BIGBANK AS
Public Interim Report
II Q 2010

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## 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, Eesti |
| :--- | :--- |
| Phone: | +3727377570 |
| Fax: | +3727377582 |
| E-mail: | $\underline{\text { bigbank@bigbank.ee }}$ |
| Website: | $\underline{\text { www.bigbank.ee }}$ |
| Date of report: | 30.06 .2010 |
| Reporting period: | $01.04 .2010-30.06 .2010$ |
| Auditors: | KPMG Baltics AS audit firm, entered in the list of auditors on 11 July |
|  | 2001 under No.17, Narva mnt 5 Tallinn 10117, registration number <br>  |
|  | 10096082. |

## Auditors:

- Andres Root, authorised public accountant since 20 June 1990.
- Eero Kaup, authorised public accountant since 10 December 1998.


## Audit: <br> An audit regarding the financial information of the II Q of 2010 has been conducted in accordance with the international standard ISRE 2400 regarding the review of financial information. <br> Reporting currency: The reporting currencies are the Estonian kroon and euro; data has been presented in millions of kroons and millions of euros. <br> 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 2Q 2010 of BIGBANK AS is available at the head office of BIGBANK AS at Rüütli 23, Tartu, and all other offices of the company from 31 August 2010.

## 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 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: $\quad 27$ 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\%

Company: SIA Baltijas Parādu Piedziņas Centrs (owner Balti Võlgade Sissenõudmise Keskus OÜ)
Address: Brīvības iela 151, LV-1012 Riia, Läti
Registration number: 40103305206
Register: $\quad$ Commercial Register of the Republic of Latvia
Date of entry: 07.07.2010
Core activity: Collection services
Ownership interest: 100\%

Company: Kaupmehe Järelmaks OÜ
Address: Rüütli 23, 51006 Tartu
Registration number: 11906650
Register: Commercial Register of the Republic of Estonia
Date of entry: 10.03.2010
Core activity: Granting consumer loans
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 Riia, <br> Latvia | 40103200513 | 11.11 .2008 |
| BIGBANK AS filialas | Jogailos 4, Vilnius 01116 <br> Lithuania | 301048563 | 27.09 .2007 |
| Kampinkuja 2, 00100 <br> BIGBANK AS Suomen <br> SivulikeFinland | Helsinki, 2292157-2 | 29.10 .2009 |  |

## 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 2 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 30.06 .2010 is in compliance with the international financial reporting standard IAS34 "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.

## Date

Signature

## Targo Raus

Chairman of the Management Board
31.08.2010


Kaido Saar
Member of the
Management Board
31.08.2010

Veiko Kandla
Member of the Management Board
31.08.2010


## Ingo Põder

Member of the
Management Board
31.08.2010


Ruslan Mahhov
Member of the Management Board
31.08.2010


OVERVIEW OF THE ECONOMIC ACTIVITY
Key Financial Indicators

|  | EEK |  | EUR |  | Change |
| :--- | ---: | ---: | ---: | ---: | ---: |
| (in millions) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\%$ |
| Assets | 2879.417 | 2785.168 | 184.028 | 178.005 | 3.4 |
| Receivables from customers | 1986.962 | 2053.582 | 126.990 | 131.248 | -3.2 |
| incl. loan portfolio | 2183.149 | 2226.537 | 139.528 | 142.302 | -1.9 |
| incl. interest receivables | 270.181 | 236.060 | 17.268 | 15.087 | 14.5 |
| incl. impairment allowances | -466.368 | -409.015 | -29.806 | -26.141 | 14.0 |
| $\quad$ incl. to loan receivables | -365.681 | -305.865 | -23.371 | -19.548 | 19.6 |
| $\quad$ incl. to interest receivables | -63.695 | -66.186 | -4.071 | -4.230 | -3.8 |
| $\quad$ incl. additional impairment | -36.992 | -36.964 | -2.364 | -2.363 | 0.1 |
| allowances |  |  |  | 74.982 | 73.4 |
| Deposits | 2034.548 | 1173.213 | 130.031 | -39.863 | -99.8 |
| Bonds | 1.316 | 780.184 | 0.084 | 49.8 |  |
| Subordinated bonds | 122.263 | 122.269 | 7.814 | 7.814 | 0.0 |
| Equity | 693.747 | 677.558 | 44.338 | 43.304 | 2.4 |


|  | EEK |  | EUR |  | Change |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
| (in millions) | 2Q 2010 | 2Q 2009 | 2Q 2010 | 2Q 2009 | $\%$ |  |
| Interest income | 121.313 | 151.330 | 7.753 | 9.672 | -19.8 |  |
| Interest expenses | 32.566 | 47.707 | 2.081 | 3.049 | -31.7 |  |
| Impairment allowance costs | 33.014 | 54.401 | 2.110 | 3.477 | -39.3 |  |
| Revenue related to debt <br> collection proceedings | 19.017 | 26.538 | 1.215 | 1.969 | -30.0 |  |
| Profit before impairment <br> allowances | 51.719 | 99.173 | 3.305 | 6.338 | -47.8 |  |
| Net profit | 18.705 | $44.772^{*}$ | 1.195 | $2.861^{*}$ | -58.2 |  |

[^0]
## Ratios

| (in percentages) | 2Q 2010 | 1Q 2010 | 4Q 2009 | 3Q 2009 | 2Q 2009 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Return on equity (ROE) | $11.00 \%$ | $6.7 \%$ | $6.4 \%$ | $22.9 \%$ | $29.8 \%$ |
| Equity multiplier (EM) | 4.1 | 4.2 | 4.1 | 4.2 | 4.6 |
| Profit margin (PM) | $13.3 \%$ | $8.0 \%$ | $6.6 \%$ | $20.7 \%$ | $24.6 \%$ |
| Asset utilization ratio (AU) | $19.9 \%$ | $19.9 \%$ | $23.7 \%$ | $26.3 \%$ | $26.5 \%$ |
| Return on assets (ROA) | $2.7 \%$ | $1.6 \%$ | $1.6 \%$ | $5.5 \%$ | $6.5 \%$ |
| SPREAD | $10.8 \%$ | $9.7 \%$ | $10.2 \%$ | $13.4 \%$ | $19.6 \%$ |
| TIER 1 capital ratio | $29.4 \%$ | $25.8 \%$ | $28.7 \%$ | $25.6 \%$ | $24.2 \%$ |

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 the indicators of the statement of comprehensive income the annualized actual data of the reporting quarter shall serve as the basis.

Explanations of 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 funds to capital requirements.


## Important Economic Events

BIGBANK continuously focuses on expanding its activities outside the Baltic states and making its product portfolio more varied. Granting loans in Finland, which was launched in the first quarter, has increased during the second quarter and the share of Finland in sales has grown.

A new product added in 2010 is a consumer loan with unemployment insurance, which manages risks for both the credit receiver and credit provider. In addition, sales activities with retailers has been increased and the product portfolio for business clients, which at the moment includes credit line, operating loan and bank guarantee, has been updated.
BIGBANK's customer service has received a high evaluation in the largest service survey conducted in Estonia - Dive TeenindusTop - in all recent years. In 2009 and 2010, BIGBANK was renowned as the bank with the best customer service.

The operating volumes of BIGBANK AS did not change considerably in the 2nd quarter of 2010.
The share of term deposits has increased and the share of bonds has reduced in the structure of liabilities. The changes are a result of premature redemption of international bonds and increase in the volumes of involving deposits.

Compared to the last quarter, the payment behaviour of customers improved in the 2nd quarter. The main cause for the improvement of payment behaviour is both seasonal increase of incomes and also efficient debt management.

In the 2nd quarter the net profit of the reporting period amounted to 18.7 million kroons, compared to the 11.4 million kroons in the previous quarter. Profit before impairment allowances totalled 51.7 million kroons in the 2nd quarter (in the previous quarter the respective figure was 57.9 million kroons).

As of the end of the 2nd quarter of 2010, equity totalled 693.7 million kroons ( 677.6 million kroons as of the end of 2009). The share of equity amounted to $24.1 \%$ of total assets. Capital adequacy formed $24.0 \%$ as of 30 June 2010 ( $26.4 \%$ at the beginning of the year).

As of the end of the 2nd quarter of 2010 there were 413 employees working in BIGBANK including 201 in Estonia, 135 in Latvia, 74 in Lithuania and 3 in Finland. As of the end of the quarter, the Group had 28 offices, of which 10 offices were located in Estonia, 7 in Latvia, 10 in Lithuania and 1 in Finland.

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

## Statement of Financial Position indicators

Total assets

## Monetary funds

Receivables from customers

As of 30 June 2010, total assets of BIGBANK AS Group totalled 2879.4 million kroons, decreasing by 110.6 million kroons during the quarter.

As of 30 June 2010, receivables from customers accounted for $69.0 \%$ of total assets, cash and equivalents accounted for 24.6\%.

As of the end of the 2nd quarter, cash and equivalents amounted to 708.1 million kroons, decreasing by 89.5 million kroons during the quarter. During the second quarter, BIGBANK prematurely redeemed an international bond issue in the amount of 432.9 million kroons.

By the end of the 2nd quarter the Group had 109 thousand active loan contracts, including 37 thousand in Estonia, 58 thousand in Latvia and 14 thousand in Lithuania.

Geographically receivables from customers were divided as follows:

- 46.6\% Estonia,
- $39.7 \%$ Latvia,
- 12.7\% Lithuania,
- $1.0 \%$ Finland.

As of 30 June 2010 receivables from customers totalled 1986.9 million kroons, comprising of:

- volume of loan portfolio accounted for 2183.1 million kroons. Loans to individuals account for $98.6 \%$ of the total loan portfolio,
- interest receivables from loan customers totalled 270.2 million kroons,
- impairment reserve amounted to 466.4 million kroons (including impairment allowance for loan receivables in the amount of 365.7 million kroons, impairment allowance for interest receivables in the amount of 63.7 million kroons and additional impairment of 37.0 million kroons).

At the end of the 2nd quarter the ratio of impairment allowances to receivables from customers accounted for $19.0 \%$, the respective figure as of the end of 2009 was $16.6 \%$.

BIGBANK AS is currently the only bank in the region that focuses on granting consumer loans. In line with the corporate strategy, as of 30 June 2010 loans against income accounted for $74.9 \%$ of the loan portfolio, loans secured with suretyship $14.3 \%$ and loans secured with real estate accounted for $9.6 \%$ and loans covered with unemployment insurance 1.2\%.

Compared to the last quarter, the payment behaviour of customers improved in the 2nd quarter. The main cause for the improvement of payment behaviour may be both seasonal increase of incomes and also efficient debt management. Concluding agreements when restructuring contracts is easier than before because the share of customers, who are able to pay moderate monthly payments has increased. As a result the demand for the formalisation of a grace period has decreased.

Impairment allowance for receivables

Liabilities

Equity

In case of overdue receivables an important fact needs to be noted, that in case of consumer loans the process of recovering non-performing receivables differs considerably from the process of recovering loans, which 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 instalments, 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

To mitigate the risks arising from payment behaviour and cover potential credit losses, the Group has established corresponding reserves, which as of 30 June 2010 totalled 496.6 million kroons. Reserve is established on a conservative basis. The established reserve includes:

- impairment allowances for loan receivables in the amount of 365.7 million kroons,
- impairment allowances for interest receivables in the amount of 63.7 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 14.1 million kroons,
- impairment allowance for other assets in the amount of 16.1 million kroons.

Receivables, regarding which enforcement proceedings have not provided the expected results, have been written off.

As of the end of the 2nd quarter of 2010 the liabilities of the Group amounted to 2185.7 million kroons. Term deposits formed the bulk of liabilities, i.e. 2 034.5 million kroons (93.1\%).

The ratio of bonds in the liabilities has decreased significantly, having been reduced by 437.0 million kroons during the quarter. As of 30 June 2010, bonds formed $0.06 \%$ of liabilities.

Subordinated liabilities totalled 122.3 million kroons, forming $5.6 \%$ of liabilities.

As of 30 June 2010 amounts due to credit institutions amounted to 9.5 million kroons, forming $0.4 \%$ of total liabilities.

In the 2nd quarter of 2010 the Group's equity grew by 18.6 million kroons, amounting to 693.7 million kroons. The share of equity in total assets totals $24.1 \%$. As of the end of the 2nd quarter the capital adequacy was $24.0 \%$ (Basel II) compared to $26.4 \%$ as of the end of 2009.

As of 30 June 2010 TIER 1 and TIER 2 capital totalled 736.9 million kroons, accounting for $25.6 \%$ of total assets.

## Statement of Comprehensive Income Indicators

Interest income

Interest expenses

Other operating expenses Salaries

Impairment allowance costs

In the 2nd quarter interest income amounted to 121.3 million kroons, decreasing by 30.0 million kroons compared to the same period of the previous year. The decrease in interest income is primarily related to the reduction of loan portfolio.
In the 2nd quarter the ratio of interest income (annualised) to average interest bearing assets was $17.1 \%$ and the interest income from loan portfolio (annualised) accounted for $21.9 \%$ of the average loan portfolio.

In the 2nd quarter of 2010 interest expenses totalled 32.6 million kroons, compared with 47.7 million kroons at the same period of the previous year. Reduction of the interest expenses is above all connected with the decrease in the interests on deposits and the increase in the share of deposits and decrease in the share of bonds in the structure of liabilities.
The ratio of interest expenses to interest income was $26.8 \%$. The ratio of interest expenses (annualised) to average interest-bearing liabilities was $6.3 \%$ in the 2nd quarter.
In the 2nd quarter other operating expenses totalled 17.5 million kroons (decrease of 1.5 million kroons compared to the 2nd quarter of 2009).

In the 2nd quarter salary costs amounted to 23.1 million kroons, including remunerations 17.6 million kroons. In comparison to the same period of the previous year, both indicators decreased by 0.5 million kroons. As of the end of the period the Group had 429 employees (excluding employees on maternity leave) compared to 361 employees a year before.
In the 2nd quarter the reserve for impairment allowances for receivables increased by 33.0 million kroons, including:

- cost of impairment allowances for loan receivables in the amount of 38.3 million kroons,
- cost of impairment allowances for interest receivables in the amount of -5.6 million kroons,
- cost of impairment allowances for other assets in the amount of 0.3 million kroons.

Impairment allowances are established on a conservative basis.

## Other operating

 income and expensesProfit of the reporting period

In the 2nd quarter of 2010 other income amounted to 19.3 million kroons. In the same period of 2009 , other income was 30.8 million kroons. A more significant part of other income came from collection proceedings, which accounted for 19.0 million kroons of operating income.

Other expenses totalled 12.8 million kroons in the 2nd quarter (compared to 13.9 million kroons in the 2nd quarter of 2009).

In the 2nd quarter of 2010 the Group's profit amounted to 18.7 million kroons. Compared to the 2nd quarter of 2009 the net profit has decreased by 26.1 million kroons.

In the 2nd quarter of 2010 profit before the impairment allowance costs totalled 51.7 million kroons, compared to 99.2 million kroons in the 2nd quarter of 2009, which included one-off revenues in amount of 19 million kroons.

## Capital Adequacy

| (in millions of kroons) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| Paid in share capital | 80.000 | 80.000 |
| Reserves established from profits | 8.000 | 8.000 |
| Retained earnings/losses of previous periods | 582.436 | 480.370 |
| Unrealised exchange differences | -6.826 | -7.878 |
| Intangible assets | -3.567 | -4.457 |
| Profit for the reporting period | 30.137 | 102.066 |
| Total TIER 1 capital | $\mathbf{6 9 . 1 8 0}$ | $\mathbf{6 5 8 . 1 0 1}$ |
| Subordinated liabilities | 46.769 | 115.263 |
| Total TIER 2 capital | $\mathbf{4 6 . 7 6 9}$ | $\mathbf{1 1 5 . 2 6 3}$ |
| Deductions | $\mathbf{-}$ | - |
| Total capital for calculation of capital adequacy | $\mathbf{7 3 6 . 9 4 9}$ | $\mathbf{7 7 3 . 3 6 4}$ |
| Capital requirements | 6.779 | 9.905 |
| Central governments and central banks under standardised approach | 23.711 | 4.754 |
| Credit institutions and investments firms under standardised approach | 1.721 | 1.477 |
| Companies under standardised approach | 82.640 | 80.452 |
| Retail claims under standardised approach | 13.396 | 12.861 |
| Claims secured by real estate under standardised approach | 88.256 | 102.132 |
| Overdue claims under standardised approach | 18.080 | 17.619 |
| Other assets under standardised approach | $\mathbf{2 3 4 . 5 8 3}$ | $\mathbf{2 2 9 . 2 0 0}$ |
| Total capital requirements for credit and counterparty credit risk | $\mathbf{1 0 . 9 0 2}$ | $\mathbf{1 0 . 6 2 3}$ |
| Capital requirement for foreign currency risk | $\mathbf{6 1 . 9 4 8}$ | $\mathbf{5 2 . 7 3}$ |
| Capital requirement for operational risk, standardised approach | $\mathbf{3 0 7 . 4 3 3}$ | $\mathbf{2 9 2 . 5 4 9}$ |
| Capital requirements for the calculation of capital adequacy | $\mathbf{2 3 . 9 7 1 \%}$ | $\mathbf{2 6 . 4 3 5 \%}$ |
| Capital adequacy |  |  |

## Capital Adequacy

| (in millions of euros) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| Paid in share capital | 5.113 | 5.113 |
| Reserves established from profits | 0.511 | 0.511 |
| Retained earnings/losses | 37.224 | 30.701 |
| Unrealised exchange differences | -0.436 | -0.503 |
| Intangible assets | -0.228 | -0.285 |
| Profit for the reporting period | 1.926 | 6.523 |
| Total TIER 1 capital | $\mathbf{4 4 . 1 1 0}$ | $\mathbf{4 2 . 0 6 0}$ |
| Subordinated liabilities | 2.989 | 7.367 |
| Total TIER $\mathbf{2}$ capital | $\mathbf{2 . 9 8 9}$ | $\mathbf{7 . 3 6 7}$ |
| Deductions | $\mathbf{-}$ | $\mathbf{-}$ |
| Total capital for calculation of capital adequacy | $\mathbf{4 7 . 0 9 9}$ | $\mathbf{4 9 . 4 2 7}$ |
| Capital requirements | 0.433 | 0.633 |
| Central governments and central banks under standardised approach | 1.515 | 0.304 |
| Credit institutions and investments firms under standardised approach | 0.110 | 0.094 |
| Companies under standardised approach | 5.282 | 5.142 |
| Retail claims under standardised approach | 0.856 | 0.822 |
| Claims secured by real estate under standardised approach | 5.641 | 6.527 |
| Overdue claims under standardised approach | 1.156 | 1.126 |
| Other assets under standardised approach | $\mathbf{1 4 . 9 9 3}$ | $\mathbf{1 4 . 6 4 8}$ |
| Total capital requirements for credit and counterparty credit risk | $\mathbf{0 . 6 9 6}$ | $\mathbf{0 . 6 7 9}$ |
| Capital requirement for foreign currency risk | $\mathbf{3 . 9 5 9}$ | $\mathbf{3 . 3 7 0}$ |
| Capital requirement for operational risk, standardised approach | $\mathbf{1 9 . 6 4 8}$ | $\mathbf{1 8 . 6 9 7}$ |
| Capital requirements for the calculation of capital adequacy | $\mathbf{2 3 . 9 7 1 \%}$ | $\mathbf{2 6 . 4 3 5 \%}$ |
| Capital adequacy |  |  |

Capital requirements of AS Baltijas Izaugsmes Grupa belonging to the consolidation group

| (in millions) | $\begin{array}{r} \text { EEK } \\ 30.06 .2010 \end{array}$ | $\begin{array}{r} \text { EUR } \\ 30.06 .2010 \end{array}$ | $\begin{array}{r} \text { EEK } \\ 31.12 .2009 \end{array}$ | $\begin{array}{r} \text { EUR } \\ 31.12 .2009 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Central governments and central banks under standardised approach |  | - |  |  |
| Credit and investment institutions under standardised approach | 6.011 | 0.384 | 1.802 | 0.115 |
| Companies under standardised approach | - | - | - | - |
| Retail claims under standardised approach | 8.870 | 0.567 | 8.856 | 0.566 |
| Claims secured by real estate under standardised approach | 0.065 | 0.004 | 0.322 | 0.021 |
| Overdue claims under standardised approach | 27.076 | 1.730 | 35.803 | 2.288 |
| Other assets under standardised approach | 9.473 | 0.605 | 9.122 | 0.583 |
| Capital requirement for foreign currency risk | 9.751 | 0.623 | 9.111 | 0.582 |
| Capital requirement for operational risk. standardised approach | 21.108 | 1.349 | 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;

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.
Positions protected with devaluation clause have been deducted when calculating the capital requirement for foreign currency risk.

## FINANCIAL STATEMENTS

## Statement of Financial Position

| (in millions of kroons) | Note | 30.06.2010 | 31.12.2009 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Receivables from Central Bank |  | 318.931 | 477.516 |
| Receivables from banks |  | 389.157 | 73.597 |
| Receivables from customers | 2,3,4,5,6,7,8 | 1986.962 | 2053.582 |
| Other receivables and prepaid expenses | 9 | 85.587 | 80.403 |
| Deferred income tax assets |  | 22.705 | 21.675 |
| Intangible assets |  | 3.567 | 4.457 |
| Tangible assets |  | 39.559 | 41.429 |
| Other assets | 10 | 32.949 | 32.509 |
| Total assets |  | 2879.417 | 2785.168 |
| Liabilities |  |  |  |
| Payable to credit institutions | 11 | 9.489 | 11.270 |
| Payable to customers | 12 | 2034.548 | 1173.213 |
| Other payables and deferred income |  | 18.054 | 20.674 |
| Issued bonds | 13 | 1.316 | 780.184 |
| Subordinated liabilities | 13 | 122.263 | 122.269 |
| Total liabilities |  | 2185.670 | 2107.610 |
| Equity |  |  |  |
| Share capital |  | 80.000 | 80.000 |
| Reserves |  | 8.000 | 8.000 |
| Unrealised exchange differences |  | -6.826 | -7.878 |
| Retained earnings |  | 582.436 | 480.370 |
| Profit for the accounting period |  | 30.137 | 117.066 |
| Total equity |  | 693.747 | 677.558 |
| Total liabilities and equity |  | 2879.417 | 2785.168 |

## Statement of Financial Position

| (in millions of euros) | Note | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: | ---: |
| Assets |  |  |  |
| Receivables from Central Bank |  | 20.383 | 30.519 |
| Receivables from banks | 24.872 | 4.704 |  |
| Receivables from customers | $2,3,4,5,6,7,8$ | 126.990 | 131.248 |
| Other receivables and prepaid expenses | 9 | 5.470 | 5.138 |
| Deferred income tax assets |  | 1.451 | 1.385 |
| Intangible assets |  | 0.228 | 0.285 |
| Tangible assets | 10 | 2.528 | 2.648 |
| Other assets |  | 2.106 | 2.078 |
| Total assets | 11 | $\mathbf{1 8 4 . 0 2 8}$ | $\mathbf{1 7 8 . 0 0 5}$ |
| Liabilities | 12 | 0.607 |  |
| Payable to credit institutions | 130.031 | 0.720 |  |
| Payable to customers | 13 | 1.154 | 74.982 |
| Other payables and deferred income | 0.084 | 1.322 |  |
| Issued bonds | 13 | 7.814 | 49.863 |
| Subordinated liabilities |  | $\mathbf{1 3 9 . 6 9 0}$ | $\mathbf{1 3 4 . 7 0 1}$ |
| Total liabilities |  |  |  |
| Equity |  | 5.113 | 5.113 |
| Share capital |  | 0.511 | 0.511 |
| Unrealised exchange differences | -0.436 | -0.503 |  |
| Retained earnings | 37.224 | 30.701 |  |
| Profit for the accounting period | 1.926 | 7.482 |  |
| Total equity | $\mathbf{4 4 . 3 3 8}$ | $\mathbf{4 3 . 3 0 4}$ |  |
| Total liabilities and equity | $\mathbf{1 8 4 . 0 2 8}$ | $\mathbf{1 7 8 . 0 0 5}$ |  |
| Unrealised exchange differences |  |  |  |

## Guarantees and Pledged Assets

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| (in millions) | EEK | EUR |
| :--- | ---: | ---: |
| Irrevocable transactions  <br> incl. guarantees and other similar irrevocable 18.041 <br> transactions* 17.760 <br> incl. credit lines and overdraft facilities 0.281 <br> Assets pledged and encumbered with usufruct to <br> secure liabilities** $\mathbf{2 3 . 4 0 0}$ | 1.135 |  |

*     - 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.

| (in millions of kroons) | Note | 2Q 2010 | I H 2010 | $\begin{array}{r} \text { 2Q } 2009 \\ \text { adjusted } \end{array}$ | I H 2009 adjusted |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 15 | 121.313 | 243.563 | 151.330 | 299.336 |
| Interest expenses | 16 | 32.566 | 71.803 | 47.707 | 106.421 |
| Net interest income |  | 88.747 | 171.760 | 103.623 | 192.915 |
| Net fees and commissions |  | -0.373 | -0.784 | -0.361 | -1.055 |
| Net profit/loss from financial transactions |  | -0.075 | -0.309 | -0.251 | -0.500 |
| Other operating income | 15 | 19.278 | 38.997 | 30.818 | 118.588 |
| Total income |  | 107.577 | 209.664 | 133.829 | 309.948 |
| Salaries |  | 23.139 | 44.152 | 23.649 | 50.790 |
| Other operating expenses | 17 | 17.549 | 37.507 | 19.050 | 39.700 |
| Depreciation and amortisation expense |  | 2.460 | 4.912 | 2.846 | 5.624 |
| Allowances for loans and receivables |  | 33.014 | 79.515 | 52.378 | 125.994 |
| Allowances for other assets |  | - | - | 2.023 | 10.976 |
| Other expenses | 16 | 12.856 | 13.923 | 2.856 | 18.225 |
| Total expenses |  | 89.018 | 180.009 | 102.802 | 251.309 |
| Profit before income tax |  | 18.559 | 29.655 | 31.027 | 58.639 |
| Income tax expense |  | -0.146 | -0.482 | -13.745 | -9.721 |
| Profit for the accounting period |  | 18.705 | 30.137 | 44.772 | 68.360 |
| Unrealised exchange differences |  | -0.083 | 1.052 | 10.558 | 8.895 |
| Total other income and expenses |  | -0.083 | 1.052 | 10.558 | 8.895 |
| Total profit for the accounting period |  | 18.622 | 31.189 | 55.330 | 77.255 |
| Basic earnings per share (EEK) |  | 234 | 377 | 560 | 855 |
| Diluted net profit per share (EEK) |  | 234 | 377 | 560 | 855 |

## Statement of Comprehensive Income

| (in millions of euros) | Note | 2Q 2010 | I H 2010 | II Q 2009 <br> adjusted | I H 2009 <br> adjusted |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Interest income | 15 | 7.753 | 15.567 | 9.672 | 19.131 |
| Interest expenses | 16 | 2.081 | 4.589 | 3.049 | 6.801 |
| Net interest income |  | 5.672 | $\mathbf{1 0 . 9 7 8}$ | $\mathbf{6 . 6 2 3}$ | $\mathbf{1 2 . 3 3 0}$ |
| Net fees and commissions | -0.024 | -0.050 | -0.023 | -0.067 |  |
| Net profit/loss from financial transactions |  | -0.005 | -0.020 | -0.016 | -0.032 |
| Other operating income | 15 | 1.232 | 2.492 | 1.969 | 7.579 |
| Total income |  | $\mathbf{6 . 8 7 5}$ | $\mathbf{1 3 . 4 0 0}$ | $\mathbf{8 . 5 5 3}$ | $\mathbf{1 9 . 8 1 0}$ |
| Salaries |  | 1.479 | 2.822 | 1.511 | 3.246 |
| Other operating expenses | 17 | 1.121 | 2.397 | 1.218 | 2.537 |
| Depreciation and amortisation expense |  | 0.157 | 0.314 | 0.182 | 0.360 |
| Allowances for loans and receivables |  | 2.110 | 5.082 | 3.348 | 8.053 |
| Allowances for other assets |  | - | - | 0.129 | 0.701 |
| Other expenses | 16 | 0.822 | 0.890 | 0.182 | 1.165 |
| Total expenses | $\mathbf{5 . 6 8 9}$ | $\mathbf{1 1 . 5 0 5}$ | $\mathbf{6 . 5 7 0}$ | $\mathbf{1 6 . 0 6 2}$ |  |
| Profit before income tax | $\mathbf{1 . 1 8 6}$ | $\mathbf{1 . 8 9 5}$ | $\mathbf{1 . 9 8 3}$ | $\mathbf{3 . 7 4 8}$ |  |
| Income tax expense | $\mathbf{- 0 . 0 0 9}$ | -0.031 | -0.878 | -0.621 |  |
| Profit for the accounting period | $\mathbf{1 . 1 9 5}$ | $\mathbf{1 . 9 2 6}$ | $\mathbf{2 . 8 6 1}$ | $\mathbf{4 . 3 6 9}$ |  |
| Unrealised exchange differences |  | -0.005 | 0.067 | 0.675 | 0.569 |
| Total other income and expenses |  | $\mathbf{- 0 . 0 0 5}$ | $\mathbf{0 . 0 6 7}$ | $\mathbf{0 . 6 7 5}$ | $\mathbf{0 . 5 6 9}$ |
| Total profit for the accounting period | $\mathbf{1 . 1 9 0}$ | $\mathbf{1 . 9 9 3}$ | $\mathbf{3 . 5 3 6}$ | $\mathbf{4 . 9 3 8}$ |  |
| Basic earnings per share (EUR) | $\mathbf{1 5}$ | $\mathbf{2 4}$ | $\mathbf{3 6}$ | $\mathbf{5 5}$ |  |
| Diluted net profit per share (EUR) |  | $\mathbf{1 5}$ | $\mathbf{2 4}$ | $\mathbf{3 6}$ | $\mathbf{5 5}$ |

## Statement of Cash Flows

| (in millions of kroons) | I H 2010 | I H 2009 adjusted |
| :---: | :---: | :---: |
| Cash flow from operations |  |  |
| Interest income received | 171.780 | 218.445 |
| Interest expenses paid | -47.087 | -110.020 |
| Administrative expenses paid | -91.811 | -103.232 |
| Other operating income received | 44.529 | 55.900 |
| Other operating expenses paid | -13.302 | -17.277 |
| Repayments of off-balance sheet receivables | 1.902 | 1.019 |
| Received from other assets | 0.930 |  |
| Paid for other assets | -0.184 | -1.450 |
| Loans granted | -95.735 | -95.545 |
| Repayment of loans granted | 152.191 | 223.450 |
| Change in mandatory reserve in Central Bank and related interest receivables | 21.564 | 17.890 |
| Proceeds from customer deposits | 1090.215 | 303.835 |
| Paid on redemption of deposits | -251.022 | -208.940 |
| Income tax paid | -4.352 | -17.293 |
| Effect of exchange rate fluctuations | -0.919 | -1.026 |
| Cash flow from operating activities | 978.699 | 265.756 |
| Cash flow from investing activities |  |  |
| Acquired of tangible and intangible assets | -2.283 | -1.587 |
| Sold tangible and intangible assets | 0.086 |  |
| Cash flow from investing activities | -2.197 | -1.587 |
| Cash flow from financing activities |  |  |
| Paid on redemption of debt securities | -781.808 | -230.394 |
| Repayments of loans from credit institutions | -1.776 | -1.776 |
| Dividends paid | -15.000 | -19.000 |
| Cash flow from financing activities | -798.584 | -251.170 |
| Effect of exchange rate fluctuations | 0.560 | 1.206 |
| Increase in cash and cash equivalents | 178.478 | 14.205 |
| Cash and cash equivalents at the beginning of the year | 218.805 | 149.298 |
| Cash and cash equivalents at the end of the period | 397.283 | 163.503 |

## Statement of Cash Flows

| (in millions of euros) | I H 2010 | I H 2009 adjusted |
| :---: | :---: | :---: |
| Cash flow from operations |  |  |
| Interest income received | 10.979 | 13.961 |
| Interest expenses paid | -3.009 | -7.032 |
| Administrative expenses paid | -5.868 | -6.598 |
| Other operating income received | 2.846 | 3.572 |
| Other operating expenses paid | -0.850 | -1.104 |
| Repayments of off-balance sheet receivables | 0.122 | 0.065 |
| Received from other assets | 0.059 | - |
| Paid for other assets | -0.012 | -0.093 |
| Loans granted | -6.119 | -6.106 |
| Repayment of loans granted | 9.727 | 14.281 |
| Change in mandatory reserve in Central Bank and related interest receivables | 1.378 | 1.144 |
| Proceeds from customer deposits | 69.677 | 19.419 |
| Paid on redemption of deposits | -16.043 | -13.354 |
| Income tax paid | -0.278 | -1.105 |
| Effect of exchange rate fluctuations | -0.059 | -0.065 |
| Cash flow from operating activities | 62.550 | 16.985 |
| Cash flow from investing activities |  |  |
| Acquired of tangible and intangible assets | -0.146 | -0.101 |
| Sold tangible and intangible assets | 0.006 | - |
| Cash flow from investing activities | -0.140 | -0.101 |
| Cash flow from financing activities |  |  |
| Paid on redemption of debt securities | -49.966 | -14.725 |
| Repayments of loans from credit institutions | -0.114 | -0.114 |
| Dividends paid | -0.959 | -1.214 |
| Cash flow from financing activities | -51.039 | -16.053 |
| Effect of exchange rate fluctuations | 0.036 | 0.077 |
| Increase in cash and cash equivalents | 11.407 | 0.908 |
| Cash and cash equivalents at the beginning of the year | 13.984 | 9.542 |
| Cash and cash equivalents at the end of the period | 25.391 | 10.450 |

## 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 01.01.2009 | 80.000 | 8.000 | -7.945 | 499.370 | 579.425 |
| Total profit for the accounting period |  |  | 8.895 | 68.360 | 77.255 |
| Dividends paid | - | - | - | -19.000 | -19.000 |
| Balance 30.06.2009 | 80.000 | 8.000 | 0.950 | 548.730 | 637.680 |
| Balance 01.01.2010 | 80.000 | 8.000 | -7.878 | 597.436 | 677.558 |
| Total profit for the accounting period | - | - | 1.052 | 30.137 | 31.189 |
| Dividends paid | - | - | - | -15.000 | -15.000 |
| Balance 30.06.2010 | 80.000 | 8.000 | -6.826 | 612.573 | 693.747 |

(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 01.01.2009 | 5.113 | 0.511 | -0.508 | 31.915 | 37.032 |
| Total profit for the accounting period | - |  | 0.569 | 4.369 | 4.938 |
| Dividends paid | - | - | - | -1.214 | -1.214 |
| Balance 30.06.2009 | 5.113 | 0.511 | 0.061 | 35.070 | 40.755 |


| Balance 01.01.2010 | 5.113 | 0.511 | -0.503 | 38.183 | $\mathbf{4 3 . 3 0 4}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total profit for the accounting | - | - | 0.067 | 1.926 | $\mathbf{1 . 9 9 3}$ |
| period | - | - | - | -0.959 | $-\mathbf{0 . 9 5 9}$ |
| Dividends paid | - | - | $\mathbf{- 0 . 4 3 6}$ | $\mathbf{3 9 . 1 5 0}$ | $\mathbf{4 4 . 3 3 8}$ |

## Notes to the Financial Statements

## Note 1. Accounting Principles

The accounting principles used in the consolidated interim report for the 2nd quarter of 2010 of BIGBANK AS are in accordance with the accounting principles used in the last annual report of the year ended on 31 December 2009. 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 2009.
In order to get a better overview of the financial performance of BIGBANK AS, the costs in the consolidated statement have been reclassified in 2010. In connection thereto, the data submitted in the consolidated statement of comprehensive income and statement of cash flows of the 2nd quarter and 1st half of 2009 have been adjusted as follows:
Line of the statement of
comprehensive income
Change 2Q 2009
Change I H 2009

|  | In millions <br> of kroons | In millions <br> of euros | In millions <br> of kroons | In millions <br> of euros |
| :--- | ---: | ---: | ---: | ---: |
| Salaries | - | - | -0.109 | -0.007 |
| Other operating expenses | - | - | +0.109 | +0.007 |
| Other operating expenses | -2.517 | -0.161 | -17.596 | -1.125 |
| Other expenses | +2.517 | +0.161 | +17.596 | +1.125 |
| Other expenses | -0.262 | -0.017 | -0.502 | -0.032 |
| Other operating expenses | +0.262 | +0.017 | +0.502 | +0.032 |


| Line of the statement of cash flows | Change I H 2009 |  |
| :--- | ---: | ---: |
|  | In millions of kroons | In millions of euros |
| Administrative expenses paid | +12.928 | +0.826 |
| Other operating expenses paid | -12.928 | -0.826 |

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 statement of comprehensive income

| In millions of kroons | 2Q 2010 | I H 2010 | 2Q 2009 | I H $\mathbf{2 0 0 9}$ |
| :--- | ---: | ---: | ---: | ---: |
| Income tax expense | 0.522 | 0.522 | 3.048 | 7.072 |
| Deferred income tax | -0.668 | -1.004 | -16.793 | -16.793 |
| Income tax | $\mathbf{- 0 . 1 4 6}$ | $\mathbf{- 0 . 4 8 2}$ | $\mathbf{- 1 3 . 7 4 5}$ | $\mathbf{- 9 . 7 2 1}$ |
|  |  |  |  |  |
| In millions of euros | $\mathbf{2 Q ~ 2 0 1 0}$ | $\mathbf{I H} \mathbf{2 0 1 0}$ | $\mathbf{2 Q} \mathbf{2 0 0 9}$ | $\mathbf{I H} \mathbf{2 0 0 9}$ |
| Income tax expense | 0.033 | 0.033 | 0.195 | 0.452 |
| Deferred income tax | -0.042 | -0.064 | $\mathbf{- 1 . 0 7 3}$ | -1.073 |
| Income tax | $\mathbf{- 0 . 0 0 9}$ | $\mathbf{- 0 . 0 3 1}$ | $\mathbf{- 0 . 8 7 8}$ | $\mathbf{- 0 . 6 2 1}$ |

Note 2. Receivables from Customers

| (in millions of kroons) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| Loan receivables from customers | 2183.149 | 2226.537 |
| Impairment allowance for loan receivables | -365.681 | -305.865 |
| Interest receivables from customers | 270.181 | 236.060 |
| incl. interest receivables | 286.218 | 242.401 |
| incl. interest prepayments under assets | -16.037 | -6.341 |
| Impairment allowance for interest receivables | -63.695 | -66.186 |
| Additional impairment allowance | -36.992 | -36.964 |
| Total receivables from customers | $\mathbf{1 9 8 6 . 9 6 2}$ | $\mathbf{2 0 5 3 . 5 8 2}$ |
|  |  |  |
| (in millions of euros) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Loan receivables from customers | 139.528 | 142.301 |
| Impairment allowance for loan receivables | -23.371 | -19.548 |
| Interest receivables from customers | 17.268 | 15.087 |
| incl. interest receivables | 18.293 | 15.492 |
| incl. interest prepayments under assets | -1.025 | -0.405 |
| Impairment allowance for interest receivables | -4.071 | $\mathbf{- 4 . 2 3}$ |
| Additional impairment allowance | -2.364 | -2.362 |
| Total receivables from customers | $\mathbf{1 2 6 . 9 9 0}$ | $\mathbf{1 3 1 . 2 4 8}$ |

## Note 3. Distribution of Loan Receivables by Maturity

| (in millions of kroons) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| Up to 1 year | 1231.271 | 1173.485 |
| 1-2 years | 142.383 | 158.495 |
| $2-5$ years | 308.170 | 331.984 |
| More than 5 years | 501.325 | 562.573 |
| Total | $\mathbf{2 1 8 3 . 1 4 9}$ | $\mathbf{2 ~ 2 2 6 . 5 3 7}$ |


|  |  |  |
| :--- | ---: | ---: |
| (in millions of euros) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Up to 1 year | 78.692 | 74.999 |
| 1-2 years | 9.100 | 10.130 |
| $2-5$ years | 19.696 | 21.218 |
| More than 5 years | 32.040 | 35.955 |
| Total | $\mathbf{1 3 9 . 5 2 8}$ | $\mathbf{1 4 2 . 3 0 2}$ |

Note 4. Distribution of Loan Receivables by Geographic Areas
(in millions of kroons)
30.06.2010

|  | Loan portfolio in balance sheet. including |  | Relative share of area |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Loan <br> portfolio | Overdue <br> loans | Impairment allowance <br> (incl. collective) |  |
| Estonia | 1020.980 | 389.852 | 180.432 | $46.7 \%$ |
| Latvia | 875.101 | 434.342 | 186.573 | $40.1 \%$ |
| Lithuania | 268.249 | 74.379 | 35.528 | $12.3 \%$ |
| Finland | 18.819 | 0.038 | 0.140 | $0.9 \%$ |
| Total | $\mathbf{2 1 8 3 . 1 4 9}$ | $\mathbf{8 9 8 . 6 1 1}$ | $\mathbf{4 0 2 . 6 7 3}$ | $\mathbf{1 0 0 \%}$ |


|  | Loan portfolio in balance sheet. including |  | Relative share of area |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Loan <br> portfolio | Overdue <br> loans | Impairment allowance <br> (incl. collective) |  |
| Estonia | 65.252 | 24.916 | 11.532 | $46.7 \%$ |
| Latvia | 55.929 | 27.760 | 11.923 | $40.1 \%$ |
| Lithuania | 17.144 | 4.754 | 2.271 | $12.3 \%$ |
| Finland | 1.203 | 0.002 | 0.009 | $0.9 \%$ |
| Total | $\mathbf{1 3 9 . 5 2 8}$ | $\mathbf{5 7 . 4 3 2}$ | $\mathbf{2 5 . 7 3 5}$ | $\mathbf{1 0 0 \%}$ |


| Note 5. Loan Receivables by Collateral |  |  |
| :--- | ---: | ---: |
| (in millions of kroons) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Loan secured with income | 1634.682 | 1690.967 |
| Loan against surety | 312.997 | 320.404 |
| Loan secured with real estate | 210.151 | 215.166 |
| Loan with unemployment insurance coverage | 25.319 | - |
| Total loan receivables | $\mathbf{2 1 8 3 . 1 4 9}$ | $\mathbf{2 2 2 6 . 5 3 7}$ |
|  |  |  |
| (in millions of euros) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Loan secured with income | 104.475 | 108.072 |
| Loan against surety | 20.004 | 20.478 |
| Loan secured with real estate | 13.431 | 13.752 |
| Loan with unemployment insurance coverage | 1.618 | - |
| Total loan receivables | $\mathbf{1 3 9 . 5 2 8}$ | $\mathbf{1 4 2 . 3 0 2}$ |

Note 6. Loan Receivables by Contract Currencies

| (in millions of kroons) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| EEK | 414.423 | 474.882 |
| EUR | 1439.909 | 1400.129 |
| LTL | 47.532 | 52.575 |
| LVL | 281.285 | 298.951 |
| Total loan receivables from customers | $\mathbf{2 1 8 3 . 1 4 9}$ | $\mathbf{2 2 2 6 . 5 3 7}$ |
|  |  |  |
| (in millions of euros) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| EEK | 26.486 | 30.351 |
| EUR | 92.027 | 89.485 |
| LTL | 3.038 | 3.360 |
| LVL | 17.977 | 19.106 |
| Total loan receivables from customers | $\mathbf{1 3 9 . 5 2 8}$ | $\mathbf{1 4 2 . 3 0 2}$ |

Note 7. Impairment Allowances for Customer Receivables by Groups
30.06.2010

| (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 | 973.676 | 18.528 | 88.460 | 7.383 | 25.911 |
| Individually assessed <br> groups | 1209.473 | 347.153 | 197.758 | 56.312 | 403.465 |
| Collective impairment <br> allowance | $\mathbf{2 1 8 3 . 1 4 9}$ | $\mathbf{4 0 2 . 6 7 3}$ | $\mathbf{2 8 6 . 2 1 8}$ | $\mathbf{6 3 . 6 5 5}$ | $\mathbf{4 6 6 . 3 6 8}$ |
| Total | 36.992 | - | - | 36.992 |  |

30.06.2010

| (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 | Total <br> impairment <br> allowance |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Homogeneous groups <br> Individually assessed <br> groups | 62.229 | 1.184 | 5.654 | 0.472 | 1.656 |  |
| Collective impairment <br> allowance | 77.299 | 22.187 | 12.639 | 3.599 | 25.786 |  |
| Total |  | - | 2.364 | - | - | 2.364 |

## Note 8. Overdue Loan Receivables

(in millions of kroons)
30.06.2010
31.12.2009

| Up to 30 days | 20.644 | 2.240 |
| :--- | ---: | ---: |
| $31-60$ days | 9.500 | 2.606 |
| $61-90$ days | 8.046 | 2.957 |
| Over 90 days | 860.421 | 872.771 |
| Total | $\mathbf{8 9 8 . 6 1 1}$ | $\mathbf{8 8 0 . 5 7 4}$ |

* Overdue loans comprise of unpaid principal amount of the loan. In accordance with the terms of the loan contract concluded with the customer, the Group may terminate the agreement unilaterally if the customer is more than 90 days in arrears. When an agreement is unilaterally terminated, the customer has to settle the entire loan amount.
(in millions of euros)
30.06.2010
31.12.2009

| Up to 30 days | 1.319 | 0.143 |
| :--- | ---: | ---: |
| $31-60$ days | 0.607 | 0.167 |
| $61-90$ days | 0.515 | 0.189 |
| Over 90 days | 54.991 | 55.780 |
| Total | $\mathbf{5 7 . 4 3 2}$ | $\mathbf{5 6 . 2 7 9}$ |

* Overdue loans comprise of unpaid principal amount of the loan. In accordance with the terms of the loan contract concluded with the customer, the Group may terminate the agreement unilaterally if the customer is more than 90 days in arrears. When an agreement is unilaterally terminated, the customer has to settle the entire loan amount.

Note 9. Other Receivables and Prepaid Expenses
(in millions of kroons)
30.06.2010
31.12.2009

| Other receivables |  |  |
| :--- | ---: | ---: |
| Late payment and penalty fees | 0.959 | 1.264 |
| Service fees receivable | 46.485 | 0.077 |
| Enforcement and other costs receivable | 21.815 | 18.120 |
| Surety fees | 1.143 | 1.095 |
| Other receivables | 0.193 | 47.787 |
| Impairment allowances for receivables | -14.060 | -13.198 |
| Total | 56.535 | 55.145 |
| Prepaid expenses |  |  |
| Prepaid taxes | 25.912 | 22.039 |
| Other prepaid expenses | 3.140 | 3.219 |
| Total | 29.052 | $\mathbf{2 5 . 2 5 8}$ |
| Total other receivables and prepaid expenses | 85.587 | $\mathbf{8 0 . 4 0 3}$ |
|  |  |  |
| (in millions of euros) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Other receivables | 0.061 |  |
| Late payment and penalty fees | 2.971 | 0.081 |
| Service fees receivable | 1.394 | 0.005 |
| Enforcement and other costs receivable | 0.073 | 1.158 |
| Surety fees | 0.013 | 0.070 |
| Other receivables | -0.899 | 3.054 |
| Impairment allowances for receivables | 3.613 | -0.844 |
| Total |  | $\mathbf{3 . 5 2 4}$ |
| Prepaid expenses | 1.656 | $\mathbf{1 . 8 5 7}$ |
| Prepaid taxes | 0.201 | 1.408 |
| Other prepaid expenses |  | 0.206 |
| Total | $\mathbf{1 . 6 1 4}$ |  |
| Total other receivables and prepaid expenses | 5.138 |  |

Note 10. Other Assets

|  | EEK | EUR | EEK | EUR |
| :--- | ---: | ---: | ---: | ---: |
| (in millions ) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Value of collateral at the acquisition | 49.079 | 3.137 | 48.278 | 3.086 |
| incl. impairment allowances | -16.130 | -1.031 | -15.769 | -1.008 |
| Balance sheet value of collateral | 32.949 | $\mathbf{2 . 1 0 6}$ | $\mathbf{3 2 . 5 0 9}$ | $\mathbf{2 . 0 7 8}$ |

Note 11. Payable to Credit Institutions

|  |  | 30.06 .2010 |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  |  | 31.12 .2009 |  |  |  |  |  |
| (in millions of kroons) | Short-term | Long-term | Total | Short-term | Long-term | Total |  |
| Swedbank AS | 1.793 | 7.696 | 9.489 | 3.574 | 7.696 | 11.270 |  |
|  |  | 30.06 .2010 |  |  |  |  |  |
|  |  |  | 31.12 .2009 |  |  |  |  |
| (in millions of euros) | Short-term | Long-term | Total | Short-term | Long-term | Total |  |
| Swedbank AS | 0.115 | 0.492 | 0.607 | 0.228 | 0.492 | 0.720 |  |


| Note 12. Payable to Customers |  |  |
| :--- | ---: | ---: |
| (in millions of kroons) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Balance of term deposits | 2034.548 | 1173.213 |
| Distribution by customer type |  |  |
| incl. private persons | 1886.665 | 1076.484 |
| incl. legal persons | 147.883 | 96.729 |
| Distribution by currency |  |  |
| incl. EEK | 959.738 | 779.348 |
| incl. EUR | 1043.229 | 383.639 |
| incl. LVL | 31.581 | 10.226 |
| Distribution by maturity date |  |  |
| incl. redemption within 6 months | 768.094 | 480.266 |
| incl. redemption within 6-12 months | 776.849 | 503.014 |
| incl. redemption within 12-18 months | 81.421 | 68.588 |
| incl. redemption within 18-24 months | 128.432 | 49.486 |
| incl. redemption within 24+ months | 279.752 | 71.859 |
| Average deposit amount | 0.170 | 0.152 |
| Weighted average interest rate | $5.19 \%$ | $6.93 \%$ |
| Weighted average maturity (in months) | 12.221 | 9.92 |
| Weighted average total contract period (in months) | 17.390 | 14.613 |
|  |  |  |
| (in millions of euros) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | 31.12 .2009 |
| Balance of term deposits | 130.031 | 74.982 |
| Distribution by customer type |  |  |
| incl. private persons | 120.580 | 68.800 |
| incl. legal persons | 9.451 | 6.182 |
| Distribution by currency |  |  |
| incl. EEK | 61.339 | 49.809 |
| incl. EUR | 66.674 | 24.519 |
| incl. LVL | 2.018 | 0.654 |
| Distribution by maturity date |  |  |
| incl. redemption within 6 months | 49.090 | 30.695 |
| incl. redemption within 6-12 months | 49.650 | 32.148 |
| incl. redemption within 12-18 months | 8.204 | 4.384 |
| incl. redemption within 18-24 months | 0.011 | 3.163 |
| incl. redemption within 24+ months | $5.19 \%$ | 4.593 |
| Average deposit amount | 0.010 |  |
| Weighted average interest rate | 12.221 | $6.93 \%$ |
| Weighted average maturity (in months) | 9.92 |  |
| Weighted average total contract period (in months) | 14.613 |  |
|  |  |  |

Note 13. Issued Bonds and Subordinated Liabilities

| Issued bonds (in millions of kroons) | 30.06.2010 | 31.12.2009 |
| :---: | :---: | :---: |
| Balance of issued bonds | 1.316 | 780.184 |
| Distribution by customer type incl. private persons incl. legal persons | 0.534 0.782 | 7.067 773.117 |
| Distribution by currency <br> incl. EEK <br> incl. EUR | 0.534 0.782 | 0.648 779.536 |
| Distribution by maturity date incl. redemption within 6 months incl. redemption within 6-12 months incl. redemption within 12-18 months | 1.316 | $\begin{array}{r} 78.867 \\ 15.641 \\ 685.676 \end{array}$ |
| (in millions of euros) | 30.06.2010 | 31.12.2009 |
| Balance of issued bonds | 0.084 | 49.863 |
| Distribution by customer type incl. private persons incl. legal persons | $\begin{aligned} & 0.034 \\ & 0.050 \end{aligned}$ | $\begin{array}{r} 0.452 \\ 49.411 \end{array}$ |
| Distribution by currency <br> incl. EEK <br> incl. EUR | $\begin{aligned} & 0.034 \\ & 0.050 \end{aligned}$ | $\begin{array}{r} 0.041 \\ 49.822 \end{array}$ |
| Distribution by maturity date incl. redemption within 6 months incl. redemption within 6-12 months incl. redemption within 12-18 months | 0.084 | $\begin{array}{r} 5.041 \\ 0.999 \\ 43.823 \end{array}$ |
| Subordinated bonds (in millions of kroons) | 30.06.2010 | 31.12.2009 |
| Balance of subordinated bonds | 122.263 | 122.269 |
| Distribution by customer type incl. private persons incl. legal persons | $\begin{array}{r} 4.041 \\ 118.222 \end{array}$ | $\begin{array}{r} 4.042 \\ 118.227 \end{array}$ |
| Distribution by currency incl. EEK incl. EUR | $\begin{aligned} & 59.711 \\ & 62.552 \end{aligned}$ | 59.720 62.549 |
| Distribution by maturity date incl. redemption within 24+ months | 122.263 | 122.269 |


| (in millions of euros) | $\mathbf{3 0 . 0 6 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| Balance of subordinated bonds | 7.814 | 7.814 |
| Distribution by customer type |  |  |
| incl. private persons | 0.258 | 0.258 |
| incl. legal persons | 7.556 | 7.556 |
| Distribution by currency |  |  |
| incl. EEK | 3.816 | 3.817 |
| incl. EUR | 3.998 | 3.997 |
| Distribution by maturity date |  |  |
| $\quad$ incl. redemption within $24+$ months | 7.814 | 7.814 |

## Note 14. Net Currency Positions

30.06.2010

| (in millions of | Balance sheet position |  | Off-balance sheet position |  | Net position |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| kroons) | Assets | Liabilities | Assets | Liabilities |  |
| EEK | 901.348 | 1025.554 | - | - | -124.206 |
| EUR | 1827.415 | 1122.045 | - | 0.281 | 705.089 |
| LVL | 119.527 | 36.869 | - | - | 82.658 |
| LTL | 27.561 | 1.203 | - | - | 26.358 |

30.06.2010

| (in millions of | Balance sheet position |  | Off-balance sheet position |  | Net position |
| :--- | ---: | ---: | ---: | ---: | ---: |
| euros) | Assets | Liabilities | Assets | Liabilities |  |
| EEK | 57.607 | 65.545 | - | - | -7.938 |
| EUR | 116.793 | 71.712 | - | 0.018 | 45.063 |
| LVL | 7.639 | 2.356 | - | - | 5.283 |
| LTL | 1.761 | 0.077 | - | - | 1.684 |

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.
Devaluation clause has been taken into account in the net currency positions.
Note 15. Interest Income and Other Operating Income

| (in millions of kroons ) | 2Q 2010 | I H 2010 | 2Q 2009 | I H 2009 |
| :--- | ---: | ---: | ---: | ---: |
| Interest income | $\mathbf{1 2 1 . 3 1 3}$ | $\mathbf{2 4 3 . 5 6 3}$ | $\mathbf{1 5 1 . 3 3 0}$ | $\mathbf{2 9 9 . 3 3 6}$ |
| From loans to customers | 120.210 | 240.597 | 149.013 | 294.848 |
| From deposits | 1.103 | 2.966 | 2.317 | 4.488 |
| Other operating income | $\mathbf{1 9 . 2 7 8}$ | $\mathbf{3 8 . 9 9 7}$ | $\mathbf{3 0 . 8 1 8}$ | $\mathbf{1 1 8 . 5 8 8}$ |
| Income related to debt collection | 19.017 | 38.521 | 26.538 | 67.403 |
| Income from redemption of bonds below nominal value | - | - | 2.152 | 48.553 |
| Other operating income | 0.261 | 0.476 | 2.128 | 2.632 |
| Total | $\mathbf{1 4 0 . 5 9 1}$ | $\mathbf{2 8 2 . 5 6 0}$ | $\mathbf{1 8 2 . 1 4 8}$ | $\mathbf{4 1 7 . 9 2 4}$ |


| (in millions of euros) | 2Q 2010 | I H 2010 | 2Q 2009 | I H 2009 |
| :---: | :---: | :---: | :---: | :---: |
| Interest income | 7.753 | 15.567 | 9.672 | 19.131 |
| From loans to customers | 7.683 | 15.377 | 9.524 | 18.844 |
| From deposits | 0.070 | 0.190 | 0.148 | 0.287 |
| Other operating income | 1.232 | 2.492 | 1.969 | 7.579 |
| Income related to debt collection | 1.215 | 2.462 | 1.696 | 4.308 |
| Income from redemption of bonds below nominal value | - | - | 0.137 | 3.103 |
| Other operating income | 0.017 | 0.030 | 0.136 | 0.168 |
| Total | 8.985 | 18.059 | 11.641 | 26.710 |

Note 16. Interest Expenses and Other Operating Expenses

| (in millions of kroons) | 2Q 2010 | IH 2010 | 2Q 2009 | IH2009 |
| :---: | :---: | :---: | :---: | :---: |
| Interest expenses | 32.566 | 71.803 | 47.707 | 106.421 |
| On debt securities | 7.417 | 24.464 | 34.112 | 80.113 |
| On deposits | 25.076 | 47.187 | 13.467 | 25.955 |
| On loans | 0.073 | 0.152 | 0.128 | 0.353 |
| Other operating expenses | 12.856 | 13.923 | 2.856 | 18.225 |
| Expenses from the redemption of debt securities below nominal value | 5.458 | 6.071 | - |  |
| Other operating expenses | 7.398 | 7.852 | 2.856 | 18.225 |
| Total | 45.422 | 85.726 | 50.563 | 124.646 |
| (in millions of euros) | 2Q 2010 | I H 2010 | 2Q 2009 | I H 2009 |
| Interest expenses | 2.081 | 4.589 | 3.049 | 6.801 |
| On debt securities | 0.474 | 1.564 | 2.180 | 5.120 |
| On deposits | 1.603 | 3.016 | 0.861 | 1.659 |
| On loans | 0.004 | 0.009 | 0.008 | 0.022 |
| Other operating expenses | 0.822 | 0.890 | 0.182 | 1.165 |
| Expenses from the redemption of debt securities below nominal value | 0.349 | 0.388 | - |  |
| Other operating expenses | 0.473 | 0.502 | 0.182 | 1.165 |
| Total | 2.903 | 5.479 | 3.231 | 7.965 |

## Note 17. Other Operating Expenses

| (in millions of kroons) | 2Q 2010 | I H 2010 | 2Q 2009 | I H 2009 |
| :--- | ---: | ---: | ---: | ---: |
| Marketing expenses | 7.362 | 16.594 | 6.439 | 10.987 |
| Expenses related to employment | 5.151 | 10.818 | 6.475 | 14.265 |
| Other operating expenses | 5.036 | 10.095 | 6.136 | 14.448 |
| Total other operating expenses | $\mathbf{1 7 . 5 4 9}$ | $\mathbf{3 7 . 5 0 7}$ | $\mathbf{1 9 . 0 5 0}$ | $\mathbf{3 9 . 7 0 0}$ |
|  |  |  |  |  |
| (in millions of euros) | $\mathbf{2 Q} \mathbf{2 0 1 0}$ | $\mathbf{I} \mathbf{H} \mathbf{2 0 1 0}$ | $\mathbf{2 Q} \mathbf{2 0 0 9}$ | $\mathbf{I}$ H 2009 |
| Marketing expenses | 0.470 | 1.061 | 0.412 | 0.702 |
| Expenses related to employment | 0.329 | 0.691 | 0.414 | 0.912 |
| Other operating expenses | 0.322 | 0.645 | 0.392 | 0.923 |
| Total other operating expenses | $\mathbf{1 . 1 2 1}$ | $\mathbf{2 . 3 9 7}$ | $\mathbf{1 . 2 1 8}$ | $\mathbf{2 . 5 3 7}$ |

## 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

| $30.06 .2010$ <br> (in millions of kroons) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and receivables from banks | 598.774 | 77.946 | 24.568 | 6.800 | - | 708.088 |
| incl. Central Bank | 305.372 | 13.434 | - | 0.125 | - | 318.931 |
| Inter-segment cash and receivables from banks | - | 200.244 | - | 103.370 | -303.614 | - |
| Receivables from customers | 926.345 | 789.279 | 252.429 | 18.909 | - | 1986.962 |
| incl. loan receivables | 1020.980 | 875.102 | 268.249 | 18.819 | - | 2183.150 |
| incl. impairment allowance for loan receivables | -180.432 | -186.573 | -35.528 | -0.140 | - | -402.673 |
| incl. interest receivables | 112.283 | 132.985 | 24.681 | 0.232 | - | 270.181 |
| incl. impairment allowance for interest receivables | -26.486 | -32.235 | -4.973 | -0.002 | - | -63.696 |
| Inter-segment receivables | 1365.617 | - | - | - | -1 365.617 |  |
| Other receivables and prepaid expenses | 17.118 | 64.075 | 4.198 | 0.249 | -0.053 | 85.587 |
| Deferred income tax asset | - | 22.705 | - | - | - | 22.705 |
| Tangible and intangible assets | 39.088 | 2.344 | 1.603 | 0.091 | - | 43.126 |
| Other assets | 22.970 | 9.979 | - | - | - | 32.949 |
| Segment's total assets | 2969.912 | 1166.572 | 282.798 | 129.419 | -1669.284 | 2879.417 |
| Payable to credit institutions | 112.859 | 1078.197 | 279.292 | - | -1460.859 | 9.489 |
| Payable to customers | 1458.281 | 415.018 | - | 697.747 | -536.498 | 2034.548 |
| Other payables and deferred income | 8.288 | 6.815 | 2.605 | 0.399 | -0.053 | 18.054 |
| Issued bonds and subordinated bonds | 123.579 | - | - | - | - | 123.579 |
| Segment's total liabilities | 1703.007 | 1500.030 | 281.897 | 698.146 | -1997.410 | 2185.670 |
| Equity | 710.818 | 1.102 | 0.901 | -5.617 | -13.457 | 693.747 |


| 31.12.2009 | Estonia | Latvia | Lithuania | Other <br> (in millions of kroons) |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Elima- |  |  |  |  |  |  |  |
| tions |  |  |  |  |  |  |  |$\quad$ Group

Geographic segments, Statement of Comprehensive Income Indicators

| 6 months 2010 | Estonia | Latvia Lithuania Other | Elimina- <br> tions Group |
| :--- | :--- | :--- | :--- | :--- |
| (in millions of kroons) |  |  |  |


| External revenue |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Interest income | 113.820 | 88.654 | 40.604 | 0.485 | -243.563 |  |
| Net service fees | -0.504 | -0.065 | -0.187 | -0.028 | -0.784 |  |
| Other income | 11.044 | 21.302 | 6.632 | 0.019 | - | 38.997 |
| Total external revenue | $\mathbf{1 2 4 . 3 6 0}$ | $\mathbf{1 0 9 . 8 9 1}$ | $\mathbf{4 7 . 0 4 9}$ | $\mathbf{0 . 4 7 6}$ | $\mathbf{- 2 8 1 . 7 7 6}$ |  |

Continues on the next page

| 6 months 2010 <br> (in millions of kroons) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Inter-segment revenue | 63.035 | 4.203 | 0.036 | 0.885 | -68.159 | - |
| Net profit/loss from financial transactions | 0.331 | -0.913 | -0.002 | - | 0.275 | -0.309 |
| Interest expenses |  |  |  |  |  |  |
| External interest expenses | 61.642 | 3.345 | - | 6.816 | - | 71.803 |
| Inter-segment interest expenses | 5.158 | 47.371 | 15.340 | 0.002 | -67.871 | - |
| Total interest expenses | 66.800 | 50.716 | 15.340 | 6.818 | -67.871 | 71.803 |
| Total net income | 120.926 | 62.465 | 31.743 | -5.457 | -0.013 | 209.664 |
| Salaries and other operating expenses | 36.688 | 20.462 | 16.106 | 8.403 |  | 81.659 |
| Depreciation and amortisation expense | 3.152 | 1.287 | 0.457 | 0.016 |  | 4.912 |
| Impairment allowances for receivables and other assets | -28.014 | -39.213 | -12.146 | -0.142 |  | -79.515 |
| Other operating expenses | 12.362 | 0.458 | 0.781 | 0.322 |  | 13.923 |
| Profit/ loss before tax | 40.710 | 1.045 | 2.253 | -14.340 | -0.013 | 29.655 |
| Income tax expenses |  | 0.522 | - |  |  | 0.522 |
| Deferred income tax |  | 1.004 | - |  |  | 1.004 |
| Net profit | 40.710 | 1.527 | 2.253 | -14.340 | -0.013 | 30.137 |
| 6 months 2009 <br> (in millions of kroons) | Estonia | Latvia | Lithuania | Other | Elimina- tions | Group |
| External revenue |  |  |  |  |  |  |
| Interest income | 139.160 | 122.694 | 37.482 | - | - | 299.336 |
| Net service fees | -0.588 | -0.294 | -0.170 | -0.003 |  | -1.055 |
| Other income | 72.331 | 34.930 | 11.327 | - |  | 118.588 |
| Total external revenue | 210.903 | 157.330 | 48.639 | -0.003 | - | 416.869 |
| Inter-segment revenue | 150.380 | 0.546 | - | - | -150.926 |  |
| Net profit/loss from financial transactions | 0.148 | -0.888 | - | - | 0.240 | -0.500 |
| Interest expenses |  |  |  |  |  |  |
| External interest expenses | 105.254 | 0.757 |  | 0.410 |  | 106.421 |
| Inter-segment interest expenses | 0.549 | 54.699 | 14.191 | - | -69.439 |  |
| Total interest expenses | 105.803 | 55.456 | 14.191 | 0.410 | -69.439 | 106.421 |
| Total net income | 255.628 | 101.532 | 34.448 | -0.413 | -81.247 | 309.948 |
| Salaries and other operating expenses | 44.762 | 29.687 | 15.282 | 0.759 | - | 90.490 |
| Depreciation and amortisation expense | 3.458 | 1.768 | 0.398 | - | - | 5.624 |
| Impairment allowances for receivables and other assets | -85.199 | -44.257 | -7.514 | - | - | -136.970 |
| Other operating expenses | 6.020 | 11.176 | 1.029 | - | - | 18.225 |
| Profit/ loss before tax | 116.189 | 14.644 | 10.225 | -1.172 | -81.247 | 58.639 |
| Income tax expenses | - | 7.072 | - | - | - | 7.072 |
| Deferred income tax | - | 16.793 | - | - | - | 16.793 |
| Net profit | 116.189 | 24.365 | 10.225 | -1.172 | -81.247 | 68.360 |

Geographic segments, Statement of Financial Position Indicators

| 30.06.2010 <br> (in millions of euros) | Estonia | Latvia | Lithuania | Other | Elimina- tions | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and receivables from banks | 38.268 | 4.982 | 1.570 | 0.435 |  | 45.255 |
| incl. Central Bank | 19.516 | 0.859 |  | 0.008 |  | 20.383 |
| Inter-segment cash and receivables from banks |  | 12.797 | - | 6.607 | -19.404 |  |
| Receivables from customers | 59.204 | 50.444 | 16.133 | 1.209 |  | 126.990 |
| incl. loan receivables | 65.254 | 55.929 | 17.144 | 1.203 |  | 139.530 |
| incl. impairment allowance for loan receivables | -11.532 | -11.923 | -2.271 | -0.009 |  | -25.735 |
| incl. interest receivables | 7.175 | 8.499 | 1.577 | 0.015 |  | 17.266 |
| incl. impairment allowance for interest receivables | -1.693 | -2.060 | -0.318 | - |  | -4.071 |
| Inter-segment receivables | 87.279 | - |  | - | -87.279 |  |
| Other receivables and prepaid expenses | 1.094 | 4.095 | 0.268 | 0.016 | -0.003 | 5.470 |
| Deferred income tax asset |  | 1.451 |  |  |  | 1.451 |
| Tangible and intangible assets | 2.498 | 0.150 | 0.102 | 0.006 |  | 2.756 |
| Other assets | 1.468 | 0.638 | - | - | - | 2.106 |
| Segment's total assets | 189.811 | 74.557 | 18.073 | 8.273 | -106.686 | 184.028 |
| Payable to credit institutions | 7.214 | 68.909 | 17.850 |  | -93.366 | 0.607 |
| Payable to customers | 93.201 | 26.524 | - | 44.594 | -34.288 | 130.031 |
| Other payables and deferred income | 0.529 | 0.436 | 0.166 | 0.026 | -0.003 | 1.154 |
| Issued bonds and subordinated bonds | 7.898 | - | - | - |  | 7.898 |
| Segment's total liabilities | 108.842 | 95.869 | 18.016 | 44.620 | -127.657 | 139.690 |
| Equity | 45.429 | 0.070 | 0.058 | -0.359 | -0.860 | 44.338 |
| 31.12.2009 <br> (in millions of euros) | Estonia | Latvia | Lithuania | Other | Elimina- tions | 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 |


| 31.12.2009 <br> (in millions of euros) | Estonia | Latvia | Lithuania | Other | Elimina- <br> tions | Group |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Segment's total assets |  |  |  |  |  |  |
| Payable to credit institutions | 1.747 | $\mathbf{7 3 . 2 7 1}$ | $\mathbf{1 7 . 6 4 0}$ | $\mathbf{1 . 1 4 9}$ | $\mathbf{- 9 5 . 8 0 2}$ | $\mathbf{1 7 8 . 0 0 5}$ |
| Payable to customers | 75.900 | 3.803 | 17.509 | 0.030 | -83.983 | 0.720 |
| Other payables and deferred | 0.651 | 0.443 | 0.218 | 0.501 | -11.344 | 74.982 |
| income |  |  |  |  | -0.014 | 1.322 |
| Issued bonds and subordinated | 57.677 | - | - | - | - | 57.677 |
| bonds | $\mathbf{1 3 5 . 5 8 9}$ | $\mathbf{7 0 . 1 7 1}$ | $\mathbf{1 7 . 7 2 7}$ | $\mathbf{6 . 5 5 5}$ | $\mathbf{- 9 5 . 3 4 1}$ | $\mathbf{1 3 4 . 7 0 1}$ |
| Segment's total liabilities | $\mathbf{4 1 . 4 9 0}$ | $\mathbf{3 . 1 0 0}$ | $\mathbf{- 0 . 0 8 6}$ | $\mathbf{- 0 . 2 9 3}$ | $\mathbf{- 0 . 9 0 7}$ | $\mathbf{4 3 . 3 0 4}$ |

Geographic segments, Statement of Comprehensive Income Indicators

| 6 months 2010 | Estonia | Latvia Lithuania | Other | Elimina- <br> tions Group |
| :--- | :--- | :--- | :--- | :--- |
| (in millions of euros) |  |  |  |  |


| External revenue |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Interest income | 7.275 | 5.666 | 2.595 | 0.031 | - | 15.567 |
| Net service fees | -0.032 | -0.004 | -0.012 | -0.002 | - | -0.050 |
| Other income | 0.707 | 1.361 | 0.424 | - | - | 2.492 |
| Total external revenue | $\mathbf{7 . 9 5 0}$ | $\mathbf{7 . 0 2 3}$ | $\mathbf{3 . 0 0 7}$ | $\mathbf{0 . 0 2 9}$ | - | $\mathbf{1 8 . 0 0 9}$ |
| Inter-segment revenue | $\mathbf{4 . 0 2 8}$ | $\mathbf{0 . 2 6 9}$ | $\mathbf{0 . 0 0 2}$ | $\mathbf{0 . 0 5 7}$ | $-\mathbf{- 4 . 3 5 6}$ | - |
| Net profit/loss from financial <br> transactions | 0.020 | -0.058 | - | - | 0.018 | -0.020 |
| Interest expenses |  |  |  |  |  |  |
| External interest expenses | 3.939 | 0.214 | - | 0.436 | - | 4.589 |
| Inter-segment interest expenses | 0.330 | 3.028 | 0.980 | - | -4.338 | - |
| Total interest expenses | $\mathbf{4 . 2 6 9}$ | $\mathbf{3 . 2 4 2}$ | $\mathbf{0 . 9 8 0}$ | $\mathbf{0 . 4 3 6}$ | $\mathbf{- 4 . 3 3 8}$ | $\mathbf{4 . 5 8 9}$ |
| Total net income | $\mathbf{7 . 7 2 9}$ | $\mathbf{3 . 9 9 2}$ | $\mathbf{2 . 0 2 9}$ | $\mathbf{- 0 . 3 5 0}$ | - | $\mathbf{1 3 . 4 0 0}$ |
| Salaries and other operating <br> expenses | 2.345 | 1.308 | 1.029 | 0.537 | - | 5.219 |
| Depreciation and amortisation <br> expense | 0.202 | 0.082 | 0.029 | 0.001 | - | 0.314 |
| Impairment allowances for <br> receivables and other assets | -1.791 | -2.506 | -0.776 | -0.009 | - | -5.082 |
| Other operating expenses | 0.790 | 0.029 | 0.050 | 0.021 | - | 0.890 |
| Profit/ loss before tax | $\mathbf{2 . 6 0 1}$ | $\mathbf{0 . 0 6 7}$ | $\mathbf{0 . 1 4 5}$ | $\mathbf{- 0 . 9 1 8}$ | - | $\mathbf{1 . 8 9 5}$ |
| Income tax | - | 0.033 | - | - | - | 0.033 |
| Deferred income tax | - | 0.064 | - | - | - | 0.064 |
| Net profit | $\mathbf{2 . 6 0 1}$ | $\mathbf{0 . 0 9 8}$ | $\mathbf{0 . 1 4 5}$ | $\mathbf{- 0 . 9 1 8}$ | $\mathbf{-}$ | $\mathbf{1 . 9 2 6}$ |


| 6 months 2009 <br> (in millions of euros) | Estonia | Latvia | Lithuania | Other | Elimina- tions | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| External revenue |  |  |  |  |  |  |
| Interest income | 8.893 | 7.842 | 2.396 | - | - | 19.131 |
| Net service fees | -0.037 | -0.019 | -0.011 | - | - | -0.067 |
| Other income | 4.621 | 2.233 | 0.725 |  |  | 7.579 |
| Total external revenue | 13.477 | 10.056 | 3.110 | - | - | 26.643 |
| Inter-segment revenue | 9.611 | 0.035 | - | - | -9.646 |  |
| Net profit/loss from financial transactions | 0.009 | -0.056 | - | - | 0.015 | -0.032 |
| Interest expenses |  |  |  |  |  |  |
| External interest expenses | 6.727 | 0.048 | - | 0.026 |  | 6.801 |
| Inter-segment interest expenses | 0.036 | 3.496 | 0.907 | - | -4.439 | - |
| Total interest expenses | 6.763 | 3.544 | 0.907 | 0.026 | -4.439 | 6.801 |
| Total net income | 16.334 | 6.491 | 2.203 | -0.026 | -5.192 | 19.810 |
| Salaries and other operating expenses | 2.860 | 1.897 | 0.977 | 0.049 |  | 5.783 |
| Depreciation and amortisation expense | 0.221 | 0.113 | 0.026 | - | - | 0.360 |
| Impairment allowances for receivables and other assets | -5.444 | -2.829 | -0.481 | - |  | -8.754 |
| Other operating expenses | 0.383 | 0.715 | 0.067 | - | - | 1.165 |
| Profit/ loss before tax | 7.426 | 0.937 | 0.652 | -0.075 | -5.192 | 3.748 |
| Income tax | - | 0.452 | - | - | - | 0.452 |
| Deferred income tax |  | 1.073 | - | - | - | 1.073 |
| Net profit | 7.426 | 1.558 | 0.652 | -0.075 | -5.192 | 4.369 |

Note 19. Financial Indicators for Major Units

|  | Group |  | Bank $^{*}$ |  | Baltijas Iz Grupa** |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (in millions of kroons) | $\mathbf{3 0 . 0 6 . 1 0}$ | $\mathbf{3 1 . 1 2 . 0 9}$ | $\mathbf{3 0 . 0 6 . 1 0}$ | $\mathbf{3 1 . 1 2 . 0 9}$ | $\mathbf{3 0 . 0 6 . 1 0}$ | $\mathbf{3 1 . 1 2 . 0 9}$ |
| Assets | 2879.417 | 2785.168 | 3413.425 | 3218.230 | 1079.941 | 1088.909 |
| $\quad$ incl. cash and equivalents | 708.088 | 551.113 | 647.692 | 524.943 | 260.354 | 201.557 |
| $\quad$ incl. receivables from | 1986.962 | 2053.582 | 2695.522 | 2623.530 | 724.573 | 795.864 |
| customers | 39.559 | 45.886 | 10.130 | 15.573 | 0.730 | 1.512 |
| $\quad$ incl. tangible assets | 144.808 | 134.587 | 60.081 | 54.184 | 94.284 | 89.976 |
| incl. other | 2185.670 | 2107.610 | 2709.572 | 2586.377 | 1081.211 | 1033.099 |
| Liabilities | 693.747 | 677.558 | 703.853 | 631.853 | -1.270 | 55.810 |
| Equity |  |  |  |  |  |  |


|  | Group |  | Bank* $^{*}$ |  | Baltijas Iz Grupa** |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (in millions of euros) | $\mathbf{3 0 . 0 6 . 1 0}$ | $\mathbf{3 1 . 1 2 . 0 9}$ | $\mathbf{3 0 . 0 6 . 1 0}$ | $\mathbf{3 1 . 1 2 . 0 9}$ | $\mathbf{3 0 . 0 6 . 1 0}$ | $\mathbf{3 1 . 1 2 . 0 9}$ |
| Assets | 184.028 | 178.005 | 218.157 | 205.682 | 69.021 | 69.594 |
| $\quad$ incl. cash and equivalents | 45.255 | 35.222 | 41.395 | 33.550 | 16.640 | 12.882 |
| $\quad$ incl. receivables from | 126.990 | 131.248 | 172.275 | 167.674 | 46.309 | 50.865 |
| customers | 2.528 | 2.933 | 0.647 | 0.995 | 0.046 | 0.097 |
| $\quad$ incl. tangible assets | 9.255 | 8.602 | 3.840 | 3.463 | 6.026 | 5.750 |
| $\quad$ incl. other | 139.690 | 134.701 | 173.173 | 165.299 | 69.102 | 66.027 |
| Liabilities | 44.338 | 43.304 | 44.984 | 40.383 | -0.081 | 3.567 |
| Equity |  |  |  |  |  |  |


|  | Group |  | Bank* $^{c}$ |  | Baltijas Iz Grupa** |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (in millions of kroons) | 2Q 2010 | 2Q 2009 | 2Q 2010 | 2Q 2009 | 2Q 2010 | 2Q 2009 |
| Interest income | 121.313 | 151.330 | 127.807 | 133.847 | 20.878 | 48.529 |
| Interest expenses | 32.566 | 47.707 | 41.547 | 51.195 | 18.232 | 27.135 |
| Revenue related to debt | 19.017 | 26.538 | 12.972 | 15.371 | 6.046 | 11.167 |
| collection proceedings | 18.705 | 44.772 | 19.699 | 20.518 | -1.232 | 25.438 |
| Net profit |  |  |  |  |  |  |


|  | Group |  | Bank* $^{c}$ |  | Baltijas Iz Grupa** |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (in millions of euros) | 2Q 2010 | 2Q 2009 | 2Q 2010 | 2Q 2009 | 2Q 2010 | 2Q 2009 |
| Interest income | 7.753 | 9.672 | 8.168 | 8.554 | 1.334 | 3.102 |
| Interest expenses | 2.081 | 3.049 | 2.655 | 3.272 | 1.165 | 1.734 |
| Revenue related to debt | 1.215 | 1.696 | 0.829 | 0.982 | 0.386 | 0.714 |
| collection proceedings <br> Net profit | 1.195 | 2.861 | 1.259 | 1.311 | -0.079 | 1.626 |

* Data about parent company and branches
**Data about a significant subsidiary AS Baltijas Izaugsmes Grupa.


## 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 2nd quarter of 2010) and Euribor does not become negative.
30.06.2010

| (in millions of | Amount | Incl fixed <br> interest rate | Incl linked to <br> Euribor | Change if <br> kroons) | rise in <br> Euribor |
| :--- | ---: | ---: | ---: | ---: | ---: | | Change if 1\% <br> decrease in <br> Euribor |
| ---: |
| Payable to credit <br> institutions |
| Issued debt <br> securities (incl. <br> subordinated) |
| Erm deposits |
| Term |

30.06.2010

| (in millions of euros) | Amount | Incl fixed interest rate | Incl linked to Euribor | Change if $1 \%$ rise in Euribor | Change if 1\% decrease in Euribor |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Payable to credit institutions | 0.605 | - | 0.605 | -0.007 | 0.006 |
| Issued debt securities (incl. subordinated) | 7.847 | 0.029 | 7.818 | -0.030 | 0.223 |
| Term deposits | 127.168 | 127.168 | - | - | - |
| Total | 135.620 | 127.197 | 8.423 | -0.037 | 0.229 |

## 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. Due to the fact that Estonia will join euro zone starting from 2011, the net position in EEK is not reported as currency risk. 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. LVL and LTL from open position are adjusted with the assets protected with the devaluation clause.
30.06.2010

| (in millions of kroons) | Exposure | Change 10\% |  |
| :--- | ---: | ---: | ---: |
|  |  | Monetary impact | \% of equity |
| LVL | 82.658 | 8.266 | $0.1 \%$ |
| LTL | 26.358 | 2.636 | $0.0 \%$ |

30.06.2010

| (in millions of euros) | Exposure | Change 10\% |  |
| :--- | ---: | ---: | ---: |
|  |  | Monetary impact | \% of equity |
| LVL | 5.283 | 0.528 | $0.1 \%$ |
| LTL | 1.685 | 0.168 | $0.0 \%$ |


[^0]:    * includes one-off revenues in amount of 19,0 million kroons (profit from premature termination of bonds in amount of 2,2 million kroons and profit from prepaid income tax assets in amount of 16,8 million kroons).

