.880	30.222	1 104 574.69	22 542.34
July 2016	52	1463.461	28.143	1 056 255.32	20 312.60
August 2016	59	6471.644	109.689	7 713 964.33	130 745.16
September 2016	68	1434.706	21.099	1 136 604.56	16 714.77
October 2016	71	2123.975	29.915	2 225 400.01	31 343.66
November 2016	76	1833.132	24.120	1 514 766.59	19 931.14
December 2016	64	1599.698	24.995	1 179 017.91	18 422.15
January 2017	11	342.767	31.161	346 755.35	31 523.21
February 2017	34	1097.541	32.281	930 643.10	27 371.86
March 2017	43	892.344	20.752	865 964.10	20 138.70
April 2017	27	505.406	18.719	407 366.18	15 087.64
May 2017	50	1 152.538	23.051	767 782.53	15 355.65
June 2017	35	1 275.948	36.456	1 161 548.68	33 187.11
July 2017	33	936.491	28.379	742 937.29	22 513.25
August 2017	38	1 159.477	30.513	1 000 808.88	26 337.08
September 2017	47	1 705.960	36.297	2 041 472.81	43 435.59
October 2017	66	1 989.641	30.146	1 944 072.90	29 455.65
November 2017	64	1 901.077	29.704	1 939 827.67	30 309.81
December 2017	44	1 087.29	24.711	838 765.17	19 062.84
January 2018	16	578.879	36.180	509 302.91	31 831.43
February 2018	22	1605.052	72.957	1 983 022.09	90 137.37
March 2018	37	1346.248	36.385	1 260 656.69	34 071.80
April 2018	23	578.148	25.137	477 838.88	20 775.60
May 2018	31	1518.281	48.977	1 074 028.45	34 646.08
June 2018	25	701.221	28.049	728 509.83	29 140.39
July 2018	29	1160.388	40.013	795 237.77	27 421.99
August 2018	27	649.751	24.065	588 756.67	21 805.80
September 2018	40	1 006.619	25.165	858 536.41	21 463.41
October 2018	48	2 403.654	50.076	2 625 952.42	54 707.34
***Total:**	**2689**	**86 017.027**	**31.988**	**71 116 869.29**	**26 447.33**

* 20% Downpayments from lessees are included

The following graphic is showing the evolution of total monthly amount of concluded leases.

2. Our loan agreements

In October 2018, the company has concluded one credit agreement for working capital loan.

The table below shows the number and value of all loans granted for the 2018/2019 agricultural year between 1 October and 31 October 2018.

Period	New loans granted to customers for agricultural 2018/2019	Amount in BGN	* Total amount in BGN
1.10 2018 – 30.09.2019	202	9 387 420	11 187 822

**** The difference of BGN 1,800,402 is formed by active credit agreements for working capital loans with 17 clients, which are to be renegotiated on the basis of the updated limits.***

On the basis of new loans only, the Company marks an increase of 37% compared to October 2017.

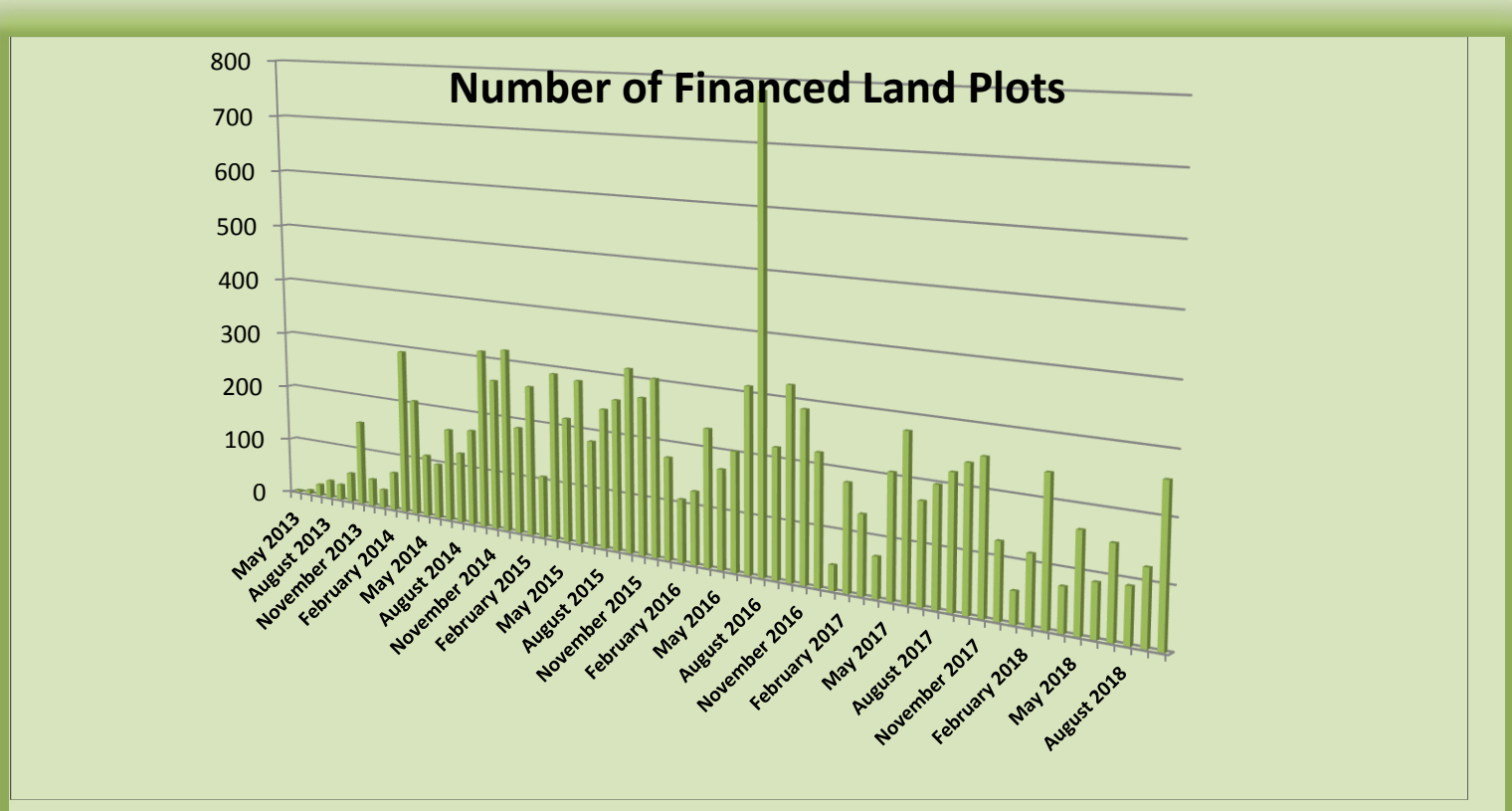
3. Our land

„ELANA Agrocredit“ AD has so far financed the purchases of **12 033** land plots in **23** districts on the territory of Bulgaria.

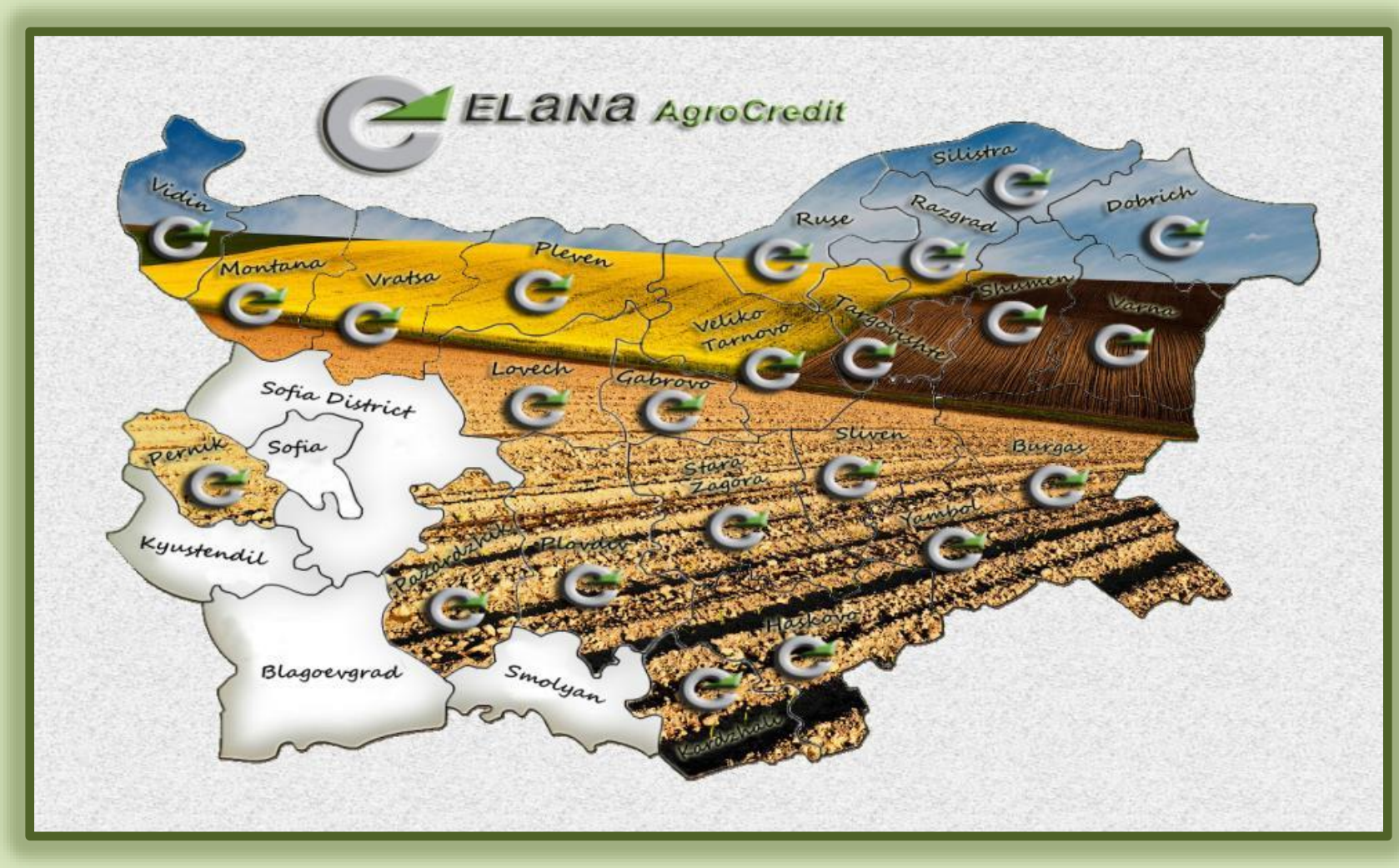
Month	Number of Financed Land Plots	Total Area of Financed Land (dka)	Total Amount of Financed Land (BGN)*	Average Amount leva/dka of Financed Land**
Year 2013	344	2296.112	1 520 516.81	662.21
Year 2014	2155	15500.233	11 277 786.03	727.59
Year 2015	2910	20616.400	14 534 843.58	705.01
January 2016	175	1129.266	747 454.89	661.89
February 2016	108	735.876	499 617.36	678.94
Mart 2016	125	935.285	808 340.18	864.27
April 2016	233	1651.202	1 084 324.33	656.69
May 2016	169	1150.436	823 615.92	715.92
June 2016	202	1480.880	1 104 574.69	745.89
July 2016	312	1463.461	1 056 255.32	721.75
August 2016	783	6471.644	7 713 964.33	1 191.96
September 2016	219	1434.706	1 136 604.56	792.22
October 2016	323	2123.975	2 225 400.01	1 047.75
November 2016	287	1833.132	1 514 766.59	826.33
December 2016	221	1599.698	1 179 017.91	737.03
January 2017	43	342.767	346 755.35	1 011.64
February 2017	180	1097.541	930 643.10	847.93
March 2017	133	892.344	865 964.10	970.44
April 2017	69	505.406	407 366.18	806.02
May 2017	207	1 152.538	767 782.53	666.17
June 2017	275	1275.948	1 161 548.68	910.34
July 2017	169	936.491	742 937.29	793.32
August 2017	198	1159.477	1 000 808.88	863.16
September 2017	221	1705.960	2 041 472.81	1 196.67
October 2017	239	1 989.641	1 944 072.90	977.10
November 2017	252	1901.077	1 939 827.67	1 020.38
December 2017	126	1087.290	838 765.17	771.43
January 2017	53	578.879	509 302.91	879.81
February 2018	115	1605.052	1 983 022.09	1 235.49
March 2018	242	1346.248	1 260 656.69	936.42
April 2018	73	578.148	477 838.88	826.50
May 2018	163	1518.281	1 074 028.45	707.40
June 2018	88	701.221	728 509.83	1 038.92
July 2018	151	1160.380	795 237.77	685.33
August 2018	91	649.751	588 756.67	906.13
September 2018	123	1006.619	858 536.41	852.89
October 2018	256	2403.654	2 625 952.42	1 092.48
***Total:**	**12 033**	**86 017.019**	**71 116 869.29**	**826.78**

The values in the column *Total Amount of Financed Land, as well as the values in the column **Average Amount of Financed Land are the actual prices at which the transactions were made, i.e. the company has funded 80% of these values, and the other 20% represent downpayments from lessees.

The following graphic is presenting the Company's activity related to the number of financed land plots month by month, until the end of October 2018.

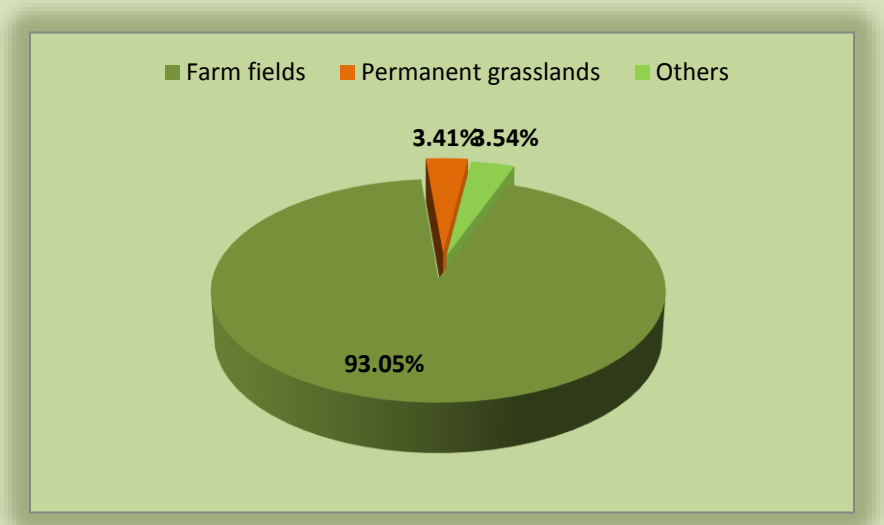


In October 2018 „ELANA Agrocredit"AD has affirmed its positions in the regions where it traditionally finances farmers under financial lease contracts.



4. Our land quality

The Company business model is based on the fact that during each lease term and until the repayment of all the lease contributions, the land which purchase has been financed remains the property of the Company. In this way, the land itself serves as collateral for discharging lessees obligations under leases and as a guarantee for our shareholders investments. Having in mind this, we precisely select the lands, which we bye in execution of leasing contracts. They are mainly agricultural land plots with sustainable use: farm fields or cultivated areas and they are the most liquid ones on the agricultural market. The Company finances single projects for development of vineyards and other perennials as well and first on the market finances livestock farmers for the purchase of permanent grassland.



The following table presents all the land plots financed by now showing the quality of land by its sustainable use and category.

Month	Land Type			Average Category of Financed Land Plots
	Farm Fields	Permanent Grasslands	Others	
Year 2013	100.00 %	0.00 %	0.00 %	3.48
Year 2014	98.61 %	0.00 %	1.39 %	3.95
Year 2015	97.36 %	0.00 %	2.64 %	3.57
January 2016	89.90 %	1.09 %	9.01 %	4.69
February 2016	93.33 %	0.31 %	6.36 %	5.24
March 2016	94.79 %	1.60 %	3.61 %	4.89
April 2016	92.83 %	4.95 %	2.22 %	4.71
May 2016	90.23 %	0.93 %	8.84 %	5.13
June 2016	92.81 %	3.91 %	3.28 %	4.41
July 2016	84.16 %	8.24 %	7.60 %	4.98
August 2016	95.61 %	2.42 %	1.97 %	4.96
September 2016	95.41 %	2.64 %	1.95 %	5.03
October 2016	91.94 %	1.76 %	6.30 %	4.13
November 2016	93.11 %	5.01 %	1.88 %	4.39
December 2016	90.84 %	5.35 %	3.81 %	5.24
January 2017	92.63 %	3.41 %	3.96 %	3.52
February 2017	93.47 %	0.41 %	6.12 %	4.53
March 2017	97.26 %	1.44 %	1.30 %	3.96
April 2017	99.04 %	0.15 %	0.81 %	4.84
May 2017	94.90 %	3.09 %	2.01 %	5.44
June 2017	96.40 %	1.66 %	1.94 %	4.91
July 2017	93.27 %	0.54 %	6.19 %	4.73
August 2017	93.39 %	5.72 %	0.89 %	4.53
September 2017	98.51 %	1.19 %	0.30 %	3.69
October 2017	93.43 %	0.68 %	5.89 %	4.38
November 2017	86.11 %	6.35 %	7.54 %	4.48
December 2017	94.28%	1.84%	3.88%	4.94
January 2018	97.84%	0.70%	1.46%	4.71
February 2018	98.27%	1.00%	0.73%	4.76
March 2018	93.05%	3.53%	3.42%	4.76
April 2018	93.24%	3.33%	3.43%	4.76
May 2018	92.86%	3.37%	3.77%	4.78
June 2018	92.87%	3.38%	3.75%	4.87
July 2018	92.97%	3.30%	3.73%	4.79
August 2018	92.92%	3.33%	3.75%	4.78
September 2018	92.97%	3.31%	3.72%	4.82
October 2018	92.95%	3.81%	3.24%	4.31
Total	**93.05%**	**3.41%**	**3.54%**	**4.81**

5. Our clients. Contracts performance

The success of our business is based mainly on the right and precise selection of our clients, that we are financing for agricultural land purchases. At the end of July 2018, ELANA AgroCredit AD provided financing to a total of 434 companies and farmers, and during the month the company has funded 5 new clients.

In service of our lessees, the repayment of the lease contributions is one time in the year – on 15th of September. The date is completely in line with the specifications of farmers' business and customised on the basis of their needs and incomes. Our clients are obliged to pay their annual instalments in a 30-days period (from 15 September up to 15 October).

The most precise indicator for the trustworthiness of our clients is the percentage of the repayments received on 15th of September each year.

The table below is showing the collection rate under lease contracts in 2013, 2014, 2015, 2016 and 2017.

Maturity Date	Number of Deals	Total amount of the instalments due under lease agreements	Total paid amount	Execution
15.9.2013	24	26 144.85	26 144.85	100.00%
15.9.2014	299	915 166.47	837 309.27	> 100%, including the amount of the land plots sold under defaulted and terminated contracts
15.9.2015	942	2 918 266.03	2 910 924.50	> 100%, including the amount of the land plots sold under defaulted and terminated contracts
*15.9.2016	1 503	4 731 693.35	4 678 321.92	98.87%, but having mind the amount of the land plots sold under defaulted and terminated contracts BGN 4 707 032.54 or 99.48% were collected
**15.9.2017	1 978	7 033 060.19	6 869 357.08	97.67% of the due lease payments matured in 2017

***** At the end of 2016, 262 out of 265 clients paid their obligations in full size (98.87%). ELANA AgroCredit AD effectively collected BGN 4 673 189.27, which is equal to 98.76% from all annual payments in 2016. The company has terminated the contracts with three of four clients, selling and fully satisfying its receivables from two of the incorrect clients, and also realizing a good profit for the shareholders. The land plots of the third client are partially sold, and the Company has decided that it will be possible to obtain better profits from the sale of the other land plots and has postponed their sale in 2017. After accounting for the sales, BGN 4 707 032.54 was actually collected or more than 99.48% of the total payments due.

****** At the end of 2017, 311 out of 313 clients with financial lease contract liabilities in 2017, paid their obligations in full size (99.36%). One of the two remaining non-settled clients started paying his contract liabilities and therefore the Company decided not to terminate his contract and sale his property. On May 30, the Company terminated the contract with the other incorrect customer and by the end of June the Company plans to sell the properties purchased under the terminated contract and fully satisfy its receivables from the purchase price of the property. We expect to collect all amounts due. Up to the current moment, the Company has effectively collected BGN 6 920 189.98 or over 98.40% of the amounts due.

******* The collection of maturities continued in October 2018. A total of 349 out of 356 clients (98.03%) have fully paid their debts. The rest of the customers have partially paid their debts and despite the difficult agricultural 2017/2018, the company expects that they will also be able to repay their lease payments.

III. Stock information

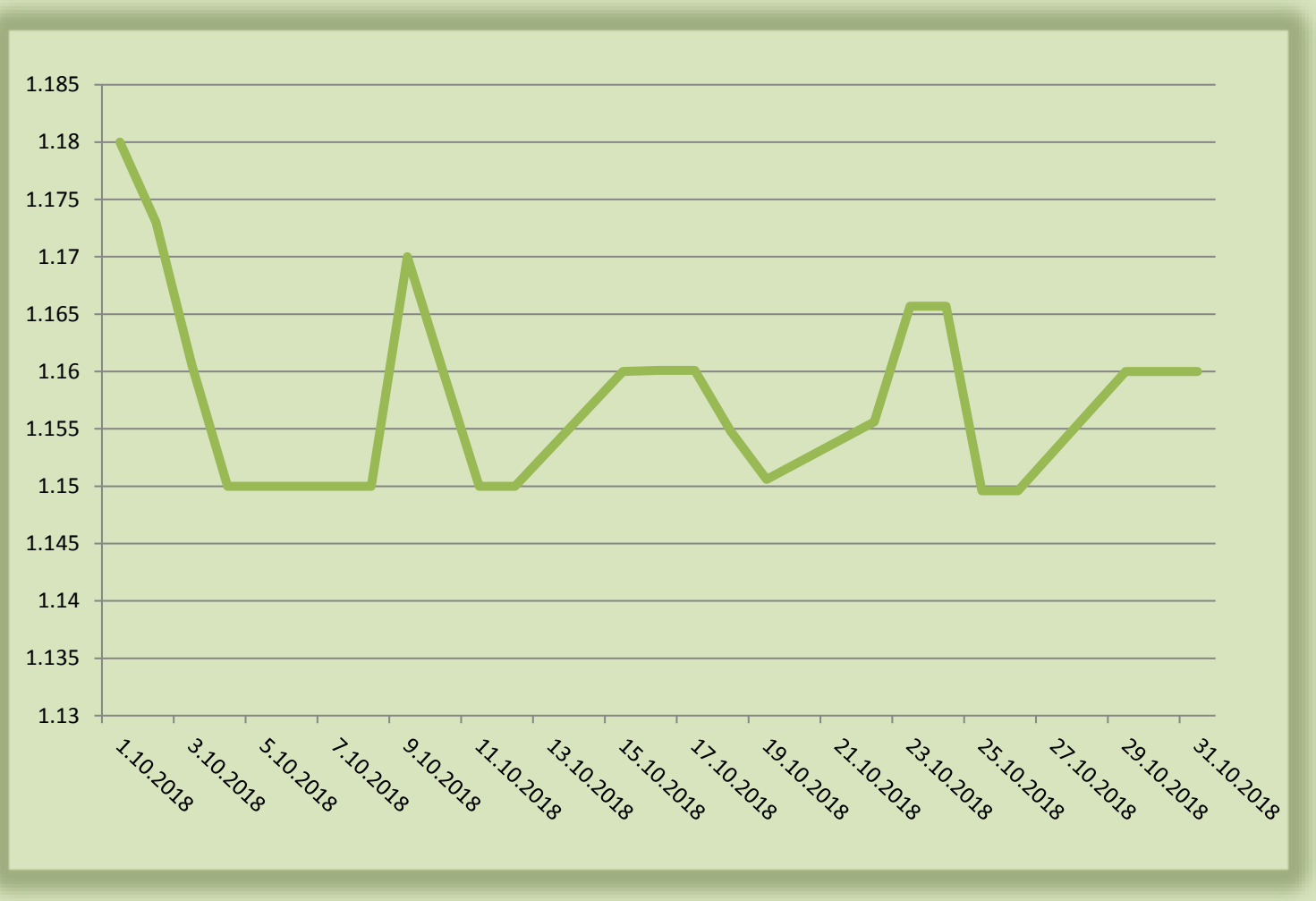
1. The company as an issuer of securities

Information about ELANA Agrocredit AD as an issuer of securities	
BSE code	0EA
Sector	Financial and insurance activities
Subsector	Financial services activities, except insurance and pension funding
Address	4, Kuzman Shapkarev str.
Town	Sofia
Post code	1000
Telephone number	+359 2/ (+359 2) 81 000 92
Web page	agrocredit.elana.net

Issue information	
BSE code	0EA
ISIN code	BG1100040101
Security type	Shares
Number of securities issued	36 629 925
Nominal value	1.00
Currency	BGN
First trading date	22-11-2013
Market	Standard securities segment

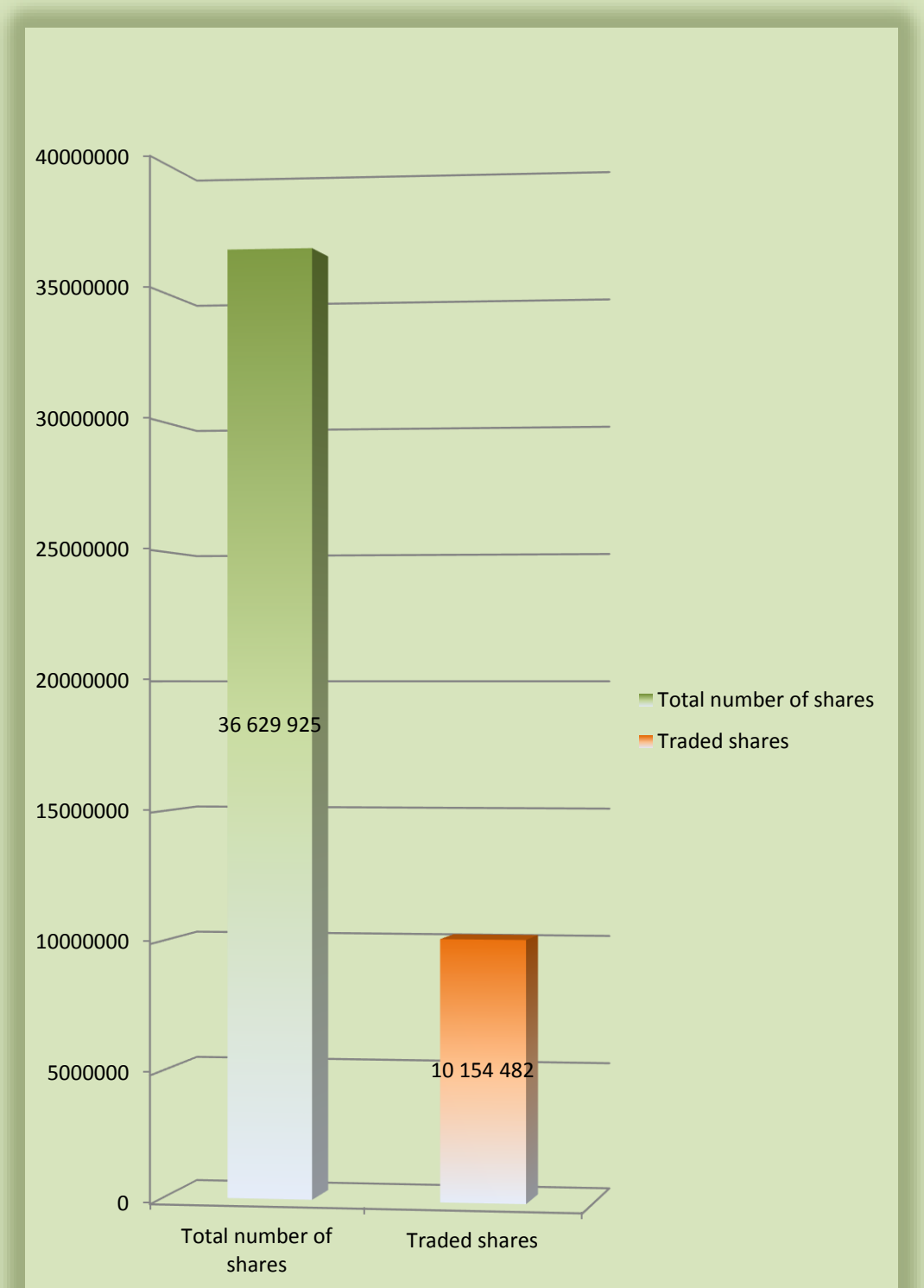
2. The Company's shares

The price of our shares has been varying from **BGN 1, 15** to **BGN 1, 18** during the last month. The following graphic shows its evolution during the relevant period.



Main participants in the capital of "ELANA Agrocredit" are some institutional investors such as Allianz Bulgaria, DSK Rodina, ELANA Fund Management, DSK Assets Management, POC Doverie and ING Pension insurance (new named NN POD).

Since 22.11.2013 when the company's shares were admitted to trading on regulated market, **10 154 482** shares have been traded, which constitute **27.72%** from the Company's capital.



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