## A ADEMiI

## Get to know the bank that lends a hand

Average value of loans disbursed per year (1998-2010)

| Year | Amount in RD\$ |
| :---: | :---: |
| 1998 | 52,096 |
| 1999 | 55,816 |
| 2000 | 62,404 |
| 2001 | 69,280 |
| 2002 | 73,507 |
| 2003 | 70,063 |
| 2004 | 101,623 |
| 2005 | 80,737 |
| 2006 | 80,091 |
| 2007 | 97,509 |
| 2008 | 88,000 |
| 2009 | 85,421 |
| 2010 | 78,223 |

> Bank ADEMI's average amount of lending was only RD\$78,223 per loan during the year 2010 , equivalent to US\$ 2,090 per loan.

Average loan amount per year (1998-2010) (Amounts in RD\$)


This is because we are a bank that pays special attention to micro, small and medium enterprises.

Every day, the experts in the field of economic development put greater emphasis on the importance that the entrepreneurs of the informal sector have continuous access to credit.

Average value of loans disbursed per year,
Adjusted according to inflation (1998-2010)

| Year | Amounts in RD\$ |
| :---: | :---: |
| 1998 | 48,318 |
| 1999 | 53,108 |
| 2000 | 57,241 |
| 2001 | 66,373 |
| 2002 | 66,516 |
| 2003 | 49,112 |
| 2004 | 78,937 |
| 2005 | 75,146 |
| 2006 | 76,277 |
| 2007 | 89,556 |
| 2008 | 84,194 |
| 2009 | 80,769 |
| 2010 | 73,628 |

If we adjust the average amount of our loans according to the inflation experienced in the Dominican Republic, we may see that the average value has decreased in recent years, which reflects Bank ADEMI's commitment to concentrate our lending on the micro, small and medium enterprises of the informal sector.

Average Loan Amount Adjusted according to Inflation 1998-2010 (Amounts in RD\$)


## Bank ADEMI, committed to micro, small and medium enterprises

## Evolution of Credit Portfolio Years 1998-2010

| Years | Amounts in <br> Millions of RD\$ |
| :---: | :---: |
| 1998 | 488 |
| 1999 | 666 |
| 2000 | 816 |
| 2001 | 988 |
| 2002 | 1,388 |
| 2003 | 1,520 |
| 2004 | 2,091 |
| 2005 | 2,676 |
| 2006 | 3,090 |
| 2007 | 4,075 |
| 2008 | 5,062 |
| 2009 | 5,967 |
| 2010 | 7,141 |

Bank ADEMI is an institution rapidly growing, since between 1998 and 2010 the total value of its loan portfolio increased from RD\$488 million to $\mathrm{RD} \$ 7,141$ million, which represents a growth of over fourteen-fold in twelve years.

Evolution of the Credit Portfolio, years 1998-2010
(Amounts in Millions of RD\$)


Number of loans disbursed per year (1998-2010)

| Years |  |
| :---: | :---: |
| 1998 | 10,116 |
| 1999 | 13,437 |
| 2000 | 13,653 |
| 2001 | 14,665 |
| 2002 | 18,809 |
| 2003 | 18,437 |
| 2004 | 20,255 |
| 2005 | 26,546 |
| 2006 | 31,076 |
| 2007 | 42,016 |
| 2008 | 50,675 |
| 2009 | 63,104 |
| 2010 | 82,354 |

While in 1998 Bank ADEMI granted 10,116 loans, in 2010 it disbursed 82,354 loans, which means that the number of loans has multiplied over eight times. This shows that Bank ADEMI has more clients every day, mostly micro, small and medium informal entrepreneurs.

Number of Loans Disbursed per Year (1998-2010)


We expand every day our portfolio of satisfied customers

Client Distribution by Gender (by December 31, 2010)

| Gender | Number | \% |
| :--- | ---: | ---: |
| Men | 52,333 | 50.67 |
| Women | 50,848 | 49.23 |
| Legal <br> Persons | 102 | 0.10 |
| Total | 103,283 | 100.00 |

Less than $1 \%$ of our clients are formal companies legally constituted. 99.9\% are businesses of a single owner, or non-formal business. 49\%, almost half of our customers, are women, all small entrepreneurs.

## Client Distribution by Gender (by December 31, 2010)



Clients Distribution by Region (December 31, 2010 )

| Region | Amount | \% |
| :--- | :---: | :---: |
| Main Office | 3,592 | 3.48 |
| Metropolitan | 24,766 | 23.98 |
| South | 27,071 | 26.21 |
| East | 19,285 | 18.67 |
| North I | 17,854 | 17.29 |
| North II | 10,715 | 10.37 |
| Total | 103,283 | 100.00 |

Clients Distribution by Region (December 31, 2010)


In order to be able to serve such a large number of customers in so many different places, we have 43 branches spread across the country.


More than two thirds of our clients operate outside the city of Santo Domingo, since we cover the whole country.

Number of Offices per Year, from 1998 through 2010




Bank ADEMI, present throughout the national geography


## General data of managers per office

## AREA METROPOLITANA

## Main Office

Manager: Clevert Rosario 78 Pedro Henriquez ureña, La Esperilla
Phone. 809 683-0203
Fax. 809 472-0853

## Herrera

Manager: Sebastián Figuereo 27 de Febrero Avenue corner Isabel Aguia. Plaza Centro
Popular, Herrera
Phone. 809 537-7445
Fax. 809 537-4667

## Los Alcarrizos

Manager: Jesús Vidal
223 Duarte Avenue
Phone. 809 473-1621
Fax. 809 473-1821

## Av. México

Manager: Juan José Santos
Mexico Avenue corner Enriquillo Street, Building 33 Office 103, 1st. Floor. Phone. 809 221-3926/24/25 Fax. 809 221-3923

## Pedro Livio Cedeño

Manager: Francisco Morel 49 Pedro Livio Cedeño Avenue, Luperón Boulevard
Phone. 809 681-6694
Fax. 809 681-5895

## Mella Road

Manager: Wilkin Soriano
Km. 7/2 of Mella Road, Plaza
Fantasía, Ist. Floor
Phone. 809 595-2246
Fax. 809 598-6522

## Boca Chica

Manager: Paco Díaz
No. 2 of 27 de Febrero Street,
Andrés Boca Chica
Phone. 809 523-5809
Fax. 809 523-5018

## Los Mina

Manager: José Luis De Jesús
114 Presidente Estrella Ureña Avenue, Los Mina Boulevard
Phone. 809 597-7757
Fax. 809 594-1910

## Villa Mella

Manager: Alcibíades Mercedes Charles de Gaulle Avenue corner Hermanas Mirabal Street, Plaza El Dorado Phone. 809 569-7850, Fax. 809 568-6586
Monte Plata
Manager: Miguel Ramírez
58 Restauración Street,
corner 27 de Abril Street,
30 de Mayo Boulevard
Phone. 809 551-6256/3076
Fax. $809551-6612$

SOUTHERN REGION

San Cristóbal I
Manager: Manuel Mateo
15 Modesto Díaz Street,
Downtown
Phone. 809 528-5348
Phone. 809 288-0625
Fax. 809 288-0631
San Cristóbal II
Manager: Julio César Guerrero 42 Maria Trinidad Sánchez Street, San Isidro Boulevard Phone. 809 279-1001 Fax. 809 279-1015

## Neyba

Manager: Martha Cuevas Féliz 65 Apolinar Perdomo Street corner Luis Felipe González
Phone. 809 527-3501
Fax. 809 527-9222

## Bani

Manager: Miguel A. Peguero
12 Sánchez Street, Downtown
Phone. 809 522-6516
Fax. 809 522-9283
Azua
Manager: Madelyn Matos
Duarte Street corner
Dr. Armando Aybar,
Downtown
Phone. 809 521-2223
Fax. 809 521-2242
San Juan de la Maguana
Manager: Richard Melo
50 Mella Street, Downtown
Phone. 809 557-3473
Phone. 809 557-6722
Fax. 809 557-1077
Las Matas de Farfán
Manager: Junior Roa No. 14, 19 de Marzo Street, Dr. Vargas Plaza,
Office No. 7. Downtown
Phone. 809 527-5921
Phone. 809 527-5612
Fax. 809 527-5733

## Barahona

Manager: Manuel Bolivar Pérez 71 José Francisco Peña Gómez Street, corner Luperón Street, Downtown
Phone 809 524-2204
Fax. 809 524-2210
San José de Ocoa
Manager: Cándido C. Figuereo
17 Attagracia Street corner
Duvergé, Uptown,
San José de Ocoa
Phone. 809 558-2755/3713-3691
Phone. 809 558-3578

Villa Altagracia
Manager: Ángel Martínez
83 Duarte Avenue
Phone. 809 559-2585
Phone. 809 559-3423
Fax. 809 559-2901

Haina
Manager: Juan Campusano
36 Máximo Gómez Street,
corner Duarte Street
Phone 809 957-3572
Fax. 809 957-3244

EASTERN REGION

San Pedro de Macoris
Manager: Maximiliano Fortuna
No. 3, 27 de Febrero Street,
Downtown
Phone. 809 529-9288
Fax. 809 526-8081
La Romana I
Manager: Felipe Sierra
38 Duarte Street, Downtown
Phone. 809 550-3068
Fax. 809 550-4811

## La Romana II

Manager: Luz Pilier
48 Padre Abreu Avenue,
La Hoz, Boulevard
Phone. 809 349-1000/0023
Fax. 809-349-0024

## Hato Mayor

Manager: Martín Pontier
16 Padre Meriño Street,
Las Guamas, Downtown
Phone. 809 553-2548
Fax. 809 553-1048

## El Seybo

Manager: Ana J. Del Rosario Mojica
No. 1 Eugenio Miches Street,
Downtown
Phone. 809 552-3003
Fax. 809 552-3637

## Higüey

Manager: Juan Pérez Jiménez
97 Hermanos Trejo Street,
Downtown
Phone. 809 554-5747
Fax. 809 554-4916

## Sabana de la Mar

Manager: Ezequiel Paredes
18 Diego de Lira Street, Downtown Phone. 809 556-7770
Phone. 809 556-7528
Fax. 809 556-7628

## Miches

Manager: Eusebio Santana
92 San Antonio Street, Uptown
Phone. 809 553-5806
Fax. 809 553-9541

## Bávaro

Manager: Andrés Zabala
Verón-Punta Cana Road, Plaza Verón
Center Office B-14,
Bávaro La Altagracia
Phone. 809 455-1687
Fax. 809 455-1691

## NORTHERN REGION I

## Bonao

Manager: Francisco De Jesús Rosario
77 Independencia Street, Downtown
Phone. 809 525-5092
Fax. 809 525-8089
La Vega
Manager: Sugeidy Rodríguez
José Horacio Rodriguez Avenue,
corner Comandante Jiménez Moya
Street, Los Framboyanes
Phone. 809 573-1626
Fax. 809 573-4290

## Cotui

Manager: Pedro Santos
Mella Street corner Juan Sánchez
Ramírez Street, Downtown
Phone. 809 240-2606
Phone. 809 240-2238
Fax. 809 585-3004

## San Francisco de Macoris

Manager: Kelvin Estévez
30 Castillo Street, corner Santa Ana
Street, Santa Ana Boulevard
Phone. 809 588-1088
Phone. 809 588-0349
Fax. 809 244-3090

## Nagua

Manager: Pedro Brito
33 Francisco Yapor Street corner,
Mariano Pérez Street
Phone. 809 584-4477
Fax. 809 584-4462

Las Terrenas
Manager: Dickson Peña
Duarte Street corner El Carmen Street,
Las Terrenas, Province of Samana
Phone. 809 240-5445

## Moca

Manager: Juan de Jesús Jáquez
Ramón Cáceres Avenue corner
Antonio de la Maza Street, Moca,
Espaillat Province
Phone. 809 577-7373
Phone. 809 577-7449
Fax. 809 577-7332

## Constanza

Manager: Francisco Inoa
52 General Luperón Street corner
Gratereaux Street, Downtown
Phone. 809 539-2542
Fax. 809 539-2351

NORTHERN REGION II

Santiago I
Manager: Juan Rosario
Texas Avenue corner No. 7 Street, Jardines Metropolitanos,
Plaza Matilde I, 2nd Floor
Phone. 809 581-6250
Fax. 809 241-0360

## Santiago II

Manager: Florangel Sosa
204 Estrella Sadhalá Ave.,
Miraflores, Boulevard
Phone. 809 724-6222
Fax. 809 724-6457

## Santiago III

Manager: José Luis Vásquez
Tamboril Avenue, Plaza Monte Rico
(Office 13A), Monte Rico Boulevard
Phone. 809 576-1107
Phone. 809 576-1121
Fax. 809 576-1 130

## Dajabón

Manager: Félix Frias
65 Beller Street corner Victor Manuel
Abreu Street, Downtown
Phone. 809 579-8925
Phone. 809 579-8341
Fax. 809 579-8301
Puerto Plata
Manager: Moisés Rodríguez
56 Villanueva Street corner José E.
Kunhardt Street, Downtown
Phone. 809 291-0999
Fax. 809 291-0099


Bank ADEMI was among the first institutions of the country to request Fitch, an international rating agency, to provide us with a risk rating. The result of the most recent evaluation was BBB, one of the best ratings among domestic banks.

Bank ADEMI is under the permanent control of the Superintendence of Banks and the Central Bank.

In addition, Bank ADEMI is member of several national and international networks that group entities and which are accessible only to banks that lend to micro, small and medium enterprises, including: ACCION, Microfinance Network, Global Network for Banking Innovation (GNBI) Dominican Microfinance Network, and the Association of Savings and Credit Banks and Credit Corporations (ABANCORD)

Due to the foregoing, Bank ADEMI has received credit lines from very prestigious institutions such as the European Investment Bank (EIB), the French Development Agency, Spanish Agency for Cooperation, OIKOCREDIT, LOCFUND and others.

One might think that a bank which lends such small amounts to so many small entrepreneurs who operate in the informal sector, spread all over the country, would have many customers who repay very late.

Percentage of Non Performing Loans in Proportion to the Total
Loan Portfolio, According to the Type of Financial Institutions versus Bank ADEMI
(December 31, 2010)

| Type of Financial Institutions | $\%$ |
| :--- | :---: |
| Credit Corporations | 10.39 |
| Savings and Credit Banks | 4.10 |
| Commercial Banks | 2.94 |
| BANK ADEMI | 2.93 |

Percentage of Overdue Loans as a proportion of the Loan Portfolio According to the type of Financial Institutions
versus Bank ADEMI
(December 31, 2010)


However, the recovery rate of Bank ADEMI loans is higher
than that of commercial
banks in the country, namely
that of large banks lending
to the large enterprises
of the country.

Bank ADEMI not only is the main private source of funding for micro, small and medium enterprises in the Dominican Republic, but it is also the twelfth largest bank in the country, exceeded only by some Commercial Banks and Savings and Credit Associations.

## Dominican Major Financial Institutions according to their Total Assets

December 31, 2010 (Amounts in millions of RD\$)

| Institutions | Amounts |  | Institutions | Amounts |  |
| :---: | :--- | :--- | :--- | :--- | :--- |
| 1 | BanReservas | $200,400.49$ | 11 | Santa Cruz | $12,408.79$ |
| 2 | Popular | $178,642.61$ | 12 | BANK ADEMI | $8,574.94$ |
| 3 | BHD | $98,401.67$ | 13 | BDI | $6,760.28$ |
| 4 | Scotiabank | $40,030.18$ | 14 | Caribe | $5,710.28$ |
| 5 | Banco León | $38,982.70$ | 15 | López de Haro | $5,426.74$ |
| 6 | Apap | $35,318.58$ | 16 | Alaver | $5,183.80$ |
| 7 | Progreso | $29,234.67$ | 17 | Duarte | $4,047.12$ |
| 8 | Cibao | $26,525.70$ | 18 | Prómerica | $4,032.41$ |
| 9 | La Nacional | $17,684.11$ | 19 | Adopem | $2,693.84$ |
| 10 | Citibank | $13,879.20$ | 20 | Vimenca | $2,267.00$ |

Source: Audited financial statements published on the website of the Superintendence of Banks by 31/12/10

## Dominican Major Financial Institutions According to Their Total Assetss

December 31, 2010 (Amounts in Millions of RD\$)


But Bank ADEMI is big not only in the Dominican Republic, but it is also one of Latin American's leading institutions devoted to financing the micro, small and medium enterprises.

## 15 Microfinance Institutions in Latin America and the Caribbean with Major Loan Portfolio

December 31, 2010 (Amounts in Thousands of US\$)

| Secuency | Entity | Country of Origin | Credit Portfolio |
| :---: | :--- | :--- | :---: |
| 1 | Mibanco | Perú | 1.301 .661 |
| 2 | Compartamos | México | 790.309 |
| 3 | Banco Do Nordeste | Brazil | 462.498 |
| 4 | Bancosol | Bolivia | 441.102 |
| 5 | Credife | Ecuador | 309.968 |
| 6 | Banco Solidario | Ecuador | 263.460 |
| 7 | BANK ADEMI | DOMINICAN REPUBLIC | 190.833 |
| 8 | Finamérica | Colombia | 181.771 |
| 9 | Santander Microcrédito | Brazil | 74.970 |
| 10 | Integral | El Salvador | 74.479 |
| 11 | Bangente | Venezuela | 74.012 |
| 12 | El Comercio | Paraguay | 67.703 |
| 13 | Bancovelo | Honduras | 44.451 |
| 14 | Bandelta | Panamá | 28.385 |
| 15 | Finsol | Honduras | 28.319 |

Source: Report by the ACCION NETWORK 31/12/2010

## Leading MFIs in Latin America and the Caribbean in Credit Portfolio

December 31, 2010 (Amounts in Millions of US\$)


Source: Report by the ACCION NETWORK on 31/12/2008

Average Profitability of Over Equity (December 31, 2010 )

| Institution | Average Profitability <br> of Over Equity |  | Institution | Average Profitability <br> of Over Equity |  |
| :---: | :--- | :--- | :--- | :--- | :---: |
| 1 | Adopem | $43.34 \%$ | 11 | Motor Crédito | $22.68 \%$ |
| 2 | BHD | $36.00 \%$ | 12 | León | $22.14 \%$ |
| 3 | Fihogar | $35.49 \%$ | 13 | Santa Cruz | $22.10 \%$ |
| 4 | Bancotuí | $35.29 \%$ | 14 | Caribe | $20.43 \%$ |
| 5 | Promérica | $35.01 \%$ | 15 | Citibank | $17.10 \%$ |
| 6 | Popular | $33.60 \%$ | 16 | Progreso | $17.10 \%$ |
| 7 | BANK ADEMI | $29.02 \%$ | 17 | Bancaribe | $15.85 \%$ |
| 8 | Scotiabank | $28.76 \%$ | 18 | Gruficorp | $15.13 \%$ |
| 9 | BanReservas | $28.73 \%$ | 19 | Banaci | $13.09 \%$ |
| 10 | Atlas | $23.73 \%$ | 20 | BDI | $11.86 \%$ |

In 2010, amongst all Commercial Banks and Savings and Credit Banks of the Dominican system, ADEMI was the seventh best in return obtained by dividing its profits over its equity, exceeded only by three Commercial Banks and three Savings and Credit Banks. The return was 29.02\% over equity.

The 20 Largest Commercial and Credit Banks according to their Profitability (by December 31, 2010)



Who benefit from the high profitability of the Bank ADEMI? Its shareholders, of course. But it is interesting to note that 34\% of its capital belongs to its employees and to a nonprofit foundation.

The main shareholder, with $20 \%$ of its patrimony is an NGO, the Association for Micro Enterprise Development (ADEMI), which donates most of the dividends it receives from ADEMI Bank to hundreds of social projects throughout the country.

The fourth biggest shareholder, with 14\% of the shares, is Inversiones Mutualistas, a company formed by employees of ADEMI Bank, so that the dividends received are distributed exclusively among them.

The third biggest shareholder is the European Investment Bank (EIB), with $16 \%$ of the shares, a public corporation created by the European Community for help in developing countries like the Dominican Republic.

## Corporate Social Responsibility: ADEMI Foundation



## To be next to those most in need

In the year $\mathbf{2 0 1 0}$ we developed $\mathbf{6 2}$ projects, in the areas of the Education and Culture, Health, Environment and Gender Equity, an investment of more than RD\$ 6.9 million that contributed to improve the quality of life of 221.576 people in various poor communities of the Dominican Republic.

Ownership Structure of Bank ADEMI, SA

| Shareholders |  |
| :--- | :---: |
| ADEMI Association (NGO) | $20.01 \%$ |
| European Investment Bank (EIB) | $16.02 \%$ |
| Manuel Arsenio Ureña, C por A | $15.98 \%$ |
| Inversiones Mutualistas (Employees) | $14.17 \%$ |
| Other Private Investments | $33.82 \%$ |
| Total | $100.00 \%$ |

Ownership Structure of Bank ADEMI, SA


### 49.80\%

Other Private Investments


# Members of the Board of Directors <br> of Bank ADEMI 

Manuel Arsenio Ureña
President

Norman Van Arsdale
Vice President

Práxedes Joaquín Castillo Báez
Secretary

Raúl Lluberes De Ferrari
Member

Bernardo Vega De Boyrie
Member

Francisco José Castillo Caminero Member

José Israel Cuello Hernández
Member
Manuel Cáceres Troncoso
Member
César Augusto Nanita
Member

Wilfredo Céspedes
Member

Principal Officers<br>of Bank ADEMI



From left side to right:

Sra. Iris Villalona de Pérez
Vice President of Internal Audit
Sr. Rafael Martínez
Vice President of Human Resources Management
Sr. Guillermo Rondón
Vice President of Business
Sr. Manuel Arsenio Ureña Guzmán
President

Sr. Gregorio Hernández Alcántara
Executive Vice President
Sra. Ramona Rivas de D'Oleo
Financial Vice President
Sr. José Joaquin Guzmán
Vice President of Operations
Sr. Alexis Morillo
Vice President of Technology


## Mission

We are a financial institution committed to the economic and social development of the country, which offers high quality products and services, with special attention to the micro, small and medium enterprises, for which we have proven technology and an excellent team of workers.

## Vision

To expand our leadership in the domestic financial system as a microfinance institution, with sustained growth in turnover, the number of customers, and a diversified range of products and services.

## Values

## Social Responsibility

Our institution works actively to promote the social and economic welfare of the communities it serves.

## Service Excellence

We promote the satisfaction and loyalty of our customers by offering high quality products and services in a timely manner.

## Teamwork

We encourage the participation and commitment of all our partners in the development of the institution, based on their identification with it.

## Integrity

We conduct our operations under the highest ethical and moral standards.

## Profitability

We strive for the return expected by shareholders by offering products and services of high quality with operational efficiency.



## Portfolio of products and services

During 2010, Bank ADEMI reaffirmed its commitment to micro, small and medium businesses, by providing a broad portfolio of products and services to meet their needs and to face the challenges presented by the market.

Bank ADEMI expanded and strengthened its portfolio, in order to meet the needs of its target market.

## Savings Accounts

Bank ADEMI savings accounts are offered with savings books or Ademi+ debit cards, which provide users with cash withdrawal through the ATM machines of the ATH network (throughout the country. This card allows them to purchase goods and services from merchants. Loan customers can receive payments in their savings accounts and pay their loans through it. It is a management fee-free account.

## Children Savings Account

The purpose of children savings account is to develop the culture and the habit of saving among the young population of the Dominican Republic. This product is promoted in public and private schools, we provide a savings book, and opening occurs with a minimum amount of RD\$100.00. It is aimed at young people between 9 and 18 years of age.

## Scheduled Saving

With this method of saving the customer designs his/her goals, quotas and deadlines. The savings plan is programmed by the client according to his/her possibilities. It is the formalization of the so-called SAN, traditionally used in our country.

## Financial Certificates

Bank ADEMI Financial Certificates generate attractive returns for depositors. Interest income is paid by check, or credited to a savings account in the name of the certificate holder, or monthly capitalized. These certificates can also be used as collateral for loans, obtaining preferential interest rates. They represent a fixed term investment, on behalf of one or more individuals or entities that have the guarantee of the bank's assets.

## Corporate Bonds

Bank ADEMI issued Corporate Bonds by RD\$500,000,000.00, as an alternative for our customers' diversification of investments; the rating given to the issuer and to the BBB (dom) issuance shows our transparency toward the market and the security level of our organization.

## Commercial loans

"Fast Money" Loans. Are credit facilities from RD\$3,000.00 to RD\$50,000.00, given without warranty, for working capital and small investments, addressed to lower income segment of the micro enterprises.

Loans to micro, small and medium enterprises. These loans are granted to individuals or legal entities of micro, small and medium enterprises, with the purpose of promoting the development of the industry, tourism, trade, export, mining, construction, communications and services, among other sectors.

Agricultural loans to micro and small enterprises. These loans are available to finance projects of the agricultural sector, especially those of short-cycle crops. This funding can be both in Dominican pesos and U.S. dollars. Their terms and conditions are suited to the production cycle of different crops.

Lines of credit. It is a credit facility for commercial customers, providing them quick financial resources, when they need them. To obtain a credit line, the client may receive payments within 24 hours, by calling his/her Business Officer. This credit facility can be taken and partially or totally paid during the term of the facility (usually a year). Interest is paid monthly and calculated on unpaid balances.

If the customer already has a loan with the bank, he/she may also have a parallel line of credit, which can be used to meet short-term needs of working capital.

Factoring (invoice discounting). Factoring turns the accounts receivable into cash in 24 hours. The customer simply requests a credit line secured by accounts receivable, and upon approval, he/she can use the credit up to the approved limit, presenting the bills to discount. The operation works like a credit line, in its way of use, the only difference is that it is guaranteed by accounts receivable.

## Personal Loans

Consumer loans. They are addressed to individuals, to meet any kind of need, such as the purchase of appliances, vehicles, computers, payment of medical expenses, travel, school and college registration, among others. Amounts granted from RD\$3,000.00 on, within 24 to 48 hours, in equal and consecutive monthly amortization.

Loans to employees of companies. Provides the employer an alternative for staff development. They are processed very quickly and are very comfortable to pay.
"Home Improvement" Loans. are loans granted to individuals for housing renovation or expansion, whose owners have no formal documentation of ownership. Amounts are awarded up to RD\$300,000.00 and deadlines may go up to 60 months.

## Mortgage loans

These are loans granted to individuals for the purchase, repair, remodeling, expansion or construction of houses, which are secured by the financed property. The maximum amount financed is $80 \%$ of the appraised value of the property.

## Credit Cards

Visa Classic. It is the most widely accepted payment card in the world. It enjoys international recognition as the best way to pay and receive payments in all markets and a large number of shops, supermarkets, hotels, travel agencies and shops.

Visa Gold. It is a card addressed to a select group of clients around the world. It includes high value special benefits such as insurance and travel assistance services.

Business Visa. It is a card aimed at small and medium businesses that includes a line of credit for the purchase of inputs, raw materials and expendable materials. It may also be aimed at specific consumer, such as the purchase of fuel.

## General Services Change

Bank ADEMI offers the facility to pay a wide range of public and private services in the comfort of its offices, such as water, electricity, telephone and cable, garbage collection, college student loans, taxes authorized by the DGII, and the renewal of motor vehicle license plates, in season.

Purchase and sell of foreign currencies. Our portfolio of services allows the purchase and sale of U.S. dollars in all offices of the bank, in a quick and reliable way.

Remittance Payment. Bank ADEMI, through an agreement with Dominican Remittances, S. A., offers its customers the service of delivery over the counter, in Dominican pesos, for the remittances from the United States, Puerto Rico, Italy and Spain.

Remittances. In the offices of Bank ADEMI we receive remittances in Dominican pesos, which are then delivered to the recipients through Dominican Remittances, S. A., and its agents and distributors of the Dominican Republic and Haiti.

Administration Checks. also known as cashier's check, may be acquired by any person or institution to make a specific payment, but their basic orientation is to serve as payment instrument for taxes and contributions related to centralized and decentralized governmental institutions.

## Bancaseguro

Vehicle Insurance Processing. Bank ADEMI will manage the best deals on complete and Iaw insurance policy for vehicles, to choose the desired coverage, price and preference, among the most attractive options in the market.

Last Expenses Insurance Policy. Special Coverage designed to cover funeral expenses to the sum of RD\$50,000.00 pesos per person, with the support of Proseguros.


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