### ERSTE BANK A.D., NOVI SAD

CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2014

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> This is an English translation of the Report originally issued in Serbian language (For management purposes only)

#### INDEPENDENT AUDITORS' REPORT

#### TO THE OWNERS OF ERSTE BANK A.D. NOVI SAD

#### **Report on Consolidated Financial Statements**

We have audited the accompanying consolidated financial statements of Erste bank a.d. Novi Sad and its subsidiary (hereinafter: the Group), which comprise the consolidated balance sheet as at 31 December 2014, and the consolidated income statement, consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flow for the year then ended, and a summary of significant accounting policies and other explanatory notes.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements give a true and fair view of the financial position of the Group as at 31 December 2014, and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.



#### Report on other legal and regulatory requirements

We have reviewed the annual business report of the Group. Management is responsible for the preparation of the annual business report in accordance with the legal requirements of the Republic of Serbia. Our responsibility is to assess whether the annual business report is consistent with the annual consolidated financial statements for the same financial year. Our work regarding the annual business report has been restricted to assessing whether the accounting information presented in the annual business report is consistent with the annual consolidated financial statements and did not include reviewing other information contained in the annual business report originating from non-audited financial or other records. In our opinion, the accounting information presented in the annual business report is consistent, in all material respects, with the consolidated financial statements of the Group for the year ended 31 December 2014.

Belgrade, 31 March 2015

Stephen Fish Ernst & Young d.o.o. Beograd Ernst

elena Evorovic

Jelena Čvorović Authorised Auditor

#### CONSOLIDATED INCOME STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2014

			(thousand RSD)
POSITION	Note	2014	2013
Interest income	4	6,909,550	7,333,386
Interest expense	4	(2,251,460)	(2,863,547)
Net interest income	4	4,658,090	4,469,839
Fees and commission income	5	2,292,798	2,233,973
Fees and commission expense	5	(528,493)	(537,496)
Net fee and commission income	5	1,764,305	1,696,477
Net income from financial assets held for trading	6	86,256	3,072
Net income from risk protection	7	2,672	3,362
Net income from financial assets available for sale Net income from foreign currency exchange difference and effects of contractual foreign	8	5,829	4
currency clause	9	115,265	135,471
Other operating income Net expenses from impairment of financial assets	10	110,805	121,413
and credit-risky off-balance sheet items	11	(1,829,100)	(993,067)
TOTAL NET OPERATING INCOME		4,914,122	5,436,571
Costs of salaries, contributions and other personnel			
expenses	12	(1,693,255)	(1,619,176)
Depreciation costs	13	(273,502)	(245,825)
Other expenses	14	(2,823,116)	(2,446,450)
PROFIT BEFORE TAX	15	124,249	1,125,120
Income tax	15	(3,401)	(2,265)
Profit from deferred tax	15	107,476	
Loss from deferred tax	15		(63,478)
PROFIT FOR THE YEAR	31	228,324	1,059,377
Profit attributable to the parent entity		239,445	<u> </u>
Loss attributable to non-controling interest		(11,121)	

Stevan Čomić Head of Accounting and Controlling Sector

Frank Michael Beitz Member of the Executive Board

Slavko Carić President of the Executive Board

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2014

(thousand RSD) 2013	2014	POSITION
1,059,377	228,324	PROFIT FOR THE YEAR
		Components of other comprehensive income that can not be reclassified to profit or loss:
(5,193)	2,061	Actuarial profit/(loss) Components of other comprehensive income that can be reclassified to profit or loss:
		Positive effects of changes in fair value of financial assets available for sale
6,883	29,672	Unrealized losses from financial assets available for sale
(1,032)	(764) (4,336)	Loss from taxes related to other comprehensive income
658	26,633	Total other comprehensive income
1,060,035	254,957	TOTAL RESULT OF PERIOD
	266,078	Total result attributable to the parent entity
-	(11,121)	Total result attributable to non-controling interest

Stevan Čomić Director of Accounting and Controlling Sector

Frank Michael Beitz Member of the Executive Board

Slavko Carić President of the Executive Board

#### CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2014

#### ASSETS

ASSETS			(†	housand RSD)
	Note	31.12.2014	31.12.2013	1.1.2013
Cash and balances with Central bank	16	15,906,407	16,104,913	12,202,745
Financial assets held for trading	17	6,077,169	1,745,956	323,068
Financial assets available for sale	18	2,571,624	1,705,821	1,090,508
Financial assets held to maturity Loans and receivables to banks and other	19	6,509,844	5,711,842	5,386,635
financial institutions	20	3,898,755	13,417,006	2,667,925
Loans and receivables to customers	21	64,115,855	57,339,373	57,138,560
Investments in subsidiaries		118	-	51,250,500
Intangible assets	22	393,118	411,865	357,551
Property, plant and equipment	22	712,025	707,364	729,299
Investment property	22	13,827	-	127,277
Current tax asset		20,863	1,021	43
Deferred tax asset	15	210,553	107,551	172,062
Non current assets and disposal groups		220,000	101,001	112,002
held for sale		2,258		
Other assets	23	523,021	329,726	298,835
TOTAL ASSETS		100,955,437	97,582,438	80,367,231
LIABILITIES AND EQUITY LIABILITIES				
Financial liabilities held for trading Deposits and other liabilities to banks, other	24	27,282	· · · · ·	
financial institutions and Central bank Deposits and other liabilities to other	25	21,520,826	13,729,205	8,491,069
customers	26	61,602,685	64,904,207	53,877,266
Debt issued and other borrowed funds	27	-	1,465,000	1,465,000
Subordinated liabilities	28	2,063,751	2,191,301	2,407,579
Provisions	29	558,347	461,839	418,652
Other liabilities	30	444,887	471,509	408,323
TOTAL LIABILITIES		86,217,778	83,223,061	67,067,889
Equity	31			
Share capital		10,164,475	10,164,475	10,164,475
Retained earnings		1,379,724	1,628,154	1,264,907
Reserves		3,150,360	2,566,748	1,869,960
Non-controlling interest		43,100		
TOTAL EQUITY		14,737,659	14,359,377	13,299,342
TOTAL LIABILITIES AND EQUITY		100,955,437	97,582,438	80,367,231

Stevan Čomić Director of Accounting and Controlling Sector

Frank Michael Beitz Member of the Executive Board



Slavko Carić President of the Executive Board

#### CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2014

(thousand RSD)	Share capital	Share premium	Other reserves	Revaluation reserves	Retained earnings	Total	Non- controlling interest	Total
Balance as at 1 January 2013	10,040,000	124,475	1,843,171	26,789	1,264,907	13,299,342		13,299,342
Actuarial loss Changes in fair value of financial assets available for	÷	-			-	(5,193)		(5,193)
sale	-	-	-	5,851	-	5,851	-	5,851
Profit for the year	-	-	-	-	1,059,377	1,059,377	-	1,059,377
Transfer of profit to reserves		-	690,937		(696,130)			
Balance as at 31 December 2013	10,040,000	124,475	2,534,108	32,640	1,628,154	14,359,377		14,359,377
	10,040,000	124,475	2,534,108	32,640	1,628,154	14,359,377		14,359,377
Balance as at 1 January 2014								_ 10071011
Acquisition of share in capital	-	-	69,103	-	-	69,103	54,221	123,324
Actuarial gain	-	-	-	2,061	-	2,061	-	2,061
Changes in fair value of financial assets						_,		2,001
available for sale	-	-	-	24,572	-	24,572	-	24,572
Profit for the year	-	-		-	239,445	239,445	(11,121)	228,324
Transfer of profit to reserves		-	556,979	<u> </u>	(556,979)			
Balance as at 31 December 2014	10,040,000	124,475	3,160,190	59,273	1,310,621	14,694,559	43,100	14,737,659

Stevan Čomić Director of Accounting and Controlling Sector

Frank Michael Beitz

Frank Michael Beitz Member of the Executive Board

Slavko Carić President of the Executive Board

#### CONSOLIDATED STATEMENT OF CASH FLOW FOR THE YEAR ENDED 31 DECEMBER 2014

		(thousand RSD)
A. Cash flows from operating activities	2014	2013
Cash inflows from operating activities	10,122,800	9,105,106
Inflow from interest	7,331,608	6,810,078
Inflow from fees	2,644,669	2,217,857
Inflow from other operating income	146,398	77,065
Inflow from dividends and share in profit	125	106
Cash outflows from operating activities	9,885,850	7,005,271
Outflow from interest	2,089,277	2,773,587
Outflow from fees	511,701	534,685
Outflow from gross salaries, wages and other personel expenses	1,669,886	1,617,404
Outflow from taxes , contributions and other duties charged to income	417,077	285,344
Outflow from other operating income	5,197,909	1,794,251
Net cash inflows from operating activities before increase or decrease in		
placements and deposits	236,950	2,099,835
Decrease in placements and increase in deposits	17,213,832	12,971,557
Decrease in loans and advances to banks, other financial intitutions, Central bank		
and clients	8,575,929	Sec. Sec.
Increase in deposits to banks, other financial intitutions, Central bank and clients	8,637,903	12,971,557
Increase in placements and decrease in deposits and other liabilities	1,382,927	15,828,617
Increase in loans and advances to banks, other financial intitutions, Central bank		da hart a Us
and clients		15,030,224
Increase in financial assets initially recognized at fair value trough Income	100000	
statement, financial assets available for sale and other non-investment	1,382,927	798,393
Net cash flinows from operating activities before tax	16,067,855	
Net cash inflows from operating activities before income tax		757,225
Paid income tax	1,651	979
Net cash inflows from operating activities	16,066,204	
Net cash outflows from operating activities		758,204
CASH FLOWS FROM INVESTMENT ACTIVITIES		
Cash inflows from investment activities	2,014	106
Inflows due to sales of intangible assets, property, plant and equipment	2,014	106
Cash outflows from invetment activities	4,665,884	1,898,080
Outflows from purchase of investment securities	4,287,594	1,619,822
Outflows from purchase of investments in subsidiaries and associates and joint		
ventures	120,565	1.11.11
Outflows from purchases of intagible asstes, property, plant and equipment	88	278,258
Outflows from purchase of investment properties	257,637	Section Sec.
Net cash outflows from invetment activities	4,663,870	1,897,974
CASH FLOWS FROM FINANCING ACTIVITIES		
Cash inflows from financing activities	1,350,736	3,280,291
Inflow from loans taken	783,895	3,280,291
Other cash inflows from financing activities	566,841	000 454
Cash outflows from financing activities	10,278,390	292,454
Cash outflow from subordinated liabilities	128,100	216,275
Outflow from loans taken	8,295,762	
Outflows from securities issued	1,437,718 416,810	76,179
Other cash outflows from financing activities	410,010	2,987,837
Net cash inflows from financing activities Net cash outflows from financing activities	8,927,654	2,901,031
TOTAL CASH INFLOWS	28,689,382	25,357,060
TOTAL CASH OUTFLOWS	26,214,702	25,025,401
NET INCREASE IN CASH	2,474,680	331,659
CASH AT THE BEGINNING OF YEAR	7,872,498	7,370,004
POSITIVE FOREIGN EXCHANGE DIFFERENCES	7,680,955	8,246,533
NEGATIVE FOREIGN EXCHANGE DIFFERENCES	7,597,681	8,111,062

Cash and cash equivalents at the end of year

Novi Sad, 31 March 2015 010

Stevan Čomić Director of Accounting and Controlling Sector Frank Michael Beitz Member of the Executive Board

Slavko Carić

10,430,452

President of the Executive Board

7

7,837,134

#### 1. CORPORATE INFORMATION

Erste Bank a.d., Novi Sad (hereinafter referred to as "the Bank") was founded on 25 December 1989, under the name of Novosadska banka a.d., Novi Sad. At the beginning of August 2005, subsequent to the successful finalization of privatization process, it became a member of Erste Bank Group.

In accordance with the Decision of the Business Registers Agency no. BD 101499/2005 dated 21 December 2005, the change of the previous name Novosadska banka a.d., Novi Sad to Erste Bank a.d. Novi Sad was registered.

The Bank's shareholders are EGB (Erste Group Bank) CEPS HOLDING GMBH, Vienna, with 74% interest and Steiermärkische Bank und Sparkassen AG, Graz, with 26% interest in the Bank's share capital.

On January 15<sup>th</sup> 2014 the Bank made the payment of the agreed amount on the basis of concluded contract of purchase and transfer of shares with Steiermarkische Bank und Sparkassen AG and Erste Group Immorent International Holding GmbH. On the date of payment of the agreed amount, the Bank acquired 75% of stake in the share capital of the company S-leasing d.o.o Serbia in such a way that it paid 25% owned by Steiermarkische Bank und Sparkassen AG and 50% owned by Immorent AG.

Also, the bank acquired a 19% stake in the share capital of the company S Rent d.o.o Serbia by paying 19% stake to Immorent Int Holding GMBH.

By this transactions, both companies still remain members of Erste Group.

The accompanying financial statements and notes to the financial statements represent the consolidated financial statements of the Group. The Bank is the parent entity of the Group and as such is bound to comply with the request of the Law on Banks regarding preparation of the consolidated financial statements as at and for the year ended December 31, 2014. The consolidated financial statements include the financial statements of the company S-Leasing which is 75% owned by the Bank.

The separate financial statements of the Bank were issued on March 31, 2015.

The Bank is registered in the Republic of Serbia for the following activities: payment transaction services in the country and abroad, loan and deposit activities in the country, payment cards transactions, transaction with securities as well as dealer operations. In accordance with the Law on Banks, the Bank operates on the principles of stable and secure business.

The Bank's Head Office is in Novi Sad, no. 5 Bulevar Oslobodjenja. The Bank operates through 7 business centers, 47 branches, 10 sub-branches and 5 counters.

The Bank had 992 employees as at 31 December 2014 (31 December 2013: 972 employees). The Bank's registration number is 08063818. Its tax identification number is 101626723.

S-Leasing Ltd. Belgrade (the Company) was founded in June 2003.

The Company is organized as a limited liability company and is registered with the Business Registers Agency Decision no. BD 33349/2005 dated 7 June 2005.

The main activity of the Company is the provision of financial leasing of movable assets to individuals and legal entities on the territory of the Republic of Serbia. The Company´s Head Office is in Belgrade, Milutina Milankovica no. 11a / 4.

Company registration number is 17488104. Its tax identification number is 102941384.

The Company had 25 employees as at 31 December 2014 (31 December 2013: 27 employees).

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 2.1. Basis of Preparation and Presentation of the Consolidated Financial Statements

The consolidated financial statements of the Group for 2014 have been prepared in accordance with International Financial Reporting Standards (IFRS) and the regulations of the National Bank of Serbia governing the financial reporting of banks.

The consolidated financial statements have been prepared in accordance with the requirements of the Decision on Contents and Format of the Financial Statements Forms for Banks (Official Gazette of the Republic of Serbia 71/2014 and 135/2014).

These financial statements are consolidated financial statements. The Bank, as the parent company of the Group, is prepared and presented a set of separate financial statements.

The consolidated financial statements have been prepared on a historical cost basis, except for available-for-sale investments, derivative financial instruments, other financial assets and liabilities held for trading, financial assets and liabilities designated at fair value through profit or loss and liabilities for cash-settled share-based payments, all of which have been measured at fair value.

The consolidated financial statements are presented in Republic of Serbia Dinars ("RSD") and all values are rounded to the nearest thousand (RSD'000) except when otherwise indicated.

The consolidated financial statements are prepared on a going concern basis which assumes the Group will continue its operations in the foreseeable future.

#### 2.2. First-time adoption of IFRS

The consolidated financial statements for the year ended 31 December 2014 are the first the Group has prepared in accordance with International Financial Reporting Standards.

In order to prepare the financial statements in accordance with IFRS and to comply with the newly issued regulations of the National Bank of Serbia, the Group has:

- Prepared and presented an opening balance sheet in accordance with IFRS as at 1 January 2013.
- Assessed that no restatement to previously reported amounts of equity as at 1 January 2013 and 31 December 2013 and net income/loss for the year ended 31 December 2013 are required to comply with the requirements of IFRS. The estimates on 1 January 2013 and 31 December 2013 are consistent with those made for the same dates in accordance with previously applied regulations.
- Changed the presentation of its Balance Sheet and Income Statement to those previously required and presented a Statement of Comprehensive Income. The difference between the total assets in these financial statements and the previously reported total assets as at 1 January 2013 and 31 December 2013 were RSD 349,158 thousand and RSD 401,150 thousand respectively relate to unamortized deferred loan origination fees. Such fees are presented within the underlying instrument and were previously reported under liabilities.
- Changed the presentation of the Statement of Cash Flows. Cash and cash equivalents included in the Statement of Cash Flows are disclosed in Note 37.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.3. Basis of consolidation

The consolidated financial statements comprise the financial statements of the Group and the companies over which it has control. Control is achieved where the Bank has the power to govern the financial and operating policies of an entity as to obtain benefits from its activities.

The result of the subsidiary which was acquired during the year is included in the consolidated income statement from the effective date of acquisition.

If necessary, the financial statements of the subsidiary are adjusted in order to harmonize its accounting policies with those used by the Bank as the parent company of the Group.

All intra-group balances, transactions, unrealised gains and losses resulting from intra-group transactions and dividends are eliminated in full.

Non-controlling interest represents the portion of profit or loss and net assets not owned, directly or indirectly, by the Bank and are presented separately in the consolidated income statement and within equity in the consolidated balance sheet, separately from parent shareholder's equity.

#### 2.4. Business combination

Subsidiary is an entity over which the Bank has control. Control is established when the Bank is exposed, or has rights to, variable returns from its involment within the entity and has the ability to affect those returns through its power over the entity.

As at 31 December 2014 the Bank has 75% ownership of the company S Leasing doo Belgrade.

On the date of purchase, total assets of S leasing was RSD 3,092,233 thousand, total equity was RSD 60,455 thousand, while loss was RSD 113,284 thousand. A business combination involving entities or businesses under common control is a business combination in which all of the combining entities or businesses are ultimately controlled by the same party or parties both before and after the business combination, and that control is not transitory. How IFRS 3 does not apply to business combinations involving entities under common control, the Group has in accordance with IAS 8 adopted an accounting policy by which such transactions are accounted for by pooling of interest methods.

Application of the method is as follows:

- The assets and liabilities of the entity being acquired are shown at carrying value as presented in separate financial statements of the parent company;
- There are no new estimates of fair value or recognignition of any new assets or liabilities. Adjustments are only carried out in order to harmonize accounting policies;
- Goodwill as a result of the acquisition is not reconized;
- Difference between the consideration paid / transfer and "acquired" capital is shown in equity section;
- Income Statement reflects the result of all companies for the whole financial year, regardless of when the combination took place;
- Comparatives are not restated.

#### 2.5. Interest Income and Expenses

Interest income and expense, including penalty interest and other income and other expenses from interest bearing assets, i.e. liabilities are recognized on an accrual basis based on obligatory terms defined by a contract signed between the Group and a customer.

For all financial instruments measured at amortized cost and interest-bearing financial instruments classified as available for sale, interest income and expense are recognized using the effective interest method, which is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset or financial liability.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.5. Interest Income and Expenses (continued)

The calculation of the effective interest rate takes into account all contractual terms of the financial instrument, except fees and incremental costs that are related to loan approval, but no future credit losses.

#### 2.6. Fee and Commssion Income and Expenses

The Bank earns/pays fee and commission income from rendering and using banking services. Fees and commissions are generally recognized on an accrual basis when the service has been provided, i.e. rendered.

Fees and commission income are earned from a diverse range of banking services provided to clients. Fee income can be divided into the two following categories:

#### /i/ Fee Income Earned from Services that are provided Over a Certain Period of Time

Fees earned for the provision of services over time are accrued over that period.

Loan commitment fees for loans that are likely to be drawn down and other credit related fees are deferred (together with any incremental costs) and recognized as deferrals and transferred to the income statement as interest income during the due period of financial instruments.

#### /ii/ Fee Income from Providing Transaction Services

Fees or components of fees that are linked to a certain performance are recognized after fulfilling the corresponding criteria.

#### /iii/ Dividend Income

Dividend income is recognized when the Bank's right to receive the payment is established.

#### 2.7. Foreign Currency Translation

Balance Sheet and Income Statement items stated in the financial statements are valued by using the currency of the primary economic environment (functional currency). The accompanying financial statements are stated in thousands of Dinars (RSD), which represents the functional and official reporting currency of the Group.

Transactions denominated in foreign currency are translated into dinars at the official exchange rate determined on the Interbank Foreign Currency Market, prevailing at the transaction date. Monetary assets and liabilities denominated in foreign currency as at the balance sheet date are translated into dinars at the official exchange rate determined on the Interbank Foreign Currency Market.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.7. Foreign Currency Translation (continued)

Foreign exchange gains or losses arising upon the translation of assets, liabilities and transactions are credited or charged as appropriate, to the income statement, as foreign exchange gains or losses.

Income or expenses arising upon the translation of financial assets and liabilities with contacted foreign currency clause are credited or debited as appropriate, to the income statement, as gains/losses from changes in value of assets and liabilities.

Commitments and contingencies denominated in foreign currency are translated into dinars at the official middle exchange rate of the National Bank of Serbia prevailing at the balance sheet date.

#### 2.8. Financial instruments

All financial instruments are initially recognized at fair value (usually equal to the consideration paid) including any directly attributable incremental costs of acquisition or issue, except for financial assets and financial liabilities at fair value through profit and loss.

Financial assets and financial liabilities are recognized in the Group's balance sheet on the date upon which the Group becomes counterparty to the contractual provisions of a specific financial instrument. All regular way purchases and sales of financial assets are recognized on the settlement date, i.e. the date the assets is delivered to the counterparty.

#### "Day 1" Profit

When the transaction price in a non-active market is different to the fair value from other observable current market transactions in the same instrument or based on a valuation technique whose variables include data from observable markets, the Group immediately recognizes the difference between the transaction price and fair value ("Day 1" profit) in the income statement.

#### **Classification of Financial Instruments**

The Group's management determines the classification of its investments at initial recognition. Classification of financial instruments upon initial recognition depends on the purposes for which financial instruments have been obtained and their characteristics.

The Group classifies its financial assets in the following categories: financial assets at fair value through profit or loss, held-to-maturity securities, loans and receivables and available-for-sale securities.

The subsequent measurement of financial assets depends on their classification as follows:

#### 2.8.1. Financial Assets at Fair Value through Profit or Loss

This category includes two sub-categories: financial assets held for trading and those designated at fair value through profit or loss.

The management did not classify financial instruments, on initial recognition, into the category of the financial assets recorded at fair value through profit or loss.

Financial assets are classified as held for trading if they have been primarily acquired for generating profit from short-term price fluctuations or are derivatives. Trading securities are stated in the balance sheet at fair value

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.8. Financial instruments (continued)

#### 2.8.1. Financial Assets at Fair Value through Profit or Loss (continued)

Securities held for trading comprise Government savings bonds and Republic of Serbia treasury bills.

All realized or unrealized gains and losses arising upon measurement and sale of financial assets at fair value are stated in the Income statement.

#### 2.8.2. Securities Held-to-Maturity

Held-to-maturity investments are financial assets with fixed or determinable payments and fixed maturities that the Group's management has the positive intention and ability to hold to maturity.

After initial recognition, securities held-to-maturity are subsequently measured at amortized cost using the effective interest rate method, less any allowance for impairment or impairment losses, if any. Amortized cost is calculated by taking into account any discount or premium on acquisition, over the period to maturity.

Interest income is recorded using the effective interest rate (EIR) and is included in the income statement. Fees which are part of effective yield on these instruments are recognized as deferred income and credited to the income statement over the life of a financial instrument

The Group performs individual assessment in order to determine whether there is objective evidence on impairment of the investment into securities held-to-maturity.

If there are objective evidence that such securities have been impaired, the amount of impairment loss for investments held to maturity is calculated as the difference between the investments' carrying amount and the present value of expected future cash flows discounted at the investment's original effective interest rate and stated in the income statement as impairment losses on financial assets.

If, in a subsequent year, the amount of the estimated impairment loss decreases as a consequence of an event occurring after the impairment was recognized, the previously recognized impairment loss is reduced and effects are credited to the income statement.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.8. Financial Instruments (continued)

#### 2.8.3. Loans and Advances

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. All loans and advances are recognized when cash is advanced to borrowers. Loans and receivables are initially recognized at fair value.

After the initial recognition, loans and advances to banks and customers are subsequently measured at the outstanding amount of placements taking into account all discounts and premiums in acquisition, less any allowance for impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortisation is included in interest income in the income statement. The losses arising from impairment are recognised in the income statement in net losses from impairment of financial assets.

Loans in dinars, with contracted foreign currency clause, i.e. RSD - EUR and RSD - CHF foreign exchange rates, are revalued in accordance with the contract signed for each loan. The difference between the carrying amount of loan and the amount calculated applying the foreign currency clause is disclosed within loans and advances. Income and expenses resulting from the application of foreign currency clause are recorded in the income statement, as gains/losses from changes in value of assets and liabilities.

#### Derecognition of Financial Assets and Liabilities

A financial asset is considered for derecognition when the contractual rights to the cash flows from the financial asset expire, or the Group has either transferred the contractual right to receive the cash flows from that asset, or has assumed an obligation to pay those cash flows to one or more recipients, subject to certain criteria. In transactions where substantially all the risks and rewards of ownership of a financial asset are neither retained nor transferred, the Group derecognizes the transferred asset if control over that asset is relinquished. The rights and obligations retained in the transfer, such as servicing assets and liabilities, are recognized separately as assets and liabilities, as appropriate. If control over the asset is retained, the Group continues to recognize the asset to the extent of its continuing involvement, which is determined by the extent to which it remains exposed to changes in the value of the transferred asset.

A financial liability is derecognized when its contractual obligation is discharged, cancelled or expired. Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of the existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognized in the income statement.

#### Impairment of Loans and Other Financial Assets and risk reserves

In accordance with the internal policy of the Group, the Group assesses at each balance sheet date whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that has occurred after the initial recognition of the asset (an incurred "loss event") and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.8. Financial Instruments (continued)

#### Impairment of Loans and Other Financial Assets and risk reserves (continued)

Evidence of impairment may include indications that the borrower or a group of borrowers is experiencing significant financial difficulty due to worsening of business and/or macroeconomic environment, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganization and where observable data indicate that there is a measurable decrease in the estimated future cash flows. Initially, prior to identification of deterioration of the credit worthiness of the client (eg. increasing the number of days of delay), the Group determines the existence of impairment on a group (portfolio) basis.

In assessing of impairment for placements with banks and loans and advances to customers valued at amortized cost, the Group first assesses individually whether objective evidence of impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant.

If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes an asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be recognized, are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has been incurred, the amount of the loss is measured as the difference between the assets' carrying amount and its recoverable value, being the present value of estimated future cash flows, discounted at the original effective interest rate for that particular financial asset. If a loan has a variable interest rate, current effective interest rate is applied.

The calculation of the present value of the estimated future cash flows of a collateralized financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral.

For the purpose of a collective evaluation of impairment, financial assets are grouped on the basis of similar credit risk characteristics and the Group's internal grading system by an asset type, industry, geographical location, collateral type, past-due status and other relevant factors.

Future cash flows on a group of financial assets that are collectively evaluated for impairment are estimated on the basis of contracted cash flows and historical loss experience for assets with credit risk characteristics similar to those in the group. Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions that did not affect the years on which the historical loss experience is based and to remove the effects of conditions in the historical period that do not exist currently.

The Group regularly reviews the methodology and assumptions used for estimating future cash flows in order to reduce any differences between loss estimates and actual loss experience.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.8. Financial Instruments (continued)

#### Impairment of Loans and Other Financial Assets (continued)

The carrying amount of the loan is reduced through the use of an allowance account and the amount of the impairment loss arising from impairment of loans and receivables, as well as other financial assets measured at amortized cost, is recognized in the income statement as net losses on impairment of financial assets and the credit risk off-balance sheet items. Loans together with the associated allowance for impairment are written off when there is no realistic prospect of future recovery and when collateral has been realized or has been transferred to the Group. Some of indicators of default can be: delay in payment, initiation of the bankruptcy or liquidation, removal from the Business Entities Register, client does not recognize receivables within reconciliation procedures with the Group.

A write-off is made when all or part of a claim is deemed uncollectible, and when all collaterals have been activated (e.g. pursuant to a court decision, completed bankruptcy proceedings, completed legal proceedings, all available collaterals are realized, cross-checking of client's property was performed). Loans together with the associated allowance are written off when the financial asset is considered uncollectible. Write-offs are either charged to aloowance for impairment or direct to expenses. Uncollectible receivables are written-off on the basis of the court's decision, decision of the General Assembly of shareholders or the Executive Board when there is no realistic prospect of future recovery and all collateral has been realised.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment loss is reversed by adjusting the allowance account. The amount of the reversal is recognized in the income statement as an income.

#### 2.8.4. Renegotiated Loans

Where possible, the Group seeks to restructure loans rather than to take possession of collateral. This may involve extending the payment arrangements and the agreement of new loan conditions. Once the terms have been renegotiated, the loan is no longer considered past due, but if after restructuring evidence of impairment arises, the client will be marked as "default" again. Management continuously reviews renegotiated loans to ensure that all criteria are met and that future payments are likely to occur.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.8. Financial Instruments (continued)

#### 2.8.5. Available-for-sale Securities

Securities intended to be held for an indefinite period of time, which may be sold, or pledged with the National Bank of Serbia as security, in response to needs for liquidity or changes in interest rates, exchange rates or equity prices are classified as "available-for-sale". Available-for-sale securities include other legal entities' equity instruments and debt securities.

Subsequent to the initial measurement, these securities are measured at fair value. The fair values of securities quoted in active markets are based on current bid prices. Unrealized gains and losses are recognized directly in revaluation reserves, until such a security is sold, collected or otherwise realized, or until it is impaired. In case of disposal of securities or their impairment, gains or losses, previously recognized in equity, are recognized in the statement of other comprehensive income.

Equity instruments represent investments in other legal entities that do not have a quoted market price in an active market and for which other methods of reasonably estimating fair value are inappropriate and unworkable. Therefore, available-for-sale investment equity securities are measured at cost, less any allowance for impairment.

Dividends earned whilst holding available-for-sale financial instruments are recognized in the income statement as "dividend income and income from equity investments" when the right of the payment has been established.

For investments in shares and other securities available for sale, at the balance sheet date, the Group assesses if there is significant evidence of impairment of one or more investments. The Group records impairment charges on available-for-sale equity investments when there has been a significant or prolonged decline in the fair value below their cost.

When there is evidence of impairment, the cumulative loss, assessed as the difference between cost and fair value, decreased for any impairment of investment that have been recognized in the income statement, is removed from equity and recognized in the income statement. Impairments of investments are not reversed through the income statement; subsequent increases of fair value, after recognition of impairment, are credited to equity.

Impairments of investments, which are not quoted in an active market and whose fair value cannot be determined with certainty, are measured as the difference between the book value and current value of expected future cash flows, and are recognized in the income statement and are not reversed before derecognition.

In case of debt securities that are classified as available for sale, impairment is assessed based on the same criteria as financial assets carried at amortized cost. If there is an increase in fair value through next year, and if that increase might objectively refer to an event that happened after the impairment loss has been recognized in the income statement, the impairment loss is reversed through profit or loss.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.8. Financial Instruments (continued)

#### 2.8.6. Issued Financial Instruments and Other Financial Liabilities

Issued financial instruments or their components are classified as liabilities where the substance of the contractual arrangement results in the Group having an obligation either to deliver cash or another financial asset to the holder, or to satisfy the obligation other than by the exchange of a fixed amount of cash or another financial asset for a fixed number of own equity shares.

The components of compound financial instruments, that contain both liability and equity elements, are accounted for separately, with the equity component being assigned the residual amount after deducting from the instrument as a whole the amount separately determined as the fair value of the liability component on the date of issue.

The subsequent measurement of financial liabilities depends on their classification as follows:

#### Deposits from Other Banks and Customers

All deposits from other banks and customers and interest-bearing borrowings are initially recognized at the fair value of the consideration received, including transaction costs, except for financial liabilities through profit and loss. After initial recognition, interest-bearing deposits and borrowings are subsequently measured at amortized cost.

#### Borrowings

Borrowings are recognized initially at fair value net of transaction costs incurred. Borrowings are subsequently stated at amortized cost. Borrowings are classified as current liabilities, unless the Group has the indisputable right to postpone the settlement of obligations for at least 12 months after the balance sheet date.

#### **Operating Liabilities**

Trade payables and other short-term operating liabilities are stated at nominal value.

#### 2.9. Offsetting Financial Assets and Financial Liabilities

Financial assets and liabilities are offset and the net amount reported in the balance sheet if, and only if when there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or realize the asset and settle the liability simultaneously.

#### 2.10. Special Reserves for Estimated Losses on Bank Balance Sheet Assets and Off-balance Sheet Items

Special reserves for potential losses on balance sheet assets and off-balance sheet items are calculated in accordance with the National Bank of Serbia's Decision on the Classification of Bank Balance Sheet Assets and Off-balance Sheet Items ("Official Gazette of the Republic of Serbia", no. 94/2011, 57/2012, 123/2012, 43/2013, 113/2013 and 135/2014).

All receivables (balance sheet and off-balance sheet exposure) from a single borrower are classified in categories from A to D in accordance with the assessment of their recoverability. Individual credit exposures are evaluated based upon the assessment of the borrower's financial position and creditworthiness, timely settlement of obligations towards the bank and quality of the collateral.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.10. Special Reserves for Estimated Losses on Bank Balance Sheet Assets and Off-balance Sheet Items

In accordance with the classification of receivables and pursuant to the aforementioned decision, the amount of the special reserves against potential losses is calculated by applying the following percentages: A (0%), B (2%), V (15%), G (30%) and D (100%).

Special reserves for estimated losses are reduced by allowances for impairment of balance sheet assets and provisions against losses on off-balance sheet items, which are calculated in accordance with the National Bank of Serbia's Decision on the Classification of Bank Balance Sheet Assets and Off-balance Sheet Items. All positive differences will constitute the necessary reserves for estimated losses on balance sheet assets and off balance sheet items which are deducted from equity in accordance with the National Bank of Serbia's Decision on Bank Capital Adequacy. The Bank is required to maintain capital at any moment at a level which is necessary to cover all risks to which the Bank is exposed and the capital adequacy ratio shall be maintained at the level that is not below 12%.

#### 2.11. Cash and Cash Equivalents

For the purposes of the statement of cash flows, cash and cash equivalents comprise balances on the Group's dinars current accounts and cash in hand (both in dinars and foreign currency) and foreign currency current accounts held with other domestic banks and foreign banks.

#### 2.12. Repurchase Agreements ("Repo Transactions")

Securities bought under agreements to repurchase at a specified future date ('repos') are recognized in the balance sheet.

The corresponding cash given, including accrued interest, is recognized in the balance sheet. The difference between the sale and repurchase prices is treated as interest expense and is accrued over the life of the agreement.

#### 2.13. Intangible Assets

Intangible assets are measured at cost, less accumulated amortization and impairment losses, if any.

Intangible assets comprise licenses and other intangible assets. The useful lives of intangible assets are assessed to be either finite or indefinite.

Intangible assets with finite lives are amortized over the useful economic life. The amortization period and the amortization method for an intangible asset with a finite useful life are reviewed at least once a year, at the financial year-end.

Changes in the expected useful life or the expected pattern of consumption of future economic benefits embedded in the asset are accounted for by changing the amortization period or method, as appropriate, and treated as changes in accounting estimates.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.13. Intangible Assets (continued)

Amortization of intangible assets is calculated using the straight-line method to write down the cost of intangible assets to their residual values over their estimated useful lives, as follows:

Software licensesUp to 10 yearsOther intangible assets4 years

The amortization cost on intangible assets with finite lives is recognized in the income statement.

Costs associated with developing and maintaining computer software programs are recognized as an expense when incurred.

#### 2.14. Property, plant and equipment and Investment Properties

Property, plant and equipment and Investment Properties are stated at cost less accumulated depreciation and impairment losses, if any.

Costs include all expenses directly related to purchase of property, plant and equipment.

Subsequent costs are included in the asset's carrying amount or are recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance are charged to income statement of the financial period in which they are incurred.

The Group has investments properties in order to make revenue from renting them and gains arising from changes in their fair values. Investment properties are measured initially at cost, net of allowances.

Depreciation is provided for on a straight-line basis to the cost of fixed assets, using the following prescribed annual rates, in order to write them off over their useful lives:

Buildings	40 years
Computer equipment	4 years
Other equipment	5 to 10 years

Changes in the expected useful lives of assets are accounted for as changes in the accounting estimates.

Calculation of depreciation and amortization of property and equipment commences at the beginning of month following the month when an asset is put into use. Assets under construction are not depreciated. The depreciation charge is recognized as an expense for the period in which incurred.

Investments in other properties, plant and equipment are amortised over their usueful economic lives in accordance with conditions defined by contracts.

Gains from the disposal of property and equipment are credited directly to other income, whereas any losses arising on the disposal of property and equipment are charged to other operating expenses.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.15. Impairment of Non-financial Assets

In accordance with the adopted accounting policy, at each balance sheet date, the Group's management reviews the carrying amounts of the Group's intangible assets and property, plant and equipment and investments in subsidiaries. If there is any indication that such assets have been impaired, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss. If the recoverable amount of an asset is estimated to be less than its carrying value, the carrying amount of the asset is reduced to its recoverable amount, being the higher of an asset's fair value less costs to sell and value in use. Impairment losses, representing a difference between the carrying amount and the recoverable amount of tangible and intangible assets, are recognized in the income statement as required by IAS 36 "Impairment of Assets".

Non-financial assets (other than goodwill) that suffered impairment are reviewed for possible reversal of the impairment at each reporting date.

#### 2.16. Leases

The determination of whether an arrangement is a lease, or contains lease elements, is based on the substance of the arrangement and requires an assessment of whether the fulfillment of the arrangement is dependent on the use of a specific asset or assets and whether the arrangement conveys a right to use the assets.

#### (a) Finance Lease - the Group as a Lessee

Finance leases, which transfer to the Group substantially all the risks and benefits incidental to ownership of the leased item, are capitalized at the inception of the lease at the fair value of the leased property or, if lower, at the present value of the minimum lease payments and included in property and equipment with the corresponding liability to the lessor included in other liabilities.

Capitalized leased assets are depreciated over the shorter of the estimated useful life of the assets and the lease term, if there is no reasonable certainty that the Group will obtain ownership by the end of the lease term.

Lease payments are apportioned between the finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are charged directly in the income statement as an interest expense.

#### (b) Finance Lease - the Group as a Lessor

The lessor should recognise assets given under a finance lease in its balance sheet as a receivable at an amount equal to the net investment in the lease Under a finance lease substantially all the risks and rewards incident to legal ownership are transferred by the lessor, and thus the lease payment receivable is treated by the lessor as repayment of principal. Initialy, assets given under finance lease are recognized as long-term investments equal to the purchase value of the leased object increased for the future interest. Gross investment in the lease is the total amount of minimum lease payments and any unguarantedd residual values belonging to the lessor. Net investment in leases represent gross investment in leases reduced by unearned finance income.

#### (c) Operating Lease - the Group as a Lessee

A lease is classified as an operating lease if it does not transfer to the Group substantially all the risks and rewards incidental to ownership. The total payments made under operating leases are charged to other operating expenses in the income statement (when they occur) on a straight-line basis over the period of the lease.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.17. Provisions and Contingencies

Provisions are recognized when the Group has a present obligation (legal or constructive) as a result of a past event, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. In order to be maintained, the best possible estimates of provisions are considered, determined and, if necessary, adjusted at each balance sheet date. Provisions are measured at the present value of estimated future cash outflows necessary to settle the liabilities arising thereof, using the discount rate which reflects the current market estimate of the value of money.

When the outflow of the economic benefits is no longer probable in order to settle legal or constructive liabilities, provisions are derecognized in income. Provisions are taken into account in accordance with their type and they can be used only for the expenses they were recognized initially for. Provisions are not recognized for future operating losses.

Contingent liabilities are not recognized in the financial statements. They are disclosed in the financial statements, unless the possibility of an outflow of resources embodying economic benefits is remote. Contingent assets are not recognized in the financial statements but disclosed when an inflow of economic benefits is probable.

#### 2.18. Employee Benefits

#### (a) Employee Taxes and Contributions for Social Security - Defined Benefit Plans

In accordance with the regulations prevailing in the Republic of Serbia, the Group has an obligation to pay contributions to various state social security funds. These obligations involve the payment of contributions on behalf of the employee, by the employer in an amount calculated by applying the specific, legally-prescribed rates. The Group is also legally obliged to withhold contributions from gross salaries to employees, and on their behalf to transfer the withheld portions directly to the appropriate government funds. The Group has no legal obligation to pay further benefits due to its employees by the Pension Fund of the Republic of Serbia upon their retirement. These contributions payable on behalf of the employee and employer are charged to expenses in the period in which they arise.

#### (b) Other Employee Benefits - Retirement Benefits and Jubilee Awards

In accordance with the Labor Law, there is a mandatory retirement indemnity equal to 2 average monthly salaries realized in the Republic of Serbia in the month prior to the month of retirement or equal to 2 average salaries in the Group earned in the month prior to retirement or to payment, or equal to 2 monthly salaries earned by the employee in the month prior to payment- depending on what is more favorable for an employee.

In addition, in accordance with the collective agreement, a qualifying employee is entitled to jubilee awards for ten, twenty, thirty and fourthy years of service held in the Group. Jubilee awards are paid in the amount of one, two or three average salaries realized in the Group in the three months prior to the date of payment, depending on how long the continuing work for the employer lasted. Expenses and liabilities for the plans are not funded. Liabilities for fees and related expenses are recognized in the amount of present value of estimated future cash flows using the actuarial method of projected unit cost.

Actuarial gains and losses and past service costs are recognized in the income statement when incurred, while actuarial gains and losses in respect of retirement benefits upon retirement are recognized in the equity.

#### (c) Short-Term accrued vacation pay

Unused days of vacation may be carried forward and used in future periods if the current period's entitlement has not been fully used. The expected cost of unused days of vacation is recognized in the amount that is expected to be paid as a result of the unused entitlement that has accumulated as at the balance sheet date. In the instance of non-accumulating unused days of vacation, no liability or expense is recognized until the time of the absence.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.19. Financial Guarantees

In the ordinary course of business, the Group gives financial guarantees, consisting of payment guarantees and performance bonds, letters of credit, acceptances and other warranties. Financial guarantees are contracts which oblige the issuer of a guarantee to perform the payment or compensate the loss to the holder of a guarantee, incurred if a certain creditor fails to settle its liabilities in due time as required under the terms of the contract.

Financial guarantees are initially recognized in the financial statements at fair value as at the date the guarantee is given. Subsequent to initial recognition, the Group's liability under each guarantee is measured at the higher of the amortized premium and the best estimate of expenditure required to settle any financial obligations arising as a result of the guarantee.

Any increase in the liability relating to the financial guarantees is recognized in the income statement. The premium received is recognized in the income statement within net fees and commissions income on a straight-line basis over the life of the guarantee.

#### 2.20. Taxes and Contributions

#### (a) Income Taxes

#### Current Income Tax

Current income tax represents an amount that is calculated and paid in accordance with the effective Law on Corporate Income Tax of the Republic of Serbia. During the year, the Group pays income tax in monthly instalments, estimated on the basis of the prior year Tax return. Income tax at the rate of 15% is payable based on the profit disclosed in the Tax return.

In order to arrive at the taxable profit, the accounting profit is adjusted for certain permanent differences and reduced for certain investments made during the year, as shown in the Tax return. The tax return is submitted to the Tax authorities 180 days after the date of expiry of financial year end, i.e. until the 30 June of the following year.

Taxpayers who where by 2014 entitled to a tax credit on the basis of investments in the property, plant and equipment, in accordance with the Law on Corporate Income Tax Law of the Republic of Serbia, can used it for setting off against future current tax liability in the amount that cannot exceed 33% of current tax liability. The unused tax credits can be used in the next ten years, up to the amount of tax credits carried forward.

The tax regulations in the Republic of Serbia do not envisage that any tax losses of the current period be used to recover taxes paid within a specific carry back period. However, any current year losses may be used to reduce or eliminate taxes to be paid in future periods, but only for a duration of no longer than five ensuing years.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.20. Taxes and Contributions (continued)

#### (a) Income Taxes (continued)

#### Deferred Income Tax

Deferred income taxes are provided for the temporary differences arising between the tax bases of assets and liabilities and their carrying values in the financial statements. The currently-enacted tax rates or the substantively-enacted rates at the balance sheet date are used to determine the deferred income tax amount. The tax of 15 % is provided for calculation of amount deferred income tax.

Deferred tax liabilities are recognized for all taxable temporary differences, except where the deferred tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and in respect of taxable temporary differences associated with investments in subsidiaries and associates, where the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred tax assets are recognized for all deductible temporary differences, carry forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, and the carry forward of unused tax credits and unused tax losses can be utilized except where the deferred tax asset relating to the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and in respect of deductible temporary differences associated with investments in subsidiaries and associates when deferred tax assets are recognized only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilized.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized. Unrecognized deferred tax assets are reassessed at each balance sheet date and are recognized to the extent that it has become probable that future taxable profit will allow the deferred tax asset to be recovered.

Current and deferred taxes are recognized as income or expense and are included in net profit/(loss) for the period.

Deferred income taxes related to items that are recorded directly in equity are also recognized in equity.

#### (b) Taxes, Contributions and Other Duties Not Related to Operating Result

Taxes, contributions and other duties that are not related to the Group's operating result, include property taxes, value added tax, employer contributions on salaries, and various other taxes and contributions paid pursuant to republic and municipal regulations. These taxes and contributions are included within other operating expenses.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.21. Earnings per Share

Basic earnings per share is calculated by dividing the net profit (loss) attributable to equity holders of the Bank by the weighted average number of ordinary shares in issue during the year.

Pursuant to the Serbian Business Registers Agency Decision no. BD. 243088/2006 dated 22 December 2006, the Bank is registered as a closed joint-stock company, and therefore it is not obliged to calculate and disclose the earning per share as required by IAS 33 "Earning per Share".

#### 2.22. Segment information

The Management of the Group monitors business units of the Group as a unique segment for the purpose of making decisions about resource allocation and performance assessment.

#### 2.23. Funds Managed on Behalf of Third Parties

The funds that the Group manages on behalf of, and for the account of third parties, are disclosed within off-balance sheet items. The Group bears no risk in respect of repayment of these placements.

#### 2.24. A) New and amended standards and interpretations

The following new and amended IFRSs are effective from 1 January 2014:

- IAS 32 Financial Instruments: Presentation (Amended) Offsetting Financial Assets and Financial Liabilities
- > IFRS 10 Consolidated Financial Statements, IAS 27 Separate Financial Statements
- > IFRS 12 Disclosures of Interests in Other Entities
- IAS 39 Financial Instruments (Amended): Recognition and Measurement Novation of Derivatives and Continuation of Hedge Accounting
- IAS 36 Impairment of Assets (Amended) Recoverable Amount Disclosures for Non-Financial Assets
- > IFRIC Interpretation 21: Levies

The impact of adoption of standards or interpretations on financial statements is presented below.

 IAS 32 Financial Instruments: Presentation (Amended) - Offsetting Financial Assets and Financial Liabilities

These amendments clarify the meaning of "currently has a legally enforceable right to set-off". The amendments also clarify the application of the IAS 32 offsetting criteria to settlement systems (such as central clearing house systems) which apply gross settlement mechanisms that are not simultaneous. The effect of applying the amendments did not have an impact on the financial position and performance of the Group.

#### Investment Entities (Amendments to IFRS 10, IFRS 12 and IAS 27)

These amendments provide an exception to the consolidation requirement for entities that meet the definition of an investment entity under IFRS 10 Consolidated Financial Statements and must be applied retrospectively, subject to certain transition relief. The exception to consolidation requires investment entities to account for subsidiaries at fair value through profit or loss. These amendments have no impact on the Group.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.24. A) New and amended standards and interpretations (continued)

#### IAS 39 Financial Instruments (Amended): Recognition and Measurement - Novation of Derivatives and Continuation of Hedge Accounting

Under the amendment there would be no need to discontinue hedge accounting if a hedging derivative was novated, provided certain criteria are met. The IASB made a narrow-scope amendment to IAS 39 to permit the continuation of hedge accounting in certain circumstances in which the counterparty to a hedging instrument changes in order to achieve clearing for that instrument. The effect of this amendment does not have impact on financial position and performance of the Group.

 IAS 36 Impairment of Assets (Amended) - Recoverable Amount Disclosures for Non-Financial Assets

These amendments remove the unintended consequences of IFRS 13 on the disclosures required under IAS 36. In addition, these amendments require disclosure of the recoverable amounts for the assets or CGUs for which impairment loss has been recognised or reversed during the period. The effect of this amendment does not have impact on financial position and performance of the Group.

#### • IFRIC Interpretation 21: Levies

The Interpretations Committee was asked to consider how an entity should account for liabilities to pay levies imposed by governments, other than income taxes, in its financial statements. This Interpretation is an interpretation of IAS 37 Provisions, Contingent Liabilities and Contingent Assets. IAS 37 sets out criteria for the recognition of a liability, one of which is the requirement for the entity to have a present obligation as a result of a past event (known as an obligating event). The Interpretation clarifies that the obligating event that gives rise to a liability to pay a levy is the activity described in the relevant legislation that triggers the payment of the levy. This interpretation does not have effect on financial performance of the Group.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### B) Standards issued, not yet effective

• IFRS 10, IFRS 12 and IAS 28: Investment Entities: Applying the Consolidation Exception (Amendments)

The amendments address issues arising in practice in the application of the investment entities consolidation exception. The amendments are effective for annual periods beginning on or after 1 January 2016. The amendments clarify that the exemption from presenting consolidated financial statements applies to a parent entity that is a subsidiary of an investment entity, when the investment entity measures all of its subsidiaries at fair value. Finally, the amendments to *IAS 28 Investments in Associates and Joint Ventures* allow the investor, when applying the equity method, to retain the fair value measurement applied by the investment entity associate or joint venture to its interests in subsidiaries.

• IAS 16 Property, Plant & Equipment and IAS 38 Intangible assets (Amendment): Clarification of Acceptable Methods of Depreciation and Amortization

The amendment is effective for annual periods beginning on or after 1 January 2016. This amendment clarifies the principle in IAS 16 Property, Plant and Equipment and IAS 38 Intangible Assets that revenue reflects a pattern of economic benefits that are generated from operating a business (of which the asset is part) rather than the economic benefits that are consumed through use of the asset. As a result, the ratio of revenue generated to total revenue expected to be generated cannot be used to depreciate property, plant and equipment and may only be used in very limited circumstances to amortize intangible assets. It is not expected that the amendments will have impact on financial statements of the Group.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.24. B) New and amended standards and interpretations (continued)

#### • IAS 19 Employee benefits (Amended): Employee Contributions

The amendment is effective for annual periods beginning on or after 1 July 2014. The amendment applies to contributions from employees or third parties to defined benefit plans. The objective of the amendment is to simplify the accounting for contributions that are independent of the number of years of employee service, for example, employee contributions that are calculated according to a fixed percentage of salary. It is not expected that the amendments will have impact on financial statements of the Group.

#### • IFRS 9 Financial Instruments - Classification and measurement

The standard is applied for annual periods beginning on or after 1 January 2018 with early adoption permitted. The final phase of IFRS 9 reflects all phases of the financial instruments project and replaces IAS 39 *Financial Instruments: Recognition and Measurement* and all previous versions of IFRS 9. The standard introduces new requirements for classification and measurement, impairment, and hedge accounting. The Group currently assesses the impact of this standard on financial statements.

#### IFRS 11 Joint arrangements (Amendment): Accounting for Acquisitions of Interests in Joint Operations

The amendment is effective for annual periods beginning on or after 1 January 2016. IFRS 11 addresses the accounting for interests in joint ventures and joint operations. The amendment adds new guidance on how to account for the acquisition of an interest in a joint operation that constitutes a business in accordance with IFRS and specifies the appropriate accounting treatment for such acquisitions. It is not expected that the amendments will have impact on financial statements of the Group.

#### • IFRS 14 Regulatory Deferral Accounts

The standard is effective for annual periods beginning on or after 1 January 2016. The IASB has a project to consider the broad issues of rate regulation and plans to publish a Discussion Paper on this subject in 2014. Pending the outcome of this comprehensive Rate-regulated Activities project, the IASB decided to develop IFRS 14 as an interim measure. IFRS 14 permits first-time adopters to continue to recognize amounts related to rate regulation in accordance with their previous GAAP requirements when they adopt IFRS. However, to enhance comparability with entities that already apply IFRS and do not recognize such amounts, the standard requires that the effect of rate regulation must be presented separately from other items. An entity that already presents IFRS financial statements is not eligible to apply the standard. The Group currently assesses the impact of this standard on financial statements.

#### • IFRS 15 Revenue from Contracts with Customers

The standard is effective for annual periods beginning on or after 1 January 2017. IFRS 15 establishes a five-step model that will apply to revenue earned from a contract with a customer (with limited exceptions), regardless of the type of revenue transaction or the industry. The standard's requirements will also apply to the recognition and measurement of gains and losses on the sale of some non-financial assets that are not an output of the entity's ordinary activities (e.g., sales of property, plant and equipment or intangibles). Extensive disclosures will be required, including disaggregation of total revenue; information about performance obligations; changes in contract asset and liability account balances between periods and key judgments and estimates. The Group currently assesses the impact of this standard on financial statements.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.24. B) New and amended standards and interpretations (continued)

#### • IAS 27 Separate Financial Statements (amended)

The amendment is effective from 1 January 2016. This amendment will allow entities to use the equity method to account for investments in subsidiaries, joint ventures and associates in their separate financial statements and will help some jurisdictions move to IFRS for separate financial statements, reducing compliance costs without reducing the information available to investors. The Group currently assesses the impact of this standard on financial statements.

# • Amendment in IFRS 10 Consolidated Financial Statements and IAS 28 Investments in Associates and Joint Ventures: Sale or Contribution of Assets between an Investor and its Associate or Joint Venture

The amendments address an acknowledged inconsistency between the requirements in IFRS 10 and those in IAS 28, in dealing with the sale or contribution of assets between an investor and its associate or joint venture. The main consequence of the amendments is that a full gain or loss is recognized when a transaction involves a business (whether it is housed in a subsidiary or not). A partial gain or loss is recognized when a transaction involves assets that do not constitute a business, even if these assets are housed in a subsidiary. The amendments will be effective from annual periods commencing on or after 1 January 2016. It is not expected that the amendments will have impact on financial statements of the Group.

#### • IAS 1: Disclosure Initiative (Amendment)

The amendments to IAS 1 Presentation of Financial Statements further encourage companies to apply professional judgment in determining what information to disclose and how to structure it in their financial statements. The amendments are effective for annual periods beginning on or after 1 January 2016. The narrow-focus amendments to IAS clarify, rather than significantly change, existing IAS 1 requirements. The amendments relate to materiality, order of the notes, subtotals and disaggregation, accounting policies and presentation of items of other comprehensive income (OCI) arising from equity accounted Investments.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.24. B) New and amended standards and interpretations (continued)

#### Annual Improvements to IFRSs 2010 - 2012 Cycle

The IASB has issued Annual Improvements to IFRSs 2010 - 2012 Cycle, which is a collection of amendments to IFRSs. The amendments are effective for annual periods beginning on or after 1 July 2014.

- *IFRS 2 Share-based Payment:* This improvement amends the definitions of 'vesting condition' and 'market condition' and adds definitions for 'performance condition' and 'service condition' (which were previously part of the definition of 'vesting condition').
- *IFRS 3 Business combinations:* This improvement clarifies that contingent consideration in a business acquisition that is not classified as equity is subsequently measured at fair value through profit or loss whether or not it falls within the scope of IFRS 9 Financial Instruments.
- *IFRS 8 Operating Segments:* This improvement requires an entity to disclose the judgments made by management in applying the aggregation criteria to operating segments and clarifies that an entity shall only provide reconciliations of the total of the reportable segments' assets to the entity's assets if the segment assets are reported regularly
- *IFRS 13 Fair Value Measurement:* This improvement in the Basis of Conclusion of IFRS 13 clarifies that issuing IFRS 13 and amending IFRS 9 and IAS 39 did not remove the ability to measure short-term receivables and payables with no stated interest rate at their invoice amounts without discounting if the effect of not discounting is immaterial.
- **IAS 16 Property Plant & Equipment:** The amendment clarifies that when an item of property, plant and equipment is revalued, the gross carrying amount is adjusted in a manner that is consistent with the revaluation of the carrying amount.
- **IAS 24 Related Party Disclosures:** The amendment clarifies that an entity providing key management personnel services to the reporting entity or to the parent of the reporting entity is a related party of the reporting entity.
- **IAS 38 Intangible Assets:** The amendment clarifies that when an intangible asset is revalued the gross carrying amount is adjusted in a manner that is consistent with the revaluation of the carrying amount.

#### Annual Improvements to IFRSs 2011 - 2013 Cycle

The IASB has issued Annual Improvements to IFRSs 2011 - 2013 Cycle, which is a collection of amendments to IFRSs. The amendments are effective for annual periods beginning on or after 1 July 2014.

- *IFRS 1 First-time adoption of IFRS:* This improvement clarifies that an entity may choose to apply either a current standard or a new standard that is not yet mandatory, but that permits early application, provided either standard is applied consistently throughout the periods presented in the entity's first IFRS financial statements.
- **IFRS 3 Business Combinations:** This improvement clarifies that IFRS 3 excludes from its scope the accounting for the formation of a joint arrangement in the financial statements of the joint arrangement itself.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### 2.24. B) New and amended standards and interpretations (continued)

#### Annual Improvements to IFRSs 2011 - 2013 Cycle

- *IFRS 13 Fair Value Measurement:* This improvement clarifies that the scope of the portfolio exception defined in paragraph 52 of IFRS 13 includes all contracts accounted for within the scope of IAS 39 Financial Instruments: Recognition and Measurement or IFRS 9 Financial Instruments, regardless of whether they meet the definition of financial assets or financial liabilities as defined in IAS 32 Financial Instruments: Presentation.
- **IAS 40 Investment Properties:** This improvement clarifies that determining whether a specific transaction meets the definition of both a business combination as defined in IFRS 3 Business Combinations and investment property as defined in IAS 40 Investment Property requires the separate application of both standards independently of each other.

#### Annual Improvements to IFRSs 2012 - 2014 Cycle

The IASB has issued Annual Improvements to IFRSs 2012 - 2014 Cycle, which is a collection of amendments to IFRSs. The amendments are effective for annual periods beginning on or after 1 January 2016.

Management does not expect the amendments to have any impact on the Group's financial reporting.

- *IFRS 5 Non-current Assets Held for Sale and Discontinued Operations*: The amendment clarifies that changing from one of the disposal methods to the other (through sale or through distribution to the owners) should not be considered to be a new plan of disposal, rather it is a continuation of the original plan. There is therefore no interruption of the application of the requirements in IFRS 5. The amendment also clarifies that changing the disposal method does not change the date of classification.
- **IFRS 7 Financial Instruments: Disclosures:** The amendment clarifies that a servicing contract that includes a fee can constitute continuing involvement in a financial asset. Also, the amendment clarifies that the IFRS 7 disclosures relating to the offsetting of financial assets and financial liabilities are not required in the condensed interim financial report.
- **IAS 19 Employee Benefits:** The amendment clarifies that market depth of high quality corporate bonds is assessed based on the currency in which the obligation is denominated, rather than the country where the obligation is located. When there is no deep market for high quality corporate bonds in that currency, government bond rates must be used.
- IAS 34 Interim Financial Reporting: The amendment clarifies that the required interim disclosures must either be in the interim financial statements or incorporated by cross-reference between the interim financial statements and wherever they are included within the greater interim financial report (e.g., in the management commentary or risk report). The Board specified that the other information within the interim financial report must be available to users on the same terms as the interim financial statements and at the same time. If users do not have access to the other information in this manner, then the interim financial report is incomplete.

#### 3. SIGNIFICANT ACCOUNTING ESTIMATES AND JUDGMENTS

The preparation of the financial statements requires the Group's management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, as well as income and expenses for the reporting period.

These estimations and related assumptions are based on information available as at the date of preparation of the financial statements. Actual results could differ from those estimates. These estimates and underlying assumptions are reviewed on an ongoing basis, and changes in estimates are recognized in income statement in the periods in which they become known. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are addressed below.

#### (a) Impairment of Financial Assets

The Group assesses at each balance sheet date whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired, and impairment losses are incurred, if, and only if, there is objective evidence of impairment as a result of one or more events that have occurred after the initial recognition of the asset (an incurred "loss event") and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated.

In the case of assessment of impairment losses on loans, the Group reviews its loan portfolio in the event of provision on a group basis (regardless of whether they are in the status of default or not), at least once a month to assess impairment in their value. Individual assessment of impairment is performed in the case of changes in assumptions for the calculation of future cash flows and their revision is done at least once every quarter.

In determining whether an impairment loss should be recorded in the income statement, the Group makes judgments as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans before the decrease can be identified with an individual loan in that portfolio.

The Group's management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio when scheduling its future cash flows. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

#### (b) Determination of Fair Value of Financial Instruments

The fair value of financial instruments traded in active markets as at the balance sheet date is based on their quoted market prices, without any deductions for transaction costs. For all other financial instruments not listed in an active market, the fair value is determined using the appropriate valuation techniques. Valuation techniques include net present value techniques, comparison to similar instruments for which market observable prices exist and other relevant valuation models.

When market inputs are not available, they are determined by estimates that include a certain degree of assumptions in the estimate of fair value. Valuation models reflect the current market conditions before or after the measurement date. Consequently, all valuation techniques are revised periodically, in order to appropriately reflect the current market conditions.

#### 3. SIGNIFICANT ACCOUNTING ESTIMATES AND JUDGMENTS (continued)

#### (c) Impairment of Equity Investments

The Group deems equity investments available for sale to be impaired when there is a documented (market data) or estimated decrease in the fair value of these assets below their cost.

#### (d) Useful life of intangible and Tangible Assets

The determination of the useful lives of intangible and tangible assets is based on historical experience with similar assets as well as any anticipated technological development and changes in broad economic or industry factors.

The appropriateness of the estimated useful lives is reviewed annually, or whenever there is an indication of significant changes in the underlying assumptions.

The impact of any changes in these assumptions could be material to the Group's financial position, and the results of its operations.

#### (e) Impairment of Non-Financial Assets

At each balance sheet date, the Group's management reviews the carrying amounts of the Group's intangible assets and property and equipment presented in the financial statements. If there is any indication that such assets have been impaired, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss. If the recoverable amount of an asset is estimated to be less than its carrying value, the carrying amount of the asset is reduced to its recoverable amount.

An impairment review requires management to make subjective judgments concerning the cash flows, growth rates and discount rates of the cash generating units under review.

#### (f) Provisions for Litigation

The Group is subject to a number of claims incidental to the normal conduct of its business, relating to and including commercial, contractual and employment matters, which are handled and defended in the ordinary course of business. The Group routinely assesses the likelihood of any adverse judgments or outcomes to these matters as well as ranges of probable and reasonable estimated losses.

Reasonable estimates involve judgments made by management after considering information including notifications, settlements, estimates performed by legal department, available facts, identification of other potentially responsible parties and their ability to contribute, and prior experience.

A provision is recognized when it is probable that an obligation exists for which a reliable estimate can be made of the obligation after careful analysis of the individual matter. The required provision may change in the future due to new developments and as additional information becomes available.

Matters that are either possible obligations or do not meet the recognition criteria for a provision are disclosed, unless the possibility of transferring economic benefits is remote.

#### 3. SIGNIFICANT ACCOUNTING ESTIMATES AND JUDGMENTS (continued)

#### (g) Deferred Tax Assets

Deferred tax assets are recognized for all tax losses and/or to the extent to which taxable profit will be available against which the unused tax losses /credits can be utilized.

Significant estimates of the management of the Group is necessary to determine the amount of deferred tax asset which can be recognized, based on the period in which it was created and the amount of future taxable profits and the tax policy planning strategy.

#### (h) Retirement and Other Post-Employment Benefits to Employees

The costs of defined employee benefits payable upon the termination of employment, i.e. retirement in accordance with the legal requirements are determined based on the actuarial valuation. The actuarial valuation includes an assessment of the discount rate, future movements in salaries, mortality rates and fluctuations in the number of employees. As these plans are long-term ones, significant uncertainties influence the outcome of the assessment.

#### 4. INTEREST INCOME AND EXPENSE

2014         2013           Interest income         - Banks         420,565         1,299,355           - Bublic companies         220,082         215,335           - Other companies         1,847,985         1,781,459           - Enterpreneurs         77,616         81,072           - Public sector         1,136,668         905,563           - Retail customers         3,147,955         2,997,280           - Foreign customers         8,756         5,265           - Agricultural sector         37,658         39,270           - Other customers         12,265         8,787           Total         6,909,550         7,333,386           Interest expense         202,189         198,446           - Other customers         202,189         198,446           - Other companies         202,189         198,446           - Other companies         325,430         537,848           - Enterpreneurs         1,982         1,262           - Public sector         81,823         172,854           - Retail customers         579,416         677,135           - Foreign entities         467,450         561,773           - Other customers         65,676         66,476     <	4. INTEREST INCOME AND EXTENSE		RSD thousands
- Banks       420,565       1,299,355         - Public companies       220,082       215,335         - Other companies       1,847,985       1,781,459         - Enterpreneurs       77,616       81,072         - Public sector       1,136,668       905,563         - Retail customers       3,147,955       2,997,280         - Foreign customers       8,756       5,265         - Agricultural sector       37,658       39,270         - Other customers       12,265       8,787         Total       6,909,550       7,333,386         Interest expense       202,189       198,446         - Other companies       202,189       198,446         - Other companies       202,189       198,446         - Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Agricultural sector       -       -         - Other customers       65,676       66,476         - Other customers       65,676       66,476 <th></th> <th>2014</th> <th>2013</th>		2014	2013
- Public companies       220,082       215,335         - Other companies       1,847,985       1,781,459         - Enterpreneurs       77,616       81,072         - Public sector       1,136,668       905,563         - Retail customers       3,147,955       2,997,280         - Foreign customers       8,756       5,265         - Agricultural sector       37,658       39,270         - Other customers       12,265       8,787         Total       6,909,550       7,333,386         Interest expense       -       -         - Banks       527,494       647,753         - Public companies       202,189       198,446         - Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Public sector       81,823       172,854         - Foreign entities       467,450       561,773         - Foreign entities       467,450       561,773         - Other customers       65,676       66,476         Total       2,251,460       2,863,547	Interest income		
- Other companies       1,847,985       1,781,459         - Enterpreneurs       77,616       81,072         - Public sector       1,136,668       905,563         - Retail customers       3,147,955       2,997,280         - Foreign customers       8,756       5,265         - Agricultural sector       37,658       39,270         - Other customers       12,265       8,787         Total       6,909,550       7,333,386         Interest expense       202,189       198,446         - Other companies       202,189       198,446         - Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public companies       202,189       198,446         - Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Other customers       65,676       66,476         Total       2,251,460       2,863,547	- Banks	420,565	1,299,355
- Enterpreneurs       77,616       81,072         - Public sector       1,136,668       905,563         - Retail customers       3,147,955       2,997,280         - Foreign customers       8,756       5,265         - Agricultural sector       37,658       39,270         - Other customers       12,265       8,787         Total       6,909,550       7,333,386         Interest expense       202,189       198,446         - Other companies       202,189       198,446         - Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Agricultural sector       -       -         - Other customers       65,676       66,476         Total       2,251,460       2,863,547	- Public companies	220,082	215,335
- Public sector       1,136,668       905,563         - Retail customers       3,147,955       2,997,280         - Foreign customers       8,756       5,265         - Agricultural sector       37,658       39,270         - Other customers       12,265       8,787         Total       6,909,550       7,333,386         Interest expense       -       -         - Banks       527,494       647,753         - Public companies       202,189       198,446         - Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Agricultural sector       -       -         - Other customers       65,676       66,476         Total       2,251,460       2,863,547	– Other companies	1,847,985	1,781,459
- Retail customers       3,147,955       2,997,280         - Foreign customers       8,756       5,265         - Agricultural sector       37,658       39,270         - Other customers       12,265       8,787         Total       6,909,550       7,333,386         Interest expense       -       -         - Banks       527,494       647,753         - Public companies       202,189       198,446         - Other companies       202,189       198,446         - Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Agricultural sector       -       -         - Other customers       65,676       66,476         Total       2,251,460       2,863,547	- Enterpreneurs	77,616	81,072
- Foreign customers       8,756       5,265         - Agricultural sector       37,658       39,270         - Other customers       12,265       8,787         Total       6,909,550       7,333,386         Interest expense       -       -         - Banks       527,494       647,753         - Public companies       202,189       198,446         - Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Other customers       65,676       66,476         Total       2,251,460       2,863,547	- Public sector	1,136,668	905,563
- Agricultural sector       37,658       39,270         - Other customers       12,265       8,787         Total       6,909,550       7,333,386         Interest expense       6,909,550       7,333,386         - Banks       527,494       647,753         - Public companies       202,189       198,446         - Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Other customers       65,676       66,476         Total       2,251,460       2,863,547	- Retail customers	3,147,955	2,997,280
- Other customers       12,265       8,787         Total       6,909,550       7,333,386         Interest expense       -       -         - Banks       527,494       647,753         - Public companies       202,189       198,446         - Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Agricultural sector       -       -         - Other customers       65,676       66,476         Total       2,251,460       2,863,547	- Foreign customers	8,756	5,265
Total       6,909,550       7,333,386         Interest expense       -       -         - Banks       527,494       647,753         - Public companies       202,189       198,446         - Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Agricultural sector       -       -         - Other customers       65,676       66,476         Total       2,251,460       2,863,547		37,658	39,270
Interest expense	<ul> <li>Other customers</li> </ul>	12,265	8,787
Interest expense			
- Banks       527,494       647,753         - Public companies       202,189       198,446         - Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Agricultural sector       -       -         - Other customers       65,676       66,476		6,909,550	7,333,386
- Public companies       202,189       198,446         - Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Agricultural sector       -       -         - Other customers       65,676       66,476	Interest expense		
- Other companies       325,430       537,848         - Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Agricultural sector       -       -         - Other customers       65,676       66,476	- Banks		•
- Enterpreneurs       1,982       1,262         - Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Agricultural sector       -       -         - Other customers       65,676       66,476         Total       2,251,460       2,863,547	•		•
- Public sector       81,823       172,854         - Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Agricultural sector       -       -         - Other customers       65,676       66,476         Total       2,251,460       2,863,547		•	
- Retail customers       579,416       677,135         - Foreign entities       467,450       561,773         - Agricultural sector       -       -         - Other customers       65,676       66,476         Total       2,251,460       2,863,547	•		
- Foreign entities       467,450       561,773         - Agricultural sector       -       -         - Other customers       65,676       66,476         Total       2,251,460       2,863,547			
- Agricultural sector         -         -           - Other customers         65,676         66,476           Total         2,251,460         2,863,547			
- Other customers       65,676       66,476         Total       2,251,460       2,863,547	-	467,450	561,773
Total 2,251,460 2,863,547	•	-	-
	- Other customers	65,676	66,476
Net interest income         4,658,090         4,469,839			
	Net interest income	4,658,090	4,469,839
# 4. INTEREST INCOME AND EXPENSE (continued)

Interest income and expenses by type of financial instruments are presented as follows:

	2014	RSD thousands 2013
Interest income	2014	
Loans	5,116,851	E 746 240
Repurchase ransactions with bills of Republic of Serbia	195,105	5,746,240 496,490
	1,015,550	•
Treasury bills of the Ministry of Finance	108,873	890,087 99,462
Obligatory reserve Deposits	9,092	5,775
Securities	107,512	2,584
	•	•
Other placements	172,949	14,144
Total	6,725,932	7,254,782
Interest income on impaired financial assets		
Loans	173,779	78,580
Other placements	9,839	24
Total	183,618	78,604
	105,010	10,004
Total Interest Income	6,909,550	7,333,386
Interest expense		
Loans	569,366	569,734
Deposits	1,498,410	2,073,989
Securities	183,125	219,750
Other placements	559	74
	2 251 440	2 0 ( 2 5 4 7
Total	2,251,460	2,863,547
Net interest income	4,658,090	4,391,235

# 5. FEE AND COMMISSION INCOME AND EXPENSE

5. FEE AND COMMISSION INCOME AND EXPENSE		
		RSD thousands
	2014	2013
Fee and commission income		
Domestic payment transactions services	449,710	392,566
International payment transaction services	140,789	116,939
Foreign exchange transactions	226,504	280,485
Loans	455,222	562,555
Debit and credit cards operations	391,731	337,597
Guarantees and other warranties	140,433	139,486
Other fees and commission	488,410	404,345
Total	2,292,798	2,233,973
Fee and commission expense		
Domestic payment transaction services	36,251	34,984
International payment transaction services	21,670	18,207
Foreign exchange transactions	97,721	133,207
Loans	164,071	213,021
Debit and credit cards services	146,262	110,067
Other fees and commissions	62,519	28,010
Total	528,493	537,496
Net fee and commission income	1,764,305	1,696,477

# 6. NET INCOME FROM FINANCIAL ASSETS HELD FOR TRADING

0. NET INCOME FROM FINANCIAL ASSETS HELD FOR TRA	ADING	
	2014	RSD thousands 2013
Income from financial assets held for trading		
Gains of sales of securities and other financial assets Income of change in fair value of securities and other financial	7,972	26
assets	99,671	10,535
Income of changes in value of derivatives	78,650	7,672
Total	186,293	18,233
Expenses from financial assets held for trading		
Losses of sale of securities and other financial assets	1,097	23
Expenses of changes in fair value of securities and other financial		
assets	36,660	7,458
Expenses of changes in value of derivatives	62,280	7,680
Total	100,037	15,161
Net income from financial assets held for trading	86,256	3,072
-		

# 7. NET INCOME FROM RISK PROTECTION

		RSD thousands
	2014	2013
Income from risk protection Income of changes in value of investments and receivables	3,737	6,395
Total Expense from risk protection	3,737	6,395
Expense of changes in value of investments and receivable	1,065	3,033
Total	1,065	3,033
Net income from risk protection	2,672	3,362

# 8. NET INCOME FROM FINANCIAL ASSETS AVAILABLE FOR SALE

		U RSD hiljada
	2014	2013
Income from financial assets available for sale		
Gains of sales of securities and other financial assets	5,829	4
Net income from financial assets available for sale	5,829	4

### 9. NET INCOME FROM FOREIGN CURRENCY EXCHANGE DIFFERENCE AND THE EFFECTS OF CONTRACTUAL FOREIGN CURRENCY CLAUSE

	2014	RSD thousands 2013
Foreign currency exchange gains	4,715,372	5,344,917
Foreign currency exchange losses	(6,995,564)	(5,604,515)
Positive effects of contractual foreign currency clause	3,185,364	2,901,617
Negative effects of contractual foreign currency clause	(789,907)	(2,506,548)
Net income from foreign currency exchange difference and		
effects of contractual foreign currency clause	115,265	135,471

# 10. OTHER OPERATING INCOME

		RSD thousands
	2014	2013
Other income from operating activities	46,361	35,931
Income from reversal of unused provisions for bonuses	21,077	3,597
Income from reversal of unused other provisions	8,000	40,196
Other operating income	32,611	41,689
Income from changes in value of financial liabilities	1,745	-
Income from change in value of fixed assets, investment property		
and intangible assets	1,011	-
Total	110,805	121,413

# 11. NET EXPENSES FROM IMPAIRMENT ON FINANCIAL ASSETS AND CREDIT RISKY OFF-BALANCE SHEET ITEMS

	2014	RSD thousands 2013
Income from impairment of financial assets and credit risky off-balance sheet items		
Income from reversal of indirect impairment of on-balance sheet		
items	8,774,460	6,820,665
Income from reversal of provision for off-balance sheet items	899,154	900,743
Total	9,673,614	7,721,408
Expense from the impairment of financial assets and credit risky off-balance sheet items		
Expense from reversal of impairment losses of on-balance sheet		
items	10,546,096	7,831,925
Expense from reversal of provision for off-balance sheet items	956,618	882,550
Total	11,502,714	8,714,475
Net expense from impairment of financial assets and credit		
risky off-balance sheet items	(1,829,100)	(993,067)

# 11. a) NET EXPENSES FROM IMPAIRMENT ON FINANCIAL ASSETS AND CREDIT RISKY OFF-BALANCE SHEET ITEMS (continued)

	2014	RSD thousands 2013
Expenses from impairment of financial assets and credit risky off-balance sheet items		
Expense from indirect impairmentof on- balance sheet items: – receivables from financial assets available for sale – Loans and receivables banks and other financial institutions	-	(296)
(Note 20(b))	(375,003)	(1,136,692)
- Loans and receivables to customers (Note 21(b))	(10,090,999)	(6,666,805)
- other assets (Note 23)	(80,094)	(28,131)
	(10,546,096)	(7,831,924)
Provisions for losses of off-balance sheet assets (Note 29)	(956,618)	(882,550)
Total expenses from impairment of financial assets and credit risky off-balance sheet items	(11,502,714)	(8,714,475)
Income from impairment of financial assets and credit risky off-balance sheet items	i	
Income from indirect impairmentof on- balance sheet items:		
<ul> <li>receivables from financial assets available for sale</li> <li>Loans and receivables to banks and other financial institutions</li> </ul>	-	397
(Note 20(b))	367,522	1,116,319
- Loans and receivables to customers (Note 21(b))	7,994,444	5,143,992
– other assets (Note 23)	412,494	423,372
- Income from collected suspended interest	-	136,584
	8,774,460	6,820,664
Provisions for losses on off-balance sheet assets (Note 29)	899,154	900,743
Total income from impairment of financial assets and credit risky off-balance sheet items	9,673,614	7,721,407
Net expenses from impairment of financial assets and credit risky off-balance sheet items	(1,829,100)	(993,067)

# 12. COST OF SALARIES, CONTRIBUTIONS AND OTHER PERSONNEL EXPENSE

		RSD thousands
	2014	2013
Cost of net salaries	1,137,533	1,037,898
The costs of taxes and contributions paid by employee	426,033	403,738
Redundancy costs, jubilee awards, bonuses and reimbursements	105,485	165,782
Other personnel expense	24,204	11,758
Total	1,693,255	1,619,176
13. DEPRECIATION COSTS		
	2014	RSD thousands 2013
Depreciation expense:	2014	2013
- Tangible assets (Note 22)	81,780	91,715
- Intangible assets (Note 22)	191,722	154,110
Total	273,502	245,825

# 14. OTHER EXPENSES

		RSD thousands
	2014	2013
Professional services	822,964	643,059
Donations and sponsorships	39,859	44,676
Advertising, marketing and representation	246,445	270,423
Telecommunication services and postage	64,972	65,117
Insurance premiums	279,768	162,295
Rental cost	419,471	384,334
Material	105,375	110,167
Taxes and contributions	62,860	81,591
Maintenance of tangible assets and software	226,785	189,527
Losses on sale and disposal of fixed and intangible assets	1,643	340
Payroll contributions payable by the employer	248,623	243,924
Per diems and travel expenses	78,976	73,666
Education and counseling	32,849	21,344
Other expenses	192,526	155,987
Total	2,823,116	2,446,450

# 15. INCOME TAX

# (a) Components of Income Tax

Components of income tax/(expenses) are:

The outstanding balance of prepaid current income tax amounts to RSD 20,630 thousand represents an advance payment for the current income tax liability for year 2012. and 2013. From this prepaid amount will be covered liabilities in the amount of 3,401 thousand RSD for income tax for 2014.

	31.12.2014	31.12.2013	RSD thousands 01.01.2013
Current income tax Income from deferred tax assets and decrease	(3,401)	(2,265)	(2,359)
of deferred tax liabilities Loss from deferred tax assets and increase of	103,140	-	176,370
deferred tax liabilities	-	(63,478)	
Total	99,739	(65,743)	174,011

# (b) Reconciliation of the Tax Expense Recognized in the Income Statement and Profit Before Tax Multiplied by the Statutory Income Tax Rate

	31.12.2014	31.12.2013	RSD thousands 01.01.2013
Profit before tax	124,249	1,125,120	1,076,081
Income tax at the rate of 15%	31,051	168,768	107,608
Tax effects of expenses not recognised for the tax purposes Effects of usage of tax loss carry forwards with	14,686	30,189	31,263
respect to deferred tax assets that were not recognized	-	-	(138,871)
Tax credits for investment in fixed assets Recognition of deferred tax assets with	(58)	(1,115)	(2,359)
respect to tax loss carryforwards	-	-	(164,993)
Non-taxable income	(154,457)	(139,427)	-
Other	(9,039)	7,328	(6,659)
Total expense/income tax reported in the			
Income Statement	(99,739)	65,743	(174,011)
Effective tax rate	(80,27%)	5,84%	16,17%

## 15. INCOME TAX (continued)

#### (c) Deferred tax assets and deferred tax liabilities

					In I	RSD thousands
	Deferred tax asset 31.12.2014.	Deferred tax liabilities 31.12.2014.	Deferred tax asset 31.12.2013.	Deferred tax liabilities 31.12.2013.	Deferred tax asset 01.01.2013.	Deferred tax liabilities 01.01.2013.
Temporary differences in fixed assets Temporary differences	553	-	-	(261)	11,377	-
in securities avaliable for sales Carry forward losses	-	(4,336)	-	(1,032)	-	(4,308)
from previous years	214,336		108,844		164,993	
	214,889	(4,493)	108,844	(1,293)	176,370	(4,308)

# (d) Tax credit carried forward on the basis of which deferred tax assets were not recognized

As at 31 December 2014 tax credit carried forward based on investments in fixed assets is RSD 51,893 thousand for which deferred tax assets are not recognized,

**RSD** thousands

	Tax credits 31.12.2014.	Tax credits 31.12.2013.	Tax credits 01.01.2013.
From 1 to 5 years	51,626	47,667	42,982
More than 5 years	267	5,391	9,188
Total	51,893	53,058	52,170

# 16. CASH AND BALANCES WITH CENTRAL BANK

-	31.12.2014	31.12.2013	RSD thousands 01.01.2013
In RSD			
Current account with the Central Bank	5,961,360	3,354,490	4,021,931
Cash on hand	1,195,763	1,343,904	1,079,581
-			
	7,157,123	4,698,394	5,101,512
In foreign currency			
Cash on hand	1,236,820	731,296	632,124
Obligatory reserves with the National Bank of			
Serbia	7,512,464	10,675,223	6,469,109
	8,749,284	11,406,519	7,101,233
Balance as at	15,906,407	16,104,913	12,202,745

Obligatory reserve represents the minimum reserve in RSD set aside in accordance with the National Bank of Serbia on mandatory reserves with the National Bank of Serbia ("Official Gazette of the Republic of Serbia", no. 3/2011, 31/2012, 57/2012, 78/2012, 87/2012, 107/2012, 62/2013, 125/2014, 135/2014), which provides that banks calculate obligatory Reserves at the rate of 5% on the average daily balance of local currency liabilities with agreed maturity up to two years, or at the rate of 0% on the average daily balance local currency liabilities with agreed maturity of over two years, during one calendar month.

During the period the Bank is required to maintain the average daily balance of required reserve on its bank account.

Calculated obligatory reserve whose level has to be maintained on the bank account for the period from 18 December 2014 to 17 January of 2015 amounted to RSD 4,927,665 thousand.

The average interest rate on the amount of bank reserves during the year 2014 amounted to 2.50% per annum.

Obligatory reserves represent the minimum foreign currency set aside in accordance with the National Bank of Serbia on mandatory reserves with the National Bank of Serbia ("Official Gazette of the Republic of Serbia ", no . 3/2011, 31/2012, 57/2012, 78/2012, 87/2012, 107/2012, 62/2013, 125/2014, 135/2014), which provides that banks calculate obligatory reserve rate of 27% of the average daily balance of foreign currency deposits with agreed maturity up to two years, and the amount of local currency funds that are indexed currency clause with agreed maturity up to two years at a rate of 50\%, then, at the rate of 20\% of the average daily balance of foreign currency liabilities with agreed maturity of over two years, and the amount of local currency funds that are indexed currency for local currency funds that are indexed currency of local currency funds that are indexed currency for local currency funds that are indexed currency for local currency funds that are indexed currency of local currency funds that are indexed currency of local currency funds that are indexed currency for local currency funds that are indexed currency of local currency funds that are indexed currency clause with agreed maturity of over two years in the course of one calendar month at a rate of 50\%.

Foreign currency obligatory reserves for the period from 18 December 2014 to 17 January in 2015 amounted to EUR 62,108 thousand.

On the average balance of obligatory reserves in foreign currency, the National Bank of Serbia does not pay interest.

# 17. FINANCIAL ASSETS HELD FOR TRADING

			RSD thousand
	31.12.2014	31.12.2013	01.01.2013
In RSD			
Financial assets at fair value through profit			
or loss			
-treasury bills issued by Ministry of Finance of			
the Republic of Serbia	570,660	569,069	250,000
<ul> <li>bonds of the Republic of Serbia</li> </ul>	453,221	200,206	-
<ul> <li>receivables arising from derivatives held for</li> </ul>	43,652	48,858	
trading			8
	1,067,533	818,133	250,008
In foreign currency			
Financial assets at fair value through profit			
or loss			
- treasury bills issued by Ministry of Finance of			
the Republic of Serbia	1,232,539	-	-
<ul> <li>bonds of the Republic of Serbia</li> </ul>	3,777,097	927,823	73,060
-			
	5,009,636	927,823	73,060
Balance as at	6,077,169	1,745,956	323,068
=			

# 18. FINANCIAL ASSETS AVAILABLE FOR SALE

10. TINANCIAL ASSETS AVAILABLE FOR	31.12.2014	31.12.2013	RSD thousand 01.01.2013
In RSD –	011111101	0111212010	01:01:2010
Financial assets available for sale			
- treasury bills issued by Ministry of Finance			
of the Republic of Serbia	16,689	_	612,892
		1 520 105	
- bonds of the Republic of Serbia	1,538,177	1,530,105	420,059
– share in capital	136,786	143,383	144,327
	1,691,652	1,673,488	1,177,278
In foreign currency			
Financial assets available for sale			
- treasury bills issued by Ministry of Finance of			
the Republic of Serbia	944,701	112,254	-
- other financial assets available for sale	52,363	39,741	33,608
-	<u> </u>	. <u> </u>	<u>·</u>
	997,064	151,995	33,608
Gross financial assets available for sale	2,688,716	1,825,483	1,210,886
Less: Allowance for impairment	(117,092)	(119,662)	(120,378)
Balance as at	2,571,624	1,705,821	1,090,508

# 18. FINANCIAL ASSETS AVAILABLE FOR SALE (continued)

Movements in allowance for impairment during the year are as follows:

	31.12.2014	31.12.2013	U RSD hiljada 01.01.2013
Balance as at 1 January	119,662	120,378	103,831
Foreign exchange differences	(2,570)	(716)	16,547
Balance as at 31 December	117,092	119,662	120,378

# 19. FINANCIAL ASSETS HELD TO MATURITY

	31.12.2014	31.12.2013	RSD thousand 01.01.2013
In RSD			
Financial assets held to maturity:			
- treasury bills issued by Ministry of Finance of			
the Republic of Serbia	-	932,309	-
- bonds of the Republic of Serbia	6,509,844	4,779,533	5,386,635
Balance as at	6,509,844	5,711,842	5,386,635

# 20. LOANS AND RECEIVABLES TO BANKS AND OTHER FINANCIAL INSTITUTIONS

									5D thousands
		31.12.2014			31.12.2013			01.01.2013	
	Short-term	Long-term	Total	Short-term	Long-term	Total	Short-term	Long-term	Total
In RSD									
Revocable deposits and									
loans	-	-	-	7,501,560	-	7,501,560	701,166	-	701,166
Loans	-	1,801	1,801	163	-	163	873,319	47	873,366
Other placements			<u> </u>	142,100	-	142,100	15,536	-	15,536
	-	1,801	1,801	7,643,823	-	7,643,823	1,590,021	47	1,590,068
Foreign currency		· · · · · · · · · · · · · · · · · · ·							
Foreign currency bank									
account	2,034,677	-	2,034,677	2,414,420	-	2,414,420	1,053,939	-	1,053,939
Loans	-	101,157	101,157	-	158,452	158,452	-	11,375	11,375
Deposits	1,379,903		1,379,903	3,209,979		3,209,979	-		
Other placements	399,250		399,250	11,207	-	11,207	22,527	-	22,527
	2 012 020	101 157	2 014 097		160 462	E 704 0E9	1.076.466	11 375	1 007 041
	3,813,830	101,157	3,914,987	5,635,606	158,452	5,794,058	1,076,466	11,375	1,087,841
Gross loans and							• · · · · • • =		
receivables	3,813,830	102,958	3,916,788	13,279,429	158,452	13,437,881	2,666,487	11,422	2,677,909
Less: Allowance for									
impairment			(18,033)			(20,875)			(9,984)
			(18,033)			(20,875)			(9,984)
						i			<u>·</u>
Balance as at			3,898,755			13,417,006			2,667,925

Loans with foreign currency clause are presented within loans and receivables in foreign currency.

#### ERSTE BANK a.d. NOVI SAD

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS for the year ended 31 December 2014

# 20. LOANS AND RECEIVABLES TO BANKS AND OTHER FINANCIAL INSTITUTIONS (continued)

# (a) Overview by types of user of loans and deposits

									D thousands
		31.12.2014			31.12.2013			01.01.2013	
	Short-term	Long-term	Total	Short-term	Long-term	Total	Short-term	Long-term	Total
In RSD									
Central Bank	-	-	-	7,501,560	-	7,501,560	974,200	-	974,200
Domestic Banks	-	-	-	29	-	29	600,190	-	600,190
Insurance companies	-	122	122	-	-	-	-	-	-
Auxiliary activities of financial									
services and insurance	-	546	546	-	-	-	42	47	89
Creditors, investment funds and	_	_	-	_	_	-	15,536	_	15,536
other funds	_	175	175	_		-	15,556	_	15,550
Other loan and financing services	-			142 224		142 224	- 	_	- 50
Foreign Banks		958	958	142,234		142,234	53		53
	_	1 001	1 001	7 6 4 2 0 2 2	-	7 6 4 2 9 2 2	1 500 021	47	1 500 069
	-	1,801	1,801	7,643,823		7,643,823	1,590,021	41	1,590,068
Foreign currency	_	_	_	127	_	127	5,329	74	5,403
Domestic Banks	-	100 500	100 500		152 700		5,529		5,403 202
Finance lease Auxiliary activities of financial	-	100,590	100,590	483	152,790	153,273	-	202	202
services and insurance	399,178	567	399,745	9,001	5,662	14,663	17,171	11,099	28,270
Foreign banks	3,414,652	-	3,414,652	5,625,995		5,625,995	1,053,966		1,053,966
	0/12 1/002			010201770		010201770	1,000,700		
	3,813,830	101,157	3,914,987	5,635,606	158,452	5,794,058	1,076,466	11,375	1,087,841
Gross loans and receivables	3,813,830	102,958	3,916,788	13,279,429	158,452	13,437,881	2,666,487	11,422	2,677,909
Less: Allowance for impairment			(18,033)			(20,875)			(9,984)
,									<u>·</u>
			(18,033)			(20,875)			(9,984)
Balance as at			3,898,755			13,417,006			2,667,925

Loans with foreign currency clause are presented within loans and receivables in foreign currency.

# 20. LOANS AND RECEIVABLES TO BANKS AND OTHER FINANCIAL INSTITUTIONS (continued)

#### b) Maturity of loans and receivables to banks and other financial services

Maturity of loans and receivables to banks and other financial institutions based on the remaining period on the balance sheet date to the contractual maturity date, as at 31 December 2014, 31 December 2013 and 01 January 2013, is as follows:

			RSD thousands
	31.12.2014	31.12.2013	01.01.2013
Without defined maturity	3,813,824	9,923,445	1,959,913
Under 30 days	-	2,438,847	706,574
From 1 to 3 months	-	917,137	-
From3 to 12 months	6	-	-
Over 1year	102,958	158,452	11,422
Balance as at	3,916,788	13,437,881	2,677,909

# Changes of allowance for impairment during year are presented in the following table:

	31.12.2014	31.12.2013
Opening balance	20,875	9,984
Allowances for impairment (Note 11(a))	375,003	1,136,692
Reversal of allowance for impairment (Note 11(a))	(367,522)	(1,116,319)
Write-offs	(27,474)	-
FX differences	17,151	(9,482)
Balance as at 31 December	18,033	20,875

# 21. LOANS AND RECEIVABLES TO CUSTOMERS

		31.12.2014			31.12.2013			R 01.01.2013	SD thousands
	Short-term	Long-term	Total	Short-term	Long-term	Total	Short-term	Long-term	Total
In RSD	1 0/2 501	16 204 440	10 266 040	2 707 (2)	11 (02 125	14 400 771	2 720 575	0 0 2 7 0 2 4 1	12 (7/ 511
Loans Bills of exchange Other placements	1,962,501 282,556 108,295	16,304,448 4,000	18,266,949 282,556 112,295	2,797,636 381,961 82,997	11,603,135	14,400,771 381,961 82,997	2,738,575 404,035 28,481	9,937,9361	12,676,511 404,035 28,481
	2,353,352	16,308,448	18,661,800	3,262,594	11,603,135	14,865,729	3,171,091	9,937,936	13,109,027
Foreign currency Loans	6,751,889	40,864,011	47,615,900	12,727,917	35,498,852	48,226,769	8,547,718	40,021,211	48,568,929
Bills of exchange Deposits	86,037	902,697 -	902,697 86,037	-	914,984	914,984 -	-	1,303,167	1,303,167 -
Other placements	2,011,932 <b>8,849,858</b>	2,410,936 <b>44,177,644</b>	4,422,868 53,027,502	749,041 <b>13,476,958</b>	102,706 <b>36,156,542</b>	851,747 49,993,500	408,313 <b>8,956,031</b>	157,459 <b>41,481,837</b>	565,772 50,437,868
Gross loans and receivables	11,203,210	60,486,092	71,689,302	16,739,552	48,119,677	64,859,229	12,127,122	51,419,773	63,546,895
Less: Allowance for impairment			(7,573,447)			(7,519,856)			(6,408,335)
			(7,573,447)			(7,519,856)			(6,408,335)
Balance as at			64,115,855			57,339,373			57,138,560

Loans with foreign currency clause are presented within loans and receivables in foreign currency.

# 21. LOANS AND RECEIVABLES TO CUSTOMERS (continued)

# (a) Overview by types of users of loans and deposits

								R	SD thousands
		31.12.2014			31.12.2013			01.01.2013	
		2014			2013			2012	
	Short-term	Long-term	Total	Short-term	Long-term	Total	Short-term	Long-term	Total
In RSD									
Holdings		-		1,975	2177	2,192	2		
Public enterprises	18,373	8,125	26,498	3,135	-	3,135	19,248		19,428
Other companies	1,000,556	2,352,408	3,352,964	1,524,345	37,115	1,561,460	1,867,831	131,130	1,998,961
Entrepreneurs	77,752	268,490	346,242	108,999	34,187	143,186	130,496	32,250	162,746
Public sector	596,202	1,569	597,771	15,089	107	15,196	137,629		137,629
Retail customers	488,517	13,552,415	14,040,933	809,942	11,526,998	12,336,940	728,080	9,772,706	10,500,786
Foreign entities	38	-	38	36	500	536	28	-	28
Farmers	8,667	1,987	10,654	6,717		6,717	12,853		12,853
Other customers	163,246	123,454	286,699	792,356	4,011	796,367	274,926	1,850	276,776
	2,353,352	16,308,448	18,661,800	3,262,594	11,603,135	14,865,729	3,171,091	9,937,936	13,109,027
Foreign currency									
Holdings	51,446	-	51,446	742,164	45,730	787,894	229,160	197,717	426,877
Public enterprises	144,900	6,010,644	6,155,544	30	4,668,278	4,668,308	46	4,716,845	4,716,891
Other companies	8,304,796	22,608,420	30,643,216	9,336,943	19,967,356	29,304,299	5,870,621	24,213,529	30,084,150
Entrepreneurs	165,815	455,571	621,386	235,141	475,357	710,498	132,879	658,551	791,430
Public sector	73,430	710,391	783,821	13,364	244,956	258,320	25,272	289,401	314,673
Retail customers	126,103	12,671,048	12,797,151	630,107	10,819,913	11,450,020	547,655	10,994,401	11,542,056
Foreign entities	88,498	445	88,943	-	-	-	-	-	-
Farmers	53,714	333,498	387,212	201,290	212,986	414,276	161,898	346,924	508,822
Other customers	111,156	1,387,627	1,498,783	2,317,919	81,966	2,399,885	1,988,500	64,469	2,052,969
	8,849,858	44,177,644	53,027,503	13,476,958	36,516,542	49,993,500	8,956,031	41,481,837	50,437,868
	0,047,050		55,021,505	13,410,750	30,310,342	47,773,300	0,750,051	41,401,001	30,431,000
Gross loans and receivables	11,203,210	60,486,092	71,689,302	16,739,552	48,119,677	64,859,229	12,127,122	51,419,773	63,546,895
Less: Allowance for impairment			(7,573,447)			(7,519,856)			(6,408,335)
		· · · ·	(10101771)	· _		(1,01),000)			(0,400,000)
			(7,573,447)			(7,519,856)			(6,408,335)
Balance as at			64,115,855			57,339,373			57,138,560

Loans with foreign currency clause are presented within loans and receivables in foreign currency.

# 21. LOANS AND RECEIVABLES TO CUSTOMERS (continued)

# b) Maturity of loans and receivables to customers

Maturity of loans and receivables to customers based on the remaining period on the balance sheet date to the contractual maturity date, as at 31 December 2014, 31 December 2013, and 01 January 2013 is as follows:

			RSD thousands
	31.12.2014	31.12.2013	01.01.2013
Without defined maturity	978,481	1,474,384	1,169,232
Under 30 days	174,180	8,791,590	6,471,323
From 1 to 3 months	667,130	514,281	304,210
From3 to 12 months	9,384,036	5,959,297	4,182,358
Over 1year	60,485,475	48,119,677	51,419,772
Balance as at	71,689,302	64,859,229	63,546,895

### Changes of allowance for impairment during the year are presented in the following table:

	31.12.2014	31.12.2013	RSD thousands 01.01.2013
Opening balance	8,213,067	6,408,335	5,396,353
Allowances for impairment (Note 11(a))	10,090,999	6,666,805	7,816,248
Reversal of allowance for impairment (Note			
11(a))	(7,994,444)	(5,143,992)	(6,641,031)
Write offs	(2,643,255)	(40,750)	-
FX differences	(92,920)	(370,542)	(163,235)
Balance as at	7,573,447	7,519,856	6,408,335

### 21. LOANS AND RECEIVABLES TO CUSTOMERS (continued)

# c) Concentration of loans and receivables to banks and other financial institutions and to customers

Concentration of loans and receivables to banks and other financial institutions and to customers are presented in gross amount, on 31 December 2014, 31 December 2013 and 1 January 2013, in the following table:

	31.12.2014.	31.12.2013.	RSD thousands 01.01.2013.
Holdings	52,708	789,637	427,583
Trade	7,246,973	7,078,306	7,977,426
Manufacturing industry	12,180,404	12,642,664	11,725,990
Civil engineering	2,658,902	2,431,123	2,814,729
Production and supplying of power electricity	5,301,582	1,860,403	1,517,037
Services and tourism	10,225,705	9,373,810	10,578,395
Farming and food industry	2,508,369	2,145,892	2,225,910
Retail customers	26,824,152	23,867,445	22,010,553
Domestic and foreign banks and other financial			
institutions	3,917,405	13,486,740	2,677,909
Public sector	1,381,592	753,412	452,538
Foreign entities	89,027	502	-
Farmers	397,780	421,050	522,510
Sectors of other customers	1,853,946	2,641,034	2,340,084
Entrepreneurs	967,545	853,949	954,140
Balance as at	75,606,090	78,345,967	66,224,804

#### 22. INTANGIBLE ASSETS, PROPERTY, PLANT AND EQUIPMENT AND INVESTMENT PROPERTY

			-				RSD thousands
	Land and buildings	Equipment	Equipment taken in finance leases	Equipment under construction	Total Tangible assets	Investment property	Intangible assets
COST							
Balances as at 1 January 2013	762,962	736,862	-	128	1,499,952	-	638,766
Additions	-	3,342	-	296,872	300,214	-	1,799
Transfers	23,938	60,510	4,127	(297,000)	(208,425)	-	208,424
Disposals and write-offs	(31,254)	(72,778)	-	-	(104,032)	-	(2,896)
Balance as at 31 December 2013	755,646	727,935	4,127	-	1,487,708	-	846,093
		1,362		258,951	260,313	-	487
Additions	23,547	57,737	(2,446)	(258,898)	(180,060)	13,827	166,234
Transfers	(0.005)						
Disposals and write-offs	(2,225)	(74,861)			(77,086)		-
Balances as at 31 December 2014	776,967	712,173	1,681	53	1,490,875	13,827	1,012,814
ACUMULATED DEPRECIATION AND AMORTIZATION							
Balances as at 1 January 2013	224,527	533,241	-	-	757,768	-	273,920
Amortization (note 13)	18,542	74,240	1,587		94,369		156,924
Disposals and write-offs	(13,067)	(71,855)	- 1,501	-	(84,922)	-	(2,870)
Balances as at 31 December 2013	230,002	535,626	1,587	-	767,215	-	427,974
Amortization (note 13)	18.884	62,802	94		01 700		101 722
Disposals and write-offs	(287)	62,802	94		81,780 (70,145)	-	191,722
Balances as at 31 December 2014		(69,858)	1,681				619,696
	248,599	528,571	1,001		778,851		019,090
Net book value on day :							
- 31 December 2014.	528,368	183,603	-	53	712,025	13,827	393,118
- 31 December 2013.	525,644	192,309	2,540	<u> </u>	720,493		418,120

# 22. INTANGIBLE ASSETS, PROPERTY, PLANT AND EQUIPMENT AND INVESTMENT PROPERTY (continued)

The Group does not have buildings that are mortgaged to secure repayment of obligations on loans.

Due to incomplete land records, the Group does not have a list of property for buildings with net book value of RSD 69,617 thousand (31 December 2013: RSD 54,224 thousand). Management has taken all necessary measures to obtain title deeds from the land records. Net book value of equipment as of 31 December 2014 is comprised mostly from computer and telecommunication equipment, and office furniture. Net book value of intangible assets as of 31 December 2014 mostly comprises of software and licenses. Based on management's estimates, as at 31 December 2014 there were no indications that the value of fixed assets and intangible assets was impaired.

# 23. OTHER ASSETS

	31.12.2014	31.12.2013	RSD thousands 01.01.2013
In RSD			
Other receivables:			
<ul> <li>Receivables for accrued commission and</li> </ul>			
compensation	26,832	73,823	418
- Receivables from sale	496	496	54,916
<ul> <li>Other receivables from regular business</li> </ul>	137,109	-	-
- Advances paid	7,677	6,524	5,421
<ul> <li>Receivables from employees</li> </ul>	13,572	4,545	26,238
- Inventories	132,183	142,740	122,255
- Other receivables	108,990	181,614	227,510
<ul> <li>Other investments</li> </ul>	29,169	50	52
Prepayments and accrued income:			
<ul> <li>Deffered interest expense</li> </ul>	5	-	-
– Other prepayments	217,152	84,507	24,049
	673,185	494,299	460,859
In foreign currency			
Other receivables:			
<ul> <li>Receivables for accrued commission and</li> </ul>			
compensation	65	56	57
- Advances paid	82,106	21,973	21,766
- Receivables from employees	1,353	1,425	1,154
- Other receivables	86,380	70,855	84,429
Prepayments and accrued income:			
– Other prepayments	49,189	4,212	-
	219,093	98,521	107,406
Gross other assets	892,278	592,820	568,265
Less: Allowance for impairment	(369,257)	(263,094)	(269,430)
Balance as at	523,021	329,726	298,835

# 23. OTHER ASSETS (continued)

Changes of the allowances for impairment are presented in the following table:

	31.12.2014	31.12.2013
Opening balance	272,609	269,430
Allowances for impairment (Note 11(a))	80,094	28,131
Reversal of allowances for impairment (Note 11(a))	(412,494)	(423,372)
FX differences	429,048	388,906
Balance as at	369,257	263,094

# 24. FINANCIAL LIABILITIES HELD FOR TRADING

	31.12.2014	31.12.2013	RSD thousands 01.01.2013
In RSD Derivatives held for trading	27,282	-	
Balance as at	27,282	-	

# 25. DEPOSITS AND OTHER LIABILITIES TO BANKS, OTHER FINANCIAL INSTITUTIONS AND CENTRAL BANK

								RS	D thousands
		31.12.2014			31.12.2013			01.01.2013	
	Short term	Long term	Total	Short term	Long term	Total	Short term	Long term	Total
In RSD									
Transactional deposits	944,117	-	944,117	184,595	-	184,595	176,721	-	176,721
Deposits based on given loans	29,332	181,437	210,769	-	171,962	171,962	-	-	-
Special purpose deposits	10,003	-	10,003	149	-	149	867	113,718	114,585
Other deposits	2,551,186	646,437	3,197,623	1,174,335	583,069	1,757,404	1,600,794	-	1,600,794
Overnight deposits	-	-	-	-	-		200,050	-	200,050
Total	3,534,638	827,874	4,362,512	1,359,079	755,031	2,114,110	1,978,432	113,718	2,092,150
Foreign currency									
Transactional deposits	172,969	-	172,969	228,804	-	228,804	731,302	-	731,302
Special purpose loans	53,415	-	53,415	179,287	-	179,287	18,741	-	18,741
Other deposits	1,824,448	1,317,245	3,141,693	2,064,012	1,222,085	3,286,097	1,650,418	-	1,650,418
Borrowings	881,698	12,885,936	13,767,633	-	7,903,827	7,903,827	-	3,980,141	3,980,141
Other financial liabilities	22,604	-	22,604	17,080	-	17,080	18,317	-	18,317
Total	2,955,134	14,203,181	17,158,314	2,489,183	9,125,912	11,615,095	2,418,778	3,980,141	6,398,919
Balance as at	6,489,772	15,031,055	21,520,826	3,848,262	9,880,943	13,729,205	4,397,210	4,093,859	8,491,069

# 25. DEPOSITS AND OTHER LIABILITIES TO BANKS, OTHER FINANCIAL INSTITUTIONS AND CENTRAL BANK (continued)

Structure of remaining deposits by type of client is presented in the following table:

	24.42.204.4	24 42 2042	RSD thousands
	31.12.2014	31.12.2013	01.01.2013
Central Bank	435	285	6
Domestic Banks	2,905,463	1,380,338	1,437,495
Insurance companies	2,334,463	3,209,606	972,447
Pension funds	-	170,000	125,000
Finance lease	900,420	828,366	910,054
Auxiliary activities of financial services and			
insurance	1,519,836	43,959	94,125
Creditors, investment and other funds	-	85,881	301,571
Other credit and finance services	5,424	-	-
Foreign Banks	13,854,785	8,010,770	4,650,371
Balance as at	21,520,826	13,729,205	8,491,069

# 26. DEPOSITS AND OTHER LIABILITIES TO OTHER CUSTOMERS

									SD thousands
		31.12.2014			31.12.2013			01.01.2013	
	Short term	Long term	Total	Short term	Long term	Total	Short term	Long term	Total
In RSD									
Transactional deposits	9,124,269	-	9,124,269	8,266,754	-	8,266,754	7,092,185	-	7,092,185
Revocable deposits	-	-	-	2,485,697	-	2,485,697	-	-	-
Saving deposits	679,361	487,215	1,166,576	825,761	486,990	1,312,751	475,948	229,247	705,195
Deposits based on given loans	311,256	835,895	1,147,151	391,888	235,718	627,606	107,701	283,942	391,643
Special purpose deposits	335,940	4,105	340,045	241,379	4,529	245,908	172,155	13	172,168
Other deposits	7,322,097	42,680	7,364,777	5,360,970	30,580	5,391,550	3,998,541	26,866	4,025,407
Other financial liabilities	95,265		95,265	90,290		90,290	89,563		89,563
Total	17,868,188	1,369,895	19,238,083	17,662,739	757,817	18,420,556	11,936,093	540,068	12,476,161
U stranoj valuti									
Transactional deposits	10,654,083	-	10,654,083	6,675,903	-	6,675,903	4,515,680	-	4,515,680
Saving deposits	8,058,764	15,496,647	23,555,411	7,927,892	12,745,974	20,673,866	7,956,995	10,445,801	18,402,796
Deposits based on given loans	150,389	639,263	789,652	102,125	337,287	439,412	73,263	358,109	431,372
Special purpose deposits	281,555	328,181	609,736	459,972	295,321	755,293	375,735	175,490	551,225
Other deposits	1,190,567	212,266	1,402,833	2,186,048	343,485	2,529,533	1,145,748	422,437	1,568,185
Borrowings	28,060	5,062,921	5,090,981	-	15,366,970	15,366,970	-	15,810,140	15,810,140
Other financial liabilities	261,906	-	261,906	42,674		42,674	121,707	-	121,707
Total	20,625,324	21,739,278	42,364,602	17,394,614	29,089,037	46,483,651	14,189,128	27,211,977	41,401,105
Balance as at			61,602,685			64,904,207			53,877,266

# 26. DEPOSITS AND OTHER LIABILITIES TO OTHER CUSTOMERS (continued)

Structure of other deposits by type of other customers is presented in the following table:

			RSD thousands
	31.12.2014	31.12.2013	01.01.2013
Holdings	35	683,067	1,471,876
Public enterprises	4,912,915	2,228,844	329,318
Companies	12,756,006	14,705,510	9,246,635
Public sector	3,856,156	4,155,507	4,647,641
Retail customers	32,678,613	27,265,025	23,617,632
Foreign entities	2,875,153	12,365,261	12,331,437
Entrepreneurs	1,055,272	646,096	533,622
Farmers	291,938	274,989	204,242
Other customers	3,176,597	2,579,908	1,494,863
Balance as at	61,602,685	64,904,207	53,877,266

# 27. DEBT ISSUED AND OTHER BORROWED FUNDS

On 8 November 2012 Bank issued 146,500 units of bonds with nominal value of RSD 10,000 thousand. The bonds were publicly offered to all legal entities and individuals, residents and non-residents, in the primary market on the Belgrade Stock Echange as at 6 November 2012, with the prior approval of the prospectus by the Securities and Exchange Commission of the Republic of Serbia. Bonds were included at the Open Market segment of the regulated market of the Belgrade Stock Exchange on 30 November 2012. On 21 November 2013 bonds were excluded from the Open Market and admitted to MTP Belex in accordance with Rules of Business Operation of the Belgrade Stock Exchange.

The last day of trading with bonds of the Bank on Belgrade Stock Exchange was on 4 November 2014. On 9 November 2014 the last, 9<sup>th</sup> coupon and face value of the bonds were paid up.

By such payments, all liabilities of the Bank, as an issuer of this financial instrument, ceased.

# 28. SUBORDINATED LIABILITIES

	31.12.2014	31.12.2013	RSD thousands 01.01.2013
Foreign currency Subordinated liabilities	2,063,751	2,191,301	2,407,579
Balance as at	2,063,751	2,191,301	2,407,579

Balance of subordinated liabilities on 31 December 2014 and 2013 is presented in the following table: RSD thousands

Name of <u>creditor</u>	Currency	Original contractual principal amount	Maturity	Interest	31.12.2014.	31.12.2013.
Erste Bank					248,828	
AG,Beč	EUR	10,800,000	20.12.2015.	3 M Euribor+2,4% p.a.		471,670
Erste GCIB	EUR	15,000,000	27.12.2021.	3 M Euribor+3,65% p.a.	1,814,375	1,719,631
Total		25,800,000			2,063,203	2,191,301

Subordinated liabilities relate to a subordinated long-term loan granted by EGB CEPS HOLDING GMBH, Vienna on 20 December 2005 in the amount of EUR 10,800,000 for the period of 10 years with a 5 year grace period and interest rate equal to quarterly EURIBOR increased by 2.4% per annum. In accordance with the Agreement, loan principal is repayable in 21 quarterly repayments and the first repayment is due upon the end of the grade period. Additionaly, subordinated long-term loan is granted by Erste GICB Finance, Amsterdam on 27 December 2011 in the amount of EUR 15,000,000 for the period of 10 years with a 5 year grace period and interest rate equal to quarterly EURIBOR increased by 3.65% per annum. In accordance with the Agreement, loan principal is repayable in 21 quarterly repayments and the first repayment is due upon the end of the grade period.

The Bank can include its subordinated liabilities into its Tier 2 capital (Note 35.10.) in an amount not exceeding 50% of Tier 1 capital, subsequent to the National Bank of Serbia's determination that the conditions for granting the approval to include the subordinated liabilities into Tier 2 capital are fulfilled, based on the documentation and the Agreement provided by the Bank. The Supervision Department of the National Bank of Serbia issued the aforementioned approval on 9 December 2005, also approval for new subordinated loan issued on 7 October 2011.

# 29. PROVISIONS

	31.12.2014	31.12.2013	RSD thousands 01.01.2013
Provision for off-balance sheet exposures (a) Provisions for long-term employee benefits (b):	200,995	138,835	156,754
- retirement benefits	82,991	82,380	72,473
- jubilee awards	136,882	126,201	105,693
Provisions for litigation (c)	98,581	70,320	64,075
Other long term provisions	38,898	44,104	19,657
Balance as at	558,347	461,840	418,652

(a) According to the Group's internal policy, provisions for commitments and other risky off balance sheet items (guarantees, acceptances, undrawn credit facilities etc.) are evaluated when it is probable that an outflow of resources will be required to settle the obligation arising from the Group's commitments.

Evidence based on which the Group performs the individual assessment of impairment are: payments effected on the Group's accounts with respect to commitments arising from guarantees, bills of guarantees, etc., late payments for other liabilities, and the customers has been classified in accordance with the Group's internal classification criteria into R category (default).

Individual assessment of impairment of off-balance sheet items is performed in the same manner asfor the balance sheet assets. Commitments and other risky off-balance sheet items, for which the Group does not expect any outflow of resources and/or it estimates that in the case of an outflow of resources all receivables will be fully collected, the Group collectively assesses them for impairment, in a similar way as for balance sheet items

- (b) Provision for retirement benefits has been recorded in the Group's financial statementson the basis of an independent actuary's calculation as at the balance sheet date, and it is stated in the amount of present value of the defined benefit obligation, determined by discounting estimated future outflows. The discounted rate used by the actuary was 3.83%, representing the adequate rate under IAS 19 "Employee Benefits", in the absence of a developed market for high quality corporate bonds. Provision was determined in line with the Group's Collective agreement and the assumption of average salary increase rate of 3.98% per annum.
- (c) The Group has recognized a provision for legal claims filed against the Group, for which the Group's expert team expects a negative outcome.

# 30. PROVISIONS (continued)

Changes of provision during the year are presented in the following table:

	31.12.2014	31.12.2013	RSD thousands 01.01.2013
Provisions for off-balance sheet exposures			
Opening balance	138,835	156,754	207,870
Provisions during the year (Note 11 (a))	956,618	882,550	1,132,073
Unused reversed provisions (Note 11 (a))	(899,154)	(900,743)	(1,193,348)
Other changes	4,697	274	10,160
	200,996	138,835	156,754
Provisions for long-term employee benefits -			
Opening balance	208,580	178,166	157,001
Interest expenses and current service costs	30,045	24,127	24,112
Compensations paid during year	(15,728)	(13,271)	(16,256)
Actuarial losses/(gains) on jubilee awards	(964)	14,366	6,614
Actuarial losses/(gains) on retirement benefits	(2,061)	5,193	6,695
Other long-term provision	2,385	-	-
-	222,257	208,581	178,166
Provisions for litigation			
Opening balance	72,077	64,075	47,700
Provisions during year	46,929	10,762	19,949
Used provisions	(20,425)	(13,644)	(3,574)
Other changes	-	9,127	-
_	98,581	70,320	64,075
Other long term provisions			
Opening balance	44,104	19,657	11,441
Provisions during year	17,294	37,988	13,666
Used provisions	(24,883)	(13,541)	(5,450)
-	36,513	44,104	19,657
Balance as at	558,347	461,839	418,652

# 30. OTHER LIABILITIES

SU. UTHER LIABILITIES			RSD thousands
	31.12.2014	31.12.2013	01.01.2013
In RSD			
Liabilities to trade payables	2,336	20,954	2,079
Liabilities for advances	21,981	6,068	3,090
Liabilities for net salaries and compensations Liabilities for taxes, contributions and other	-	2,653	1,033
duties	4,543	56,347	18,415
Accruals and deferrals:	-		
<ul> <li>Accrued liabilities for unused holidays</li> </ul>	76,630	130,794	50,013
- Other accruals	278,184	139,184	265,169
Other liabilites	39,555	96,398	50,533
_	424,367	452,398	390,332
In foreign currency			
Liabilities based on compensation and			
commission	26		-
Liabilities for advances	11,255	9,252	7,141
Accruals and deferrals:			
- Other accruals	2,735	2,148	4,517
Other liabilities	6,504	7,711	6,333
			1 - 001
	20,520	19,111	17,991
Stanje na dan	444,887	471,509	408,323

# 31. EQUITY

Total equity of the Group as at 31 December 2014 amounts to RSD 14,737,659 thousand. Total equity of the Bank amounts to RSD 14,658,819 thousand as at 31 December 2014.

# (a) Equity structure of the Group

Structure of total equity of the Group is presented in next table:

Structure of total equity of the oroup is presen	31.12.2014	31.12.2013	RSD thousands 01.01.2013
Share capital - ordinary shares	10,040,000	10,040,000	10,040,000
Share premium	124,475	124,475	124,475
Special Reserves for Estimated Losses on			
Bank Balance Sheet Assets and Off-balance			
Sheet Items	3,091,087	2,534,108	1,843,171
Other reserves	69,103	-	-
Revaluation reserves	59,273	32,640	26,790
Retained earnings	1,071,176	568,777	14,815
Profit for the year	239,445	1,059,377	1,250,092
Owners without rights of control	43,100	-	-
Stanje na dan	14,737,659	14,359,377	13,299,343

# 31. EQUITY (continued)

# (a) Equity structure of the Group (continued)

### /i/ Akcijski kapital

As at 31 December 2014, the subscribed and paid share capital of the Bank comprised 1,004,000 ordinary shares, with a nominal value of RSD 10,000 (31 December 2013: 1,004,000 ordinary shares, with nominal value of RSD 10,000). There were no changes in share capital in 2014 and 2013.

The major shareholder of the Bank is EGB CEPS HOLDING GMBH, Vienna holding 74 % of the shares as at 31 December 2014. The shareholder structure of the Bank as at 31 December 2014 is as follows:

Shareholder	Number of shares	In %
EGB CEPS HOLDING GMBH Steiermärkische Bank und Sparkassen AG, Grac	742,960 261,040	74,00 26,00
Total	1,004,000	100,00

# /ii/ Share premium

Share premium amounting to RSD 124,475 thousand as at 31 December 2014 and 31 December 2013 resulted from a positive difference between the selling price of the shares and their nominal value.

### /iii/ Special Reserves for Estimated Losses on Bank Balance Sheet Assets and Off-balance Sheet Items

As at 31 December 2014 special reserves for estimated losses amounted to RSD 3,091,087 thousand. Special reserves for estimated losses amounted to RSD 2,534,108 thousand as at 31 December 2013. Special reserves for estimated losses increased by RSD 556,979 thousand from the retained earnings from 2013, in accordance with the General Assembly's Decision dated 28 March 2014.

# /iv/ Other reserves

Other reserves in the amount of RSD 69,103 thousand relates to the difference between 75% of the capital of S Leasing on the purchase date and the amount paid for the purchase of shares in S Leasing,

# /v/ Revaluation reserves

Revaluation reserves amounted to RSD 59,273 thousand as at 31 December 2014 (31 December 2013: RSD 32,640 thousand) and have been established as a result of fair value adjustments of securities available-for-sale, as adjusted for the effects of deferred taxes arising from revaluation of these securities.

# 31. EQUITY (continued)

# (b) Capital Adequacy and Performance Indicators of the Group - Compliance with Legal Regulations

Group, like the Bank is obliged to reconcile the scope and the structure of its operations and risky placements with the performance indicators prescribed by the Law on Banks and the relevant decisions of National Bank of Serbia brought on the basis of the aforementioned law. As at 31 December 2014, the Group and Bank was in compliance with all prescribed performance indicators. The Group's performance indicators as at 31 December 2014 are as follows:

Pokazatelji poslovanja	Propisani	Ostvareni
1. Capital	Minimum	
	EUR 10 milion	105,920,567
2. Capital adequacy ratio	Minimum 12%	19,75
3. Permanent investments indicator	Maksimum 60%	5,93
4. Related parties exposure	Maksimum 20%	17,09
5. Indicator of large and the largest permissible loans	Maksimum 400%	64,56
6. Liquidity ratio:		
<ul> <li>in the first month of the reporting period</li> </ul>	Minimum 1	2,48
<ul> <li>in the second month of the reporting period</li> </ul>	Minimum 1	2,28
<ul> <li>in the third month of the reporting period</li> </ul>	Minimum 1	2,29
7. Foreign currency risk indicator	Maksimum 20%	3,44
8. Exposure to a group of related parties	Maksimum 25%	14,07
9. Exposure to an entity related to the Bank	Maksimum 5%	4,59
10. Bank's investments in legal entities which		
are not in the financial sector	Maksimum 10%	0,21

# 32. OFF-BALANCE SHEET ITEMS

	31.12.2014	31.12.2013	RSD thousands 01.01.2013
Funds managed on behalf of third parties (a)	738,810	755,714	780,975
Guarantees and other irrevocable commitments (b)	18,491,291	12,941,470	9,730,334
Derivatives (c)	3,673,895	-	792,810
Other off-balance sheet items	107,815,422	18,611,103	19,294,339
Stanje na dan	130,719,418	32,308,287	30,598,458

Other off-balance sheet items relate to receivables on uncollectible loans, that are, in accordance with the Group's internal policy, removed from balance sheet to off-balance. In 2014 the Group has transferred RSD 2,010,621 thousand. All transferred receivables are disputed and in full provided for, so there is no effect on the Group's total assets.

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# 32. OFF-BALANCE SHEET ITEMS (continued)

### (a) Transactions on behalf and for the account of third parties

	31.12.2014	31.12.2013	RSD thousands 01.01.2013
Placements on behalf of third parties in dinars:			
- short-term	9,721	8,642	5,253
- long-term	729,089	747,072	775,722
Balance as at	738,810	755,714	780,975

Short-term funds managed on behalf of third parties relate to funds of the Ministry of Agriculture in the amount of RSD 3,230 thousand and managed funds RSD 4,503 thousand. Long-term funds managed on behalf of third parties relate to long-term loans to citizens' housing loans insured with National Mortgage Insurance Corporation amounting RSD 670,883 thousand and loans to agricultural in the amount of RSD 53,736 thousand.

### (b) Guarantees and other irrevocable commitments

.,	31.12.2014	31.12.2013	RSD thousand 01.01.2013
In RSD	51.12.2014	51.12.2015	01.01.2013
		1 101 762	1 242 422
Payment guarantees	540,550	1,181,763	1,343,432
Performance bonds	6,260,084	6,084,030	4,049,616
Avals and acceptances	946	13,802	4,617
Received counter guarantees	983,368	-	-
Irrevocable commitments for undisbursed loans			
and placements	7,737,708	4,391,311	3,231,795
Other contingencies and commitments	114,288	41,039	52,837
-			
	15,636,944	11,711,945	8,682,297
In foreign currency			
Payment guarantees	110,794	103,178	43,088
Performance bonds	1,489,374	766,391	754,871
Irrevocable commitments for undisbursed loans			
and placements	21,774	27,642	11,966
Letters of credit	1,181,386	286,428	238,112
Other irrevocable commitments	51,019	45,886	-
	2,854,347	1,229,525	1,048,037
Balance as at	18,491,291	12,941,470	9,730,334

Irrevocable commitments represents unused loan commitments that cannot be canceled unilaterally and relates to: overdrafts, loans to companies, multi-purpose revolving loans and other irrevocable commitments.

Irrevocable commitments usually have fixed expiry dates or other stipulations with respect to expiry dates. Since irrevocable commitments may expire without being drawn upon, the total contract amounts do not necessarily represent future cash requirements. The Bank monitors maturity periods of credit commitments because longer-term commitments have a greater degree of loan risk than short-term commitments.

As at 31 December 2014, provision for guarantees and other irrevocable commitments amounts to RSD 200,996 thousand (31 December 2013: RSD 138,835 thousand).

# 32. OFF-BALANCE SHEET ITEMS (continued)

# (c) Derivates

			RSD thousands
	31.12.2014	31.12.2013	01.01.2013
Currency swap with EBG Ceps Holding GMBH	3,673,895		792,810
Balance as at	3,673,895		792,810

# 33. RELATED PARTY DISCLOSURES

A number of Group transactions are entered into with shareholders and other related parties in the ordinary course of business.

(a) The Group enters into transactions with the Parent Company- majority shareholder EGB CEPS HOLDING GMBH AG, Vienna and other members of Erste Group. Outstanding balance of receivables and payables as at 31 December 2014 and 31 December 2013, as well as income and expenses, resulting from transactions with shareholders and other Group's related parties are as follows:

				RSD thousand
	2014		2013	
		Other		Other
		members of		members of
	Shareholders	Erste Group	Shareholders	Erste Group
Potraživanja				
Financial assets held for trading	43,652	-	-	-
Loans and receivables to banks and				
other financial institutions	643,486	583,319	454,780	418,854
Investments in subsidiaries	-	93,560	-	-
Other assets	4,824	56,220	3,341	22,649
	691,962	733,099	458,121	441,503
Obaveze				
Financial liabilities held for trading	27,282	-	-	-
Deposits and other liabilities to	21,202			
banks, other financial institutions				
and Central bank	687,250	121,530	89,409	36,239
Deposits and other liabilities to		,		00,207
other customers	-	1,728,260	-	11,504,693
Subordinated liabilities	249,113	1,814,750	471,670	1,719,632
Provisions	3	18	-	
Other liabilities	192	656	4	13,356
	963,840	3,665,214	561,083	13,273,920
Off-balance sheet items	<u> </u>		·	
Guarantees and other warranties	35,361	230,999	2,361	2,787
Irrevocable commitments		1,697	_,001	2,789
Other off-balance sheet items	10,106,620	_, _ / .	5,666,267	597,547
	10,141,981	232,696	5,668,628	603,123

# 33. RELATED PARTY DISCLOSURES (continued)

	-			RSD thousands
	2014		2013	
	Shareholders	Other members of Erste Group	Shareholders	Other members of Erste Group
Interest income	2,723	1,093	1,040	1,058
Interest expense	(29,019)	(297,120)	(16,629)	(476,663)
Fees and commission income	27,521	37,964	32,799	57,788
Fees and commission expense	(146,268)	(71)	(174,448)	(58)
Other operating income	4,281	32,868	4,772	30,083
Other expenses	(116,916)	(455,398)	(10,011)	(397,728)

Fees on crossborder loans in the year ended 31 December 2013 amounted to RSD 303,213 thousand (2012: RSD 375.071 thousand).

Crossborder loans gives opportunity to the customers to borrow directly from abroad, whereby all activities in the approval process and administration of loans are performed by Group. Crossborder loan provides customer with more favorable terms of borrowing and the Group earns fee income on related services.

- (a) As at 31 December 2014 and 31 December 2013, the Group had no impaired placements with related parties.
- (b) In its regular course of operations, the Group enters into business relationships and arrangements with the members of the Executive Board, other key personnel, at common market conditions. Balances at the end of the year and effects of those transactions are presented as follows:

	Balance as at 31 Decemeber 2014	Incomes(expense s)	Balance as at 31 Decemeber 2013	RSD thousand Incomes(expense s)
Minus- Bank account, credit cards, cash Ioans and consumer Ioans	743	112	538	105
Housing loans	42,336	5,016	42,760	4,983
Other loans	-	-	-	-
Other placements and receivables	964	19	1,454	25
Total allowances for impairment	(254)	13	(266)	43
Deposits	77,336	(2,087)	78,868	(3,504)
Other liabilities	1,530	(2)	-	-
Unused credit limit	231	-	-	-

(c) Salaries and other benefits of the Executive Board's members and the Board of Directors' members (stated in gross amounts), during 2014 and 2013, are presented in the table below:

		RSD thousand
	2014	2013
Salaries of the members of the Executive Board	85,879	65,517
Other benefits	36,513	44,104
Total	122,392	109,621

# 34. RISK MANAGEMENT

# 34.1. Introduction

Risk intrinsic to financial transactions is managed by the Group through a process of ongoing identification, measurement and monitoring subject to risk limits and other controls.

Due to the nature of its activities, the Group is exposed to the following major risks: credit risk, liquidity risk and market risk (which includes the interest risk, currency risk and other market risks). The Group is also subject to operating risk and the risk of its exposure to one entity or a group of related entities, risk of the Group's investments in other legal entities and property and equipment, as well as the impact of risk related to the country of origin of the entity to which the Group is exposed, and which the Group continuously monitors.

Risk management in Group is a comprehensive process that includes identification, analysis, rating and control of all forms of business risks (credit, interest rate, foreign exchange and other market risk exposure, investment and operating risk). The aim of the risk management process is to establish an adequate system for identifying, measuring, assessing and monitoring the risks the Group is exposed to in its business operations, as well as an adequate response in order to minimize potential adverse effects to the Group's capital and financial performance.

The Bank and S-Leasing have adopted policies and procedures that provide control and application of internal by-laws related to risk management. The processes of risk management are critical to the Group's continuing profitability and each individual within the Group is accountable for the risk exposures relating to his/her responsibilities. This system of risk management provides timely notification of the management of all risks that are present or may occur, and provides adequate and timely response in the case of the same.

The independent risk control process does not include business risks such as changes in the environment, technology and industry. The Bank and S-Leasing monitor them through strategic planning process.

The Board of Directors and the Executive Board are ultimately responsible for identifying and controlling risks while the operational responsibility is delgated to the Risk Management Division. In addition, the Group has established separate independent bodies for managing and monitoring risks.

In Banks and S-Leasing Risk Management is committed to the following organs/bodies:

# **Board of Directors and Executive Board**

The Board of Directors and Executive Board are responsible for the overall risk management approach and for approving the risk strategies and principles. Their decisions are made on the basis of Assets and Liabilities Management Committee proposals and other proposals of other relevant organs/bodies of the Bank.

# Assets and Liability Management Committee

Assets and Liability Management Committee (ALMC) has overall responsibility for the development of a comprehensive risk management strategy and implementation of the principles, framework, policies and limits. ALMC is responsible for fundamental findings in respect of risks and for managing and monitoring of relevant decisions related to risk, principally for interest rates, foreign exchange and other market risks. ALMC has an advisory role and its decisions in the form of proposals are sent for approval to the Executive Board.

# 34. RISK MANAGEMENT (continued)

# 34.1. Introduction (continued)

# Asset and Liability Management Unit

Asset and Liability Management Unit is organized as an independent organizational unit that is directly responsible to the Executive Board of the Bank. Also, it is primarily responsible for funding and liquidity of the Bank. Asset and Liability Management Unit prepares reports related to assets and liabilities management for the purposes of the Bank and external users, as well as a report for the Asset and Liability Management Committee.

# Internal Audit

Internal audit is established with the aim to ensure that the Group's operations take place in accordance with the standards providing the function of an independent, objective assurance and advisory activities based on best practices. Through systematic and disciplined approach, internal audit helps the Group accomplish its objectives by evaluating and improving the effectiveness of risk management, control and managerial processes.

Risk management processes throughout the Group are audited at least annually by the internal audit function, which examines both the adequacy of the procedures and the Group's compliance with such procedures. Internal audit discusses the results of all assessments with the Bank and S-Leasing management and reports its findings and recommendations to the Audit Committee.

### **Risk Management and Reporting System**

In accordance with the Law on Banks in the Group was established interial organisation which defines the organizational unit within its authority and resposibility has the task of risk management. The objective of risk management system is to identify and quantify the risks to which the Group is exposed in the course of its business activities.

The functions of monitoring and risk management are the responsibility of the Risk Management Division as a separate organizational unit within the Group. Risk management policies, risk management strategies as well as strategies for managing capital are linked to the Group 's strategy, and include defining the types of risks, the management of these risks and the level of risk that the Group is willing to accept in order to achieve their business goals. Special attention is paid to full compliance with the relevant regulations of the National Bank of Serbia (NBS).
# 34. RISK MANAGEMENT (continued)

# 34.1. Introduction (continued)

# Risk Management and Reporting System (continued)

The responsibilities of the Risk Management Division include the following:

- Identification and measurement or assessment of Group's exposure to certain types of risks;
- Risk monitoring, including its monitoring and control, analysis and repors on te amount of individual risks, their causes and consequences;
- Measurement and evaluation as well as management of the Group's risk profile and capital adequacy;
- Tracking of parameters that influence the position of the Group's exposure to risks, primarily
  including management and optimization of asset qualitiy and the cost of risk;
- Development and application of quantitative risk management models as elements in the process of advanced business decision making and pricing risk;
- Strategies development and limit proposals for the Group's exposure to the individual types of risks and their control;
- Quantifying the impact of changes in the economic cycle or stress events on the Group's financial position;
- Risk assessment of new products introduction and outsourcing activities;
- Development of methodologies, procedures and policies for risk management in accordance with relevant legislation, standards of Erste Group, good business practice and the special needs of the Group;
- Development and implemetation of various technical platforms and tools;

Bearing in mind the diversity of the areas covered, in order to efficiently perform their role, Risk Management Division consists of the following four organizational units:

- Strategic risk management department;
- Department of Corporate risk management;
- Department of Retail risk management;
- Restructuring and workout/Collections Department.

S-Leasing manages risk through the organizational unit - Department for risk management with the support of the Executive Board members, responsible for risk management.

Information gathered from all business activities are examined and processed in order to identify, analyze and control the risks to which the Group is or may be exposed.

The Group and its operations are particularly exposed to: credit risk, concentration risk, market risk, liquidity risk, operational risk. The obtained information is presented and explained to the Board of Directors, Executive Committee, Asset and Liability Committee and the heads of all business units. Reports are sent to the authorities on a daily, weekly, monthly and quarterly basis, and in accordance with their requirements.

Comprehensive report on risks are quarterly presents to the Board of Directors that includes all relevant information needed to estimate the risks the Group is exposed to.

S-Leasing has united its risk management system with the Bank and all processes that are applicable to the leasing portfolio implemented during 2014.

# 34. RISK MANAGEMENT (continued)

# 34.2. Credit Risk

Credit risk is the risk that credit beneficiaries will not be able to fulfill contractual obligations to the Group, whether fully or partially that will generate the loss for the Group.

The Group's credit risk is caused by the debtor's credit capacity, good credit history, as well as quality of collateral, and is being identified, estimated and monitored in accordance with the internal by-laws for credit risk management, as well as in accordance with decisions that regulate the classification of the balance sheet assets and off-balance sheet items and capital adequacy.

By its business policy, the Group requires and assesses the maximum credit risk protection, as most important risk in banking.

The Group controls and manages credit risk by establishing rigorous process for determining minimal credit capacity of the debtor in the process of credit approval, as well as by regular monitoring during credit contract life, by defining the different level of decision during loan approval (which reflects knowledge and experience) and by establishing limits, by which the level of acceptable risk is determined on the individual client basis, geographical basis and industries, and risk monitoring accordingly.

By its internal by-laws, policies and procedures, the Group has implemented the adequate system of credit risk management so as to reduce the credit risk to an acceptable level.

In accordance with the Group's Risk management policy, Credit Policy and Procedures for managing the credit risk, the process of credit risk management for individual placements and risks at the portfolio level, i.e., the procedures of identification, measurement and monitoring (control) of placements, especially those with increased risk levels, has been defined.

The process of monitoring the quality of loan enables the Group to assess the potential losses as a result of which is exposed to risk and to take corrective measures.

# Credit-related Risks

Credit risk is the residual risk, risk of decrease in receivables, settlement/delivery risk, counterparty risk and credit and foreign exchange risk. Group risks related to credit risk overcomes with processes and procedures used for credit risk.

# Counterparty risk

The Group operates with derivative financial instruments, which leads to its exposure to counterparty risk, the risk of non-fulfilment of counterparty obligations in the transaction before the final alignment of cash flows from the same transaction.

Derivatives credit risk is limited by determining the maximum far value for each derivative financial instrument, having in mind their type, maturity and credit quality of clients.

# 34. RISK MANAGEMENT (continued)

# 34.2. Credit Risk (continued)

### Loan Concentration Risks

The concentration risk is the risk of incurring losses due to an excessive volume of Group's placements into a certain group of debtors or individual debitor. The concentration occurs when a significant number of debtors belong to the similar industry or the same geographical area or when they have similar economic characteristics, they are exposed to the same factors that affect the income and expenditures, which may affect their ability to settle their contractual obligations in case of changes in economic, political or some other circumstances that affect them equally. In order to minimize the credit risk, safety measures are established through defining levels of exposures and credit limits and regular monitoring of compliance with the established limits. Also, on a regular annual basis the Group carried out a detailed and comprehensive analysis of concentrations of credit (and other) risks across different dimensions (exposure classes, economic sectors, collateral, products, etc.).

### (a) Maximum Exposure to Credit Risk by Balance Sheet and Off-balance Sheet Items

The breakdown of maximum credit risk exposure, presented gross, before allowances for impairment and collateral held, as at 31 December 2014 and 31 December 2013 is as follows:

		RSD
		thousand
	31,12,2014,	31,12,2013,
Exposure to credit risk		
by balance sheet items:		
Financial assets available for sale	189,149	183,123
Financial assets held to maturity	1,185,253	1,296,945
Loans and receivables to banks and other financial institution	3,916,960	6,499,678
Loans and receivables to customers	69,986,465	62,862,207
Other assets	613,411	508,696
<b>T</b> .4.4	75 004 000	71 252 ( 12
Total	75,891,238	71,350,649
Exposure to credit risk		
by off-balance sheet items:		
Payment guarantees	651,343	1,284,941
Performance guarantees	7,749,459	6,850,422
Credentials	1,012,808	146,689
Avails and acceptances	947	13,801
Irrevocable commitments	7,809,302	4,464,219
Other off-balance sheet items	114,288	41,659
Total	17,338,147	12,801,731
Total exposure to credit risk	93,229,385	84,152,380

In the case of financial instruments carried at fair value, the amounts shown represent the current credit risk exposure but not the maximum risk exposure that could arise in the future as a result of changes in value.

Concentration of risk is managed by setting limits in relation to individual clients, geographic areas and industries.

### 34. RISK MANAGEMENT (continued)

### 34.2. Credit Risk (continued)

# (a) Maximum Exposure to Credit Risk by Balance Sheet and Off-balance Sheet Items (continued)

The maximum credit exposure of the Group to any client or group of related debtors as at 31 December 2014 amounted to RSD 10,988,706 thousand (31 December 2013: RSD 19,599,108 thousand), without deductions (collateral or other means of credit risk protection), i.e., RSD 1,851,559 (without exposure in 2013), net of collateral.

A breakdown of maximum credit risk exposure of the Group (gross risk balance and off-balance assets subject to classification), as at 31 December 2014 and 31 December 2013, before taking into account collateral held or other credit enhancements, is analyzed by geographical area and is as follows:

							RSD thousand
	Financial assets available for	Financial assets held to maturity	Loans and receivables to banks and other financial institution	Loans and receivables to customers	Other assets	Guarantees and other commitments	Total 2014
	sale	maturity	Institution	customers	dssets	communents	101012014
Serbia	136,786	1,185,253	501,375	69,900,306	537,780	16,651,462	88,912,962
European Union	19,890	-	3,414,679	86,134	38,776	565,727	4,125,206
Other countries	32,473		906	25	36,855	120,958	191,217
Total	189,149	1,185,253	3,916,960	69,986,465	613,411	17,338,147	93,229,385

							RSD thousand
	Financial assets available for sale	Financial assets held to maturity	Loans and receivables to banks and other financial institution	Loans and receivables to customers	Other assets	Guarantees and other commitments	Total 2013
Serbia European Union	143,383 17	1,296,945	731,474 3,298,544	62,857,966 4,217	436,841 32,404	12,384,112 417,619	77,850,721 3,752,801
Other countries	39,723		2,469,660	24	39,451		2,548,858
Total	183,123	1,296,945	6,499,678	62,862,207	508,696	12,801,731	84,152,380

# 34. RISK MANAGEMENT (continued)

# 34.2. Credit Risk (continued)

# (a) Maximum Exposure to Credit Risk by Balance Sheet and Off-balance Sheet Items (continued)

The Group's credit risk exposure analysis, by industry sectors, before and after taking into account collateral held and other credit enhancements, as at 31 December 2014 and 31 December 2013 is as follows:

				U RSD hiljada
	Gross	Net	Gross	Net
	maximum	maximum	maximum	maximum
	exposure	exposure	exposure	exposure
	2014	2014	2013	2013
Retail	28,360,775	26,249,466	25,326,598	23,622,255
Processing industry and mining	15,787,650	14,460,298	14,214,351	12,556,166
Trade	10,249,589	8,884,175	7,481,581	6,505,677
Energy	6,235,692	6,024,214	2,308,350	2,180,767
Agriculture, hunting, fishing and				
forestry	2,563,832	2,326,618	7,498,409	7,368,872
Agriculture, hunting, fishing and				
forestry	6,239,589	5,639,427	4,921,218	4,433,940
Traffic and communications, tourism,				
hospitality and services	10,921,760	10,509,418	8,279,949	8,118,166
Entrepreneurs	1,138,381	948,907	1,000,240	874,308
Agriculturalist	451,053	298,563	464,362	331,438
Banks	4,207,962	4,167,622	6,389,903	6,336,766
Other financial institutions	727,832	726,761	1,085,282	975,553
Other	6,345,270	4,827,538	5,182,137	2,827,172
Total	93,229,385	85,063,005	84,152,380	76,131,080

### 34. RISK MANAGEMENT (continued)

### 34.2. Credit Risk (continued)

### (b) Portfolio Quality

The Group manages the quality of its financial assets using the internal classification of placements. Standard quality level relates to clients with the average probability of loan repayment and increased risk of non-settlement. Sub standard quality level refers to clients who bear the risk of non-performing and require reorganisation and loan restructuring. The following tables present the quality of portfolio (gross placements and off-balance sheet exposure) by types of placements, and based on the Group's classification system, as at 31 December 2014 and 31 December 2013:

	Neither pa	st due nor individ	ually impaired			RSD thousand
	High quality level	Standard quality level	Sub standard quality level	Dospeli i grupno obezvređeni	Past due and collectively impaired	Total 2014.
Placements to banks Placements to	2,884,960	7,860	-	536,629	18,474	3,447,923
Customers						
Corporate customers	3,516,952	5,238,110	-	164,018	898,907	9,817,987
Micro, small size and medium size						
companies	20,192,055	4,091,775	604,947	2,404,670	5,649,759	32,943,206
Entrepreneurs	661,602	28,474	5,319	149,408	133,055	977,859
Retail customers	22,672,725	159,823	23,666	3,747,770	696,708	27,300,692
Securities	960,977	100,070	840	6,640	335,045	1,403,572
Guarantees and						
Acceptances	7,273,340	432,475	60,670	627,965	7,298	8,401,748
Letters of credit	1,003,275	9,533	-	-	-	1,012,808
Unused commitments	6,453,148	1,298,914	3,088	54,152	-	7,809,302
Other off balance sheet items	113,644	125	-	518	-	114,287
Total	65,732,679	11,367,159	698,530	7,691,770	7,739,246	93,229,385

	Neither pa	st due nor individu	allv impaired			U RSD hiljada
	High quality level	Standard quality level	Sub standard quality level	Past due and collectively impaired	Individually impaired	Total 2013.
Placements to banks	5,793,076	4,290	-	4,502	11,154	5,813,022
Placements to Customers						
Corporate customers	6,415,275	4,859,793	4	698,589	2,322,367	14,296,028
Small and medium size		o o .o				
companies	13,347,545	2,477,963	520,041	3,468,601	4,638,448	24,452,598
Entrepreneurs	497,280	33,271	-	252,450	92,128	875,129
Retail customers	20,709,398	89,526	12,104	3,160,880	459,732	24,431,640
Securities	1,001,214	94,074	840	51,058	335,045	1,482,231
Guarantees and						
Acceptances	7,178,027	442,295	14,905	498,119	15,819	8,149,165
Letters of credit	30,779	11,040	-	104,870	-	146,689
Unused commitments	3,925,929	320,740	3,377	214,173	-	4,464,219
Other off balance						
sheet items	38,446	1,825	-	1,388	-	41,659
Total	58,936,969	8,334,817	551,271	8,454,630	7,874,693	84,152,380

# 34. RISK MANAGEMENT (continued)

# 34.2. Credit Risk (continued)

# (b) Portfolio Quality (continued)

# Ageing analysis of loans and advances to customers past due

The ageing analysis of loans and advances to customers past due and collectively impaired but not impaired as at 31 December 2014 and 31 December 2013 is presented in the tables below:

				RSD thousand
	Up to 30 days	From 31 to 90 days	Over 91 days	Total 2014.
Placements to banks Placements to customers:	537,983	-	1,092	539,075
- Corporate customers - Micro, small size and medium size	194,854	-	11	194,865
companies	2,368,210	180,456	499,724	3,048,391
- Entrepreneurs	53,439	4,477	91,576	149,492
- Retail customers	1,536,531	445,377	1,778,039	3,759,947
Total	4,691,017	630,310	2,370,443	7,691,770
				RSD thousand
	Up to 30 days	From 31 to 90 days	Over 91 days	Total 2013,
Placements to banks Placements to customers:	4,286	-	216	4,502
- Corporate customers - Micro, small size and medium size	883,239	111,701	8,088	1,003,028
companies	2,272,992	1,294,722	445,007	4,012,721
	2,212,332	1, 2, 7, 1, 2, 2		.,
- Entrepreneurs	169,114	5,224	86,453	260,791
- Entrepreneurs - Retail customers				

### Total

# Collateral and Other Credit Enhancements

The amount and type of the collateral required depends on an assessment of the credit risk of each customer. Types of collateral with respect to each placement are determined by the analysis of customers' creditworthiness, type of exposure to the credit risk, placements' maturity, as well as the amount of the particular loan. Using its internal methodology, the Group determines the types of collateral and the parameters of their valuation.

1,798,805

1,984,048

4,671,777

8,454,630

# 34. RISK MANAGEMENT (continued)

# 34.2. Credit Risk (continued)

# (b) Portfolio Quality (continued)

# Collateral and Other Credit Enhancements (continued)

Standard collateral accepted are as follows: real estate mortgages, mortgages on movables and receivables, deposits, as well as bank guarantees or guarantees of the Republic of Serbia. Also, securities, bonds and share in capital can be used as collateral. The Group's management monitors the movements in the fair value of collateral, demands additional collateral in accordance with the relevant contracts and controls the fair value of collateral arrived at by perceiving the adequacy of the allowance for impairment.

At the moment of loan approval, and in order to insure the secondary source of loan repayment, the Bank takes collateral in accordance with the estimated credit risk and catalogue of collateral that defines types of collateral. The fair value of collateral is regularly monitored and updated.

S Leasing is using leased assets as a collateral. Additionaly, other collaterlas could be required in the process of placement approval.

# Assessment of Impairment of Financial Assets

The main considerations for the loan impairment assessment include: whether any payments of principal or interest are overdue for more than 90 days, or there are any known difficulties in the debtors' ability to settle due obligations (adequate generating of cash flows), credit rating downgrades or breaches of the original terms of the contract. The Bank performs the impairment assessment at two levels: individual and collective depending on whether the non-performing exposure is materially significant. The Bank's senior management evaluates quarterly the adequacy of assessed impairment.

# Individual Impairment Assessment

The Group determines an allowance for each individually significant loan or placement. Items considered when determining the amount of allowance for impairment include the sustainability of the customer's business plan, ability to improve performance once a financial difficulty has arisen, the availability of other sources of financial support, the realizable value of collateral and its timing, the availability of other financial support, the possibility of collection of overdue receivables, as well as the timing of the expected cash flows. The impairment losses are evaluated at least quarterly, unless unforeseen circumstances require more frequent assessment.

# **Collective Impairment Assessment**

Allowances for impairment are assessed and established by the Group collectively for loans and advances that are not individually significant and for individually significant loans and advances where there is no objective evidence of individual impairment. Allowances are evaluated monthly.

Impairment losses are estimated by taking into consideration the following information: historical losses at the portfolio level, current economic conditions, the number of days in arrears.

Financial guarantees and letters of credit are assessed and provisions are made in similar manner as for loans, except for each placement of funds, estimation is made

# 34. **RISK MANAGEMENT (continued)**

### 34.2. Credit Risk (continued)

### (b) Portfolio Quality (continued)

### Special Reserves for Estimated Losses

For both corporate and retail loans, as per the regulatory requirements of the National Bank of Serbia, the Bank also calculates special reserves for estimated losses as defined by the Decision on the Classification of Banks Balance Sheet Assets and Off Balance Sheet Items (see Note 2.9.). Financial guarantees and letters of credit are assessed and provision is made in the same manner as for loans.

### (c) Default Loans

In accordance with the applied internal policy, the of the Group pays special attention to default loans by monitoring the total outstanding balance and the trend of these amounts in order to prompt respond to the collection of receivables or on the other hand, adequate determination of the impairment. Default loans are monitored at the of the Group level in accordance with the product criteria (for individuals) and the industrial sector the customers belongs to. Days of delay, restructuring, insolvency or liquidation as well as other indicators that may indicate a reduced recoverability of placement are taken into consideration when determining the default occurrence.

As at 31 December 2014, default loans amounted to RSD 9,516,902 thousand (31 December 2013: RSD 10,265,647 thousand). The impairment loss of default loans recognized in the balance sheet amounted to RSD 6,116,282 thousand (31 December 2013: RSD 6,761,148 thousand). As at 31 December 2014, default loans by internal methodology consolidated at Group level amounted to RSD 10,417,128 thousand, while the related calculated allowance for impairment amounts to RSD 6,796,179 thousand.

Additionally, default off-balance sheet items amounted to RSD 12,193 thousand as at 31 December 2014 (31 December 2013: RSD 21,613 thousand), while the related provisions for those items amounted to RSD 4,923 thousand (31 December 2013: RSD 11,695 thousand). S-leasing has no off-balance sheet receivables.

# (d) Rescheduled Loans

In accordance with the Bank's methodology, the Bank pays special attention to placements that are subject of rescheduling due to the increased level of credit risk. Under these claims the Bank considers loans and investments for which restructuring and changes in initial conditions of the contract were carried out due to inability of the client to meet its obligations under the defined contract terms and conditions due to problems in business and deterioration in financial indicators, which is a significant deterioration in credit standing. As at 31 December 2014, gross rescheduled loans and placements, that are in default are amounted to RSD 787,941 thousand (31 December 2013: RSD 329,715 thousand) with the correction value of RSD 432,553 thousand (31 December 2013: RSD 120,563 thousand).

# 34. RISK MANAGEMENT (continued)

# 34.3. Liquidity Risk and Funding Management

Liquidity risk is the risk that the Group would not be able to discharge its liabilities when they fall due. To reduce or to limit this risk, management has arranged diversified funding sources, manages assets with liquidity in mind, and monitors future cash flows and liquidity on a daily basis.

This incorporates an assessment of expected cash flows in Dinars and foreign currency and the availability of high grade collateral which could be used to secure additional funding, if required. The Bank manages its assets and liabilities in such a way that it can meet its due liabilities at all time, as well as to have customers disposing their funds held with the Bank in accordance with agreed terms.

Liquidity risk management in the Bank is defined by policies, procedures and regulations approved by the Steering Committee and Executive Committee and which are in compliance with the risk management strategy at the level of Erste Group, as well as with all relevant laws and regulations of theRepublic of Serbia. The audit of policies, procedures and regulations are carried out in accordance with the needs, at least once a year.

Liquidity risk management process is organized through the Asset and Liability Management Committee, Market Risk Management Department and Asset and Liability Management Deparment

The Assets and Liability Committee and the Operating Liquidity Committee (OLC Committee) are responsible for monitoring liquidity risk, managing the liquidity risk and for recommending to the Executive Board the measures and activities to maintain the liquidity, adjustment of the maturity structure, financing plan for reserves and other measures important for the financial stability of the Bank. The department for asset and liability management and department for market risk management and liquidity risk management monitors the liquidity ratio (LIK) on daily basis so that the daily liquidity ratio is within the limits prescribed by the Business plan in case of extraordinary circumstances (liquidity crisis) ("PFNS").

Apart from this, PFNS defines other indicators and their limits as well as personnel/department in charge of their monitoring and reporting. The trend of these indicators is presented semi-weekly on OLC meetings, or more often in case of overriding the PFNS limits or change in liquidity status.

The Bank maintains a portfolio of highly liquid securities and diverse assets that can be easily converted to cash in the event of unforeseen and adverse fluctuations of the Bank's cash flows. In addition, the Bank maintains obligatory reserves in Dinars and in foreign currency in accordance with requirements of the National Bank of Serbia.

The level of liquidity is expressed using the liquidity ratio which is determined as the proportion of the sum of the liquid assets of the first (cash, gold and other noble metals, assets on accounts with other banks with available credit rating which coresponds to the level of credit quality 3 or better determined in accordance with the decision on capital adequacy (investment grade); deposits with the National Bank of Serbia, receivables in the process of realization, irrevocable lines of credit granted to the Bank, stock and quoted debt securities, 90% of the fair value of securities denominated in dinars, without a currency clause, issued by the Republic of Serbia and with a minimum maturity of three months or 90 days, and classified as securities held for trading or securities available for sale) and second level (other receivables due within a month) and the sum of liabilities on demand without determined maturity date (40% Bank's demand deposits, 20% demand deposits from other depositors, 10% savings deposits, 5% guarantees and other forms of guarantees and 20% undrawn irrevocable credit lines) and liabilities with fixed maturity up to a month.

### 34. RISK MANAGEMENT (continued)

### 34.3. Liquidity Risk and Funding Management (continued)

Besides common liquidity ratio, there is quick liquidity ratio, determined as the proportion of the sum of the liquid assets of the first level and the sum of liabilities with fixed maturity up to a month

In 2014 and 2013, the Group had an indicator of daily liquidity exceeding the legally-prescribed levels.

	2014	2013
Average during the period	3.20	2.69
Highest	4.59	3.41
Lowest	1.65	1.72
As at 31 December	1.65	2.69

Quick liquidity ratio during the year 2014	
	2014
Average during the period	1.91
Highest	2.78
Lowest	1.09
As at 31 December	1.37

### 34.4 Maturity Analysis of Financial Liabilities

The table below presents the ageing analysis of the Group's financial liabilities as at 31 December 2014 and 31 December 2013 on the basis of contractual not discounted payments.

The Group expects that the major part of the customers will not withdraw their deposits when they fall due.

				F	RSD thousand
On demand	Up to 3 months	From 3 to 12 months	From 1 to 5 years	Over 5	Total 2014
		<u></u>	ycurs	years	
12,605,960	9,880,219	29,042,786	26,841,586	8,649,266	87,019,817
-	62,207	186,621	-	1,814,375	2,063,203
12,605,961	9,942,426	29,229,407	26,841,586	10,463,640	89,083,020
		On demand         months           12,605,960         9,880,219           -         62,207	On demand         months         12 months           12,605,960         9,880,219         29,042,786           -         62,207         186,621	On demand         months         12 months         years           12,605,960         9,880,219         29,042,786         26,841,586           -         62,207         186,621         -	Up to 3 months         From 3 to 12 months         From 1 to 5 years         Over 5 years           12,605,960         9,880,219         29,042,786         26,841,586         8,649,266            62,207         186,621          1,814,375

					ŀ	RSD thousand
	On demand	Up to 3 months	From 3 to 12 months	From 1 to 5 years	Over 5 years	Total 2013
Borrowings, deposits and securities Subordinated	21,881,666	13,040,059	30,145,304	9,923,778	11,883,060	86,873,868
liabilities	-	117,916	117,918	235,835	1,719,632	2,191,300
Total	21,881,666	13,157,975	30,263,222	10,159,613	13,602,692	89,065,168

### 34. RISK MANAGEMENT (continue)

### 34.4 Maturity Analysis of Financial Liabilities (continued)

The table below presents the ageing analysis of guarantees, letters of credit and other irrevocable commitments:

						F	RSD thousand
	Up to 14 days	From 15 days to 1 month	From 1 to 3 months	From 3 to 12 months	From 1 to 5 years	Over 5 years	Total 2014
Guarantees,							
acceptance and letters of credit Irrevocable	404,656	121,690	2,169,435	4,265,167	3,637,598	18,975	10,617,521
commitments	66,847	30,196	258,251	1,840,080	3,160,201	2,518,194	7,873,769
Total	471,503	151,886	2,427,686	6,105,247	6,797,799	2,537,169	18,491,290
							RSD thousand
	Up to 14 days	From 15 days to 1 month	From 1 to 3 months	From 3 to 12 months	From 1 to 5 years	F Over 5 years	RSD thousand Total 2013
Guarantees,	Up to 14 days					Over 5	
acceptance and letters of credit	•					Over 5	
acceptance and	days	to 1 month	months	12 months	years	Over 5 years	Total 2013

The Group expects that not all contingencies and commitments would be withdrawn prior to their reaching maturity.

The Bank used funds of the European Investment Bank (EIB) for the purpose of financing the small and medium enterprises and small and medium infrastructure projects implemented by municipalities.

In 2012 the Bank used a loan from the EIB on the basis of agreement totaling EUR 50 million.

The Bank used funds of the European Bank for Reconstruction and Development (EBRD) for the purpose of financing the small and medium enterprises. In 2012 the Group used a loan from the EBRD of EUR 10 million.

The Bank used funds of the German government-owned development bank (KfW) in the end od 2012 for the purpose of financing the micro, small and medium enterprises and energy efficiency / renewable energy projects of EUR 10 million.

The Bank has signed a new contract in December 2014 with the German government-owned development bank (KfW), for the purpose of financing energy efficiency / renewable energy projects. The Group has provided funds in the amount of EUR 20 million.

### 34. **RISK MANAGEMENT (continue)**

#### 34.4. Liquidity Risk and Funding management (continued)

#### Maturity Analysis of Financial Liabilities (continued)

The table below provides an analysis of the maturities of assets and liabilities of the Group based on contractual terms of payment. Contractual maturities of assets and liabilities are determined based on the remaining period at the balance sheet date to the contractual maturity date. Maturity structure of assets and liabilities at 31 December 2013 is presented as follows:

							RSD thousand
	Up to 14 days	15 days to 1	1 to 3 months	3 to 12 months	1 to 5 years	Over 5 years	Total 2014.
ΑΚΤΙΧΑ						01010 /0010	
Cash and cash equivalents	15,906,407	-	-	-	-	-	15,906,407
Financial assets held for trading	1,779,779	-	583,632	1,469,544	2,244,214	-	6,077,169
Financial assets available for sale	72,056	-		1,352,245	692,042	455,281	2,571,624
Financial assets held to maturity	803,492	-	531,147	1,506,627	4,593,743	-	7,435,009
Loans and receivables form banks and other financial institutions	3,796,580	-	156	118	101,901	-	3,898,755
Loans and receivables from customers	1,948,083	94,336	992,240	9,430,131	26,510,297	24,215,603	63,190,690
Investments in subsidiaries	118	-	-	-	-	-	118
Intangible assets	-	-	-	-	-	393,118	393,118
Property, plant and equipment	-	-	-	-	-	712,025	712,025
Investment property	-	-	-	-	-	13,827	13,827
Current tax assets	20,863	-	-	-	-	-	20,863
Deferred tax assets	40	-	210,513	-	-	-	210,553
Non-current assets held for sale and assets of discontinued operations	2,258						2,258
Other assets	201,126	25,425	267,683	2,466	21,462	4,859	523,021
Total assets	24,530,802	119,761	2,585,371	13,761,131	34,163,659	25,794,713	100,955,437
EQUITY AND LIABILITIES				·			
Financial liabilities held for trading	27,282	-	-	-	-	-	27,282
Deposits and other liabilities to banks and other financial organisations and central bank	4,344,097	1,500	3,740,013	1,151,006	3,572,991	8,711,219	21,520,826
Deposits and other liabilities to other customers	26,663,875	2,549,691	5,605,109	16,814,039	9,883,096	86,875	61,602,685
Subordinated liabilities	548	-	-	248,828	-	1,814,375	2,063,751
Provisions	-	-	558,347	-	-	-	558,347
Other liabilities	380,928	56,182	-	616	-	7,160	444,886
Total liabilities	31,416,730	2,607,373	9,903,469	18,214,489	13,456,087	10,619,629	86,217,777
Total equity	-	-	-	-	-	14,737,659	14,737,659
Total liabilities and equity	31,416,730	2,607,373	9,903,469	18,214,489	13,456,087	25,357,289	100,955,437
Maturity mismatch at:							
31 December 2014	(6,885,928)	(2,487,612)	(7,318,098)	(4,453,358)	20,707,572	437,425	
31 December 2013	12,576,966	(3,219,461)	(185,713)	(8,383,057)	9,892,124	(10,680,859)	
31 December 2013	12,570,900	(3,219,401)	(105,715)	(0,303,037)	7,092,124	(10,000,039)	

### 34. RISK MANAGEMENT (continued)

### 34.5. Market Risk

Market risk is the risk that from changes in the value of balance sheet and off-balance sheet items arising from movements in market prices will have a negative effects on the financial result and equity.

The Group's operations are, among others, exposed to market risks, including currency risk, price risk on debt and equity securities and commodity risk.

The general price risk on debt securities is the risk of debit securities price changes due to changes in the general level of interest rates.

To calculate the capital requirements of the general price risk, the Group applies the maturity method.

Maturity method is based on the deployment of all net positions in debt securities in the class and zone maturity by remaining period to maturity and coupon (interest) rate, according to a statutory table in the Decision on the capital adequacy.

Capital requirements for market risks arising from items of trading Book Group calculate using the methodology and guidelines set forth by the Decision on the capital adequacy of banks.

Market risk management is defined by policies, procedures and regulations approved by the Board of Directors and in accordance with the risk management strategy at the level of Erste Group, as well as all relevant laws and by-laws of the Republic of Serbia. Audit of policies, procedures and regulations is being done in accordance with needs, and, at least, once a year.

Market risk is managed by the Asset and Liability Management Committee, Asset and Liability Management department and the Market risk and liquidity risk department.

Identification, measurement, analysis and reporting of market risk exposures are managed by a separate organizational unit, i.e., Asset and Liability Management department. This department and Market risk and liquidity risk department monitors changes in open foreign currency position and other relevant indicators of the Group's exposure to market risks on daily basis.

Additionally, the Market risk and liquidity risk department monitors market risk through defined limits, risk from introduction of new products and complex transactions.

### 34. RISK MANAGEMENT (continued)

### 34.5. Market Risk (continued)

### 34.5.1 Interest Rate Risk (continued)

Interest risk is the risk of the occurrence of an adverse impact on the financial result and the Group's capital due to changes in market interest rates. The Group is exposed to this risk based on items from the banking book, and it assesses the aforementioned risk in total and per each significant foreign currency for whose definition it has established criteria. In accordance with these criteria, the Group considers RSD and EUR to be materially significant currencies.

In determining interest rates the Group considers market interest rates and their movements. Interest rate changes result in increases or decreases in interest margins. Interest risk management has as its goal the optimization of this influence, increasing the net interest revenue on one side and economic value of capital at the other side.

The Asset and Liability Management Committee manages maturity matching of assets and liabilities based on the Erste Group strategy, macroeconomic analysis and forecasts of the Group's liquidity, interest trends analysis for different segments of assets and liabilities.

The following table shows Reprising Gap report, i.e. the Group's exposure to the interest rate risk as at 31 December 2014. The table includes the Group's assets, liabilities and currency swap as offbalance sheet items are categorized by the earlier of contractual re-pricing or maturity dates.

# 34. RISK MANAGEMENT (continued)

# 34.5. Market Risk (continued)

# 34.5.1 Interest Rate Risk (continued)

	/						RSD thousand
Category	Up to one month	From 1 to 3 months	From 3 to 6 months	From 6 months to 1 year	Over 1 year	Total non interest bearing	Total
Category	month	months	months			bearing	Total
Cash	-	-	-	-	-	2,433,258	2,433,258
Correspondent accounts	-	-	-	-	-	2,937,246	2,937,246
Obligatory reserve	4,927,665	-	-	-	-	7,512,463	12,440,128
Securities	9,754,788	499,237	2,096,563	507,334	2,258,582	-	15,116,504
Loans to banks	-	1,209,583		-	-	-	1,209,583
Loans to customers	37,100,995	4,867,385	5,571,807	1,650,404	12,042,498	-	61,233,089
Other assets		-		-		5,585,629	5,585,629
Total balance asset	51,783,448	6,576,205	7,668,370	2,157,738	14,301,080	18,468,596	100,955,437
FX Swap	-	-		-	-	-	-
Total assets	51,783,448	6,576,205	7,668,370	2,157,738	14,301,080	18,468,596	100,955,437
Due to banks	-	-	-	-	-	-	-
Due to FI	3,011,413	8,025,411	9,667,070	1,584,925	1,608,232	-	23,897,051
On sight deposits	3,947,051	3,196,481	4,794,721	3,480,256	9,534,306	-	24,952,815
Term deposits i	4,799,822	6,033,541	6,304,039	11,490,967	6,595,974	-	35,224,343
Issuance of bonds	-	-	-	-	-	-	-
Other liabilities		-		-	-	2,143,568	2,143,568
Equity	<u> </u>	-				14,737,659	14,737,659
Total balance liabilities	11,758,286	17,255,433	20,765,830	16,556,148	17,738,512	16,881,228	100,955,437
FX Swap	-	-	-	-	-	-	-
Total liabilities and equity	11,758,286	17,255,433	20,765,830	16,556,148	17,738,512	16,881,228	100,955,437
Net exposure to interest rate risk							
as at 31.12.2014.	40,025,162	(10,679,228)	(13,097,460)	(14,398,410)	(3,437,432)	1,587,368	
Net exposure to interest rate risk as at 31.12.2013.	36,279,035	(9,390,203)	(20,867,211)	(11,680,984)	3,565,866	2,093,497	

# 34. RISK MANAGEMENT (continued)

### 34.5. Market Risk (continued)

### 34.5.1 Interest Rate Risk (continued)

Interest rate risk is also monitored by sensitivity analysis- scenario analysis, i.e. by observing the effect of interest rate fluctuations to the Group's income and expenses.

The following table presents the Group's income statement's sensitivity to the reasonably possible changes of interest rates (1%) with other variables held constant. The income statement's sensitivity represents the effect of predicted changes in interest rates on net interest income in one year on financial assets and liabilities based on interest rates as at 31 December 2014 and 31 December 2013.

Currency	Change in percentage	Income statement sensitivity 2014	Change in percentage	RSD thousand Income statement sensitivity 2013
Increase of percentage:				
RSD	1%	95,052	1%	120,050
EUR	1%	148,074	1%	63,309
Decrease of percentage:				
RSD	1%	(95,046)	1%	(120,051)
EUR	1%	(11,667)	1%	(19,923)

# 34.5.2. Foreign Exchange Risk

Foreign currency risk is the risk of change of the value of financial instruments and occurrence of adverse effect to the Group's financial result and equity due to the fluctuations in foreign exchange rates. The banking operations in different foreign currencies cause the exposure to fluctuation in foreign exchange rates.

The Group manages foreign exchange risk, striving to prevent adverse effects of changes of crosscurrency rates and foreign exchange rates comparing to the dinar (foreign currency losses) on the Group's financial result, as well as on customers' ability to repay loans in foreign currency.

For the purposes of protection against the foreign currency risk, the Group monitors the changes in foreign currency exchange rate on the financial market on a daily basis, carries out the policy of low level exposure to foreign currency risk and contracts the foreign currency clause with its customers.

The Asset and Liability Management Unit and Treasury Department monitor daily movements of the overall foreign currency risk, as well as risk by specific currencies. The Risk control unit daily monitors movements in indicators of foreign exchange risk. The positions are monitored on a daily basis to ensure positions are maintained within established limits.

In accordance with the National Bank of Serbia's requirements, the Group regularly maintains its foreign currency position - foreign exchange risk indicator within maximal regulatory limits, determined in proportion to capital, in accordance to which the Group is obligated to ensure that its total net open foreign currency position does not exceed 20% of its regulatory capital.

# 34. RISK MANAGEMENT (continued)

# 34.5. Market Risk (continued)

# 34.5.2 Foreign Exchange Risk (continued)

During 2014, the Group continuously paid attention to keep the foreign currency risk indicator within the prescribed limit. The foreign currency indicator, at the end of each working day, was lower than 20% comparing to the Group's capital.

The following table presents the Group's exposure to foreign currency risk as at 31 December 2014 and 31 December 2013 of its non-trading assets and liabilities.

The analysis presented calculates the effect of the reasonable changes in the exchange rate with other variables held constant. Negative values refer to potential decreases in the income statement or equity, while the positive values refer to its increases.

The following table presents the Group's exposure to foreign exchange risk as at 31 December 2014. The table includes assets and liabilities at their carrying amounts.

				RSD thousand Effect to the
Currency	Changes in the exchange rate (depreciation in %) 2014.	Effect to the income statement before taxation 2014	Changes in the exchange rate (depreciation u %) 2013.	income statement before taxation 2013.
<u> </u>				
EUR	2%	48,154	2%	(1,626)
CHF	2%	172	2%	(189)
USD	2%	791	2%	3,505

# 34. RISK MANAGEMENT (continued)

# 34.5. Market Risk (continued)

### 34.5.2. Foreign Risk (continued)

	2014						RSD thousand
	EUR	USD	CHF	Other currencies	Total in foreign currencies	Total in RSd	Total
Assets							
Cash and cash equivalents	8,606,156	50,484	56,204	36,440	8,749,284	7,157,123	15,906,407
Financial assets held for trading	5,009,636	-	-	_	5,009,636	1,067,533	6,077,169
Financial assets available for sale	944,914	32,260	-	-	977,174	1,594,450	2,571,624
Financial assets held to maturity	889,377	-	-	-	889,377	6,545,632	7,435,009
Loans and receivables to banks and other financial institutions	2,467,633	1,056,647	72,192	300,684	3,897,156	1,599	3,898,755
Loans and receivables Investments in subsidiaries	44,527,463	563,926	1,842,715	-	46,934,104	17,181,751	64,115,855
Intangible assets	-	-	-	-		118	118
Properties, plant and equipment	-	-	-	-	-	393,118	393,118
Investment property	-	-	-	-	-	712,025	712,025
Current tax asset	-	-	-	-	-	13,827	13,827
Deferred tax asset	-	-	-	-	-	20,630	20,630
Assets Non-current assets held for sale and assets of discontinued operations	-	-	-	-		210,553 2,258	210,553 2,258
Other assets	71,181	1,582	5	-	72,768	450,253	523,021
Total assets	62,516,360	1,704,899	1,971,116	337,124	66,529,499	35,350.870	100,955,437
Total assets LIABILITIES	62,516,360	1,704,899	1,971,116	337,124	66,529,499	35,350.870	100,955,437
LIABILITIES Financial liabilities held for trading		-	-	-	-	27,282	27,282
LIABILITIES Financial liabilities held for trading Deposits and other liabilities to banks, other financial organizations and central bank	- 17,984,105	3,477	1,260	7,737	- 17,996,579	27,282 3,524,247	27,282 21,520,826
<b>LIABILITIES</b> Financial liabilities held for trading Deposits and other liabilities to banks, other financial organizations and central bank Deposits and other liabilities to other customers		-	-	-	-	27,282	27,282
<b>LIABILITIES</b> Financial liabilities held for trading Deposits and other liabilities to banks, other financial organizations and central bank Deposits and other liabilities to other customers Debt issued and other borrowed funds	17,984,105 40,004,103	3,477	1,260	7,737	- 17,996,579 44,036,792 -	27,282 3,524,247	27,282 21,520,826 61,602,685 -
<b>LIABILITIES</b> Financial liabilities held for trading Deposits and other liabilities to banks, other financial organizations and central bank Deposits and other liabilities to other customers	- 17,984,105	3,477	1,260	7,737	- 17,996,579	27,282 3,524,247	27,282 21,520,826
<b>LIABILITIES</b> Financial liabilities held for trading Deposits and other liabilities to banks, other financial organizations and central bank Deposits and other liabilities to other customers Debt issued and other borrowed funds subordinated liabilities	- 17,984,105 40,004,103 - 2,063,751	3,477	1,260	7,737	- 17,996,579 44,036,792 - 2,063,751	27,282 3,524,247 17,565,893	27,282 21,520,826 61,602,685 - 2,063,751
LIABILITIES Financial liabilities held for trading Deposits and other liabilities to banks, other financial organizations and central bank Deposits and other liabilities to other customers Debt issued and other borrowed funds subordinated liabilities Provisions	17,984,105 40,004,103 2,063,751 7,819	3,477 1,740,576 -	1,260	7,737	- 17,996,579 44,036,792 - 2,063,751 7,819	27,282 3,524,247 17,565,893 - - 550,528	27,282 21,520,826 61,602,685 - 2,063,751 558,347
<b>LIABILITIES</b> Financial liabilities held for trading Deposits and other liabilities to banks, other financial organizations and central bank Deposits and other liabilities to other customers Debt issued and other borrowed funds subordinated liabilities Provisions Other liabilities	17,984,105 40,004,103 - 2,063,751 7,819 25,519	3,477 1,740,576 - - - 405	1,260 1,978,479 - - - -	7,737 313,634 - - 4	- 17,996,579 44,036,792 - 2,063,751 7,819 25,928	27,282 3,524,247 17,565,893 - - 550,528 418,958	27,282 21,520,826 61,602,685 - 2,063,751 558,347 444,888
LIABILITIES Financial liabilities held for trading Deposits and other liabilities to banks, other financial organizations and central bank Deposits and other liabilities to other customers Debt issued and other borrowed funds subordinated liabilities Provisions Other liabilities <b>Total liabilities</b> <b>Total equity</b>	17,984,105 40,004,103 - 2,063,751 7,819 25,519 <b>60,085,297</b>	- 3,477 1,740,576 - - 405 <b>1,744,458</b>	1,260 1,978,479 - - - - - - - - - - - - - - - - - - -	7,737 313,634 - - 4 321,375	- 17,996,579 44,036,792 - 2,063,751 7,819 25,928 64,130,869 -	27,282 3,524,247 17,565,893 550,528 418,958 22,086,908 14,737,659	27,282 21,520,826 61,602,685 - 2,063,751 558,347 444,888 86,217,778 14,737,659
LIABILITIES Financial liabilities held for trading Deposits and other liabilities to banks, other financial organizations and central bank Deposits and other liabilities to other customers Debt issued and other borrowed funds subordinated liabilities Provisions Other liabilities <b>Total liabilities</b>	17,984,105 40,004,103 - 2,063,751 7,819 25,519	3,477 1,740,576 - - - 405	1,260 1,978,479 - - - -	7,737 313,634 - - 4	- 17,996,579 44,036,792 - 2,063,751 7,819 25,928	27,282 3,524,247 17,565,893 550,528 418,958 22,086,908	27,282 21,520,826 61,602,685 - 2,063,751 558,347 444,888 86,217,778
LIABILITIES Financial liabilities held for trading Deposits and other liabilities to banks, other financial organizations and central bank Deposits and other liabilities to other customers Debt issued and other borrowed funds subordinated liabilities Provisions Other liabilities <b>Total liabilities</b> <b>Total equity</b>	17,984,105 40,004,103 - 2,063,751 7,819 25,519 <b>60,085,297</b>	- 3,477 1,740,576 - - 405 <b>1,744,458</b>	1,260 1,978,479 - - - - - - - - - - - - - - - - - - -	7,737 313,634 - - 4 321,375	- 17,996,579 44,036,792 - 2,063,751 7,819 25,928 64,130,869 -	27,282 3,524,247 17,565,893 550,528 418,958 22,086,908 14,737,659	27,282 21,520,826 61,602,685 - 2,063,751 558,347 444,888 86,217,778 14,737,659
LIABILITIES Financial liabilities held for trading Deposits and other liabilities to banks, other financial organizations and central bank Deposits and other liabilities to other customers Debt issued and other borrowed funds subordinated liabilities Provisions Other liabilities Total liabilities Total equity Total liabilities and equity	17,984,105 40,004,103 - 2,063,751 7,819 25,519 <b>60,085,297</b>	- 3,477 1,740,576 - - 405 <b>1,744,458</b>	1,260 1,978,479 - - - - - - - - - - - - - - - - - - -	7,737 313,634 - - 4 321,375	- 17,996,579 44,036,792 - 2,063,751 7,819 25,928 64,130,869 -	27,282 3,524,247 17,565,893 550,528 418,958 22,086,908 14,737,659	27,282 21,520,826 61,602,685 - 2,063,751 558,347 444,888 86,217,778 14,737,659
LIABILITIES         Financial liabilities held for trading         Deposits and other liabilities to banks, other financial organizations and central bank         Deposits and other liabilities to other customers         Debt issued and other borrowed funds         subordinated liabilities         Provisions         Other liabilities         Total liabilities         Total equity         Total liabilities and equity         Net foreign currency position as at	17,984,105 40,004,103 2,063,751 7,819 25,519 60,085,297	3,477 1,740,576 - - 405 1,744,458 - 1,744,458	1,260 1,978,479 - - - - - - - - - - - - - - - - - - -	7,737 313,634 - - - 4 321,375 - - 321,375	- 17,996,579 44,036,792 - 2,063,751 7,819 25,928 64,130,869 - 64,130,869	27,282 3,524,247 17,565,893 550,528 418,958 22,086,908 14,737,659	27,282 21,520,826 61,602,685 - 2,063,751 558,347 444,888 86,217,778 14,737,659

### 34. **RISK MANAGEMENT (continued)**

### 34.6. Group's exposure Risk

The Group's exposure risk includes the risk of its exposure to a single party or a group of related parties, as well as its exposure risk to a party related to the Group.

Monitoring the Group's exposure to this risk is a compulsory part of the procedures in the phase of granting loans in the sense that the committee which approves the Group's placements has the information regarding the total amount of the Group's exposure to a single party or a group of related parties in proportion to the Group's regulatory capital.

During 2014, the Group maintained the exposure risk indicators within the prescribed values. By implementing appropriate activities anticipated by the relevant procedures and decisions on loan approval, the Group kept the adequacy of its placements and investments in line with the performance indicators prescribed by the National Bank of Serbia (see Note 32(b)).

In accordance with the Risk management policies, the Bank's and S-Leasing management approves the exposures and limits, i.e. the loan concentration on certain legal entities or a group of related parties, and persons related to the Group.

The procedures of exposure risk management are the subject of internal audit and the compliance control function.

### 34.7. Investment Risk

The Group's investment risks include equity investments of the Group in the other legal entities' capital and in tangible assets.

In accordance with the National Bank of Serbia legislation, the level of the Group's investment and the level of regulatory capital is being monitored in order to ensure that the Group's investments in a single non-financial sector entity do not exceed 10% of its capital, while the total investments of the Group in non-financial entities and in tangible assets cannot exceed 60% of its regulatory capital.

The Group's investment risk exposure arising on investments into other legal entities and property and equipment is monitored by the organizational unit or the Group's body competent for procurement of tangible assets and investing in legal entities familiar with the current exposure and the amount of capital for the purposes of acting in timely manner in accordance with the prescribed limits.

During 2014, the Group maintained the investment risk indicators within the prescribed values and it ensured that investments were reconciled with the indicators prescribed by the National Bank of Serbia.

The procedures of exposure risk management are the subject of internal audit and the compliance control function.

# 34. RISK MANAGEMENT (continued)

# 34.8. Country Risk

Country risk is the risk related to the country of origin of a counterparty the Group is exposed to and includes adverse effects which may influence the financial result and capital of the Group, as the Group might not be able to collect receivables from this counterparty, as a result of political, economic or social situation in the country of its origin

The Group mostly grants funds to the customers from the Republic of Serbia, while it is exposed to the country risk in the portion of assets it keeps on the accounts with foreign banks.

The Group monitors its exposure on geographic basis by applying the limits determined by the parent bank and based on country ratings. The Group's exposure to the country risk is low, due to insignificant participation of nonresidents in the total loan portfolio of the Group.

# 34.9. Operational Risk

Operational risk is the risk of the adverse effects on the Group's financial result and equity due to failures in the employees performance, inadequate internal procedures and processes, inadequate information and other systems in the Bank or unforeseen external events.

The Group has established a comprehensive system of managing operational risk through the identification and recording, evaluation and monitoring of operational risks in all material products, activities, processes and systems. Operational risk management is the responsibility of all employees of the Group.

Committee for Operational Risk Management of the Group, in addition to an independent department for operational risk management and other control functions, actively contributes to the improvement of operational risk management function.

Reporting system for operational risk events is used for early identification of operational risk events, while the approximation process provides completeness, coherence and comprehensiveness of operational risk events that have occurred in the Group. Operational risk events are collected in a single database and further analyzed and monitored. Also, the Bank collects and external data on operational risk events.

The Group cannot expect to eliminate all operational risks, however, it can manage the risk by increasing the awareness of the employees o operational risk management, implementation of the solid system of controls and monitoring and adequate prevention and detection corrective measures in order to decrease the level of operational risk on the acceptable level.

The Group has defined and regularly reviewed and updated internal acts which regulate the management area the Group 's exposure to operational risk, taking into account the compliance with the applicable regulatory framework and Group standards.

Other activities of the Group reduces the chance of operational risks are business continuity management (BCM), continuous improvement of internal control mechanisms, information security, training of all employees of the Group, ongoing monitoring and reporting on the occurrence of operational risk, ie, assessment of operational risk exposures that may arise from the use qualitative assessment methods (such as, self-assessment, key risk indicators, scenario analysis, etc.). The Group is insured from the usual risks and specific banking risks through the Program of insurance from operational risks. The usual risks include damages to property, burglary, theft (valuable property) and general responsibility. Specific risks include the Group's internal and external frauds, technological risks and civil responsibility. Continuous assessment of risk that arise in the process of introducing new products/services and activities that occur entrusting third parties is carried out. The Group calculates the capital requirement for operational risk using the basic indicator approach, starting from 31 December 2011.

# 34. RISK MANAGEMENT (continued)

### 34.10. Capital Management

The Group permanently manages its capital, which is a broader concept than "capital" on the face of the balance sheet, in order to:

- comply with the capital requirements set by the National Bank of Serbia;
- to ensure that the level and composition of capital that can support the expected growth in placements;
- ensure the possibility of a long-term going concern of operations with providing of profit to shareholders and benefits to other stakeholders; and
- provide a solid capital base to support the development of its business.

The Group manages the capital structure and performs adjustments in accordance with changes in economic conditions and risk related to the Group's operations. The Group's management monitors regularly the Group's capital adequacy ratios and other ratios established by the National Bank of Serbia and delivers guarterly reports on achieved values of ratios.

In accordance with the Law on Banks and relevant decisions of the National Bank of Serbia, banks are obliged to maintain minimal capital in the amount of EUR 10 million, in Dinar counter value translated at the official median exchange rate, a capital adequacy ratio of at least 12%, as well as to comply the volume and structure of its operations with ratios prescribed by the Decision on risk management ("Official Gazette of the Republic of Serbia", no. 45/2011, 94/2011, 119/2012 and 123/2012, 23/2013, 43/2013 and 92/2013) and the Decision on capital adequacy ("Official Gazette of the Republic of Serbia", no. 45/2014).

The Decision on the capital adequacy of banks, adopted by the National Bank of Serbia, establishes the method of calculating the capital adequacy. The Group's total capital comprises Tier 1 and Tier 2 capital, and by prescribed deductible items, while the risk weighted on balance sheet assets and offbalance sheet items are determined in accordance with the prescribed risk ratios for all types of assets.

Tier 1 capital is defined by the aforementioned Decision and must be at least 50% of the total capital. The capital adequacy ratio of the Group is equal to the ratio of the Group's capital and the sum of the risk-weighted assets, capital requirement in relation to foreign currency risk which is multiplied by the reciprocal value of the capital adequacy indicators (the prescribed 12%) and capital requirements in relation to other market risks multiplied with the reciprocal value of the capital adequacy indicators.

The Group conducts a process of internal capital adequacy assessment process (ICAAP), determine available internal capital and makes a distribution, and develop a strategy and plan for capital management in accordance with the risk management of the bank.

# 34. RISK MANAGEMENT (continued)

# 34.10. Capital Management (continued)

The table below summarizes the structure of the Group's capital as at 31 December 2014 and 31 December 2013, as well as the capital adequacy ratio, in accordance with the rules of consolidation:

	31.12.2014.	In RSD thousand 31.12.2013.
Share capital		
The nominal value of paid-in shares, other than preferred	10,040,000	10,040,000
Share premium	124,475	124,475
Reserves from profit	3,091,087	2,534,108
Retained earnings from previous years	1,071,176	573,970
Current year loss	(33,538)	-
Intangibles	(393,118)	(411,865)
Unrealized losses on securities available for sale	(2,234)	(1,470)
Reserves from profit for estimated losses on balance sheet		
assets and off-balance sheet items	(2,589,425)	(1,545,544)
Minority interests in subsidiaries	43,100	
Other positive consolidated reserves	69,103	
	11,420,567	11,313,675
Supplementary capital		
Part of the revaluation reserve bank	60,863	33,890
Subordinated liabilities	1,330,541	2,096,968
	1,391,404	2,130,858
Deduction from capital		
Direct or indirect investments in banks and other financial sector		
entities in the amount exceeding 10% of the capital of these banks, or	_	_
other persons The amount by which are exceeded the qualified participation in entities	-	-
which are not in the financial sector	-	3,866
Required reserves for estimated losses on balance sheet assets and off-		5,000
balance sheet items of banks according to the decision on the capital		
adequacy of the bank, Article 427, Paragraph 1	-	1,545,544
	-	1,549,410
Total (1):	12,811,972	11,895,123
Risk-weighted balance and off-balance assets		
Capital requirement for credit risk, counterparty risk and settlement /	6,763,652	5,968,042
delivery on the basis of free delivery Capital requirement for price risk	69,860	5,966,042 43,797
Capital requirement for foreign exchange risk		43,191
	60010	
	52,812 899 944	800 205
Capital requirement for operational risk Capital adequacy ratio (1/2 x 100)	52,812 <u>899,944</u> <b>19,75</b>	- 800,205 <b>20,95</b>

# 34. RISK MANAGEMENT (continued)

### 34.11. Fair value of the financial assets and liabilities

It is a policy of the Group to disclose the fair value information of those components of assets and liabilities for which published or quoted market prices are readily available, and of those for which the fair value may be materially different than their carrying amounts.

In the Republic of Serbia, sufficient market experience, stability and liquidity do not exist for the purchase and sale of receivables and other financial assets or liabilities, for which published market prices are presently not readily available. As a result of this, fair value cannot be reliably determined in the absence of an active market. The Group's management assesses its overall risk exposure, and in instances in which it estimates that the book value of assets may not have been realized, it recognizes a provision

In the opinion of the Group's management, the reported carrying amounts are the most valid and useful reporting values under the present market conditions.

### Financial Instruments whose Fair Value approximates Their Carrying Value

It is assumed that the carrying values of liquid financial assets and liabilities or with short-term maturities (up to 3 months) approximate their fair value. This assumption also relates to demand deposits, savings deposits without maturity period and financial instruments with variable interest rates.

### Fixed-rate Financial Instruments

The fair value of fixed interest rate financial assets and liabilities carried at amortized cost are estimated by comparing market interest rates when they were first recognized with current market rates for similar financial instruments. The estimated fair value of fixed interest bearing deposits is based on discounted cash flows using prevailing money market interest rates for debts with similar credit risk and maturity. For quoted debt instruments the fair values are calculated based on quoted market prices. For those instruments issued where quoted market prices are not available, a discounted cash flow model based on current interest rate yield curve appropriate for the remaining term to maturity is used.

# Financial Instruments Measured at Fair Value

Financial instruments, such as securities available for sale, are measured at fair value based on available market information, i.e., quoted market prices on the reporting date.

### 34. **RISK MANAGEMENT (continued)**

# 34.11. Fair value of the financial assets and liabilities

The following table shows fair value of financial instruments designated at fair value in financial statements:

		20.					2012	RSD thousand
			14,				2013,	
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total
FINANCIAL ASSETS	304,947	8,464,462		8,648,793	24,316	3,378,654		3,402,920
Financial assets held for trading	304,491	5,772,678	-	6,077,169		1,697,099		1,697,099
Treasury bills of the Republic of Serbia Quoted bonds Other investments	304,491 - -	1,498,709 4,230,317 43,652	- -	1,803,200 4,230,317 43,652	-	569,071 1,128,028	-	569,071 1,128,028
<b>Financial assets available for sale</b> Treasury bills of the Republic of Serbia Quoted shares Unquoted shares	<b>456</b> 456 -	<b>2,571,168</b> 2,499,566 33,159 38,443	- - - -	2,571,624 2,499,566 33,615 38,443	<b>24,316</b> 24,316	<b>1,681,505</b> 1,642,361 685 38,459		1,705,821 1,642,361 25,001 38,459
FINANCIAL LIABILITIES Financial liabilities recorded at fair value through profit or loss	<u>-</u> -	<b>27,282</b> 27,282	-	<u>27,282</u> 27,282	<u> </u>			<u> </u>

## 34. RISK MANAGEMENT (continued)

### 34.11. Fair value of the financial assets and liabilities (continued)

The following table displays carrying and fair value of financial instruments that are not recognized at fair value in the financial statements. This table does not include the fair value of non-financial assets and non-financial liabilities.

	20:	14	RSD thousand 2013			
	Carrying		Carrying			
	value	Fair value	value	Fair value		
FINANCIAL ASSETS						
Financial assets held to maturity	6,509,844	6,601,540	5,711,842	5,792,688		
Loans and receivables to banks	3,898,755	3,992,013	13,417,006	13,757,911		
Loans and receivables to customers	64,115,855	64,651,666	57,339,373	57,438,880		
				RSD thousand		
	201	.4	2013			
	Carrying		Carrying			
	value	Fair value	value	Fair value		
FINANCIAL LIABILITIES						
Deposits from banks	21,520,826	21,313,767	13,729,205	13,309,454		
Deposits from customers	61,602,685	61,009,985	64,904,207	62,919,851		
Deposits from banks	Carrying value 21,520,826	Fair value 21,313,767	Carrying value 13,729,205	Fair value		

Fair values for those financial instruments which are not recognized at fair value in the consolidated financial statements are determined by application of Group standard – QRM, which is based on the method of discounting.

In 2014 there were no reclassification within categories of financial assets.

# 35. COMMITMENTS AND CONTINGENT LIABILITIES

### (a) Operating Lease Commitments

The Group has entered into commercial leases on computer equipment and vehicles

The future minimum lease payments under operating non-cancellable leases are as follows:

	U RSD thounsand			
	2014	2013		
Up to 1 year From 1 to 5 years	114,386 101,441	111,182 206,538		
	215,827	317,720		

### (b) Litigation

The final outcome of the legal proceedings still in progress is uncertain. As disclosed in Note 30 to the financial statements, as at 31 December 2014 the Group recognized a provision of RSD 90,525 thousand (31 December 2013: RSD 70,320 thousand) for potential losses that might arise as a result of the adverse outcome of litigation. The Group's management considers that no material losses will arise from the remaining litigations still in course, other than those provided for.

The Group is subject to a number of lawsuits, as a plaintiff so as to collect its receivables. All disputed receivables from corporate and retail customers have been adequately provided for.

### (c) Tax Risks

The tax system in the Republic of Serbia is undergoing continuous amendments. The tax period in the Republic of Serbia is opened during the period of 5 years. In different circumstances, tax authorities could have a different approach to some problems, and could detect additional tax liabilities together with related penalty interest and fines. The Group's management believes that tax liabilities recognized in the accompanying consolidated financial statements are fairly presented.

### **36. SEGMENT REPORTING**

The management of the Group monitors business units of the Group as a unique segment for the purpose of making decisions about resource allocation and performance assessment.

# 37. ADDITIONAL CASH FLOW INFORMATION

	31.12.2014	31.12.2013
Cash	2,432,583	2,075,200
Gyro account	5,961,360	3,354,490
Loans to banks	2,036,509	2,407,444
Balance as at	10,430,452	7,837,134

Obligatory reserves with the National Bank of Serbia are not available for day-to-day operations and therefore are not part of cash and cash equivalents (Note 16).

#### 38. EXCHANGE RATES

The official exchange rates for major currencies, determined on the Interbank Foreign Currency Market, used in the translation of balance sheet items denominated in foreign currencies as at 31 December 2014 and 31 December 2013 into Serbian Dinars (RSD) were as follows:

1	2014	2013
EUR	120,9583	114,6421
USD	99,4641	83,1282
CHF	100,5472	93,5472

#### **39. SUBSEQUENT EVENTS**

At 31 December 2014 the Bank is owned by EGB Ceps Holding GmbH (74%) and Steiermärkische Bank und Sparkassen AG Graz (26%) whereby both entities are members of Erste Group Bank AG.

In order to simplify the structure of Erste Group Bank AG ("Erste Group"), the initiative has been undertaken to transfer the ownership on shares of European banks from EGB CEPS to Erste Group. Accordingly, Erste Group would become a direct shareholder of the Bank with 74% ownership in the share capital. The Financial Market Authority ("FMA") and National Bank of Austria provided consent on those changes.

In the forthcoming period, the Bank will submit an application to the National Bank of Serbia for approval of the above mentioned changes in ownership structure.

Novi Sad, 31 March 2015

Approved by the Management of Erste Bank a.d., Novi Sad

Stevan Čomić Head of Accounting and Controlling Department

Frank MichaelBeitz Member of the Executive Board



Ślavko Carić President of the Executive Board

# **ANNUAL BUSINESS REPORT**

# **ON CONSOLIDATED BASIS**

FOR THE YEAR ENDED ON 31 DECEMBER 2014

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# 1. BANK BUSINESS ACTIVITIES AND ORGANISATIONAL STRUCTURE

### • Introduction

The consolidated annual operation report covers the data for Erste Bank a. d. Novi Sad (hereinafter Bank) and its subsidiary S\_Leasing d.o.o. Beograd. The consolidated annual report on the operation of the Bank and its subsidiary (hereinafter Group) is drawn up in accordance with the Accounting Law Article 29 ("Official Gazette of RS", no. 62/2013).

The Report is based on the audited data. The presentation in detail on the Group operation on the consolidated basis is provided in the Notes to the Consolidated Financial Statements as of 31 December 2014.

### • About the Bank

Erste Bank a.d. Novi Sad (hereinafter "Bank") was incorporated on 25 December 1989 under the name of Novosadska banka a.d. Novi Sad, dating back from 1864 when Novosadska štedionica, the oldest financial institution in Serbia, was founded. In early August 2005, Novosadska banka a.d. Novi Sad, upon the successfully completed privatisation process, became the member of Erste Bank Group, founded in 1819 as the first savings bank in Austria. Since 1997, Erste Group has been developing as the one of the largest companies for the provision of financial services in Central and Eastern Europe, with more than 44,000 employees, serving around 16.2 million clients at 2,800 branches in 7 countries (Austria, Czech Republic, Slovakia, Romania, Hungary, Croatia, and Serbia).

The Bank shareholders include EBG CEPS HOLDING GMBH, Vienna with the participation of 74% and Steiermärkische Bank und Sparkassen AG, Graz with the participation of 26% in the Bank share capital.

The Bank registered office is located in Novi Sad, Bulevar Oslobođenja 5. Within its structure, the Bank has got 7 business centers, 47 branches, 10 sub-branches, and 5 teller desk facilities.

The Bank registration number is 08063818, and its tax identification number is 101626723.

As of 31 December 2014, the Bank had 992 employees (31 December 2013: 972 employees).

The Bank Managing Board members as of 31 December 2014 include:

- 1. Gernot Mittendorfer, Chairman, Erste Group Bank AG, Vienna
- 2. Hannes Frotzbacher, Member, Erste Group Bank AG, Vienna
- 3. Sava Dalbokov, Member, Steiermärkische Bank und Sparkassen AG, Graz
- 4. Svetlana Smiljanić, Member, independent, Belgrade
- 5. Aleksandar Vlahović, Member, Independent, Belgrade

The Bank Executive Committee members as of 31 December 2014 include:

- 1. Slavko Carić, Executive Committee President,
- 2. Jasna Terzić, Executive Committee Member,
- 3. Frank Michael Beitz, Executive Committee Member

The Audit Committee members as of 31 December 2014 include:

Mario Catasta, Chairman, Erste Group Bank AG, Vienna Sava Dalbokov, Member, Steiermärkische Bank und Sparkassen AG, Graz Aleksandar Vlahović, Member, Independent, Belgrade

S - Leasing doo Beograd was incorporated in June 2003. The company is organised as the limited liability company and it was registered with the Court of Commerce in Belgrade on 18 June 2003, and with the Agency for Business Registers it was registered under decision no. BD 33349/2005 of 7 June 2005.

# 1. BANK BUSINESS ACTIVITIES AND ORGANISATIONAL STRUCTURE (Continued)

Upon the enactment of the Financial Leasing Law, the Company obtained the license for performing the financial leasing operations under the Decision of the National Bank of Serbia no. 622 of 25 January 2006.

In 2014, the change occurred in the ownership structure of S\_Leasing core capital, thus, Erste Bank akcionarsko društvo, Novi Sad, Serbia became the major owner of the company with the participation of 75.0%, whereas Steiermaerkische Bank und Sparkassen AG, Graz, Austria decreased its participation to 25.0%. As of 31 December 2013, the Company core capital comprised of the participation of the founder Steiermaerkische Bank und Sparkassen AG, Graz, Austria (50.0%) and Immorent International Holding GmbH, Vienna, Austria (50.0%).

The basic activity of the company is the provision of the services of financial leasing of movable property to private individual and corporate clients in the territory Of the Republic of Serbia.

The Company registered office is in Belgrade, 11a/4 Milutina Milankovića street.

As of 31 December 2014, the Company had 27 employees (31 December 2013: 25 employees).

The company registration number is 17488104, and its tax identification number is 102941384.

# The **Company Managing Board** members include:

- 1. Jasna Terzić, Chairwoman, Erste Bank akcionarsko društvo, Novi Sad
- 2. Holger Peter Stupar, Member, Erste Bank akcionarsko društvo, Novi Sad
- 3. Nikola Stamenković, Member, Erste Bank akcionarsko društvo, Novi Sad
- 4. Marko Markić, Member, Steiermaerkische Bank und Sparkassen AG, Graz
- 5. Darko Urukalović, Member, independent, Zagreb

The Company Executive Committee members include:

- 1. Bojan Vračević, Executive Committee president
- 2. Vuk Vučević, Executive Committee Member

In 2014, Erste Bank a.d. Novi Sad, Serbia based on the agreement on purchase and transfer of the participation with Steiermarkische Bank und Sparkassen AG and Erste Group Immorent International Holding GMBH Beograd doo acquired 75% of the participation in the core capital of company S leasing d.o.o

The consolidated operation report covers the individual data of Erste Bank a.d. Novi Sad and the data of subsidiary S-Leasing d.o.o. Beograd. Erste Bank a.d. Novi Sad, being the parent company of the subsidiary S-Leasing d.o.o. Beograd, draws up the consolidated annual report on operation.

The comparative data include the annual operation indicators of the Bank for 2013, whereas the comparative data on the consolidated basis are not disclosed, the datum on the consolidated basis has existed only since 2014.

# 1. BANK OPERATIONAL ACTIVITIES AND ORGANISATIONAL STRUCTURE (Continued)

The Bank organisation structure is presented as follows:

# Organogram Erste bank a.d. Novi Sad



The Company organisational structure is presented as follows:



### 2. AUTHENTIC PRESENTATION OF THE DEVELOPMENT AND RESULTS OF THE COMPANY OPERATION, ESPECIALLY OF ITS FINANCIAL SITUATION, AS WELL AS DATA RELEVANT FOR THE COMPANY ASSETS BALANCE ASSESSMENT

Macroeconomic operating conditions in the period from 2013 to 2014



Inflation Movement

In the period from 2013 to 2014, the inflation rate oscillated from 2.2% to 1.7%. At the end of 2014, the rate was below the targeted one of 4% (+-1.5%).

In 2014, RSD additionally depreciated in relation to EUR, thus, the RSD exchange rate increased from 114.64 to 120.96.

**RSD Exchange Rate Movement** 120.96





**Reference Rate Movement** 

In the period from 2003 to 2014, the NBS reference rate moved from 9.50% to 8.00%.

The GDP growth rate had the negative value in 2014 of 1.60%.



# 2. AUTHENTIC PRESENTATION OF THE DEVELOPMENT AND RESULTS OF THE COMPANY OPERATION, ESPECIALLY OF ITS FINANCIAL SITUATION, AS WELL AS DATA RELEVANT FOR THE COMPANY ASSETS BALANCE ASSESSMENT (continued)

### The Bank operation indicators - comparative data 2014 - 2013

### Profit and Loss Statement

The profit and loss balance structure for the year ended as of 31 December 2014 and 2013, including the growth percentages in relation to the previous year, is as follows:

	Group		In R Bank	SD thousands
	01.01-	01.01-	01.01-	% of growth
	31.12.2014	31.12.2014	31.12.2013	// or growth (fall)
Interest income	6,909,550	6,740,033	7,333,386	(8.09)
Interest expenses	(2,251,460)	(2,163,155)	(2,863,547)	(24.46)
	(2,231,400)	(2,105,155)	(2,005,547)	(24.40)
Net interest income	4,658,090	4,576,878	4,469,839	2.39
Fee and commission income	2,292,798	2,262,166	2,233,973	1.26
Fee and commission expenses	(528,493)	(513,632)	(537,496)	(4.44)
Net fee and commission income	1 764 205	1 749 534	1 606 477	3.07
Net income from financial assets held for	1,764,305	1,748,534	1,696,477	5.07
	06 256	06 256	2 072	2 707 01
trading	86,256	86,256	3,072	2,707.81
Net income from risk protection	2,672	2,672	3,362	(20,52)
Net gain from financial assets available for				
sale	5,829	5,829	4	145,625.00
Net income from foreign currency exchange				
difference and effects of contractual foreign				
currency clause	115,265	108,673	135,471	19,78
Other operating income	110,805	93,991	121,413	(22.59)
Net expenses from financial assets impairment and				
credit risky off-balance items	(1,829,100)	(1,833,462)	(993,067)	84.63
TOTAL NET OPERATING INCOME	4,914,122	4,789,371	5,436,571	(11,9)
Costs of salaries, contributions and other				<u> </u>
personnel expenses	(1,693,255)	(1,617,003)	(1,619,176)	(0.13)
Depreciation costs	(273,502)	(268,051)	(245,825)	9.04
Other expenses	(2,823,116)	(2,738,689)	(2,446,450)	11,94
PROFIT BEFORE TAX	124,249	165,628	1,125,120	(85.28)
Income tax	(3,401)	(118)	(2,265)	(94.79)
Profit from deferred tax	107,476	107,298	-	100
Loss from deferred tax	-	-	63,478	(100)
PROFIT FOR THE YEAR	228,324	272,808	1,059,377	(74.25)
Attributable to equity holders of the parent	239,445	-	-	-
Attributable to non-controlling interest	(11,121)	-	-	-
	(,)			

# 2. AUTHENTIC PRESENTATION OF THE DEVELOPMENT AND RESULTS OF THE COMPANY OPERATION, ESPECIALLY OF ITS FINANCIAL SITUATION, AS WELL AS DATA RELEVANT FOR THE COMPANY ASSETS BALANCE ASSESSMENT (Continued)

In the analysis of the comparative data, the Bank operating results for 2014 in relation to 2013 were used, while the comparative data for the Group are not disclosed, the datum on the consolidated basis has existed only since 2014.



In the period from 1 January to 31 December 2014, the Bank generated the net profit of RSD 273 million (2013: RSD 1,059 million), which is the decrease by 74.25% in relation to the previous year. In the period from 1 January to 31 December 2014, the Group generated the net profit of RSD 228 million, thereof 273 million is the Bank profit, whereas 45 million is S-Leasing loss.

**Interest income** in 2014, at the Group level, amounts RSD 6,910 million. Thereof, the Bank interest income amounts to RSD 6,740 million, whereas S-Leasing interest income amounts to RSD 170 million. The Bank interest income accounts for 25.38% of the total income (2013: 28.56%), and, in relation to the previous year, it decreased by 8.09%.

**Interest expenses** in 2014, at the Group level, amount to RSD 2,251 million. Thereof, the Bank interest expenses amount to RSD 2,163 million, whereas S-Leasing interest expenses amount to RSD 88 million. The Bank interest expenses account for Net Interest Income (RSD mn)



8.20% of the total expenses (2013: 11.66%). The interest expenses fell by 24.46% in relation to 2013.



Net Fee Income (RSD mn)

Fee and commission income generated in 2014, at the Group level, amounts to RSD 2,293 million. Thereof, the Bank fee and commission income amounts to RSD 2,262 million, whereas S-Leasing fee and commission income amounts to RSD 31 million. The Bank fee and commission income accounts for 8.52% of the total income (2013: 8.70%) and grew in relation to the previous year by 1.26%.
### 2. AUTHENTIC PRESENTATION OF THE DEVELOPMENT AND RESULTS OF THE COMPANY OPERATION, ESPECIALLY OF ITS FINANCIAL SITUATION, AS WELL AS DATA RELEVANT FOR THE COMPANY ASSETS BALANCE ASSESSMENT (Continued)

**Fee and commission expenses** in 2014, at the Group level, amounted to RSD 528 million. Thereof the Bank fee and commission expenses amount to RSD 514 million, whereas S-Leasing fee and commission expenses amount to RSD 14 million. The Bank fee and commission expenses account for 1.95% of the total expenses (2013: 2.19%), they fell in relation to the previous period by 4.44%.

Within the structure of the total income and the total expenses, in addition to the interest and fee, the foreign exchange rate differences and expenses from the impairment of financial assets and credit risk off-balance items have got the highest share. Foreign exchange rate difference positive net effect in 2014, at the Group level, amounts to RSD 115 million, thereof RSD 109 million is at the Bank level, and RSD 6 million at S-Leasing level. Negative net effect from the impairment of financial assets and off-balance items credit risk at the Group level amounts to RSD 1,829 million, thereof, at the Bank level, net expenses are RSD 1,833 million, whereas, at S-Leasing level, net income is RSD 4 million.



Cost income ratio

**Total incomes** in 2014 had a slower growth compared to the growth in operating expenses, which resulted in higher cost income ratio.

### 2. AUTHENTIC PRESENTATION OF THE DEVELOPMENT AND RESULTS OF THE COMPANY OPERATION, ESPECIALLY OF ITS FINANCIAL SITUATION, AS WELL AS DATA RELEVANT FOR THE COMPANY ASSETS BALANCE ASSESSMENT (Continued)

### **Balance Sheet**

						In RSD	) thousands
	Group				Bank		
	2014	1- 0/	2014	1- 0/	2012	1- 0/	% of growth/
ACCETC	2014	In %	2014	<u>In %</u>	2013	<u>In %</u>	fall)
ASSETS Cash and assets with the central bank	15.906.407	15,76	15.906.407	16,27	16,104,913	16,5	-1,23
Financial assets at fair value through	15.700.407	15,10	13.700.401	10,21	10,104,713	10,5	1,25
profit and loss held for trade	6.077.169	6,02	6.077.169	6,22	1,745,956	1,78	248,07
Financial assets available for sale	2.571.624	2,55	2.571.624	2,63	1,705,821	1,75	50,76
Financial assets held to maturity	6.509.844	6,45	6.509.844	6,66	5,711,842	5,85	13,97
Loans and receivables from banks and		-,		-,			
other financial institutions	3.898.755	3,86	3.898.755	3,99	13,417,006	13,75	-70,94
Loans and receivables from customers	65.115.855	63,51	60.868.620	62,27	57,339,373	58,75	6,16
Investments in affiliates and joint							
ventures	118	0,00	-	-	-	-	-
Investments in subsidiaries	-	-	93.560	0,1	-	-	100
Intangible investments	393.118	0,39	389.351	0,4	411,865	0,42	-5,47
Property, plant and equipment	712.025	0,71	704.054	0,72	707,364	0,72	-0,47
Investment property	13.827	0,01	13.827	0,01	-	-	-
Current tax assets	20.863	0,02	2.673	0	1,021	0	161,8
Deferred tax assets	210.553	0,21	210.513	0,22	107,551	0,11	95,73
Non-current assets held for sale and							
disposal group	2.258	0,00	-	-	-	-	-
Other assets	523.021	0,52	506.124	0,52	329,726	0,34	53,5
TOTAL ASSETS	100.955.437	100	97.752.521	100	97,582,438	100	0,17
LIABILITIES							·
Financial liabilities at fair value through							
profit and loss held for trade	27,282	0,03	27,282	0,03	-	-	100
Deposits and other liabilities to banks							
and other financial institutions and							
central bank	21,520,826	21,32	18,433,395	18,86	13,729,205	14.07	34,26
Deposits and other liabilities to other							
customers	61,602,685	61,02	61,602,685	63,02	64,904,207	66.51	-5,09
Debt issued and other borrowed funds					1,465,000	1.5	-100
Subordinated liabilities	2,063,751	2,04	2,063,751	2,11	2,191,301	2.25	-5,82
Provisions	558,347	0,55	543,788	0,56	461,839	0.47	17,74
Other liabilities	444,887	0,44	422,801	0,43	471,509	0.48	-10,33
TOTAL LIABILITIES	86,217,778	85,40	83,093,702	85	83,223,061	85.28	-0,16
CAPITAL							
Share capital	10,164,475	10,07	10,164,475	10,4	10,164,475	10.42	0
Gain	1,379,724	1,37	1,343,984	1,37	1,628,154	1.67	-17,45
Reserves	3,150,360	3,12	3,150,360	3,23	2,566,748	2.63	22,74
Participations excluding the control	10.10-						
right	43,100	0,04	-	-		-	-
	14,737,659	14,60	14,658,819	15	14,359,377	14.17	2,09
TOTAL LIABILITIES	100,955,437	100	97,752,521	100	97,582,438	100	0,17

### 2. AUTHENTIC PRESENTATION OF THE DEVELOPMENT AND RESULTS OF THE COMPANY OPERATION, ESPECIALLY OF ITS FINANCIAL SITUATION, AS WELL AS DATA RELEVANT FOR THE COMPANY ASSETS BALANCE ASSESSMENT (Continued)

In the analysis of the comparative data, the Bank operating results for 2014 were used in relation to 2013, whereas the comparative data on the consolidated bases are not disclosed, the datum on the consolidated basis has existed only since 2014.



The total **balance sheet sum** as of 31 December 2014 amounts to RSD 97,753 million and it grew in 2014 by RSD 170 million, i.e. 0.17% in relation to 31 December 2013. The total balance sheet sum on the consolidated basis amounts to RSD 100,955 million.

### EBS Balance Sheet Assets Market Share



The market share of the Group assets in relation to to the total assets of the Serbian banking sector in 2014 is 3.04%, whereas the Bank market share in relation to the total assets of the Serbian banking sector is 2.94%, in relation to 3.09% in 2013.

**Cash and assets with the central bank** in 2014, at the Group level, amount to RSD 15,906 million, and the total amounts relates to the Bank. Cash and assets with the central bank fell by 1.23% in 2014 in relation to 2013.

**Financial assets at fair value through the profit and loss held for trade** in 2014, at the Group level, amount to RSD 6,077 million, and the total amount relates to the Bank. Financial assets at fair value through the profit and loss intended for trade, as of 31 December 2014, increased by 258.09% in relation to the same date in 2013, because the amount of long-term FX government bonds of the Republic of Serbia increased (31 December 2014: RSD 2,456 million; 31 December 2013: RSD 516 million) and short-term FX government bonds of the Republic of Croatia (31 December 2014: RSD 755 million; 31 December 2013: RSD 252 million).

**Financial assets available for sale** in 2014, at the Group level, amount to RSD 2,572 million, and the total amount relates to the Bank. Financial assets available for sale, as of 31 December 2014, increased by 50.76% in relation to the same date in 2013.

**Financial assets held to maturity** in 2014, at the Group level, amount to RSD 7,435 million, and the total amount relates to the Bank. Financial assets held to maturity as of 31 December 2014 increased by 8.83% in relation to the same date in 2013.

2. AUTHENTIC PRESENTATION OF THE DEVELOPMENT AND RESULTS OF THE COMPANY OPERATION, ESPECIALLY OF ITS FINANCIAL SITUATION, AS WELL AS DATA RELEVANT FOR THE COMPANY ASSETS BALANCE ASSESSMENT (Continued)

# Total Granted Loans to<br/>Customers57,3460,8764,1220132014 banka2014 grupa

**Loans and claims from banks and other financial organisations** in 2014, at the Group level, amount to RSD 3,899 million, and the total amounts relates to the Bank. Loans and claims from banks and other financial organisations as of 31 December 2014 decreased by 71.05% in relation to the same date in 2013.

Loans and claims from customers on the consolidated basis amount to RSD 63,191 million, thereof, at the Bank level, they amount to RSD 59,943 million, and at S-Leasing level, they amount to RSD 3,248 million. Within the Bank assets structure as of 31 December 2014, the loans and claims from customers have got the highest share by 61.32% (31 December 2013: 57.61%). Net loans and claims from the Bank customers grew by RSD 3,724 million, i.e. 6.62% in relation to 2013. The total loans and claims from the Bank customers, as of 31 December 2014, generated the growth of 4.73%, i.e. RSD 3,023 million relation to the same date in 2013.

# Total Received Customer Deposits



**Deposits and other liabilities to banks and other financial institutions** on the consolidated basis as of 31 December 2014 amount to RSD 21,521 million, thereof, at the Bank level, they amount to RSD 18,433 million, whereas, at S-Leasing level, they amount to RSD 3,088 million. Deposits and other liabilities to banks and other financial institutions of the Bank, as of 31 December 2014 increased by 34.26% in relation to the same date in 2013. Deposits and other liabilities to banks and other financial institutions of the Bank in RSD account for 24.22% of the deposit balance as of 31 December 2014 (and they grew by 111.15% in relation to 2013), whereas in FX they account for 75.78% of the balance of such deposits (and they grew by 20.27% in relation to 2013).

### 2. AUTHENTIC PRESENTATION OF THE DEVELOPMENT AND RESULTS OF THE COMPANY OPERATION, ESPECIALLY OF ITS FINANCIAL SITUATION, AS WELL AS DATA RELEVANT FOR THE COMPANY ASSETS BALANCE ASSESSMENT (Continued)

**Deposits and other liabilities to other customers** on the consolidated basis, as of 31 December 2014, amount to RSD 61,603 million, and the total amount relates to the Bank. Deposits and other liabilities to other customers, as of 31 December 2014, decreased by 5.09% in relation to the same date in 2013. Deposits and other liabilities to other customers of the Bank in RSD account for 31.28% of the deposit balance as of 31 December 2014 (and they grew by 4.58% in relation to 2013), whereas in FX they account for 68.72% of the deposit balance (and fell by 8.93% in relation to 2013).

The maturity structure of the consolidated balance sheet as of 31 December 2014 is favourable. Permanent and long-term sources finance non-current assets and long-term assets.

The total Group capital as of 31 December 2014 amounts to RSD 14,737 million. The total Bank capital amounts to RSD 14,659 million as of 31 December 2014. In 2014, the total Bank capital increased by 2.09% in relation to the previous year.

	Group		Bank				
		In RSD thousands		Share in u %		%	
	2014	2014	2013	2014	2013	of growth/(fall)	
ASSETS							
Assets in RSD	34,425,980	34,498,220	34,940,954	35,29	35,81	-1.27	
Assets in foreign							
currency	66,529,457	63,254,301	62,641,484	64,71	64,19	0.98	
Total assets	100,955,437	97,752,521	97,582,438	100	100	0.17	
LIABILITIES							
Liabilities in RSD	36,809,085	36,716,902	35,029,696	37,56	35,9	4.82	
Liabilities in foreign							
currency	64,146,352	61,035,619	62,552,742	62,44	64,1	-2.43	
Total liabilities	100,955,437	97,752,521	97,582,438	100	100	0.17	

RSD and FX Group sub-balances as of 31 December 2014 and 2013 are presented as follows:

In 2014, the Bank assets RSD sub-balance fell, both in absolute amount and in the share percentage, whereas the Bank liabilities sub-balance grew in 2014, both in absolute amount and in the share percentage. However, the Bank FX assets sub-balance is still more significant accounting for 64.71% of the assets and it grew in relation to the previous year, both in absolute amount and in the share percentage, and the Bank FX liabilities sub-balance is also more significant accounting for 62.44% of the liabilities as of 31 December 2014, but it fell in relation to the previous year both in absolute amount, and in the share percentage. In the comparative data analysis, the Bank performance indicators for 2014, in relation to 2013, were used, whereas the comparative data on the consolidated basis are not disclosed, the datum on the consolidated basis has existed only since 2014.

### 2. AUTHENTIC PRESENTATION OF THE DEVELOPMENT AND RESULTS OF THE COMPANY OPERATION, ESPECIALLY OF ITS FINANCIAL SITUATION, AS WELL AS DATA RELEVANT FOR THE COMPANY ASSETS BALANCE ASSESSMENT (Continued)

### Capital

The Group capital as of 31 December 2014 amounts to RSD 14,737,427 thousand. The Bank capital as of 31 December 2014 amounts to RSD 14,658,819 thousand (31 December 2013: RSD 14,359,377 thousand).

The Bank total capital structure is presented as follows:

····	Group	In RSD thousand Bank		
	2014	2014	2013	
Share capital – ordinary shares	10,040,000	10,040,000	10,040,000	
Issue premium	124,475	124,475	124,475	
Special reserve f				
or assessed losses	3,091,087	3,091,087	2,534,108	
Revaluation reserves	59,273	59,273	32,640	
Profit from previous years	1,071,176	1,071,176	568,777	
Current year profit	239,445	272,808	1,059,377	
Participation without control right	43,100	-	-	
Balance as of 31 December	14,737,659	14,658,819	14,359,377	



**Bank Equity Structure** 

As of 31 December 2014, the Bank subscribed and paid-in capital includes 1,004,000 ordinary shares of individual nominal value of RSD 10,000 (31 December 2013: 1,004,000 ordinary shares of individual nominal value of RSD 10,000). During 2014 and 2013, there were no changes in the share capital.

### 2. AUTHENTIC PRESENTATION OF THE DEVELOPMENT AND RESULTS OF THE COMPANY OPERATION, ESPECIALLY OF ITS FINANCIAL SITUATION, AS WELL AS DATA RELEVANT FOR THE COMPANY ASSETS BALANCE ASSESSMENT (Continued)



The Bank's major shareholder is EGB CEPS HOLDING GMBH, Vienna, with the participation of 74% in the share capital as of 31 December 2014.

The Bank shareholder structure as of 31 December 2014 and 2013 is as follows:

Name of shareholder	Number of shares	Share in %
EGB CEPS HOLDING GMBH, Vienna Steiermärkische Bank und Sparkassen AG, Graz	742,960 261,040	74.00 26.00
Total	1,004,000	100.00

S-Leasing capital is 75% in the ownership of Erste bank ad Novi Sad and 25% of Steiermaerkische Bank und Sparkassen AG, Graz, Austria.

### • Corporate Social Responsibility

The corporate social responsibility is presented for the Bank as the Group holder.

Erste Bank a.d. Novi Sad is the member of Erste Group, the financial institution with 195-year long tradition, for which, from the very beginning, the corporate social responsibility has been an integral part of its philosophy and long-term business strategy. We were established in 1819 as the first savings bank in Austria, with twofold objective – to enable "ordinary" people access to financial services and to support social activities in the community we operate in. We operate in such spirit even today...

Social responsibility is deeply rooted in the Bank identity, and it is a crucial part of its mission to create sustainable value for all of its stakeholders. For the Bank, social corporate responsibility is a strategic framework for company management, based on the investment in long-term and stable relations with all crucial stakeholders: employees, clients, and co-citizens in local communities we operate in, and on the commitment to provide active contribution to the development and welfare of the society we are an inseparable part of.

### 2. AUTHENTIC PRESENTATION OF THE DEVELOPMENT AND RESULTS OF THE COMPANY OPERATION, ESPECIALLY OF ITS FINANCIAL SITUATION, AS WELL AS DATA RELEVANT FOR THE COMPANY ASSETS BALANCE ASSESSMENT (Continued)

The current Bank Social Corporate Responsibility Strategy for the period 2012-2014 is set up on the following principles: relation with operation, balance, holistic approach, integrated approach, implemented through five basic fields with clearly defined objectives, followed by a key topic in the focus, as well as some additional ones providing clear guidelines for actual programmes, projects, and initiatives:

FIELD	Овјестіче	TOPIC IN THE FOCUS	OTHER PRIORITY TOPICS
CORPORATE	IMPROVE THE EXISTING PRACTICES OF GOOD CORPORATE MANAGEMENT AND	DEVELOPMENT OF SOCIAL CORPORATE RESPONSIBILITY	ANTICORRUPTION AND COMPETITION PROTECTION
MANAGEMENT	PROMOTE THE APPLICATION THEREOF IN BUSINESS COMMUNITY	THROUGH ASSOCIATED	TRANSPARENT MANAGEMENT PRACTICES
		FINANCIAL INCLUSION AND	RESPONSIBLE COMMUNICATION
		RESPONSIBLE FINANCE	INCLUSION OF CLIENTS IN CSR INITIATIVES
RESPONSIBILITY IN	DEVELOP MOTIVATING WORK ENVIRONMENT, BASED ON EMPLOYEES'	DEVELOPMENT AND	SOCIAL SUPPORT TO EMPLOYEES
ENVIRONMENT	NORK RIGHTS AND REQUIREMENTS		SAFETY AND HEALTH AT WORK
RESPONSIBILITY TO LOCAL COMMUNITIES	AS AN ACTIVE AND RESPONSIBLE CO- CITIZEN, DEAL WITH LOCAL COMMUNITY DEVELOPMENT WITHIN ALL RELEVANT ASPECTS	INVESTMENT IN THE DEVELOPMENT OF THE POTENTIAL OF ALL MEMBERS OF THE COMMUNITIES THE BANK OPERATES IN	PROMOTION OF CORPORATE AND INDIVIDUAL PHILANTHROPY
RESPONSIBILITY TO	DECREASE ADVERSE IMPACTS OF THE BANK OPERATION TO ENVIRONMENT	RESPONSIBLE USE OF RESOURCES	RAISING AWARENESS ON ENVIRONMENT PROTECTION WITH EMPLOYEES
			RESPONSIBLE FINANCE

The values we are committed to include support, responsibility, confidence, innovation, and creation.

A special characteristic of our commitment includes the efforts made in promoting the corporate social responsibility concept in Serbia, both on own example and through intensive cooperation with partners from public and non-profit sector. In accordance with such policy, our Bank is an active member of the initiatives advocating corporate social responsibility in Serbia, like the United Nations Global Accord for Serbia and Responsible Operation Forum.

In addition to our commitment to be a reliable partner to corporate and retail clients, since we are dedicated to the Serbian market on the long run, we see our role in an active and constant contribution to the development of society and culture. Erste Bank pays special attention to the programmes of investment in community. During 2014, Erste Bank and Erste Group, through various programmes in the field of culture, science popularisation, entrepreneurship promotion (above all, social and micro entrepreneurship), financial literacy programmes for children and young people, but also through volunteering actions focused to the support to flood affected people as well as individual philanthropy of employees, directed the funds in the amount of RSD 56.5 million.

### 2. AUTHENTIC PRESENTATION OF THE DEVELOPMENT AND RESULTS OF THE COMPANY OPERATION, ESPECIALLY OF ITS FINANCIAL SITUATION, AS WELL AS DATA RELEVANT FOR THE COMPANY ASSETS BALANCE ASSESSMENT (Continued)

One of the most important projects in 2014 is the set-up of the exhibition "Show Me the Money" the display of which was initiated by Erste Group which could be visited by visitors from 21 May 2014 to 18 January 2015 at the Museum of Science and Technology, Belgrade. Intended to children aged 6-14, the exhibition enabled children, through a series of interactive workshops, to, in a creative and innovative manner, learn to handle money, assume responsibility to the community they live in, but, perhaps most importantly, it enabled them to, through play, discover the true, priceless values of life. Being the first exhibition of such kind in Serbia, it resulted in high attention by the public and contributed to the financial literacy of children and young people in Serbia. Erste Group and Erste Bank invested the funds in this exhibition of almost RSD 21 million.

Erste Bank with its employees and Erste Group allocated the funds of around RSD 4 million and EUR 4.5 thousand in the programme of support to the people in Serbia affected by the floods. We especially emphasise the Erste Bank employees who, through around 590 hours of volunteering activity, provided support to the people affected by floods, in terms of restoring their houses, apartments, and public facilities in Obrenovac.

That the media and the public recognised the significance of the topics Erste Bank was dedicated to in 2014 is also confirmed by the number of public releases. With total of 1,645 recorded press releases, Erste Bank was ranked the fourth in relation to other banks during 2014.

The top topics in the field of the corporate social responsibility of Erste Bank in 2014 recognised by media include:

- 1. support to programmes, festivals, and projects in the field of culture and art: 82 press releases
- 2. support through donations and definition of a complex facility package to clients whose property was destroyed in the floods in May: 55 press releases
- 3. SUPERSTE Club, programme for young talents from Serbia: 34
- 4. "Show Me the Money!" interactive exhibition for children on the world of money: 34 press releases
- 5. Green Ideas, programme for young entrepreneurs: 20 press releases
- 6. Serbian Young People's Business, programme for young entrepreneurs: 14 press releases

\* Note: All of the data on media coverage in this slide are based on the clipping reports and analysis of Executive Group and Ninamedia

Reporting on the corporate social responsibility is an integral part of a wider process we are committed to on the long run. Our objective is to present our stakeholders, in a clear and transparent manner, all of the activities and initiatives implemented during one year, as well as to announce upcoming plans and programmes. Since 2008, we have published the corporate social responsibility reports on a regular basis, and since 2011, as the first Bank and one of the first companies in Serbia, we have based the report on GRI (Global Reporting Initiate).

Thanks to the improvement of its responsible finance practices, the Bank also made a great progress in reporting for 2013 by expanding the number of the indicators defined by the GRI solely for the financial industry. Relying on the GRI Financial Services Sector Supplement (FSSS), the Bank's Corporate Social Responsibility Report has become a reliable data source also to the international financial institutions the Bank cooperates with.

All of Erste Bank corporate social responsibility reports may be found on the link: <u>http://www.erstebank.rs/rs/O\_nama/Drustveno\_odgovorno\_poslovanje</u> Erste Bank Corporate Social Responsibility Report for 2014 will be published until the end of July 2015 on the Bank website.

### 3. ENVIRONMENTAL RESPONSIBILITY

The environmental responsibility is presented for the Bank as the Group holder.

When, by adopting the new CSR strategy in 2012, it confirmed that the environment protection is one of its priority topics, Erste Bank made a big step forward and showed that it is equally committed to all sustainability fields. Despite the fact that it is not a large polluter in terms of direct impacts of operation to environment, Erste Bank has for years monitored and measured its impacts in accordance with the world trends, with the aim of identifying such impacts as much as possible, and minimising them, year after year.

The Bank is the one of the top ten companies and the only bank which accessed "EcoProfit" project already in 2012 promoting the application of the principles ensuring more profitable and economic operation while, at the same time, saving money and decreasing adverse impact to environment.

That the Bank is consistent in this field of its activity and operation is also demonstrated by the adoption and successful implementation of the Environmental and Social Policy and Responsible Finance Policy. Regarding the principal operation, the advancement has also been seen in monitoring and decreasing the primary Bank impacts relating to the responsible resource use - in addition to the existing Waste Management Procedure, the Bank has initiated drawing up of the Energy Management Policy.

Publications, internal magazine Plus, and the Bank Social Corporate Responsibility Report are printed on FSC paper (paper from the controlled forest growth), and since 2013, the Bank has exclusively used 100% recycled office paper. For years, office paper, toner cartridges, PET packaging, and electronic waste have been recycled at the Bank. In accordance with the objective of promoting and developing green branch concept, as provided for in the Bank's CSR Strategy, in 2014 we also continued to arrange branches according to this principle. So far, 7 branches have been arranged according to this principle.

In 2014, in the field of environment, we recorded the following impact:

- Recorded total emission of CO2 3,636 t/a CO2eq (The above datum relates to the total emission of greenhouse gases in tons of CO2 equivalent)
- 431,228 kWh/a of saved energy (in relation to 2013)
- Total energy consumption (kWh/a)\* 4,339,459 kWh
- Electric power 2,533,650 kWh/a
- Heating and cooling 1,805,809 kWh/a
- Total water consumption (m3)\*\* 8,003 m3
- Total emissions CO2 (t/a CO2eq) \*\*\* 3,636
- Total waste quantity (kg) 38,501 kg
- Hazardous waste 720 kg
- Non-hazardous waste 37,781 kg
- Recycled 12,636 kg
- Total environment costs (RSD) 30,645,999 RSD per CT Utility Services

\* Relates to indirect energy, procured and spent from non-renewable energy sources (electric power and heating and cooling).

\*\* Implies water drawn from water supply.

\*\*\* Relates to indirect emissions, because the Bank does not have and control direct emission sources.

### 4. ALL OF THE IMPORTANT EVENTS OCCURRED UPON THE EXPIRY OF THE BUSINESS YEAR FOR WHICH THE REPORT IS PREPARED

Currently, the Bank is in the ownership of EGB Ceps Holding GmbH with 74% and Steiermärkische Bank und Sparkassen AG Graz with 26% of the participation in the share capital, whereby both entities are the members of Erste Grupe Bank AG.

With the aim of the simplification of the structure of Erste Group Bank AG ("Erste Group"), the initiative has been launched in Austria that the ownership over the shares of Ceps in the banks in Europe is re-transferred to Erste Group. This will be implemented by acquiring company Ceps by Erste Group. Thus, Erste Group would again become the direct shareholder of the Bank with the participation of 74% in its share capital. The Austrian FMA together with the Austrian National Bank has given its consent to these changes. In the following period, the Bank will file request to the NBS to obtain consent for the above mentioned activities.

### 5. DESCRIPTION OF THE EXPECTED DEVELOPMENT IN THE FOLLOWING PERIOD

Erste Group is committed to becoming the leading bank group providing services to private individual and corporate clients in Central and East Europe. This objective is achieved in the three following priorities set by Erste Group Holding Board: essentially client oriented, data quality, and clear Group management.

Having regard to these bases of its strategic operation, the Group monitors and supports the organisational and operational targets of the whole Erste Group.

In accordance with the above mentioned, the Bank General Meeting has adopted the Retail Strategy 2011-2015 and Corporate Strategy 2013-2018.

Retail should be considered in the context of the overall Bank objective to become one of the leading financial institutions in Serbia, generating over the average profitability and operation efficiency, and minimum level of non-performing loans.

The Retail Strategy considers current market positioning and environment of the Bank and, in accordance with the plan of stable growth and development, singles out the key activities which are to enable it to significantly strengthen its position in retail business.

The Bank develops long-lasting cooperation with its clients through its permanent product and service improvement, strong presence on the local market through branch network and alternative distribution channels, with the aim of meeting needs and high satisfaction of clients, while generating profit, and with the intention to be among top five banks within the retail segment, to become the Bank of first choice of customers.

In accordance with the Bank Business Policy and Strategies for 2014, it is planned that the Bank is to continue to provide overall support to Serbian retail and corporate markets in terms of the achievement of their financial needs and targets. The operation principles implying focus to the continuing improvement of client services, constant enhancement of internal organisation and efficiency, and developed risk management policy, will, also in the future, be the basis of the Bank operation

The Bank Strategy within the corporate segment needs to be considered in the context of the overall Bank strategic objective in order to become one of the leading financial institutions in Serbia, generating over the average profitability and operational efficiency.

## 5. DESCRIPTION OF THE EXPECTED DEVELOPMENT IN THE FOLLOWING PERIOD (continued)

The Corporate Strategy is a framework, it explains market position of the Bank, and forecasts key operation principles to enable the Bank to significantly empower its position in the corporate field.

Regardless of client segment, the mission, vision, and the values guided by the Bank in its operation are completely uniform:

The Bank Mission: Building long-term partner relations, we are "the Bank of first choice" to our clients and employees.

We create sustainable value to our clients, employees, and shareholders providing universal financial services. Together, we provide an active contribution in developing local community and the society as a whole making our operation sustainable in the long term.

The Bank vision:

Leading Bank of the European Serbia

Our values:

RESPONSIBILITY - we assume responsibility for the development of the Bank and ourselves SUPPORT - we listen, understand, support CONFIDENCE - we keep our word and build quality relations INNOVATION - promoting new and continuingly improving the existing CREATION - we create value to our clients, shareholders, and ourselves

The specific Strategy implementation in detail is made through the Action Plan, annual budgets, Credit Policies, Price List Rulebooks, and other documents of the Bank.

### 6. ACTIVITIES IN THE FIELD OF RESEARCH AND DEVELOPMENT

The company activities in the fields of the research and development are presented for the Bank, as the Group holder.

During 2014, the Bank, on a regular basis, implemented and analysed the results of the quantitative and qualitative researches on service quality at the Bank level and within individual business units of the Bank. Engaging an independent agency for market research, the measurement and analysis of client satisfaction and loyalty level as well as process quality at the Bank were implemented. Based on the **"Client Satisfaction Survey" (CSS)**, the Bank clients have shown an exceptionally high loyalty and satisfaction level in the cooperation with the Bank. In 2013, the Client Satisfaction Index **(CSI)** at the Bank level amounted to **91%**, and such result includes client evaluations from all business segments by more than **40 aspects** (expertise competence, employee expertise and kindness, branch location and tidiness, working hours, products, prices, transparency, promptness and efficiency of executing transactions, contact center, availability...)

# Customer Satisfaction Index - CSI on the

Bank Level (Citizens 50%, Micros 30%, SME 20%)



"The system support to the Bank clients is provided in a responsible manner through advanced complaint management and solving system at the Bank level where the promptness and quality of solving complaints are top priority. In 2014, the Bank differentiated itself from the competition in terms of complaint solving and strict compliance with the National Bank of Serbia Law on the Protection of Financial Service Users. Based on the analysis and measurements during 2014, 86.29% of the complaints were solved within 7 days. The Bank objective is a continuing improvement of service quality by which the Bank is recognised as the leading Bank on the Serbian banking market.

SPEED OF SOLVING COMPLAINTS AT THE BANK LEVEL IN THE PERIOD FROM 01 JANUARY TO 31 DECEMBER 2014				
Up to 24h	Up to 7 days	Up to 30 days	Over 30 days	Total
55.08%	28.21%	13.71%	0%	100%

### 6. ACTIVITIES IN THE FIELD OF RESEARCH AND DEVELOPMENT (continued)

The results of the survey on the quality of launching marketing campaigns and, in general, the advertising efficiency, confirms that the Bank, in relation to its competitors, made the best marketing investments in advertising in 2013.

While continuingly studying client needs and expectations, within its organisation, the Bank systematically measures and improves client satisfaction and uses it as a continuing tool for improving the quality of internal process and service.

### 7. EXPOSURE TO RISKS

Risk management and monitoring units are under the competence of the Risk Management Division as a special organisational unit at the Bank (as well as Erste Group also covering S-Leasing, hereinafter: Group). Risk management policies, risk management strategy, and capital management strategy are related to the Bank/Group strategy, and include the definition of risk type, methods of managing such risks, as well as the Bank/Group risk appetite to achieve its operation goals. Special attention is paid to the complete compliance with the relevant regulations of the National Bank of Serbia (NBS).

The Risk Management Division responsibilities cover the following:

- Risk identification and measurement, and assessment of Bank/Group risk exposure to individual risk types;
- Risk monitoring, including surveillance and control, development of analyses and reports on individual risk levels, their causes and effects;
- Measurement and/or assessment and management of the Bank risk profile and capital adequacy;
- Monitoring the parameters impacting the Bank/Group risk exposure position, above all, including the management and optimisation of assets quality and risk cost;
- Development and application of quantitative models for risk management as elements within advanced business decision making process and risk price determination;
- Development of the Bank/Group exposure limit strategies and proposals by individual risk types and the control thereof;
- Quantification of change impact within economic cycle or stress events to the Bank/Group financial position;
- Assessment of risk of introducing new products and outsourcing;
- Development of methodologies, procedures, and policies for risk management in accordance with applicable legislation, Erste Group AG standards, good business practice, and special Bank/Group requirements;
- Development and implementation of various technical platforms and tools
- The employee awareness raising on risk management, including information security and business continuity plan, and creation of risk orientation culture.

The Bank/Group identifies the risks it is exposed to in an adequate manner and, accordingly, implements the activities of risk management, striving to avoid or minimise them. Besides, the Bank/Group has implemented additional control mechanisms to prevent potential adverse effects to the attainment of the Bank targets.

### 7. EXPOSURE TO RISKS (continued)

The risk management at the Bank/Group in 2014 was efficiently implemented, above all, due to the adopted policies and procedures for risk management and their improvement, continuing imperative of the Managing Board and Executive Committee regarding risk management in a quality manner, using the state-of-the-art technology in the Bank/Group operation, as well as positive approach to the risks by the Bank/Group employees.

Assessing the materiality of the risks the Bank may be exposed to in 2014 and 2015 have shown that the following risks are material:

- Credit risk
- Market risk in bank book
- Market risk in trading book
- FX risk in bank book
- Operational risk
- Liquidity risk
- Concentration risk
- Residual risk
- Reputation risk
- Macroeconomic risk
- Strategic/Business risk

The analysis of the relevant Bank risks is covered in the Notes to the Financial Statements.

On a quarterly basis, the Bank/Group implements internal capital adequacy assessment in accordance with the relevant methodologies and standards when calculating capital requirements for material risk and internal capital available to the Bank/Group to absorb such risks.

In addition, the Bank/Group, based on the NBS Decision in the field of capital adequacy, continuingly calculates the capital requirements and capital when calculating capital adequacy ratios. In accordance with the above mentioned, capital requirement for credit risk, counterparty risk, and settlement/delivery risk based on available deliveries is calculated in accordance with the standardised approach, whereas the capital requirement for price risk is calculated using current exposure method, and capital requirement for operational risk by applying basic indicator approach.



**Capital adequacy** is calculated by the Group as the net capital (following decrease by the missing amount of special reserve for assessed losses) and net risk weighted assets ratio, as of 31 December 2014. The Bank/Group is bound to maintain minimum capital adequacy ratio of 12% prescribed by the National Bank of Serbia. The Bank capital adequacy ratio as of 31 December 2014 amounts to 20.49%. On the consolidated basis, the capital adequacy ratio as of 31 December 2014 amounts to 19.75%.

### 7. EXPOSURE TO RISKS (continued)

**The Bank liquidity** is monitored and controlled by ensuring continuing capability of the Bank/Group to ensure liquid assets for the payment of customer deposits, assets growth finance, and operation, as well as for the settlement of other contractual liabilities. During 2014, the Bank had daily liquidity indicator above the level prescribed in the law.

The Bank/Group manages its assets and liabilities in the manner ensuring that it meets its liabilities at any time, as well as that its customers dispose of their funds at the Bank/Group in accordance with the agreed terms.

**Interest rate change risk management** the Bank/Group aims at optimising the relation of these impacts in sense of impact to net interest income, on the one hand, and the capital economic value, on the other hand. The Assets and Liabilities Management Committee manages the assets and liabilities maturity match based on: Erste Group AG guidelines, macroeconomic analyses and forecasts, forecasts of conditions for reaching liquidity, analyses and forecasts of interest rate trends on the market for various assets and liabilities segments.

**FX position** of the Bank/Group as the risk that the change in financial instrument value and adverse effects to the Bank financial result and capital will occur due to foreign exchange rate changes was, during 2014, below the maximum prescribed level of the open FX position. FX risk indicator as of 31 December 2014 amounts to 2.33% of the Bank capital, which is below the prescribed maximum of 20% of the capital. FX risk indicator on the consolidated basis, as of 31 December 2014 amounts to 3.44% of the Group capital.

### The Bank/Group operation ratios - compliance with statutory ratios

The Bank is bound to adjust the volume and structure of its operation and risk bearing loans with the operation indicators prescribed in the Law on Banks and the relevant decisions of the National Bank of Serbia passed based on the above mentioned Law. During 2014, the Bank, on an individual and consolidated basis, continuingly achieved the prescribed operation indicators.

Operation indicators	Prescribed	Achieved -	Achieved - ERSTE Bank
Operation indicators		Group	ERSIE Dalik
	Minimum		
			104,528,34
1. Capital in EUR	EUR 10 million	105,920,567	9
2. Capital adequacy	Minimum 12%	19.75	20.49
3. Bank investment	Maximum 60%	5.93	5.94
<ol><li>Exposure to the persons related with the</li></ol>			
Group/Bank	Maximum 20%	17.09	17.08
5. High and the highest possible loans in			
relation to capital	Maximum 400%	64.56	63.89
6. Average monthly liquidity indicators:			
<ul> <li>in the first month of the reporting period</li> </ul>	Minimum 1	2.48	2.48
<ul> <li>in the second month of the reporting period</li> </ul>	Minimum 1	2.28	2.28
- in the third month of the reporting period	Minimum 1	2.29	2.29
7. FX risk indicator	Maximum 20%	3.44	2.33
8. Bank/Group exposure to group of related			
entities	Maximum 25%	14.07	14.07
9. Bank/Group exposure to entity related with			
the Bank/Group	Maximum 5%	4.59	4.59
10. Bank/Group investments in the entities not			
in financial sector	Maximum 10%	0.21	0.21
			•

### ANY SIGNIFICANT OPERATIONS WITH RELATED ENTITIES

Within its ordinary operation, the Group has business transactions with its shareholders and other related entities. The Bank/Group enters into relations with parent legal entity – major shareholder EGB CEPS HOLDING GMBH Vienna, other shareholders, and other Erste Group members. As of 31 December 2014, the sum of the net exposure to the entities related with the Bank amounts to 17.08% of the Bank capital. The sum of the Group net exposure amounts to 17.09%.

The Bank/Group did not approve the conditions to the entities related with the Bank/Group which are more favourable than the conditions approved to the entities not related with the Bank/Group, in accordance with Article 37 of the Bank Law.

Novi Sad, 31 March 2015

Stevan Čomić Head of Accounting and Controlling Department

Frank Michael Beitz Member of the Executive Board

Slavko Carić President of the Executive Board