



Launching of the Pioneering Energy Loans

March 2011

Fransabank - represented by its General Manager Mr. Nadim Kassar, and in the presence of Mr. Pierre Khoury, Project Manager of the Lebanese Center for Energy Conservation, supported by the Ministry of Energy and Water and UN Development Program - held a press conference at the Bank's Head Office on Tuesday March 1st, 2011 to announce the launching of its new and exclusive campaign entitled: "Power is Energy, Save it!". The campaign unveils the new series of "Energy Loans" targeted for both consumers and businesses through which Fransabank aims at maintaining a healthy and sustainable environment and equally giving consumers the chance to save on primary household and operating expenses. The press conference was attended by experts in the environment field, media representatives and executives from Fransabank.

Kassar pointed out during the conference that: "Fransabank launched its new series of environment friendly loans to meet the needs of both consumers and businesses alike. Whether the customer wishes to benefit from energy power efficiency at home or at business premises to develop environmentally friendly projects, our revolutionary energy loans are the perfect solution to save on expenses resulting from daily consumption of energy such as electricity, water and others."

Kassar stressed further on Fransabank's pioneering role in the banking sector in taking Central Bank recommendations a step further. He commented: "We are proud that Fransabank is the first Bank to adopt the Central Bank's recommendations stated in Circular No. 236 issued on November 25, 2010 regarding the launching of new energy loans' programs subsidized by the Central Bank."

On another note, Pierre Khoury, declared that: "the Lebanese Center for Energy Conservation has restructured three major axes that support the development of environmental-friendly public policies and frameworks, mainly the technical, legal and financial axes. This paved the way to the Central Bank's issuance of Circular no. 236 which has set the general and executive framework to the support of small, medium-sized and large-sized projects that are concerned with environmental green issues as well as energy efficiency and renewable energy related subjects."

Khoury also welcomed Fransabank's pioneering initiative, through which the latter succeeded in "joining us right from the beginning, turning the Bank's branches into referral sites."

As far as the loans granted for businesses are concerned, it is worth noting that these loans cover all expenses related to energy consumption reductions, renewable energy, high efficiency lighting systems, improved thermal insulation of buildings, engines and boilers, air conditioning

units and eco-landscaping. The repayment period of the loan extends up to 15 years with a grace period that can reach up to 4 years. This is in addition to low interest rate starting at 0% and a grant by the Central Bank of Lebanon that can reach up to 15% of the loan amount. Therefore, any business owner working in any related sector can now finance a new environment-friendly project or turn his current business into an environmentally friendly one.

On this occasion, Kassar confirmed that a number of operating sectors can benefit from the outcome of this successful investment to create many projects such as creating “green” buildings that comply with the standards of eco-friendly construction, recycling and other eco-friendly manufacturing and production projects; Even industrial plants can now benefit from replacing their machineries with more energy-saving ones.

In addition to businesses, Fransabank targets individuals with its range of energy-related products, thus ensuring its position as a real partner in the creation of a healthy and sustainable environment for the Lebanese society at large. At the individual level, the Bank offers, in collaboration with the Ministry of Energy, the new “Solar System Loan” which gives all individuals the opportunity to save on their daily electricity expenses- a major daily concern to all Lebanese households. With a loan amount that can reach up to LBP 7.5 Million, 0% interest rate, and financing amount covering 100% of the loan amount including system’s installation fees as well as repayment period that can go up to 60 months; every Lebanese can now equip his home with a solar panel and benefit from a repayment period of 60 months and get exempted from the file fees. The first approved loans will benefit from an LBP 300,000 subsidized from the price of the solar system, courtesy of the Ministry of Energy.