## BIGBANK <br> KIIREIM TEE RAHANI

## BIGBANK AS <br> Public Interim Report <br> IV Q 2009

## BICBANK <br> KIREIM TEE RAHANI

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## BIGBANK <br> KIIREIM TEE RAHANI

## CONSOLIDATED INFORMATION

| Business name: | BIGBANK AS |
| :---: | :---: |
| Register: | Commercial Register of the Republic of Estonia |
| Registration number: | 10183757 |
| Date of entry: | 30.01.1997 |
| Address: | Rüütli 23, 51006 Tartu, Estonia |
| Phone: | +372 7377570 |
| Fax: | +372 7377582 |
| E-mail: | bigbank@bigbank.ee |
| Website: | www.bigbank.ee |
| Date of report: | 31.12.2009 |
| Reporting period: | 01.10.2009-31.12.2009 |
| Auditors: | KPMG Baltics AS audit firm, entered in the list of auditors on 11 July 2001 under no. 17, address Narva mnt 5 Tallinn 10117, registration number 10096082. |
|  | Auditors responsible for the audit: |
|  | - Andres Root, authorised public accountant since 20 June 1990. <br> - Eero Kaup, authorised public accountant since 10 December 1998. |
| Audit: | An audit regarding the financial information of 2009 has been conducted. |
| Reporting currency: | The reporting currencies are the Estonian kroon and euro; data has been presented in millions of kroons and millions of euros. |
|  | The degree of accuracy of figures is three decimal places. |
| Public Interim Report is available on the website of BIGBANK AS at www.bigbank.ee. |  |
| The Public Interim Report for 4Q 2009 is available at the head office of BIGBANK AS at Rüütli 23, Tartu, and all other offices of the company from 26 February 2010. |  |

Tartu, and all other offices of the company from 26 February 2010.

## BIGBANK <br> KIIREIM TEE RAHANI

## DESCRIPTION OF THE CREDIT INSTITUTION GROUP

The principal activity of BIGBANK AS is granting consumer loans.
In addition to the parent company the group of BIGBANK AS (Group) includes three subsidiaries:

| Company: | AS Baltijas Izaugsmes Grupa |
| :--- | :--- |
| Address: | Brīvības iela 151, LV-1012 Riga, Latvia |
| Registration number: | 40003291179 |
| Register: | Register of Enterprises of the Republic of Latvia |
| Date of entry: | 18 April 1996 |
| Core activity: | Granting consumer loans in the Republic of Latvia |
| Ownership interest: | $100 \%$ |


| Company: | OÜ Rüütli Majad |
| :--- | :--- |
| Address: | Rüütli 23, 51006 Tartu, Estonia |
| Registration number: | 10321320 |
| Register: | Commercial Register of the Republic of Estonia |
| Date of entry: | 27 November 1997 |
| Core activity: | Administration of real estate in use by the group |
| Ownership interest: | $100 \%$ |


| Company: | Balti Võlgade Sissenõudmise Keskus OÜ |
| :--- | :--- |
| Address: | Rüütli 23, 51006 Tartu, Estonia |
| Registration number: | 11652332 |
| Register: | Commercial Register of the Republic of Estonia |
| Date of entry: | 11 May 2009 |
| Core activity: | Collection services |
| Ownership interest: | $100 \%$ |

Subsidiaries have been consolidated line-by-line.
The parent company has the following operating branches:

| Company | Address | Registration <br> number | Date of entry |
| :--- | :--- | :--- | :--- | :--- |
| BIGBANK AS Latvijas filiāle | Brīvības iela 151, LV-1012 Riga, <br> Latvia | 40103200513 | 11.11 .2008 |
| BIGBANK AS filialas | Jogailos 4, Vilnius 01116 <br> Lithuania | 301048563 | 27.09 .2007 |
|  | Kampinkuja 2, 00100 | Helsinki, $2292157-2$ | 29.10 .2009 |
| BIGBANK AS Suomen <br> Fivalike | Finland |  |  |

## BIGBANK <br> KIIREIM TEE RAHANI

## DECLARATION OF THE MANAGEMENT BOARD

The Management Board of BIGBANK AS is of the following position as of the date of publication of the Report:

- The data and additional information presented in the Public Interim Report for 4 Q are true and complete.
- The consolidated financial statement provides a true and fair view of the financial situation, financial results and cash flows of the Group.

The summary consolidated interim report as of 31.12 .2009 is in compliance with the international financial reporting standard IAS 34 "Interim Financial Reporting" (IFRS) as adopted by the European Union and with the requirements established by the Bank of Estonia for the disclosure of information.

BIGBANK AS is a continually operating company.
Signature

Veiko Kandla
Member of
Management Board
26.02.2010

$\qquad$

Ingo Põder
Member of
Management Board
26.02.2010


## BICBANK <br> KIREIM TEE RAHANI

## OVERVIEW OF THE ECONOMIC ACTIVITY

## Key Financial Indicators

|  | EEK |  | EUR |  | Change |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (in millions of kroons) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ | $\mathbf{( \% )}$ |
| Assets | 2785.168 | 2913.250 | 178.005 | 186.191 | -4.4 |
| Receivables from customers | 2053.582 | 2293.781 | 131.248 | 146.599 | -10.5 |
| incl. loan portfolio | 2226.537 | 2321.090 | 142.302 | 148.345 | -4.1 |
| incl. interest receivables | 242.401 | 186.759 | 15.492 | 11.935 | 29.8 |
| incl. interest prepayments | -6.341 | -3.287 | -0.405 | -0.210 | 92.9 |
| incl. impairment allowances | -409.015 | -210.781 | -26.141 | -13.471 | 94.0 |
| $\quad$ incl. to loan receivables | -305.865 | -176.981 | -19.548 | 13.311 | 72.8 |
| $\quad$ incl. to interest receivables | -66.186 | -24.940 | -4.230 | 1.594 | 165.4 |
| $\quad$ incl. additional impairment | -36.964 | -8.860 | -2.363 | 0.566 | 317.2 |
| allowances |  |  |  |  |  |
| Deposits | 1173.213 | 630.612 | 74.982 | 40.303 | 86.0 |
| Bonds | 780.184 | 1487.592 | 49.863 | 95.074 | -47.6 |
| Subordinated bonds | 122.269 | 172.357 | 7.814 | 11.016 | -29.1 |
| Equity | 677.558 | 579.425 | 43.304 | 37.032 | 16.9 |


| (in millions of kroons) | 4Q 2009 | 4Q 2008 | Change <br> $(\%)$ | 12 months <br> 2009 | 22 months <br> 2008 | Change <br> $(\%)$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Interest income | 133.864 | 169.349 | -21.0 | 583.373 | 686.255 | -15.0 |
| Interest expenses | 47.401 | 67.584 | -29.9 | 198.643 | 248.342 | -20.0 |
| Impairment allowance costs | 60.236 | 34.367 | 75.3 | 256.756 | 145.066 | 77.0 |
| Revenue related to debt <br> collection proceedings | 26.789 | 38,729 | -30.8 | 124.938 | 129.735 | -3.7 |
| Profit before impairment <br> allowances | 71.131 | 61.193 | 16.2 | 373.822 | 289.836 | 29.0 |
| Net profit |  |  |  |  |  |  |


| (in millions of euros) | 4Q 2009 | 4Q 2008 | Change <br> (\%) | 12 months <br> 2009 | 12 months <br> 2008 | Change <br> (\%) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Interest income | 8.556 | 10.823 | -21.0 | 37.284 | 43.860 | -15.0 |
| Interest expenses | 3.029 | 4.319 | -29.9 | 12.696 | 15.872 | -20.0 |
| Impairment allowance costs | 3.850 | 2.196 | 75.3 | 16.410 | 9.271 | 77.0 |
| Revenue related to debt <br> collection proceedings | 1.712 | 2,475 | -30.8 | 7.985 | 8,292 | -3.7 |
| Profit before impairment <br> allowances | 4.546 | 3.911 | 16.2 | 23.892 | 18.524 | 29.0 |
| Net profit |  |  |  |  |  |  |

## Ratios

|  | 4Q 2009 | 3Q 2009 | 2Q 2009 | 1Q 2009 |
| :--- | ---: | ---: | ---: | ---: |
| Return on equity (ROE) | $6.4 \%$ | $22.9 \%$ | $29.8 \%$ | $15.8 \%$ |
| Equity multiplier (EM) | 4.1 | 4.2 | 4.6 | 4.8 |
| Profit margin (PM) | $6.6 \%$ | $20.7 \%$ | $24.6 \%$ | $10.0 \%$ |
| Asset utilization ratio (AU) | $23.7 \%$ | $26.3 \%$ | $26.5 \%$ | $32.9 \%$ |
| Return on assets (ROA) | $1.6 \%$ | $5.5 \%$ | $6.5 \%$ | $3.3 \%$ |
| SPREAD | $10.2 \%$ | $13.4 \%$ | $19.6 \%$ | $15.1 \%$ |
| TIER 1 capital ratio | $28.7 \%$ | $25.6 \%$ | $24.2 \%$ | $21.3 \%$ |

Ratios shall be presented on an annual basis (i.e. annualised).
The statement of financial position indicators used when calculating the ratios are found as the arithmetic mean of the respective data as of the end of the month preceding the reporting quarter and as of the end of each month of the reporting quarter. In case of statement of comprehensive income indicators the annualized actual data of the reporting quarter shall serve as the basis.
Explanations on ratios:

- Return on equity (ROE) - net profit to equity,
- Equity multiplier (EM) - total assets to total equity,
- Profit margin (PM) - profit to total income,
- Asset utilisation (AU) - total income (incl. income from interest, service fees, dividends and other operating income) to total assets,
- Return on assets (ROA) - profit to total assets,
- SPREAD - ratio of interest expenses to interest-bearing liabilities deducted from the ratio of interest income to interest-bearing assets,
- TIER 1 own funds ratio (TIER 1 ratio) - ratio of Tier 1 own funds and risk weighted assets.


## Important Economic Events

In November 2009 BIGBANK as the first Estonian bank opened a branch in Finland, starting to provide the opportunity of term depositing on the local market. The objective for 2010 would be to start selling loan services in addition to depositing services and to expand the network of offices in this region.
The operating volumes of BIGBANK AS did not change considerably in the $4^{\text {th }}$ quarter of 2009. The volume of total assets reduced by 12.8 million kroons in the $4^{\text {th }}$ quarter of 2009 and receivables from customers reduced by 52.3 million kroons. The reduction in the loan portfolio is associated with the continuously low consumer confidence regarding the future, which reduces the customers' interest in taking loans and at the same time BIGBANK's criteria for granting loans are continually conservative.
As of 31 December 2009 the volume of cash and equivalents totalled 551.1 million kroons ( $19.8 \%$ of total assets), at the end of the $3^{\text {rd }}$ quarter the respective figure was 514.9 million kroons ( $18.4 \%$ of total assets).

The share of term deposits has increased and the share of bonds has reduced in the structure of liabilities. As of the end of the $4^{\text {th }}$ quarter term deposits ( 1173.2 million kroons, increase of 395.0 million kroons during the quarter) and bonds ( 780.2 million kroons, reduction of 393.8 million kroons during the quarter) form the largest share of liabilities. As of the end of the $4^{\text {th }}$ quarter the total volume of liabilities amounted to 2107.6 million kroons, reducing by 22.9 million kroons during the quarter. As of the end of the quarter the weighted average maturity of interest-bearing liabilities was 14.3 months and weighted average interest rate was $7.7 \%$ ( $9.6 \%$ as of the end of 2008). The weighted average interest rate has reduced above all in connection with the decrease in Euribor and the increase in the share of deposits in the structure of liabilities. In the $4{ }^{\text {th }}$ quarter the interest expenses amounted to 47.4 million kroons, increasing by 2.6 million kroons compared to the previous quarter.
In the $4^{\text {th }}$ quarter of 2009 the interest income amounted to 133.9 million kroons, decreasing by 16.3 million kroons compared to the previous quarter. The reduction of the interest income is related to the reduction in loan portfolio. In the $4^{\text {th }}$ quarter the revenue related to debt collection proceedings amounted to 26.8 million kroons, compared to 30.6 million kroons in the previous quarter.
The payment behaviour of customers deteriorated to some extent in the $4^{\text {th }}$ quarter, the main reason for which might be the decrease in incomes and the growth of unemployment. At the same time as a result of active debt management the number of customers performing payments increased in the portfolio in payment delays. As of the end of the $4^{\text {th }}$ quarter, the volume of loans with payment delays over 90 days totalled 872.8 million kroons ( $38.9 \%$ of the total loan portfolio), reducing by 8.6 million kroons during the quarter.
The impairment allowance costs totalled 60.2 million kroons in the $4^{\text {th }}$ quarter. As of 31 December 2009 the total volume of impairment allowances amounted to 438.0 million kroons.
In the $4^{\text {th }}$ quarter the net profit of the reporting period amounted to 10.9 million kroons ( 26.8 million kroons in the $4^{\text {th }}$ quarter of 2008). Profit before impairment allowances totalled 71.1 million kroons in the $4^{\text {th }}$ quarter (in the previous quarter the respective figure was 97.4 million kroons).
As of the end of the $4^{\text {th }}$ quarter of 2009 equity totalled 667.6 million kroons ( 579.4 million kroons as of the end of 2008). The share of equity amounted to $24.3 \%$ of total assets. Capital adequacy formed $26.4 \%$ as of 31 December 2009 (19.3\% at the beginning of the year).

As of the end of 2009 there were 394 employees working in BIGBANK, including 168 in Estonia, 155 in Latvia, 69 in Lithuania and 2 in Finland. As of the year-end, the Group had 28 offices, of which 10 offices were located in Estonia, 7 in Latvia, 10 in Lithuania and 1 in Finland.

In 2009 the fees paid to the Management Board of the parent company (taxes included) amounted to 4.844 million kroons and the fees paid to the members of Supervisory Council (taxes included) totalled 0.941 million kroons.

More detailed information on the financial data of BIGBANK is available in the annual report of the consolidation group.

## Analysis of Statement of Financial Position and Statement of Comprehensive Income

## Statement of Financial Position Indicators

Total assets As of 31 December 2009 total assets of BIGBANK AS Group totalled 2785.2 million kroons.

As of 31 December 2009 receivables from customers accounted for $73.7 \%$ of total assets, cash and equivalents accounted for 19.8\%.
Monetary As of the end of the $4^{\text {th }}$ quarter of 2009 cash and equivalents amounted to 551.1 funds million kroons, increasing by 71.7 million kroons compared to the beginning of the year ( 479.4 million kroons as of 31 December 2008).

The graph below demonstrates the future contract-based cash flows, which are increased by the cash based receivables from receivables to be collected and reduced by the deviations from the concluded payment schedule by the customers. The starting point of the graph takes into account the available monetary funds.


Receivables By the end of the $4^{\text {rd }}$ quarter the Group had 115 thousand active loan contracts, from customers including 40 thousand in Estonia, 62 thousand in Latvia and 13 thousand in Lithuania.

At the end of the quarter, the volume of receivables from customers was divided as follows:

- $47.1 \%$ Estonia,
- 40.6\% Latvia,
- 12.3\% Lithuania.

As of 31 December 2009 receivables from customers totalled 2053.6 million kroons, comprising of:

- volume of loan portfolio accounted for 2226.5 million kroons. Loans to individuals account for $99 \%$ of the total loan portfolio,
- interest receivables from loan customers totalled 236.1 million kroons,
- impairment reserve amounted to 409.0 million kroons (including impairment allowance for loan receivables in the amount of 305.9 million kroons, impairment allowance for interest receivables in the amount of 66.2 million kroons and additional impairment of 37.0 million kroons).
At the end of the $4^{\text {th }}$ quarter the ratio of impairment allowances to receivables from customers accounted for $16.6 \%$, the respective figure as of 30 September 2009 was 14.7\%.

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Overdue loans

Impairment allowance for receivables

BIGBANK AS is currently the only bank in the region that focuses on the provision of consumer credit only. In line with the corporate strategy, as of 31 December 2009 loans against income accounted for $75.9 \%$ of the loan portfolio, loans secured with suretyship 14.4\% and loans secured with real estate accounted for 9.7\%.

The loan portfolio of BIGBANK is well diversified - the average loan amount amounts to 22 thousand kroons, while as of 31 December 2009, 40 largest loans accounted for $3.0 \%$ of the total loan portfolio.

Within recent quarters the payment behaviour has been influenced by the decrease in incomes and increase in unemployment at the company's domestic markets. At the same time BIGBANK has considerably increased the efficiency of credit management activity and the growth trend of the portfolio in payment delays has reduced. In the $4^{\text {th }}$ quarter the volume of loan receivables with payment delays over 90 days reduced by 8.6 million kroons, amounting to 872.8 million kroons as of the end of the quarter.
In case of overdue loans an important fact needs to be noted, that in case of consumer loans the process of recovering nonperforming receivables differs considerably from the process of recovering these loans, which are secured with physical security (e.g. mortgage on property). Owing to the nature of the loans (as a rule, consumer loans are backed with the customer's regular income), amounts due under terminated agreements are satisfied over an extended period in small installments, not in a lump sum raised by the realisation of collateral.
Overdue loans comprise of unpaid loan repayments according to the loan schedule and the principal amount of the loan that has become subject to enforcement. According to the terms of the loan agreements, the Group may terminate the agreement unilaterally when at least three consecutive loan payments are not met. Upon termination, the Group will demand repayment of the outstanding loan principal, any interest payments that have fallen due and any associated claims arising from the payment delay.

The loans with payment delays over 90 days reflect the sum of the payments of overdue principal amounts, to which the entire loan amount will be added upon the termination of the contract.
In the $4^{\text {th }}$ quarter of 2009 the payments (both loan principal as well as other receivables) from the 90 days overdue loan portfolio totalled 143.8 million kroons, on an annual basis accounting for $57.5 \%$ of the average 90 days overdue loan portfolio of that period. The respective figures in the $3^{\text {rd }}$ quarter of 2009 were 161.9 million kroons and 64.2\%.

To mitigate the risks arising from settlement behaviour and cover potential credit losses, the Group has established respective reserves, which as of 31 December 2009 totalled 438.3 million kroons. Reserve is established on a conservative basis. The established reserve includes:

- impairment allowances for loan receivables in the amount of 305.9 million kroons,
- impairment allowances for interest receivables in the amount of 66.2 million kroons,
- additional impairment allowance for potential negative change in macroeconomic environment in the amount of 37.0 million kroons,
- impairment allowance for other customer receivables in the amount of 13.2 million kroons,
- impairment allowance for other assets in the amount of 15.8 million kroons.

Liabilities As of the end of the $4^{\text {th }}$ quarter of 2009 the liabilities of the Group amounted to 2107.6 million kroons. Issued bonds formed the bulk of liabilities, i.e. 1173.2 million kroons (55.7\%).
As of 31 December 2009 term deposits accounted for $37.0 \%$ of total liabilities and amounted to 780.2 million kroons.

Subordinated liabilities totalled 122.3 million kroons, forming $5.8 \%$ of liabilities.
As of 31 December 2009 amounts due to credit institutions amounted to 11.3 million kroons, forming $0.5 \%$ of total liabilities.

Equity In the $4^{\text {th }}$ quarter of 2009 the Group's equity increased by 10.0 million kroons, amounting to 677.6 million kroons. The share of equity in total assets totals $24.3 \%$. As of the end of the $4^{\text {th }}$ the capital adequacy was $26.4 \%$ (Basel II) compared to $19.3 \%$ as of the end of 2008.

As of 31 December 2009 TIER 1 and TIER 2 capital totalled 773.4 million kroons, accounting for $27.7 \%$ of total assets.

## Statement of Comprehensive Income Indicators

Interest income

Interest expenses operating expenses

Salaries In the $4^{\text {th }}$ quarter salary costs amounted to 22.7 million kroons, decreasing by 7.3 million kroons (24.4\%) compared to the same period of the previous year. As of the end of the period the Group had 394 employees (excluding employees on maternity leave). The reduction of salary costs is related to reducing the number of employees during the optimisation - as of 31 December 2008 the Group had 512 employees.

## BICBANK <br> KIIREIM TEE RAHANI

Impairment
allowance costs

In the $4^{\text {th }}$ quarter impairment allowances for receivables increased by 60.2 million kroons (growth of $75.3 \%$ compared to the $4^{\text {th }}$ quarter of 2008) including:

- cost of impairment allowances for loan receivables in the amount of 49.8 million kroons,
- cost of impairment allowances for interest receivables in the amount of 10.9 million kroons,
- cost of impairment allowances for other assets in the amount of - 0.5 million kroons.

Impairment allowances are established on a conservative basis.
Other In the $4^{\text {th }}$ quarter of 2009 other income amounted to 31.1 million kroons. In the same operating income and expenses period of 2008, other income was 41.6 million kroons. The most significant part of other income came from collection proceedings, which accounted for 26.8 million kroons of other income.
Other expenses totalled 0.7 million kroons in the $4^{\text {th }}$ quarter (compared to 2.8 million kroons in the $4^{\text {th }}$ quarter of 2008).

Profit of the reporting period

In the $4^{\text {th }}$ quarter of 2009 the Group's profit of the reporting period amounted to 10.9 million kroons. Compared to the $4^{\text {th }}$ quarter of 2008 the net profit has increased by 15.9 million kroons. Revenue from acquisition of bonds in the amount of 3.5 million kroons appear as one-off revenue in the $4^{\text {th }}$ quarter of 2009.
In the $4^{\text {th }}$ quarter of 2009 profit without the impairment allowance costs totalled 71.1 million kroons, compared to 61.2 million kroons in the $4^{\text {th }}$ quarter of 2008.

## Capital Adequacy

| (in millions of kroons) | 31.12.2009 | 31.12.2008 |
| :---: | :---: | :---: |
| Paid in share capital | 80.000 | 80.000 |
| Reserves established from profits | 8.000 | 8.000 |
| Retained earnings/losses | 480.370 | 354.600 |
| Unrealised exchange differences | -7.878 | -7.945 |
| Intangible assets | -4.457 | -6.240 |
| Profit for the reporting period | 102.066 | 144.770 |
| Total TIER 1 capital | 658.101 | 573.185 |
| Subordinated liabilities | 115.263 | 121.381 |
| Total TIER 2 capital | 115.263 | 121.381 |
| Deductions | - | - |
| Total capital for calculation of capital adequacy | 773.364 | 694.566 |
| Capital requirements |  |  |
| Central governments and central banks under standardised approach | 9.905 | 6.614 |
| Credit institutions and investments firms under standardised approach | 4.754 | 7.434 |
| Companies under standardised approach | 1.477 | 1.782 |
| Retail claims under standardised approach | 80.452 | 96.341 |
| Claims secured by real estate under standardised approach | 12.861 | 8.171 |
| Overdue claims under standardised approach | 102.132 | 107.824 |
| Other assets under standardised approach | 17.619 | 31.288 |
| Total capital requirements for credit and counterparty credit risk | 229.200 | 259.454 |
| Capital requirement for foreign currency risk | 10.623 | 56.675 |
| Capital requirement for operational risk, basic indicator approach | - | 43.307 |
| Capital requirement for operational risk, standardised method | 52.726 | - |
| Capital requirements for the calculation of capital adequacy | 292.549 | 359.436 |
| Capital adequacy | 26.435\% | 19.320\% |

## BICBANK KIIREIM TEE RAHANI

## Capital Adequacy

| (in millions of euros) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| :--- | ---: | ---: |
| Paid in share capital | 5.113 | 5.113 |
| Reserves established from profits | 0.511 | 0.511 |
| Retained earnings/losses | 30.701 | 22.663 |
| Unrealised exchange differences | -0.503 | -0.508 |
| Intangible assets | -0.285 | -0.399 |
| Profit for the reporting period | 6.523 | 9.252 |
| Total TIER 1 capital | $\mathbf{4 2 . 0 6 0}$ | $\mathbf{3 6 . 6 3 3}$ |
| Subordinated liabilities | 7.367 | 7.758 |
| Total TIER 2 capital | $\mathbf{7 . 3 6 7}$ | $\mathbf{7 . 7 5 8}$ |
| Deductions | $\mathbf{-}$ | $\mathbf{-}$ |
| Total capital for calculation of capital adequacy | $\mathbf{4 9 . 4 2 7}$ | $\mathbf{4 4 . 3 9 1}$ |
| Capital requirements | 0.633 | $\mathbf{0 . 4 2 3}$ |
| Central governments and central banks under standardised approach | 0.304 | 0.475 |
| Credit institutions and investments firms under standardised approach | 0.095 | 0.114 |
| Companies under standardised approach | 5.142 | 6.157 |
| Retail claims under standardised approach | 0.822 | 0.522 |
| Claims secured by real estate under standardised approach | 6.527 | 6.891 |
| Overdue claims under standardised approach | 1.126 | 2.000 |
| Other assets under standardised approach | $\mathbf{1 4 . 6 4 9}$ | $\mathbf{1 6 . 5 8 2 1}$ |
| Total capital requirements for credit and counterparty credit risk | $\mathbf{0 . 6 7 9}$ | $\mathbf{3 . 6 2 2}$ |
| Capital requirement for foreign currency risk | $\mathbf{-}$ | $\mathbf{2 . 7 6 8}$ |
| Capital requirement for operational risk, basic indicator approach | $\mathbf{3 . 3 7 0}$ | $\mathbf{-}$ |
| Capital requirement for operational risk, standardised method | $\mathbf{1 8 . 6 9 7}$ | $\mathbf{2 2 . 9 7 2}$ |
| Capital requirements for the calculation of capital adequacy | $\mathbf{1 9 . 3 2 0}$ |  |
| Capital adequacy |  |  |

Including the capital requirements of AS Baltijas Izaugsmes Grupa belonging to the CONSOLIDATION GROUP

|  | EEK | EUR | EEK | EUR |
| :--- | ---: | ---: | ---: | ---: |
| (in millions) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| Central governments and central banks under | - | - | - | - |
| standardised approach |  |  |  |  |
| Companies under standardised approach | - | - | - | - |
| Retail claims under standardised approach | 8.856 | 0.566 | 39.224 | 2.507 |
| Claims secured by real estate under | 0.322 | 0.021 | 0.706 | 0.045 |
| standardised approach |  |  |  |  |
| Overdue claims under standardised approach <br> Short-term debt of credit institutions, | 35.803 | 2.288 | 45.251 | 2.892 |
| investment firms and other companies under | 1.802 | 0.115 | 3.852 | 0.246 |
| standardised approach |  |  |  |  |
| Other assets under standardised approach <br> Capital requirement for foreign currency risk | 9.122 | 0.583 | 13.313 | 0.851 |
| Capital requirement for operational risk, basic <br> indicator approach | 9.111 | 0.582 | 52.181 | 3.335 |
| Capital requirement for operational risk, | - | - | 10.982 | 0.701 |
| standardised method | 18.189 | 1.162 |  | - |

The capital adequacy standards are applied to BIGBANK AS.
The specification of consolidation group used when calculating the capital adequacy does not differ from the specification of consolidation group used when preparing financial reports.

Pursuant to $\S 73$ of the Credit Institutions Act the following can be included in TIER 1 capital:

- paid-in share capital;
- reserves and reserve capital formed on the basis of law and the articles of association on account of the profits;
- audited retained earnings of previous years;
- profits for the current financial year, the size of which has been verified by an auditor of the credit institution and from which the amount to be paid out as dividends has been deducted.

In order to calculate the size of TIER 1 capital, the following shall be deducted from the total of own funds:

- intangible assets.

Pursuant to $\S 77^{1}$ of the Credit Institutions Act the unrealised exchange rate differences created upon consolidation shall be added to the consolidated Tier 1 capital.
Pursuant to $\S 74$ of the Credit Institutions Act subordinated liabilities may be included in TIER 2 capital. Subordinated debt with unspecified and fixed terms with residual maturity of less than five years shall be shown at reduced value in accordance with subsection $74^{1}(7)$ of the Credit Institutions Act (during five years as from the residual maturity the initial sum shall be reduced by 20 per cent a year, i.e. by 5 per cent after every three months).

A liability of a credit institution is deemed to be subordinated if the claim arising out of such liability, in the event of the dissolution or bankruptcy of the credit institution is satisfied after the justified claims of all other creditors have been satisfied.

BIGBANK AS has requested for permission from the Financial Supervision Authority for including subordinated liabilities in TIER 2 capital.
The credit institution does not have TIER 3 capital.
Standardised approach has been used for calculating the capital requirements for credit risk and for operation risk.
In 2009 the positions protected with devaluation clause have been deducted when calculating the capital requirement for foreign currency risk.

## BICBANK <br> KIIREIM TEE RAHANI

## FINANCIAL STATEMENTS

## Statement of Financial Position

| (in millions of kroons) | Note | 31.12.2009 | 31.12.2008 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Receivables from Central Bank |  | 477.516 | 330.720 |
| Receivables from banks |  | 73.597 | 148.672 |
| Receivables from customers | 2,3,4,5,6,7,8 | 2053.582 | 2293.781 |
| Other receivables and prepaid expenses | 9 | 80.403 | 62.337 |
| Deferred income tax assets |  | 21.675 | - |
| Intangible assets |  | 4.457 | 6.240 |
| Tangible assets |  | 41.429 | 49.137 |
| Other assets | 10 | 32.509 | 22.363 |
| Total assets |  | 2785.168 | 2913.250 |
| Liabilities |  |  |  |
| Payable to credit institutions | 11 | 11.270 | 14.867 |
| Payable to customers | 12 | 1173.213 | 630.612 |
| Other payables and deferred income |  | 20.674 | 28.397 |
| Issued bonds | 13 | 780.184 | 1487.592 |
| Subordinated liabilities | 13 | 122.269 | 172.357 |
| Total liabilities |  | 2107.610 | 2333.825 |
| Equity |  |  |  |
| Share capital |  | 80.000 | 80.000 |
| Reserves |  | 8.000 | 8.000 |
| Unrealised exchange differences |  | -7.878 | -7.945 |
| Retained earnings |  | 480.370 | 354.600 |
| Profit for the accounting period |  | 117.066 | 144.770 |
| Total equity |  | 677.558 | 579.425 |
| Total liabilities and equity |  | 2785.168 | 2913.250 |

## BIGBANK <br> KIIREIM TEE RAHANI

## Statement of Financial Position

(in millions of euros)
Note
31.12.2009
31.12.2008

| Assets |  |  |  |
| :---: | :---: | :---: | :---: |
| Receivables from Central Bank |  | 30.519 | 21.137 |
| Receivables from banks |  | 4.704 | 9.502 |
| Receivables from customers | 2,3,4,5,6,7,8 | 131.248 | 146.599 |
| Other receivables and prepaid expenses | 9 | 5.138 | 3.984 |
| Deferred income tax assets |  | 1.385 | - |
| Intangible assets |  | 0.285 | 0.399 |
| Tangible assets |  | 2.648 | 3.141 |
| Other assets | 10 | 2.078 | 1.429 |
| Total assets |  | 178.005 | 186.191 |
| Liabilities |  |  |  |
| Payable to credit institutions | 11 | 0.720 | 0.950 |
| Payable to customers | 12 | 74.982 | 40.303 |
| Other payables and deferred income |  | 1.322 | 1.816 |
| Issued bonds | 13 | 49.863 | 95.074 |
| Subordinated liabilities | 13 | 7.814 | 11.016 |
| Total liabilities |  | 134.701 | 149.159 |
| Equity |  |  |  |
| Share capital |  | 5.113 | 5.113 |
| Reserves |  | 0.511 | 0.511 |
| Unrealised exchange differences |  | -0.503 | -0.508 |
| Retained earnings |  | 30.701 | 22.663 |
| Profit for the accounting period |  | 7.482 | 9.252 |
| Total equity |  | 43.304 | 37.032 |
| Total liabilities and equity |  | 178.005 | 186.191 |

## Guarantees and Pledged Assets

|  |  | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| (in millions) | EEK | EUR |
| Irrevocable transactions | $\mathbf{1 8 . 0 3 1}$ | $\mathbf{1 . 1 5 2}$ |
| incl. guarantees and other similar irrevocable transactions* | 17.760 | 1.135 |
| incl. credit lines and overdraft facilities | 0.271 | 0.017 |
| Assets pledged and encumbered with usufruct to secure | $\mathbf{2 3 . 4 0 0}$ | $\mathbf{1 . 4 9 6}$ |
| liabilities** |  |  |

*     - Guarantee in the amount of 17.760 million kroons ( 1.135 million euros) has been issued in order to guarantee fulfilment of obligations of $100 \%$ subsidiary Rüütli Majad OÜ, this liability has been recorded also in the consolidated report as a liability.
** - In addition, there are assets pledged and encumbered with usufruct in the amount of 14.920 million kroons ( 0.954 million euros), the related liabilities have been fulfilled as of the date of the report.


## BIGBANK <br> KIIREIM TEE RAHANI

## Statement of Comprehensive Income

| (in millions of kroons) | Note | 4Q 2009 | 4Q 2008 | $\mathbf{1 2 m o n t h s}$ <br> $\mathbf{2 0 0 9}$ | $\mathbf{1 2}$ months <br> $\mathbf{2 0 0 8}$ |
| :--- | :--- | ---: | ---: | ---: | ---: |
| Interest income |  |  |  | 133.864 | 169.349 |
| 583.373 | 686.26 |  |  |  |  |
| Interest expenses | 16 | 47.401 | 67.584 | 198.643 | 248.342 |
| Net interest income |  | $\mathbf{8 6 . 4 6 3}$ | $\mathbf{1 0 1 . 7 6 5}$ | $\mathbf{3 8 4 . 7 3 0}$ | $\mathbf{4 3 7 . 9 1 3}$ |
| Net fees and commissions |  | -0.350 | -0.487 | -1.723 | -1.387 |
| Net profitloss from financial |  | -0.319 | -0.526 | -1.772 | -2.749 |
| transactions |  |  |  |  |  |
| Other operating income | 15 | 31.056 | 41.587 | 182.017 | 132.765 |
| Total income |  | $\mathbf{1 1 6 . 8 5 0}$ | $\mathbf{1 4 2 . 3 3 9}$ | 563.252 | 566.542 |
| Salaries | 22.665 | 29.961 | 91.617 | 112.543 |  |
| Other operating expenses | 17 | 20.141 | 39.478 | 95.180 | 123.627 |
| Depreciation and amortisation |  | 2.567 | 2.748 | 11.090 | 10.182 |
| expense |  | 61.23 | 33.778 | 239.873 | 144.477 |
| Allowances for loans and |  | -0.997 | 0.589 | 16.883 | 0.589 |
| receivables | 0.746 | 2.769 | 2.335 | 6.529 |  |
| Allowances for other assets | $\mathbf{1 0 6 . 3 5 5}$ | $\mathbf{1 0 9 . 3 2 3}$ | $\mathbf{4 5 6 . 9 7 8}$ | $\mathbf{3 9 7 . 9 4 7}$ |  |
| Other expenses | $\mathbf{1 0 . 4 9 5}$ | $\mathbf{3 3 . 0 1 6}$ | $\mathbf{1 0 6 . 2 7 4}$ | $\mathbf{1 6 8 . 5 9 5}$ |  |
| Total expenses | -0.400 | 6.190 | -10.792 | 23.825 |  |
| Profit before income tax | $\mathbf{1 0 . 8 9 5}$ | $\mathbf{2 6 . 8 2 6}$ | $\mathbf{1 1 7 . 0 6 6}$ | $\mathbf{1 4 4 . 7 7 0}$ |  |
| Income tax expense | $\mathbf{- 0 . 8 6 2}$ | 0.089 | 0.067 | -13.794 |  |
| Profit for the accounting period |  | $\mathbf{0 . 8 6 2}$ | $\mathbf{0 . 0 8 9}$ | $\mathbf{0 . 0 6 7}$ | $\mathbf{- 1 3 . 7 9 4}$ |
| Unrealised exchange differences | $\mathbf{1 0 . 0 3}$ | $\mathbf{2 6 . 9 1 5}$ | $\mathbf{1 1 7 . 1 3 3}$ | $\mathbf{1 3 0 . 9 7 6}$ |  |
| Total other income and expenses |  | $\mathbf{1 3 6}$ | $\mathbf{3 3 5}$ | $\mathbf{1 4 6 3}$ | $\mathbf{1 8 1 0}$ |
| Total profit for the accounting | $\mathbf{1 3 6}$ | $\mathbf{3 3 5}$ | $\mathbf{1 4 6 3}$ | $\mathbf{1 8 1 0}$ |  |
| period |  |  |  |  |  |

## BICBANK <br> KIIREIM TEE RAHANI

## Statement of Comprehensive Income

| (in millions of euros) | Note | 4Q 2009 | 4Q 2008 | 12 months 2009 | 12 months 2008 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 15 | 8.555 | 10.824 | 37.284 | 43.860 |
| Interest expenses | 16 | 3.029 | 4.319 | 12.696 | 15.872 |
| Net interest income |  | 5.526 | 6.505 | 24.588 | 27.988 |
| Net fees and commissions |  | -0.022 | -0.031 | -0.110 | -0.089 |
| Net profit/loss from financial transactions |  | -0.020 | -0.034 | -0.113 | -0.176 |
| Other operating income | 17 | 1.985 | 2.657 | 11.633 | 8.485 |
| Total income |  | 7.469 | 9.097 | 35.998 | 36.208 |
| Salaries |  | 1.449 | 1.915 | 5.855 | 7.193 |
| Other operating expenses |  | 1.287 | 2.523 | 6.083 | 7.901 |
| Depreciation and amortisation expense |  | 0.164 | 0.176 | 0.709 | 0.651 |
| Allowances for loans and receivables |  | 3.914 | 2.159 | 15.331 | 9.234 |
| Allowances for other assets |  | -0.064 | 0.037 | 1.079 | 0.037 |
| Other expenses | 16 | 0.049 | 0.177 | 0.149 | 0.417 |
| Total expenses |  | 6.799 | 6.987 | 29.206 | 25.433 |
| Profit before income tax |  | 0.670 | 2.110 | 6.792 | 10.775 |
| Income tax expense |  | -0.026 | 0.396 | -0.690 | 1.523 |
| Profit for the accounting period |  | 0.696 | 1.714 | 7.482 | 9.252 |
| Unrealised exchange differences |  | -0.055 | 0.006 | 0.005 | -0.882 |
| Total other income and expenses |  | -0.055 | 0.006 | 0.005 | -0.882 |
| Total profit for the accounting period |  | 0.641 | 1.720 | 7.49 | 8.370 |
| Basic earnings per share (EEK) |  | 9 | 21 | 94 | 116 |
| Diluted net profit per share (EEK) |  | 9 | 21 | 94 | 116 |

## Statement of Cash Flows

| (in millions of kroons) | 2009 | 2008 |
| :---: | :---: | :---: |
| Cash flow from operations |  |  |
| Interest income received | 405.209 | 576.068 |
| Interest expenses paid | -187.070 | -207.462 |
| Administrative expenses paid | -209.792 | -242.317 |
| Other operating income received | 110.667 | 105.866 |
| Other operating expenses paid | -3.912 | -4.603 |
| Repayments of off-balance sheet receivables | 1.2.09 | 0.808 |
| Received from other assets | 0.741 |  |
| Paid for other assets | -1.845 | -1.130 |
| Loans granted | -197.983 | -889.374 |
| Repayment of loans granted | 384.474 | 700.387 |
| Change in mandatory reserve in Central Bank and related interest receivables | -2.158 | -54.332 |
| Proceeds from customer deposits | 909.155 | 574.108 |
| Paid on redemption of deposits | -380.970 | -157.825 |
| Income tax paid | -32.512 | -28.674 |
| Effect of exchange rate fluctuations | -1.449 | -1.381 |
| Cash flow from operating activities | 794.864 | 370.139 |
| Cash flow from investing activities |  |  |
| Acquisition of tangible and intangible assets | -3.227 | -25.327 |
| Proceeds from the sale of tangible and intangible assets | 0.061 | 0.020 |
| Cash flow from investing activities | -3.166 | -25.307 |
| Cash flow from financing activities |  |  |
| Proceeds from debt securities issues |  | 154.363 |
| Paid on redemption of debt securities | -682.546 | -281.771 |
| Proceeds from loans from credit institutions | -18.360 | - |
| Repayments of loans from credit institutions | - | 47.760 |
| Dividends paid | -3.552 | -184.566 |
| Cash flow from financing activities | -19.000 | -24.000 |
| Effect of exchange rate fluctuations | -723.458 | -288.214 |
| Increase in cash and cash equivalents | 1.1.67 | -0.725 |
| Cash and cash equivalents at the beginning of the year | 69.507 | 55.893 |
| Cash and cash equivalents at the end of the period | 149.298 | 93.405 |
| Cash flow from financing activities | 218.805 | 149.298 |

## BIGBANK <br> KIIREIM TEE RAHANI

## Statement of Cash Flows

| (in millions of euros) | 2009 | 2008 |
| :---: | :---: | :---: |
| Cash flow from operations |  |  |
| Interest income received | 25.898 | 36.817 |
| Interest expenses paid | -11.956 | -13.259 |
| Administrative expenses paid | -13.408 | -15.487 |
| Other operating income received | 7.073 | 6.766 |
| Other operating expenses paid | -0.250 | -0.294 |
| Repayment of off-balance sheet receivables | 0.148 | 0.052 |
| Received from other assets | 0.047 |  |
| Paid for other assets | -0.118 | -0.072 |
| Loans granted | -12.653 | -56.841 |
| Repayment of loans granted | 24.572 | 44.763 |
| Change in mandatory reserve in Central Bank and related interest receivables | -0.138 | -3.473 |
| Proceeds from customer deposits | 58.105 | 36.692 |
| Paid on redemption of deposits | -24.348 | -10.087 |
| Income tax paid | -2.078 | -1.833 |
| Effect of exchange rate fluctuations | -0.093 | -0.088 |
| Cash flow from operating activities | 50.801 | 23.656 |
| Cash flow from investing activities |  |  |
| Acquisition of tangible and intangible assets | -0.206 | -1.619 |
| Proceeds from the sale of tangible and intangible assets | 0.004 | 0.001 |
| Cash flow from investing activities | -0.202 | -1.618 |
| Cash flow from financing activities |  |  |
| Proceeds from debt securities issues |  | 9.866 |
| Paid on redemption of debt securities | -43.624 | -18.008 |
| Proceeds from loans from credit institutions | -1.173 | - |
| Repayments of loans from credit institutions | - | 3.052 |
| Dividends paid | -0.227 | -11.796 |
| Cash flow from financing activities | -1.214 | -1.534 |
| Effect of exchange rate fluctuations | -46.238 | -18.420 |
| Increase in cash and cash equivalents | 0.081 | -0.046 |
| Cash and cash equivalents at the beginning of the year | 4.442 | 3.572 |
| Cash and cash equivalents at the end of the period | 9.542 | 5.970 |
| Cash flow from financing activities | 13.984 | 9.542 |

## BIGBANK <br> KIIREIM TEE RAHANI

## Statement of Changes in Equity

| (in millions of kroons) | Equity belonging to the owners of the parent company |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Share capital | Statutory capital reserve | Unrealised exchange differences | Retained earnings | Total |
| Balance 01.01.2008 | 80.000 | 8.000 | 5.849 | 378.600 | 472.449 |
| Total profit for the accounting period | - | - | -13.794 | 144.770 | 130.976 |
| Dividends paid |  | - |  | -24.000 | -24.000 |
| Balance 30.12.2008 | 80.000 | 8.000 | -7.945 | 499.370 | 579.425 |
| Balance 01.01.2009 | 80.000 | 8.000 | -7.945 | 499.370 | 579.425 |
| Total profit for the accounting period | - | - | 0.067 | 117.066 | 117.133 |
| Dividends paid | - | - | - | -19.000 | -19.000 |
| Balance 30.12.2009 | 80.000 | 8.000 | -7.878 | 597.436 | 677.558 |
| (in millions of euros) | Equity belonging to the owners of the parent company |  |  |  |  |
|  | Share capital | Statutory capital reserve | Unrealised exchange differences | Retained earnings | Total |
| Balance 01.01.2008 | 5.113 | 0.511 | 0.374 | 24.197 | 30.195 |
| Total profit for the accounting period | - | - | -0.882 | 9.252 | 8.370 |
| Dividends paid | - | - | - | -1.534 | -1.534 |
| Balance 30.12.2008 | 5.113 | 0.511 | -0.508 | 31.915 | 37.032 |
| Balance 01.01.2009 | 5.113 | 0.511 | -0.508 | 31.915 | 37.032 |
| Total profit for the accounting period | - | - | 0.005 | 7.482 | 7.487 |
| Dividends paid | - | - | - | -1.214 | -1.214 |
| Balance 30.12.2009 | 5.113 | 0.511 | -0.503 | 38.183 | 43.304 |

## Notes to the Financial Statements

## Note 1. Accounting Principles

The accounting principles used in the consolidated interim report for the $4^{\text {th }}$ quarter of 2009 of BIGBANK AS are in accordance with the accounting principles used in the last annual report of the year ended on 31 December 2008. Consolidated interim report does not include all information necessary for presenting the annual report and it should be read with the Group's last published annual report as of 31 December 2008.
Compared to the annual report of the year ended on 31 December 2008 the following reclassifications have been performed in the consolidated statement of financial position:

The line "Receivables from customers" excludes the prepayments of loan interests, regarding which the customers have the right of claim and the Group has the obligation to return. In the statement of financial position, the line "Other payables and deferred income" has been increased by the same amount.

## Consolidated statement of financial position

Line of the statement of financial position

## Change

31.12.2008 adjusted

|  | in millions <br> of kroons | in millions of <br> euros | in millions <br> of kroons | in millions of <br> euros |
| :--- | ---: | ---: | ---: | ---: |
| Receivables from customers | +4.426 | +0.283 | 2293.781 | 146.599 |
| Total assets | +4.426 | +0.283 | 2913.250 | 186.191 |
| Other payables and deferred income | +4.426 | +0.283 | 28.397 | 1.816 |
| Total liabilities | +4.426 | +0.283 | 2333.825 | 149.159 |
| Total liabilities and equity | +4.426 | +0.283 | 2913.280 | 185.908 |

The consolidated statement of comprehensive income of the comparative period has been improved in connection with the fact that the company calculates the Group's total profit and reflects all income and expenses of the period, including unrealised exchange differences formed when consolidating foreign subsidiary, in the statement of comprehensive income.

| Line of statement of comprehensive <br> income | Change |  | $\mathbf{2 0 0 8 1 2 \text { months adjusted }}$ |  |
| :--- | ---: | ---: | ---: | ---: |
|  | in millions <br> of kroons | in millions of <br> euros | in millions <br> of kroons | in millions of <br> euros |
| Unrealised exchange differences | -13.794 | -0.882 | -13.794 | -0.882 |
| Total other income and expenses | -13.794 | -0.882 | -13.794 | -0.882 |
| Total profit for the accounting period | 130.976 | 8.370 | 130.976 | 8.370 |

Line of statement of comprehensive
income

|  | in millions <br> of kroons | in millions of <br> euros | in millions <br> of kroons | in millions of <br> euros |
| :--- | ---: | ---: | ---: | ---: |
| Unrealised exchange differences | +0.089 | +0.006 | 0.089 | 0.006 |
| Total other income and expenses | +0.089 | +0.006 | 0.089 | 0.006 |
| Total profit for the accounting period | 26.915 | 1.720 | 26.915 | 1.720 |

Consolidated statement of changes in equity has been amended in connection with excluding changes in unrealised exchange differences from retained earnings.

Column in the statement of changes in equity

|  | in millions <br> of kroons | in millions of <br> euros | in millions <br> of kroons | in millions of <br> euros |
| :--- | ---: | ---: | ---: | ---: |
| Unrealised exchange differences | +0.375 | +0.024 | 5.849 | 0.374 |
| Retained earnings | -0.375 | -0.024 | 378.600 | 24.197 |

Starting from 30 June 2009 the deferred income tax receivables formed in the Latvian subsidiary is reflected as income tax asset in the statement of financial position and as deferred income tax revenue in the consolidated statement of comprehensive income.
Income tax in consolidated statement of comprehensive income

| (in millions of kroons) | 4Q 2009 | $\mathbf{1 2}$ months <br> $\mathbf{2 0 0 9}$ | $\mathbf{4 Q} \mathbf{2 0 0 8}$ | $\mathbf{1 2}$ months <br> $\mathbf{2 0 0 8}$ |
| :--- | ---: | ---: | ---: | ---: |
| Income tax expense | 0.846 | 10.999 | 6.190 | 23.825 |
| Deferred income tax | -1.246 | -21.791 | - | - |
| Income tax | $-\mathbf{0 . 4 0 0}$ | $\mathbf{- 1 0 . 7 9 2}$ | $\mathbf{6 . 1 9 0}$ | $\mathbf{2 3 . 8 2 5}$ |
|  |  |  |  |  |
| (in millions of euros) | $\mathbf{4 Q} \mathbf{2 0 0 9}$ | $\mathbf{1 2}$ months | $\mathbf{4 Q} \mathbf{2 0 0 8}$ | $\mathbf{1 2}$ months |
|  |  | $\mathbf{2 0 0 9}$ |  | $\mathbf{2 0 0 8}$ |
| Income tax expense | 0.054 | 0.703 | 0.396 | $\mathbf{1 . 5 2 3}$ |
| Deferred income tax | -0.080 | -1.393 | - | - |
| Income tax | $\mathbf{- 0 . 0 2 6}$ | $\mathbf{- 0 . 6 9 0}$ | $\mathbf{0 . 3 9 6}$ | $\mathbf{1 . 5 2 3}$ |

Note 2. Receivables from Customers

| (in millions of kroons) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| :--- | ---: | ---: |
| Loan receivables from customers | 2226.537 | $\mathbf{2 3 2 1 . 0 9 0}$ |
| Impairment allowance for loan receivables | -305.865 | -176.981 |
| Interest receivables from customers | 236.060 | 183.472 |
| incl. interest receivables | 242.401 | 186.759 |
| incl. interest prepayments under assets | -6.341 | -3.287 |
| Impairment allowance for interest receivables | -66.186 | -24.940 |
| Additional impairment allowance | -36.964 | -8.860 |
| Total receivables from customers | $\mathbf{2 0 5 3 . 5 8 2}$ | $\mathbf{2 2 9 3 . 7 8 1}$ |


| (in millions of euros) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| :--- | ---: | ---: |
| Loan receivables from customers | 142.302 | 148.345 |
| Impairment allowance for loan receivables | -19.548 | -11.311 |
| Interest receivables from customers | 15.087 | 11.726 |
| incl. interest receivables | 15.492 | $\mathbf{1 1 . 9 3 6}$ |
| incl. interest prepayments under assets | -0.405 | -0.210 |
| Impairment allowance for interest receivables | -4.230 | -1.594 |
| Additional impairment allowance | -2.363 | -0.566 |
| Total receivables from customers | $\mathbf{1 3 1 . 2 4 8}$ | $\mathbf{1 4 6 . 5 9 9}$ |

## BIGBANK <br> KIIREIM TEE RAHANI

Note 3. Distribution of Loan Receivables by Maturity

| (in millions of kroons) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| :--- | ---: | ---: |
| Up to 1 year | 1173.485 | $\mathbf{1 2 7 8 . 8 2 9}$ |
| 1-2 years | 158.495 | 236.241 |
| 2-5 years | 331.984 | 403.207 |
| More than 5 years | 562.573 | 402.813 |
| Total | $\mathbf{2} 226.537$ | $\mathbf{2 3 2 1 . 0 9 0}$ |
|  |  |  |
| (in millions of euros) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| Up to 1 year | 74.999 | 81.732 |
| 1-2 years | 10.130 | 15.099 |
| 2-5 years | 21.218 | 25.770 |
| More than 5 years | 35.955 | 25.744 |
| Total | $\mathbf{1 4 2 . 3 0 2}$ | $\mathbf{1 4 8 . 3 4 5}$ |

Note 4. Distribution of Loan Receivables by Geographic Areas
31.12.2009

| (in millions of |  |  |
| :--- | :--- | ---: |
| kroons) | Loan portfolio in balance sheet, including | Relative share <br> of area |

Loan portfolio Overdue loans Impairment allowance
(incl. collective)

| Estonia | 1058.653 | 399.647 | 165.377 | $47.5 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| Latvia | 903.751 | 413.431 | 152.868 | $40.6 \%$ |
| Lithuania | 264.133 | 67.497 | 24.584 | $11.9 \%$ |
| Total | $\mathbf{2 2 2 6 . 5 3 7}$ | $\mathbf{8 8 0 . 5 7 5}$ | $\mathbf{3 4 2 . 8 2 9}$ | $\mathbf{1 0 0 \%}$ |

31.12.2009

| (in millions of <br> euros) | Loan portfolio in balance sheet, including |  | Relative share <br> of area |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Loan portfolio | Overdue loans | Impairment allowance <br> (incl. collective) |  |
| Estonia |  | 10.570 | $47.5 \%$ |  |
| Latvia | 67.660 | 25.542 | 9.770 | $40.6 \%$ |
| Lithuania | 57.760 | 26.423 | 1.571 | $11.9 \%$ |
| Total | 16.881 | 4.314 | $\mathbf{2 1 . 9 1 1}$ | $\mathbf{1 0 0 \%}$ |

Note 5. Loan Receivables by Collateral

| (in millions of kroons) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| :--- | ---: | ---: |
| Loan secured with income | 1690.967 | 1777.312 |
| Loan against surety | 320.404 | 347.911 |
| Loan secured with real estate | 215.166 | 195.867 |
| Total loan receivables | $\mathbf{2 2 2 6 . 5 3 7}$ | $\mathbf{2 3 2 1 . 0 9 0}$ |

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| (in millions of euros) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| :--- | ---: | ---: |
| Loan secured with income | 108.072 | 113.591 |
| Loan against surety | 20.478 | 22.236 |
| Loan secured with real estate | 13.752 | 12.518 |
| Total loan receivables | $\mathbf{1 4 2 . 3 0 2}$ | $\mathbf{1 4 8 . 3 4 5}$ |
|  |  |  |
| Note 6. Loan Receivables by Contract Currencies |  |  |
| (in millions of kroons) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| EEK | 471.882 | 776.093 |
| EUR | 1400.129 | 1025.804 |
| LTL | 52.575 | 83.819 |
| LVL | 298.951 | 435.374 |
| Total loan receivables from customers | $\mathbf{2 2 2 6 . 5 3 7}$ | $\mathbf{2 3 2 1 . 0 9 0}$ |
|  |  |  |
| (in millions of euros) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| EEK | 30.351 | 49.601 |
| EUR | 89.485 | 65.561 |
| LTL | 3.360 | 5.357 |
| LVL | 19.106 | 27.825 |
| Total loan receivables from customers | $\mathbf{1 4 2 . 3 0 2}$ | $\mathbf{1 4 8 . 3 4 5}$ |

Note 7. Impairment Allowances for Customer Receivables by Groups
31.12.2009

| (in millions of kroons) | Loans to <br> customers | Impairment <br> allowance <br> for loans | Interest <br> receivable | Impairment <br> allowance <br> for interest <br> receivables | Total <br> impairment <br> allowance |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Homogeneous groups | 1145.349 | 31.713 | 81.720 | 25.050 | 56.763 |
| Individually assessed groups | 1081.188 | 274.152 | 160.681 | 41.136 | 315.288 |
| Collective impairment <br> allowance | - | 36.964 | - | - | 36.964 |
| Total | $\mathbf{2 2 2 6 . 5 3 7}$ | $\mathbf{3 4 2 . 8 2 9}$ | $\mathbf{2 4 2 . 4 0 1}$ | $\mathbf{6 6 . 1 8 6}$ | $\mathbf{4 0 9 . 0 1 5}$ |


| (in millions of euros) | Loans to <br> customers | Impairment <br> allowance <br> for loans | Interest <br> receivable | Impairment <br> allowance <br> for interest <br> receivables | 31.12.2009 <br> impairmental <br> allowance |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Homogeneous groups | 73.201 | 2.027 | 5.223 | 1.601 | 3.628 |
| Individually assessed groups | 69.101 | 17.521 | 10.269 | 2.629 | 20.150 |
| Collective impairment - 2.363 - - 2.363 <br> allowance      <br> Total $\mathbf{1 4 2 . 3 0 2}$ $\mathbf{2 1 . 9 1 1}$ $\mathbf{1 5 . 4 9 2}$ $\mathbf{4 . 2 3 0}$ $\mathbf{2 6 . 1 4 1}$$\quad$ |  |  |  |  |  |

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Note 8. Overdue Loan Receivables

| (in millions of kroons)* | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| :--- | ---: | ---: |
| Up to 30 days | 2.240 | 7.071 |
| $31-60$ days | 2.606 | 8.312 |
| $61-90$ days | 2.957 | 15.772 |
| Over 91 days | 872.772 | 888.843 |
| Total | $\mathbf{8 8 0 . 5 7 5}$ | $\mathbf{9 1 9 . 9 9 8}$ |

* Overdue loans comprise of unpaid loan repayments according to the loan schedule and the principal amount of the loan which has become subject to enforcement. In accordance with the terms of the loan agreements, the Group may terminate the agreement unilaterally if the Customer is more than 90 days in arrears. When an agreement is cancelled, the customer has to settle the entire loan amount.

| (in millions of euros) $^{\star}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| :--- | ---: | ---: |
| Up to 30 days | 0.143 | 0.452 |
| $31-60$ days | 0.166 | 0.531 |
| $61-90$ days | 0.189 | 1.008 |
| Over 91 days | 55.781 | 56.808 |
| Total | $\mathbf{5 6 . 2 7 9}$ | $\mathbf{5 8 . 7 9 9}$ |


#### Abstract

* Overdue loans comprise of unpaid loan repayments according to the loan schedule and the principal amount of the loan which has become subject to enforcement. In accordance with the terms of the loan agreements, the Group may terminate the agreement unilaterally if the Customer is more than 90 days in arrears. When an agreement is cancelled, the customer has to settle the entire loan amount.


Note 9. Other Receivables and Prepaid Expenses
(in millions of kroons)
31.12.2009
31.12.2008

Other receivables

| Late payment and penalty fees | 1.264 | 0.060 |
| :--- | ---: | ---: |
| Service fees receivable | 0.077 | 0.104 |
| Enforcement and other costs receivable | 18.120 | 13.559 |
| Surety fees | 1.095 | 1.179 |
| Other receivables | 47.787 | 54.860 |
| Impairment allowances for receivables | 13.198 | 12.158 |
| Total | $\mathbf{5 5 . 1 4 5}$ | $\mathbf{5 7 . 6 0 4}$ |
| Prepaid expenses |  |  |
| Prepaid taxes | 22.039 | 2.025 |
| Other prepaid expenses | 3.219 | $\mathbf{2 . 7 0 8}$ |
| Total | $\mathbf{2 5 . 2 5 8}$ | $\mathbf{4 . 7 3 3}$ |
| Total other receivables and prepaid expenses | $\mathbf{8 0 . 4 0 3}$ | $\mathbf{6 2 . 3 3 7}$ |

(in millions of euros)
31.12.2009
31.12.2008

| Other receivables |  |  |
| :--- | :--- | :--- |
| Late payment and penalty fees | 0.081 | 0.004 |
| Service fees receivable | 0.005 | 0.007 |
| Enforcement and other costs receivable | 1.158 | 0.867 |
| Surety fees | 0.070 | 0.075 |
| Other receivables | 3.054 | 3.506 |
| Impairment allowances for receivables | 0.844 | 0.777 |
| Total | $\mathbf{3 . 5 2 4}$ | $\mathbf{3 . 6 8 2}$ |
| Prepaid expenses |  |  |
| Prepaid taxes | 1.408 | 0.129 |
| Other prepaid expenses | 0.206 | $\mathbf{0 . 1 7 3}$ |
| Total | $\mathbf{1 . 6 1 4}$ | $\mathbf{0 . 3 0 2}$ |
| Total other receivables and prepaid expenses | $\mathbf{4 . 6 6 8}$ | $\mathbf{3 . 9 8 4}$ |

Note 10. Other Assets

|  | EEK | EUR | EEK | EUR |
| :--- | ---: | ---: | ---: | ---: |
| (in millions ) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| Value of collateral at the acquisition | 48.278 | 3.086 | 22.952 | 1.466 |
| incl. Impairment allowances | -15.769 | -1.008 | -0.589 | -0.038 |
| Balance sheet value of collateral | $\mathbf{3 2 . 5 0 9}$ | $\mathbf{2 . 0 7 8}$ | $\mathbf{2 2 . 3 6 3}$ | $\mathbf{1 . 4 2 8}$ |

Note 11. Payable to Credit Institutions

| (in millions of kroons) | 31.12.2009 |  |  | 31.12.2008 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Short-term | Long-term | Total | Short-term | Long-term | Total |
| Swedbank AS | 3.574 | 7.696 | 11.270 | 3.619 | 11.248 | 14.867 |
| Total | 3.574 | 7.696 | 11.270 | 3.619 | 11.248 | 14.867 |


|  |  | 30.09 .2009 |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (in millions of euros) | Short-term | Long-term | Total | Short-term | Long-term | Total |
| Swedbank AS | 0.228 | 0.492 | 0.720 | 0.231 | 0.719 | $\mathbf{0 . 9 5 0}$ |
| Total | $\mathbf{0 . 2 2 8}$ | $\mathbf{0 . 4 9 2}$ | $\mathbf{0 . 7 2 0}$ | $\mathbf{0 . 2 3 1}$ | $\mathbf{0 . 7 1 9}$ | $\mathbf{0 . 9 5 0}$ |

Note 12. Payable to Customers

| (in millions of kroons) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| :--- | ---: | ---: |
| Balance of term deposits | 1173.213 | 630.612 |
| Distribution by customer type |  |  |
| incl. private persons | 1076.484 | 540.724 |
| incl. legal persons | 96.729 | 89.888 |
| Distribution by currency |  |  |
| incl. EEK | 779.348 | 512.437 |
| incl. EUR | 383.639 | 116.278 |
| incl. LVL | 10.226 | 1.897 |

(in millions of kroons)
31.12.2009
31.12.2008

| Distribution by maturity date |  |  |
| :--- | ---: | ---: |
| incl. redemption within 6 months | 480.266 | 317.501 |
| incl. redemption within 6-12 months | 504.139 | 281.114 |
| incl. redemption within 12-18 months | 67,463 | 19.524 |
| incl. redemption within 18-24 months | 49.486 | 4.583 |
| incl. redemption within 24+ months | 71.859 | 7.890 |
| Average deposit amount | 0.152 | 0.105 |
| Weighted average interest rate | $6.93 \%$ | $8.00 \%$ |
| Weighted average maturity (in months) | 9.920 | 6.347 |
| Weighted average total contract period (in months) | 14.613 | 12.571 |


| (in millions of euros) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| :--- | ---: | ---: |
| Balance of term deposits | 74.982 | 40.303 |
| Distribution by customer type |  |  |
| incl. private persons | 68.800 | 34.559 |
| incl. legal persons | 6.182 | 5.745 |
| Distribution by currency |  |  |
| incl. EEK | 49.809 | 32.751 |
| incl. EUR | 24.519 | 7.432 |
| incl. LVL | 0.654 | 0.121 |
| Distribution by maturity date |  |  |
| $\quad$ incl. redemption within 6 months | 30.694 | 20.292 |
| incl. redemption within 6-12 months | 32.220 | 17.966 |
| incl. redemption within 12-18 months | 4.312 | 1.248 |
| incl. redemption within 18-24 months | 3.163 | 0.293 |
| incl. redemption within 24+ months | 4.593 | 0.504 |
| Average deposit amount | 0.010 | 0.007 |
| Weighted average interest rate | $6.93 \%$ | $8.00 \%$ |
| Weighted average maturity (in months) | 9.920 | 6.347 |
| Weighted average total contract period (in months) | 14.613 | 12.571 |

Note 13. Issued Bonds and Subordinated Liabilities

| Issued bonds <br> (in millions of kroons) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| :--- | ---: | ---: |
| Balance of issued bonds | $\mathbf{7 8 0 . 1 8 4}$ | $\mathbf{1 4 8 7 . 5 9 2}$ |
| Distribution by customer type <br> incl. private persons <br> incl. legal persons | 7.067 | 71.708 |
|  | 773.117 | 1415.884 |

## (in millions of kroons)

31.12.2009
31.12.2008

| Distribution by currency |  |  |
| :--- | ---: | ---: |
| incl. EEK | 0.648 | 3.131 |
| incl. EUR | 779.536 | 1434.926 |
| incl. LTL | - | 49.535 |
| incl. LVL | - | - |
| Distribution by maturity date |  |  |
| $\quad$ incl. redemption within 6 months | 78.867 | 151.866 |
| incl. redemption within 6-12 months | 15.641 | 64.016 |
| incl. redemption within 12-18 months | 685.676 | - |
| incl. redemption within 18-24 months | - | - |
| incl. redemption within 24+ months | - | 1271.710 |


| (in millions of euros) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| :--- | ---: | ---: |
| Balance of issued bonds | $\mathbf{4 9 . 8 6 3}$ | $\mathbf{9 5 . 0 7 4}$ |
| Distribution by customer type |  |  |
| incl. private persons | 0.452 | 4.583 |
| incl. legal persons | 49.411 | 90.491 |
| Distribution by currency |  |  |
| incl. EEK | 0.041 | 0.200 |
| incl. EUR | 49.822 | 91.708 |
| incl. LTL | - | 3.166 |
| incl. LVL | - | - |
| Distribution by maturity date |  |  |
| incl. redemption within 6 months | 5.041 | 9.706 |
| incl. redemption within 6-12 months | 0.999 | 4.091 |
| incl. redemption within 12-18 months | 43.823 | - |
| incl. redemption within 18-24 months | - | - |
| incl. redemption within 24+ months | - | 81.277 |


| Subordinated bonds <br> (in millions of kroons) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| :--- | ---: | ---: |
| Balance of subordinated bonds | $\mathbf{1 2 2 . 2 6 9}$ | $\mathbf{1 7 2 . 3 5 7}$ |
| Distribution by customer type |  |  |
| incl. private persons | 4.042 | 4.455 |
| incl. legal persons | 118.227 | 167.902 |
| Distribution by currency |  |  |
| incl. EEK | 59.720 | 172.357 |
| incl. EUR | 62.549 | - |
| incl. LTL | - | - |
| incl. LVL | - | - |

## Distribution by maturity date

incl. redemption within 6 months
incl. redemption within 6-12 months
incl. redemption within 12-18 months
incl. redemption within 18-24 months
incl. redemption within $24+$ months
122.269
121.381

| (in millions of euros) | 31.12.2009 | 31.12.2008 |
| :---: | :---: | :---: |
| Balance of subordinated bonds | 7.814 | 11.016 |
| Distribution by customer type |  |  |
| incl. private persons | 0.258 | 0.285 |
| incl. legal persons | 7.556 | 10.731 |
| Distribution by currency |  |  |
| incl. EEK | 3.817 | 11.016 |
| incl. EUR | 3.997 | - |
| incl. LTL | - | - |
| incl. LVL | - | - |
| Distribution by maturity date |  |  |
| incl. redemption within 6 months | - | - |
| incl. redemption within 6-12 months | - | 3.258 |
| incl. redemption within 12-18 months | - | - |
| incl. redemption within 18-24 months | - | - |
| incl. redemption within $24+$ months | 7.814 | 7.758 |

Note 14. Net Currency Positions
31.12.2009

| (in millions of <br> kroons) | Position in the statement <br> of financial position | Position off the statement <br> of financial position | Net position |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Assets |  | Liabilities | Assets | Liabilities |  |
| EEK | 945.599 | 846.741 | - | - | 98.858 |  |
| EUR | 1412.530 | 1244.700 | - | 0.271 | 167.559 |  |
| LVL | 366.902 | 15.131 | - | - | 351.771 |  |
| incl. LVL* | 254.016 | - | - | - |  |  |
| LVL adjusted | 112.886 | 15.131 | - | - | 97.755 |  |
| LTL | 55.852 | 1.213 | - | - | 54.639 |  |
| incl. $L T L^{*}$ | 46.171 | - | - | - |  |  |
| LTL adjusted | 9.681 | 1.213 | - | - | 8.468 |  |
| SEK | 0.004 | - | - | - | 0.004 |  |

The loans granted by the Group have been nominated in the currency of the respective regions or in euro.

To mitigate the risk of losses arising from significant exchange rate fluctuations the agreements of loans denominated in the local currency of a region include a devaluation clause that ensures the proportions of contractual liabilities throughout the loan term.
*Loan contracts that include terms and conditions of the contract, based on which in case of a devaluation of the national currency, the repayable amounts shall be adjusted within the extent of the devaluation of the currency. Taking into consideration the LVL positions protected with the 31

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above-mentioned devaluation clause, the Group's actual net position of LVL would be 97.755 million kroons and the actual net position of LTL would be 8.468 million kroons.
31.12.2009

| (in millions of <br> euros) | Position in the statement <br> of financial position | Position off the statement <br> of financial position | Net position |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | Assets | Liabilities | Assets | Assets | Liabilities |
| EEK | 60,435 | 54,117 | - | - | 6,318 |
| EUR | 90,277 | 79,551 | - | 0,017 | 10,709 |
| LVL | 23,449 | 0,967 | - | - | 22,482 |
| incl. LVL* | 16,235 | - | - | - |  |
| LVL adjusted | 7,214 | 0,967 | - | - | 6,247 |
| LTL | 3,570 | 0,078 | - | - | 3,492 |
| incl LTL* | 2,951 | - | - | - |  |
| LTL adjusted | 0,619 | 0,078 | - | - | 0,541 |
| SEK | - | - | - | - |  |

The loans granted by the Group have been nominated in the currency of the respective regions or in euro.
To mitigate the risk of losses arising from significant exchange rate fluctuations the agreements of loans denominated in the local currency of a region include a devaluation clause that ensures the proportions of contractual liabilities throughout the loan term.
*Loan contracts that include terms and conditions of the contract, based on which in case of a devaluation of the national currency, the repayable amounts shall be adjusted within the extent of the devaluation of the currency. Taking into consideration the LVL positions protected with the above-mentioned devaluation clause, the Group's actual net position of LVL would be 6.248 million euros and the actual net position of LTL would be 0.541 million euros.

Note 15. Interest Income and Other Operating Income

| (in millions of kroons) | 4Q 2009 | 12 months 2009 | 4Q 2008 | 12 months 2008 |
| :---: | :---: | :---: | :---: | :---: |
| Interest income | 133.864 | 583.373 | 169.349 | 686.255 |
| From loans to customers | 131.711 | 574.831 | 165.489 | 670.823 |
| From deposits | 2.153 | 8.542 | 3.860 | 15.432 |
| Other operating income | 31.056 | 182.017 | 41.587 | 132.765 |
| Income related to debt collection | 26.789 | 125.173 | 38.729 | 129.735 |
| Income from redemption of bonds below nominal value | 3.526 | 53.747 | 2.747 | 2.747 |
| Other operating income | 0.741 | 3.097 | 0.111 | 0.283 |
| Total | 164.920 | 765.390 | 210.936 | 819.020 |
| (in millions of euros) | 4Q 2009 | 12 months 2009 | 4Q 2008 | 12 months 2008 |
| Interest income | 8.556 | 37.284 | 10.824 | 43.860 |
| From loans to customers | 8.418 | 36.738 | 10.577 | 42.874 |
| From deposits | 0.138 | 0.546 | 0.247 | 0.986 |
| Other operating income | 1.985 | 11.633 | 2.657 | 8.485 |
| Income related to debt collection | 1.712 | 7.985 | 2.475 | 8.292 |
| Income from redemption of bonds below nominal value | 0.225 | 3.435 | 0.175 | 0.176 |
| Other operating income | 0.048 | 0.213 | 0.007 | 0.017 |
| Total | 10.541 | 48.917 | 13.481 | 52.345 |

Note 16. Interest Expenses and Other Operating Expenses

| (in millions of kroons) | 4Q 2009 | $\begin{array}{r} 12 \text { months } \\ 2009 \end{array}$ | 4Q 2008 | $\begin{array}{r} 12 \text { months } \\ 2008 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Interest expenses | 47.401 | 198.643 | 67.584 | 248.342 |
| On debt securities | 31.059 | 142.671 | 54.131 | 213.290 |
| On deposits | 16.253 | 55.414 | 13.109 | 29.770 |
| On loans | 0.089 | 0.558 | 0.344 | 5.282 |
| Other operating expenses | 0.746 | 2.335 | 2.769 | 6.529 |
| Total | 48.147 | 200.978 | 70.353 | 254.871 |
| (in millions of euros) | 4Q 2009 | 12 months 2009 | 4Q 2008 | 12 months 2008 |
| Interest expenses | 3.030 | 12.696 | 4.320 | 15.872 |
| On debt securities | 1.985 | 9.118 | 3.460 | 13.632 |
| On deposits | 1.039 | 3.542 | 0.838 | 1.903 |
| On loans | 0.006 | 0.036 | 0.022 | 0.338 |
| Other operating expenses | 0.048 | 0.149 | 0.177 | 0.417 |
| Total | 3.078 | 12.845 | 4.496 | 16.289 |


| Note 17. Other Expenses <br> (in millions of kroons) | 4Q 2009 | $\mathbf{1 2}$ months | 4Q 2008 | $\mathbf{1 2}$ months |
| :--- | ---: | ---: | ---: | ---: |
|  |  | $\mathbf{2 0 0 9}$ |  | $\mathbf{2 0 0 8}$ |
| Expenses related to debt collection | 1.125 | 19.502 | 8.765 | 24.170 |
| Marketing expenses | 7.662 | 24.281 | 8.816 | 35.531 |
| Other operating expenses | 11.354 | 51.397 | 21.897 | 63.926 |
| Total other operating expenses | $\mathbf{2 0 . 1 4 1}$ | $\mathbf{9 5 . 1 8 0}$ | $\mathbf{3 9 . 4 7 8}$ | $\mathbf{1 2 3 . 6 2 7}$ |
|  |  |  |  |  |
| (in millions of euros) | $\mathbf{4 Q} \mathbf{2 0 0 9}$ | $\mathbf{1 2}$ months | $\mathbf{4 Q} \mathbf{2 0 0 8}$ | $\mathbf{1 2}$ months |
|  |  | $\mathbf{2 0 0 9}$ |  | $\mathbf{2 0 0 8}$ |
| Expenses related to debt collection | 0.072 | 1.246 | 0.560 | 1.545 |
| Marketing expenses | 0.490 | 1.552 | 0.563 | 2.271 |
| Other operating expenses | 0.725 | 3.285 | 1.400 | 4.085 |
| Total other operating expenses | $\mathbf{1 . 2 8 7}$ | $\mathbf{6 . 0 8 3}$ | $\mathbf{2 . 5 2 3}$ | $\mathbf{7 . 9 0 1}$ |

## Note 18. Segment Reporting

Based on the internal management structure segment information has been published according to the geographic segments. In the presentation of segments income, expenses, assets, and liabilities have been reflected according to the location. The consolidation group does not have various business segments.

Geographic segments, Statement of Financial Position Indicators

| 31.12.2009 | Estonia | Latvia Lithuania | Other | Eimina- <br> tions | Group |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| (in millions of kroons) |  |  |  |  |  |  |
| Cash and receivables <br> from banks <br> incl. Central Bank | 484.096 | 42.820 | 6.313 | 17.884 | - | 551.113 |


|  | BJCBANK |  |  | Other | Eimina-tions | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 31.12.2009 <br> (in millions of kroons) | Estonia | Latvia | Lithuania |  |  |  |
| Inter-segment cash and receivables from banks |  | 175.784 | 10.037 |  | -185.821 |  |
| Receivables from customers | 966.783 | 833.136 | 253.663 |  | - | 2053.582 |
| incl. loan receivables | 1058.653 | 903.751 | 264.134 |  |  | 2226.538 |
| incl. impairment allowance for loan receivables | -165.377 | -152.868 | -24.584 |  | - | -342.829 |
| incl. interest receivables | 103.658 | 114.190 | 18.211 |  |  | 236.059 |
| incl. impairment allowance for interest receivables | -30.151 | -31.937 | -4.098 | - | - | -66.186 |
| Inter-segment receivables | 1312.934 | - | - | - | -1312.934 |  |
| Other receivables and prepaid expenses | 15.950 | 60.168 | 4.452 | 0.054 | -0.221 | 80.403 |
| Deferred income tax asset | - | 21.675 | - |  | - | 21.675 |
| Tangible and intangible assets | 40.722 | 3.568 | 1.543 | 0.053 | - | 45.886 |
| Other assets | 23.214 | 9.295 | - |  | - | 32.509 |
| Segment's total assets | 2843.699 | 1146.446 | 276.008 | 17.991 | -1498.976 | 2785.168 |
| Payable to credit institutions | 21.307 | 1029.588 | 273.953 | 0.476 | -1314.054 | 11.270 |
| Payable to customers | 1187.575 | 61.410 | - | 101.718 | -177.490 | 1173.213 |
| Other payables and deferred income | 10.167 | 6.939 | 3.408 | 0.381 | -0.221 | 20.674 |
| Issued bonds and subordinated bonds | 902.453 | - | - |  | - | 902.453 |
| Segment's total liabilities | 2121.502 | 1097.937 | 277.361 | 102.575 | -1491.765 | 2107.61 |
| Equity | 649.184 | 48.508 | -1.353 | -4.591 | -14.190 | 677.558 |
| 31.12.2008 <br> (in millions of kroons) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| Cash and receivables from banks | 395.681 | 78.478 | 5.233 | - | - | 479.392 |
| incl. Central Bank | 330.720 | - | - | - | - | 330.720 |
| Receivables from customers | 1154.621 | 922.272 | 216.888 | - | - | 2293.781 |
| incl. loan receivables | 1158.937 | 945.310 | 216.843 | - |  | 2321.090 |
| incl. impairment allowance for loan receivables | -84.810 | -91.363 | -9.668 | - |  | -185.841 |
| incl. interest receivables | 92.514 | 80.148 | 10.810 | - | - | 183.472 |
| incl. impairment allowance for interest receivables | -12.020 | -11.823 | -1.097 | - | - | -24.940 |
| Inter-segment receivables | 1206.094 | - | - | - -1 206.094 <br> Continues on the next page |  |  |
|  |  |  |  |  |  |  |  |  |


| 31.12.2008 <br> (in millions of kroons) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other receivables and prepaid expenses | 11.796 | 47.582 | 2.970 | - | -0.011 | 62.337 |
| Tangible and intangible assets | 46.494 | 6.715 | 2.168 | - | - | 55.377 |
| Other assets | 16.240 | 6.123 | - | - | - | 22.363 |
| Segment's total assets | 2830.926 | 1061.170 | 227.259 | - | -1 206.105 | 2913.250 |
| Payable to credit institutions | 14.867 | 952.922 | 246.744 | - | -1 199.666 | 14.867 |
| Payable to customers | 618.075 | 3.729 | - | 8.808 | - | 630.612 |
| Other payables and deferred income | 7.253 | 19.346 | 1.809 | - | -0.011 | 28.397 |
| Issued bonds and subordinated bonds | 1659.949 | - | - | - | - | 1659.949 |
| Segment's total liabilities | 2300.144 | 975.997 | 248.553 | 8.808 | -1 199.677 | 2333.825 |
| Equity | 522.090 | 85.173 | -21.294 | -0.116 | -6.428 | 579.425 |

Geographic segments, Statement of Comprehensive Income Indicators

| 2009 <br> (in millions of kroons) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| External revenue |  |  |  |  |  |  |
| Interest income | 265.646 | 239.317 | 78.407 | 0.003 | - | 583.373 |
| Net service fees | -0.944 | -0.423 | -0.353 | -0.003 |  | -1.723 |
| Other income | 95.949 | 65.100 | 20.968 |  |  | 182.017 |
| Total external revenue | 360.651 | 303.994 | 99.022 |  | - | 763.667 |
| Inter-segment revenue | 223.117 | 2.899 | - |  | -226.016 |  |
| Net profit/loss from financial transactions | -0.960 | -1.299 | -0.008 | -0.001 | 0.496 | -1.772 |
| Interest expenses |  |  |  |  |  |  |
| External interest expenses | 194.736 | 2.689 | - | 1.218 | - | 198.643 |
| Inter-segment interest expenses | 2.949 | 112.070 | 29.389 | 0.007 | -144.415 |  |
| Total interest expenses | 197.685 | 114.759 | 29.389 | 1.225 | -144.415 | 198.643 |
| Total net income | 385.123 | 190.835 | 69.625 | -1.226 | -81.105 | 563.252 |
| Salaries and other operating expenses | 92.085 | 61.351 | 30.026 | 3.335 |  | 186.797 |
| Depreciation and amortisation expense | 6.820 | 3.459 | 0.811 | - |  | 11.090 |
| Impairment allowances for receivables and other assets | -145.563 | -92.407 | -18.786 | ${ }^{-}$ |  | -256.756 |
| Other operating expenses | 1.424 | 0.783 | 0.099 | 0.029 | - | 2.335 |
| Profit/ loss before tax | 139.231 | 32.835 | 19.903 | -4.590 | -81.105 | 106.274 |
| Income tax expenses | - | 10.999 | - | - | - | 10.999 |
| Deferred income tax | - | 21.791 | - | - | - | 21.791 |
| Net profit | 139.231 | 43.627 | 19.903 | -4.590 | -81.105 | 117.066 |


| 2008 <br> (in millions of kroons) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| External revenue |  |  |  |  |  |  |
| Interest income | 342.298 | 289.163 | 54.794 | - | - | 686.255 |
| Other income | 63.210 | 60.889 | 8.666 | - | - | 132.765 |
| Total external revenue | 405.508 | 350.052 | 63.460 | - | - | 819.020 |
| Inter-segment revenue | 143.539 | - | - | - | -143.539 |  |
| Net service fees | -0.848 | -0.259 | -0.280 | - | - | -1.387 |
| Total revenue | 548.199 | 349.793 | 63.180 | - | -143.539 | 817.633 |
| Interest expenses |  |  |  |  |  |  |
| External interest expenses | 248.217 | 0.009 | - | 0.116 | - | 248.342 |
| Inter-segment interest expenses | - | 100.530 | 19.083 | - | -119.613 |  |
| Total interest expenses | 248.217 | 100.539 | 19.083 | 0.116 | -119.613 | 248.342 |
| Net profit/loss from financial transactions | -1.697 | -0.695 | -0.251 | - | -0.106 | -2.749 |
| Total net income | 298.285 | 248.559 | 19.083 | -0.116 | -24.032 | 566.542 |
| Salaries and other operating expenses | 107.150 | 94.338 | 34.682 | - | - | 236.170 |
| Depreciation and amortisation expense | 6.834 | 2.738 | 0.610 | - | - | 10.182 |
| Impairment allowances for receivables and other assets | -59.660 | -74.782 | -10.624 | - | - | -145.066 |
| Other operating expenses | 2.539 | 3.510 | 0.480 | - | - | 6.529 |
| Profit/ loss before tax | 122.102 | 73.191 | -27.313 | -0.116 | -24.032 | 168.595 |
| Income tax expense | - | 23.825 | - | - | - | 23.825 |
| Net profit | 122.102 | 49.366 | -2.550 | -0.116 | -24.032 | 144.770 |

Geographic segments, Statement of Financial Position Indicators

| 31.12.2009 <br> (in millions of euros) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and receivables from banks | 30.940 | 2.737 | 0.403 | 1.143 | - | 35.223 |
| incl. Central Bank | 29.762 | 0.757 | - | - | - | 30.519 |
| Inter-segment cash and receivables from banks | - | 11.235 | 0.641 | - | -11.876 | - |
| Receivables from customers | 61.789 | 53.247 | 16.212 | - | - | 131.248 |
| incl. loan receivables | 67.661 | 57.760 | 16.881 | - | - | 142.302 |
| incl. impairment allowance for loan receivables | -10.570 | -9.770 | -1.571 | - | - | -21.911 |
| incl. interest receivables | 6.625 | 7.298 | 1.164 | - | - | 15.087 |
| incl. impairment allowance for interest receivables | -1.927 | -2.041 | -0.262 | - | - | -4.230 |
| Inter-segment receivables | 83.912 | - | - | - | -83.912 | - |
| Other receivables and prepaid expenses | 1.019 | 3.845 | 0.285 | 0.003 | -0.014 | 5.138 |
| Deferred income tax asset | - | 1.385 | - | - | - | 1.385 |
| Tangible and intangible assets | 2.603 | 0.228 | 0.099 | 0.003 | - | 2.933 |
| Other assets | 1.484 | 0.594 | - | - | - | 2.078 |
| Segment's total assets | 181.747 | 73.271 | 17.640 | 1.149 | -95.802 | 178.005 |


| 31.12.2009 <br> (in millions of euros) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Payable to credit institutions | 1.361 | 65.803 | 17.509 | 0.030 | -83.983 | 0.720 |
| Payable to customers | 75.900 | 3.925 | - | 6.501 | -11.344 | 74.982 |
| Other payables and deferred income | 0.651 | 0.443 | 0.218 | 0.024 | -0.014 | 1.322 |
| Issued bonds and subordinated bonds | 57.677 | - | - | - | - | 57.677 |
| Segment's total liabilities | 135.589 | 70.171 | 17.727 | 6.555 | -95.341 | 134.701 |
| Equity | 41.490 | 3.100 | -0.086 | -0.293 | -0.907 | 43.304 |
| 31.12.2008 <br> (in millions of euros) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| Cash and receivables from banks | 25.289 | 5.016 | 0.334 | - | - | 30.639 |
| incl. Central Bank | 21.137 | - | - | - | - | 21.137 |
| Receivables from customers | 73.793 | 58.944 | 13.862 | - | - | 146.599 |
| incl. loan receivables | 74.069 | 60.417 | 13.859 | - | - | 148.345 |
| incl. impairment allowance for loan receivables | -5.421 | -5.839 | -0.618 | - | - | -11.878 |
| incl. interest receivables | 5.913 | 5.122 | 0.691 | - | - | 11.726 |
| incl. impairment allowance for interest receivables | -0.768 | -0.756 | -0.070 | - | - | -1.594 |
| Inter-segment receivables | 77.083 | - | - | - | -77.083 | - |
| Other receivables and prepaid expenses | 0.754 | 3.041 | 0.190 | - | -0.001 | 3.984 |
| Tangible and intangible assets | 2.972 | 0.429 | 0.139 | - | - | 3.540 |
| Other assets | 1.038 | 0.391 | - | - | - | 1.429 |
| Segment's total assets | 180.929 | 67.821 | 14.525 |  | -77.084 | 186.191 |
| Payable to credit institutions | 0.950 | 60.903 | 15.770 | - | -76.673 | 0.950 |
| Payable to customers | 39.502 | 0.238 | - | 0.563 | - | 40.303 |
| Other payables and deferred income | 0.464 | 1.237 | 0.116 | - | -0.001 | 1.816 |
| Issued bonds and subordinated bonds | 106.090 | - | - | - | - | 106.090 |
| Segment's total liabilities | 147.006 | 62.378 | 15.886 | 0.563 | -76.674 | 149.159 |
| Equity | 33.368 | 5.443 | -1.361 | -0.007 | -0.411 | 37.032 |

Geographic segments, Statement of Comprehensive Income Indicators

| 2009 <br> (in millions of euros) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| External revenue |  |  |  |  |  |  |
| Interest income | 16.978 | 15.295 | 5.011 | - | - | 37.284 |
| Net service fees | -0.060 | -0.027 | -0.023 | - | -0.110 |  |
| Other income | 6.132 | 4.161 | 1.340 | - | - | -11.633 |
| Total external revenue | $\mathbf{2 3 . 0 5 0}$ | $\mathbf{1 9 . 4 2 9}$ | $\mathbf{6 . 3 2 8}$ | - | $-\mathbf{4 8 . 8 0 7}$ |  |
| Inter-segment revenue | $\mathbf{1 4 . 2 6 0}$ | $\mathbf{0 . 1 8 5}$ | - | - | $\mathbf{- 1 4 . 4 4 5}$ | - |
| Net profit/loss from financial <br> transactions | -0.061 | -0.083 | -0.001 | - | 0.032 | -0.113 |


| $2009$ <br> (in millions of euros) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest expense |  |  |  |  |  |  |
| External interest expenses | 12.446 | 0.172 | - | 0.078 | - | 12.696 |
| Inter-segment interest expenses | 0.189 | 7.163 | 1.878 | - | -9.230 | - |
| Total interest expenses | 12.635 | 7.335 | 1.878 | 0.078 | -9.230 | 12.696 |
| Total net income | 24.614 | 12.196 | 4.449 | -0.078 | -5.183 | 35.998 |
| Salaries and other operating expenses | 5.885 | 3.921 | 1.919 | 0.213 | - | 11.938 |
| Depreciation and amortisation expense | 0.436 | 0.221 | 0.052 | - | - | 0.709 |
| Impairment allowances for receivables and other assets | -9.303 | -5.906 | -1.201 | - | - | $16.410$ |
| Other operating expenses | 0.091 | 0.050 | 0.006 | 0.002 | - | 0.149 |
| Profit/ loss before tax | 8.899 | 2.098 | 1.271 | -0.293 | -5.183 | 6.792 |
| Income tax expenses | - | 0.703 | - | - | - | 0.703 |
| Deferred income tax | - | 1.393 | - | - | - | 1.393 |
| Net profit | 8.899 | 2.788 | 1.271 | -0.293 | -5.183 | 7.482 |
| $2008$ <br> (in millions of euros) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| External revenue |  |  |  |  |  |  |
| Interest income | 21.877 | 18.481 | 3.502 | - | - | 43.860 |
| Other income | 4.039 | 3.892 | 0.554 | - | - | 8.485 |
| Total external revenue | 25.916 | 22.373 | 4.056 | - | - | 52.345 |
| Inter-segment revenue | 9.174 | - | - | - | -9.174 | - |
| Net service fees | -0.054 | -0.017 | -0.018 | - | - | -0.089 |
| Total revenue | 35.036 | 22.356 | 4.038 | - | -9.174 | 52.256 |
| Interest expenses |  |  |  |  |  |  |
| External interest expenses | 15.864 | 0.001 | - | 0.007 | - | 15.872 |
| Inter-segment interest expenses | - | 6.425 | 1.220 | - | -7.645 | - |
| Total interest expenses | 15.864 | 6.426 | 1.220 | 0.007 | -7.645 | 15.872 |
| Net profit/loss from financial transactions | -0.109 | -0.044 | -0.016 | - | -0.007 | -0.176 |
| Total net income | 19.063 | 15.886 | 1.220 | -0.007 | -1.536 | 36.208 |
| Salaries and other operating expenses | 6.848 | 6.029 | 2.217 | - | - | 15.094 |
| Depreciation and amortisation expense | 0.437 | 0.175 | 0.039 | - | - | 0.651 |
| Impairment allowances for receivables and other assets | -3.813 | -4.779 | -0.679 | - | - | -9.271 |
| Other operating expenses | 0.162 | 0.224 | 0.031 | - | - | 0.417 |
| Profit/ loss before tax | 7.803 | 4.679 | -1.746 | -0.007 | -1.536 | 10.775 |
| Income tax expense | - | 1.523 | - | - | - | 1.523 |
| Net profit | 7.803 | 3.156 | -1.746 | -0.007 | -1.536 | 9.252 |

Note 19. Financial Indicators for Major Units

|  | Group |  | Bank $^{*}$ |  | Baltijas Iz Grupa** |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (in millions of kroons) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| Assets | 2785.168 | 2913.250 | 3218.231 | 2807.338 | 1088.910 | 1049.928 |
| incl. cash and <br> equivalents | 551.113 | 479.392 | 524.943 | 402.346 | 201.557 | 77.04 |
| incl. receivables from <br> customers | 2053.582 | 2293.781 | 2623.530 | 2341.823 | 795.864 | 912.641 |
| $\quad$ incl. tangible assets | 45.886 | 55.377 | 15.573 | 22.766 | 1.512 | 2.689 |
| incl. other | 139.044 | 84.700 | 58.369 | 40.403 | 90.250 | 57.558 |
| Liabilities | 2107.610 | 2333.825 | 2586.377 | 2304.829 | 1033.099 | 963.028 |
| Equity | 677.558 | 579.425 | 631.853 | 502.509 | 55.810 | 86.901 |


|  | Group |  | Bank $^{*}$ |  | Baltijas Iz Grupa** |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (in millions of euros) | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 8}$ |
| Assets | 178.005 | 186.191 | 205.682 | 179.422 | 69.594 | 67.103 |
| incl. cash and <br> equivalents | 35.223 | 30.639 | 33.550 | 25.715 | 12.882 | 4.924 |
| incl. receivables from <br> customers | 131.248 | 146.599 | 167.674 | 149.670 | 50.865 | 58.328 |
| $\quad$ incl. tangible assets |  |  |  |  |  |  |
| incl. other | 8.933 | 3.539 | 0.995 | 1.455 | 0.097 | 0.172 |
| Liabilities | 8.886 | 5.414 | 3.730 | 2.582 | 5.768 | 3.679 |
| Equity | 134.701 | 149.159 | 165.300 | 147.305 | 66.027 | 61.549 |


|  | Group |  | Bank* $^{*}$ |  | Baltijas Iz Grupa** |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions of kroons) | 4Q 2009 | 4Q 2008 | 4Q 2009 | 4Q 2008 | 4Q 2009 | 4Q 2008 |
| Interest income | 133.864 | 169.349 | 142.143 | 126.339 | 31.093 | 70.022 |
| Interest expenses | 47.401 | 67.584 | 57.360 | 67.240 | 28.958 | 26.685 |
| Revenue related to debt collection <br> proceedings | 26.760 | 38.729 | 16.965 | 19.933 | 9.824 | 18.576 |
| Net profit |  |  |  |  |  |  |


|  | Group |  | Bank* $^{*}$ |  | Baltijas Iz Grupa** |  |
| :--- | :---: | :---: | :---: | ---: | ---: | ---: | ---: |
| (in millions of kroons) | 4Q 2009 | 4Q 2008 | 4Q 2009 | 4Q 2008 | 4Q 2009 | 4Q 2008 |
| Interest income | 8.556 | 10.824 | 9.085 | 8.075 | 1.987 | 4.475 |
| Interest expenses | 3.030 | 4.320 | 3.666 | 4.297 | 1.851 | 1.705 |
| Revenue related to debt collection <br> proceedings | 1.710 | 2.47 | 1.084 | 1.274 | 0.628 | 1.187 |
| Net profit |  |  |  |  |  |  |

[^0]
## Note 20. Sensitivity Analysis

## Interest rate risk

Part of the Group's liabilities has fixed interest rates and part is linked to changes in Euribor.
The following table provides an overview of the effect of changes in Euribor on the Group's profit and equity, provided that the volume and structure of liabilities remain constant within a year (based on the financial indicators of the end of the $4^{\text {th }}$ quarter of 2009) and Euribor does not become negative.

| (in millions of kroons) | Amount | Incl fixed interest rate | Incl linked to Euribor | Change if $1 \%$ rise in Euribor | 31.12.2009 <br> Change if 1\% decrease in Euribor |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Payable to credit institutions | 11.248 | - | 11.248 | -0.113 | 0.113 |
| Issued debt securities (incl. subordinated) | 901.473 | 0.563 | 900.910 | -7.445 | 5.271 |
| Term deposits | 1144.392 | 1144.392 | - | - | - |
| Total | 2057.113 | 1144.955 | 912.158 | -7.558 | 5.384 |

$\left.\begin{array}{lcrrrrr}\text { (in millions of euros) } & \text { Amount } & \begin{array}{r}\text { Incl fixed } \\ \text { interest } \\ \text { rate }\end{array} & \begin{array}{r}\text { Incl linked } \\ \text { to Euribor }\end{array} & \begin{array}{r}\text { Change if } \\ \text { 1\% rise in } \\ \text { Euribor }\end{array} & \begin{array}{r}\text { Change if } \\ \text { 1\% }\end{array} \\ \text { decrease in } \\ \text { Euribor }\end{array}\right]$

## Currency risk

The Group operates in regions with stable exchange rates. The Estonian kroon is pegged to the euro at a fixed exchange rate by law. The Lithuanian litas and the Latvian lats are the national currencies of EU member states and their exchange rates are fixed by the central banks of their respective countries and pegged to the euro. Exchange rate fluctuations are limited to a permissible fluctuation corridor established by law. The currencies are based on the euro.

To mitigate the risk of losses arising from significant exchange rate fluctuations the agreements of loans denominated in the local currency of a region include a devaluation clause that ensures the proportions of contractual liabilities throughout the loan term.

The following table provides an overview of the impact of a possible devaluation, taking into the contractual protection against devaluation

## BICBANK <br> KIIREIM TEE RAHANI

|  |  | Change 10\% |  |
| :--- | ---: | ---: | ---: | 31.12.2009

*LVL and LTL from open position are adjusted with the assets protected with the devaluation clause.

| (in millions of euros) | Exposure | Change 10\% <br> Monetary impact |  |
| :--- | ---: | ---: | ---: |
| EEK |  | \% of equity |  |
| LVL* | 6.318 | 0.632 | $1.5 \%$ |
| LTL* | 6.248 | 0.625 | $1.4 \%$ |
| SEK | 0.541 | 0.054 | $0.1 \%$ |
| Total | - | - | $0.0 \%$ |

*LVL and LTL from open position are adjusted with the assets protected with the devaluation clause.


[^0]:    *     - Data about parent company and Lithuanian and Latvian branch
    ** - Data about important subsidiary AS Baltijas Izaugsmes Grupa

