## BIGBANK AS

Public Interim Report
III Q 2010

## TABLE OF CONTENTS

CONSOLIDATED INFORMATION ..... 3
DESCRIPTION OF THE CREDIT INSTITUTION GROUP ..... 4
DECLARATION OF THE MANAGEMENT BOARD ..... 6
OVERVIEW OF THE ECONOMIC ACTIVITY ..... 7
Key Financial Indicators ..... 7
Ratios ..... 8
Important Economic Events ..... 9
Analysis of Statement of Financial Position and Consolidated Income Statement ..... 10
Capital Adequacy ..... 13
FINANCIAL STATEMENTS ..... 16
Statement of Financial Position ..... 16
Statement of Comprehensive Income ..... 18
Statement of Cash Flows ..... 20
Statement of Changes in Equity ..... 22
Notes to the Financial Statements ..... 23
Note 1. Accounting Principles ..... 23
Note 2. Receivables from Customers ..... 24
Note 3. Distribution of Loan Receivables by Maturity ..... 24
Note 4. Distribution of Loan Receivables by Geographic Areas ..... 24
Note 5. Loan Receivables by Collateral ..... 25
Note 6. Loan Receivables by Contract Currencies ..... 25
Note 7. Impairment Allowances for Customer Receivables by Groups ..... 26
Note 8. Overdue Loan Receivables ..... 26
Note 9. Other Receivables and Prepaid Expenses ..... 27
Note 10. Financial investments ..... 27
Note 11. Other Assets ..... 28
Note 12. Payable to Credit Institutions ..... 28
Note 13 Payable to Customers ..... 28
Note 14. Issued Bonds and Subordinated liabilities ..... 29
Note 15 Net Currency Positions ..... 30
Note 16. Interest Income and Other Operating Income ..... 30
Note 17. Interest Expenses and Other Expenses ..... 31
Note 18. Other Operating Expenses ..... 31
Note 19 Segment Reporting ..... 32
Note 20. Financial Indicators for Major Units ..... 37

## CONSOLIDATED INFORMATION

| Business name: | BIGBANK AS |
| :---: | :---: |
| Register: | Commercial Register of the Republic of Estonia |
| Commercial registry code: | 10183757 |
| Date of entry: | 30.01.1997 |
| Address: | Rüütli 23, 51006 Tartu, Estonia |
| Phone: | +3727377570 |
| Fax: | +3727377582 |
| E-mail: | bigbank@bigbank.ee |
| Website: | www.bigbank.ee |
| Date of report: | 30.09.2010 |
| Reporting period: | 01.07.2010-30.09.2010 |
| Auditors: | KPMG Baltics AS audit company, entered in the list of auditors on 11 July 2001 under No. 17, Narva mnt 5 Tallinn 10117, registry code 10096082. |
|  | Auditors: |
|  | - Andres Root, Sworn Auditor since 20 June 1990. <br> - Eero Kaup, Sworn auditor since 10 December 1998. |
| Audit: | An audit has not been performed with regard to the financial information of the III Q of 2010. |
| 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 of www.bigbank.ee.
The Public Interim Report for 3Q 2010 of BIGBANK AS is available at the head office of BIGBANK As of Rüütli 23, Tartu, and all other offices of the company from 30 November 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:
Business name: AS Baltijas Izaugsmes Grupa
Registered office: Brīvības iela 151, LV-1012 Riga, Latvia
Registry code: 40003291179
Register: Register of Enterprises of the Republic of Latvia
Date of entry: 18 April 1996
Principal activity: Granting consumer loans in the Republic of Latvia
Holding: 100\%

| Business name: | OÜ Rüütli Majad |
| :--- | :--- |
| Registered office: | Rüütli 23, 51006 Tartu, Estonia |
| Registry code: | 10321320 <br> Register: |
| Commercial Register of the Republic of Estonia <br> Date of entry: <br> Principal activity: | Administration of real estate in use by the group <br> Holding: |
|  | 100\% |

Business name: SIA Baltijas Parādu Piedziņas Centrs (owner Balti Võlgade Sissenõudmise Keskus OÜ)
Registered office: Brī̄ības iela 151, LV-1012 Riia, Latvia
Registry code: 40103305206
Register: Register of Enterprises of the Republic of Latvia
Date of entry: 07 July 2010
Principal activity: providing collection services
Holding: 100\%

Business name: Uždaroji akcinė bendrovė „Baltijos Skolų Išieškojimo Centras (owner Balti Võlgade Sissenõudmise Keskus OÜ)
Registered office: Jogailos 4, Vilnius 01116 Lithuania
Registry code: 302534867
Register: Commercial Register of the Republic of Lithuania
Date of entry: $\quad 06.08 .2010$
Principal activity: providing collection services
Holding: 100\%

| Business name: Kaup | Kaupmehe järelmaks OÜ |  |  |
| :---: | :---: | :---: | :---: |
| Registered office: Rüütli | Rüütli 23, 51006 Tartu |  |  |
| Registration number: 11906 | 11906650 |  |  |
| Register: Comm | Commercial Register of the Republic of Estonia |  |  |
| Date of entry: 10.03 | 10.03.2010 |  |  |
| Principal activity: Granti | Granting consumer loans |  |  |
| Holding: 100\% | 100\% |  |  |
| Subsidiaries have been consolidated line-by-line. |  |  |  |
| The parent company has the following operating branches: |  |  |  |
| Company | Address | Registration number | Date of entry |
| BIGBANK AS Latvijas filiāle | Brīv̄̄bas iela 151, LV-1012 Riia, Latvia | 40103200513 | 11.11.2008 |
| BIGBANK AS filialas | Jogailos 4, Vilnius 01116 Lithuania | 301048563 | 27.09.2007 |
| BIGBANK AS Suomen sivulije | Kampinkuja 2, 00100 Helsinki, Finland | 2292157-2 | 29.10.2009 |

## DECLARATION OF THE MANAGEMENT BOARD

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

- The data and additional information presented in the Public Interim Report for 3Q 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 30.09.2010 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

Targo Raus
Chairman of the
Management Board
30.11.2010

Kaido Saar
Member of the Management Board
30.11 .2010

Signature


Veiko Kandla
Member of the Management Board
30.11.2010


Ingo Põder
Member of the Management Board
30.11.2010


Ruslan Mahhov
Member of the Management Board


## OVERVIEW OF THE ECONOMIC ACTIVITY

Key Financial Indicators

|  | EEK |  | EUR |  | Change |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (in millions) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\%$ |
| Assets | 3119.872 | 2785.168 | 199.396 | 178.005 | 12.0 |
| Receivables from customers | 2050.653 | 2053.582 | 131.061 | 131.248 | -0.1 |
| incl. loan portfolio | 2247.700 | 2226.537 | 143.654 | 142.302 | 1.0 |
| incl. interest receivables | 287.261 | 236.060 | 18.359 | 15.087 | 21.7 |
| incl. impairment allowances | -484.308 | -409.015 | -30.952 | -26.141 | 18.4 |
| $\quad$ incl. to loan receivables | -386.803 | -305.865 | -24.721 | -19.548 | 26.5 |
| $\quad$ incl. to interest receivables | -68.788 | -66.186 | -4.396 | -4.230 | 3.9 |
| $\quad$ incl. additional impairment allowances | -28.717 | -36.964 | -1.835 | -2.363 | -22.3 |
| Deposits | 2320.347 | 1173.213 | 148.297 | 74.982 | 97.8 |
| Bonds | 0.534 | 780.184 | 0.034 | 49.863 | -99.9 |
| Subordinated bonds | 59.754 | 122.269 | 3.819 | 7.814 | -51.1 |
| Equity | 709.622 | 677.558 | 45.353 | 43.304 | 4.7 |


|  | EEK |  |  | EUR |  | Change |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (in millions) | 3Q 2010 | 3Q 2009 | 3Q 2010 | 3Q 2009 | \% |  |
| Interest income | 115.350 | 150.173 | 7.372 | 9.598 | -23.2 |  |
| Interest expenses | 28.587 | 44.821 | 1.827 | 2.865 | -36.2 |  |
| Impairment allowance costs | 43.084 | 59.550 | 2.754 | 3.806 | -27.7 |  |
| Revenue related to debt <br> collection proceedings | 25.488 | 30.577 | 1.629 | 1.954 | -16.6 |  |
| Profit before impairment <br> allowances | 59.847 | 97.361 | 3.825 | 6.223 | -38.5 |  |
| Net profit | 16.763 | $37.881^{*}$ | 1.071 | $2.417^{*}$ | -55.7 |  |

[^0]Ratios

| (in \%) | 3Q 2010 | 2Q 2010 | 1Q 2010 | 4Q 2009 | 3Q 2009 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Return on equity (ROE) | $9.6 \%$ | $11.0 \%$ | $6.7 \%$ | $6.4 \%$ | $22.9 \%$ |
| Equity multiplier (EM) | 4.3 | 4.1 | 4.2 | 4.1 | 4.2 |
| Profit margin (PM) | $11.9 \%$ | $13.3 \%$ | $8.0 \%$ | $6.6 \%$ | $20.7 \%$ |
| Asset utilization ratio (AU) | $18.8 \%$ | $19.9 \%$ | $19.9 \%$ | $23.7 \%$ | $26.3 \%$ |
| Return on assets (ROA) | $2.2 \%$ | $2.7 \%$ | $1.6 \%$ | $1.6 \%$ | $5.5 \%$ |
| SPREAD | $10.2 \%$ | $10.8 \%$ | $9.7 \%$ | $10.2 \%$ | $13.4 \%$ |
| TIER 1 | $26.9 \%$ | $29.4 \%$ | $25.8 \%$ | $28.7 \%$ | $25.6 \%$ |

Ratios are 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 consolidated income statement 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 earning assets,
- TIER 1 own funds ratio (TIER 1 ratio) - ratio of TIER 1 funds to risk weighted assets.


## Important Economic Events

BIGBANK continuously focuses on expanding its activities outside the Baltic states. Granting loans in Finland, which was launched at the beginning of the year, has increased by now and the ratio of Finland in sales has grown.

BIGBANK, which had mainly focussed on consumer loans and term deposits of private persons, expanded its areas of activity by beginning to offer loan products also to companies.
In the $3^{\text {rd }}$ quarter, the volume of total assets grew by 240.5 million kroons, whereas the loan portfolio grew by 64.6 million kroons, growing on quarterly basis for the first time since the $2^{\text {nd }}$ quarter of 2009.
Compared to the same period of the previous year, the payment behaviour of customers improved in the $3^{\text {rd }}$ quarter. During the $3^{\text {rd }}$ quarter the non-performing loan portfolio grew a bit, but the number of customers making payments has grown in comparison to the previous quarter.
Of liabilities, term deposits remain to be the largest part. The total volume of liabilities increased by 224.6 million kroons during the quarter.

Net profit of the $3^{\text {rd }}$ quarter amounted to 16.8 million kroons, compared to the 18.7 million kroons of the previous quarter. In the $3^{\text {rd }}$ quarter, profit before impairment allowances totalled 59.8 million kroons (in the previous quarter, the corresponding figure was 51.7 million kroons).
As of the end of the $3^{\text {rd }}$ quarter of 2010 , equity totalled 709.6 million kroons ( 677.6 million kroons as of the end of 2009). The share of equity of total assets amounted to $22.7 \%$. Capital adequacy formed $21.8 \%$ as of 30 September 2010 ( $26.4 \%$ at the beginning of the year).
As of the end of the $3^{\text {rd }}$ quarter of 2010 there were 452 employees working at BIGBANK, including 223 in Estonia, 147 in Latvia, 74 in Lithuania and 8 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 Consolidated Income Statement

## Statement of Financial Position Indicators

Total assets

Liquid assets

Financial investments

Receivables from customers

As of 30 September 2010, total assets of BIGBANK AS Group totalled 3 119.9 million kroons. Increasing by 240.5 million kroons during the quarter.

As of 30 September 2010, receivables from customers accounted for 65.7\% of total assets, the liquid assets (monetary funds and financial investments) accounted for $28.1 \%$.

As of the end of the $3^{\text {rd }}$ quarter, monetary funds totalled to 685.9 million kroons, decreasing by 22.2 million kroons during the quarter.

Liquid assets have partially been placed into short-term bonds with fixed payments and redemption date, which the company intends to and is capable of maintaining until the redemption date. As of 30 September 2010, the volume of financial investments reached 190.9 million kroons

By the end of the $3^{\text {rd }}$ quarter, the Group had 108 thousand loan contracts in total; including 35 thousand contracts in Estonia, 56 thousand contracts in Latvia, 14 thousand contracts in Lithuania and 3 thousand contracts in Finland.

Geographically receivables from customers were distributed as follows:

- $45.0 \%$ Estonia,
- $37.4 \%$ Latvia,
- 12.2\% Lithuania,
- $5.4 \%$ Finland.

As of 30 September 2010, receivables from customers reached 2050.7 million kroons, of which:

- the volume of loan portfolio was 2247.7 million kroons. Loans to private persons accounted for $98.0 \%$ of the total loan portfolio,
- interest receivables from loan customers totalled 287.3 million kroons,
- impairment reserve amounted to 484.3 million kroons (including impairment allowance for loan receivables in the amount of 386.8 million kroons, impairment allowance for interest receivables in the amount of 68.8 million kroons and additional impairment of 28.7 million kroons).

At the end of the $3^{\text {rd }}$ quarter the ratio of impairment allowances to receivables from customers accounted for $19.1 \%$, 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 September 2010 loans against income accounted for $77.0 \%$ of the loan portfolio, loans against suretyship 13.6\% and loans against real estate accounted for 9.4\%.

In the $3^{\text {rd }}$ quarter, payment behaviour of customers worsened in comparison to the previous quarter, but was significantly better than during the same period of the previous year. The payment behaviour has mainly worsened among customers, who have a smaller income per member of household than the average and therefore do not have sufficient reserves for covering seasonally increasing costs. However, the proportion of customers, who make payments, has increased in comparison to the previous quarter.

Impairment allowance for receivables

Liabilities

Equity

During the $3^{\text {rd }}$ quarter, the volume of the non-performing loan portfolio of the bank increased. Latvian ovedue loans grew the fastest. As was expected, of the Baltic States, the growth tempo of the portfolio of overdue loans was the lowest in Estonia, which reflects an increase in the employment of private persons and improved macroeconomic environment.

In the 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 are secured with physical collateral (e.g. mortgage on property). Owing to the nature of the loans (as a rule, consumer loans are secured 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 receivables comprise of unpaid loan repayments according to the loan schedule and the principal amount of the loan that has become collectable. According to the terms of the loan contracts concluded with customers, the Group may terminate the contract unilaterally when at least three consecutive loan payments are not met. Upon termination, the Group will demand repayment of the remaining 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 amount 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 September 2010 totalled 514.9 million kroons. Reserve has been established on a conservative basis. The established reserve includes:

- impairment allowances for loan receivables in the amount of 386.8 million kroons,
- impairment allowances for interest receivables in the amount of 68.8 million kroons,
- additional impairment allowance in the amount of 28.7 million kroons,
- impairment allowance for other customer receivables in the amount of 14.5 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 the balance.

As of the end of the $3^{\text {rd }}$ quarter of 2010, the liabilities of the Group amounted to 2410.2 million kroons. Term deposits formed the bulk of liabilities, i.e. 2 320.3 million kroons (96.3\%).

Subordinated liabilities totalled 59.7 million kroons, forming 2.4\% of liabilities.
In the $3^{\text {rd }}$ quarter of 2010 the Group's equity grew by 15.9 million kroons, amounting to 709.6 million kroons. The share of equity in total assets amounts to $22.7 \%$. As of the end of the $3^{\text {rd }}$ quarter the capital adequacy was $21.8 \%$ (Basel II) compared to $26.4 \%$ as of the end of 2009.

As of 30 September 2010 TIER 1 and TIER 2 capital totalled 727.0 million kroons, accounting for $23.3 \%$ of total assets.

## Consolidated Income Statement Indicators

Interest income

Interest expenses

Other operating expenses
Salaries

Impairment allowance costs

Other operating income and expenses

Profit of the reporting period

In the $3^{\text {rd }}$ quarter, interest income amounted to 115.4 million kroons, decreasing by 34.8 million kroons compared to the same period of the previous year.

In the $3^{\text {rd }}$ quarter, the ratio of interest income (annualised) to average interest bearing assets was $15.3 \%$ and the interest income from loan portfolio (annualised) accounted for $20.5 \%$ of the average loan portfolio.

In the $3^{\text {rd }}$ quarter of 2010, interest expenses totalled 28.6 million kroons, compared to the 44.8 million kroons of the same period of the previous year. Reduction of the interest expenses is above all connected with the decrease in the deposit interest 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 $24.8 \%$. The ratio of interest expenses (annualised) to average interest-bearing liabilities was $5.1 \%$ in the $3^{\text {rd }}$ quarter.
In the $3^{\text {rd }}$ quarter other operating expenses totalled 16.4 million kroons (increase by 0.4 million kroons compared to the $3^{\text {rd }}$ quarter of 2009).
In the $3^{\text {rd }}$ quarter salary costs amounted to 22.9 million kroons, including remunerations 16.5 million kroons. In comparison to the same period of the previous year, both indicators increased by 4.8 million kroons and 2.7 million. As of the end of the period the Group had 452 employees (excluding employees on maternity leave) compared to 365 employees a year before.
In the $3^{\text {rd }}$ quarter the reserve for impairment allowances for receivables increased by 43.1 million kroons, including:

- cost of impairment allowances for loan receivables in the amount of 35.3 million kroons,
- cost of impairment allowances for interest receivables in the amount of 8.4 million kroons,
- cost of impairment allowances for other assets in the amount of -0.6 million kroons.
Impairment allowances have been established on a conservative basis.
In the $3^{\text {rd }}$ quarter of 2010 other income amounted to 25.8 million kroons. In the same period of 2009, other operating income was 32.4 million kroons. A more significant part of other income came from collection proceedings, which accounted for 25.5 million kroons of operating income.
Other operating expenses totalled 9.5 million kroons in the $3^{\text {rd }}$ quarter (compared to 2.8 million kroons in the $3^{\text {rd }}$ quarter of 2009).
In the $3^{\text {rd }}$ quarter of 2010 the Group's profit of the reporting period amounted to 16.8 million kroons. Compared to the $3^{\text {rd }}$ quarter of 2009 the net profit has decreased by 21.0 million kroons.
In the $3^{\text {rd }}$ quarter of 2010 profit without the impairment allowance costs totalled 59.8 million kroons, in the $3^{\text {rd }}$ quarter of 2009 this indicator was 97.4 million kroons, including extraordinary income 1.7 million kroons.


## Capital Adequacy

| (in millions of kroons) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| 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 | -7.711 | -7.878 |
| Intangible assets | -9.653 | -4.457 |
| Profit for the reporting period | 30.137 | 102.066 |
| Total TIER 1 capital | $\mathbf{6 8 3 . 2 0 9}$ | $\mathbf{6 5 8 . 1 0 1}$ |
| Subordinated liabilities | 43.815 | 115.263 |
| Total TIER 2 capital | $\mathbf{4 3 . 8 1 5}$ | $\mathbf{1 1 5 . 2 6 3}$ |
| Deductions | $\mathbf{-}$ | $\mathbf{-}$ |
| Total capital for calculation of capital adequacy | $\mathbf{7 2 7 . 0 2 4}$ | $\mathbf{7 7 3 . 3 6 4}$ |
| Capital requirements |  |  |
| Central governments and central banks under standardised | 19.232 | 9.905 |
| approach |  |  |
| Credit institutions and investments firms under standardised | 25.244 | 4.753 |
| approach | 3.166 | 1.477 |
| Companies under standardised approach | 84.880 | 80.452 |
| Retail claims under standardised approach | 12.630 | 12.861 |
| Claims secured by real estate under standardised approach | 90.754 | 102.132 |
| Overdue claims under standardised approach | 18.282 | 17.619 |
| Other assets under standardised approach | $\mathbf{2 5 4 . 1 8 8}$ | $\mathbf{2 2 9 . 2 0 0}$ |
| Total capital requirements for credit and counterparty credit | $\mathbf{1 6 . 8 7 7}$ | $\mathbf{1 0 . 6 2 3}$ |
| risk | $\mathbf{6 1 . 9 4 8}$ | $\mathbf{5 2 . 7 2 6}$ |
| Capital requirement for foreign currency risk | $\mathbf{3 3 3 . 0 1 3}$ | $\mathbf{2 9 2 . 5 4 9}$ |
| Capital requirement for operational risk, standardised approach | $\mathbf{2 1 . 8 3 1 \%}$ | $\mathbf{2 6 . 4 3 5 \%}$ |
| Capital requirements for the calculation of capital adequacy |  |  |
| Capital adequacy |  |  |


| Capital Adequacy (in millions of euros) | 30.09.2010 | 31.12.2009 |
| :---: | :---: | :---: |
| 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 | -0.492 | -0.503 |
| Intangible assets | -0.617 | -0.285 |
| Profit for the reporting period | 1.926 | 6.523 |
| Total TIER 1 capital | 43.665 | 42.060 |
| Subordinated liabilities | 2.800 | 7.367 |
| Total TIER 2 capital | 2.800 | 7.367 |
| Deductions | - | - |
| Total capital for calculation of capital adequacy | 46.465 | 49.427 |
| Capital requirements |  |  |
| Central governments and central banks under standardised approach | 1.229 | 0.633 |
| Credit institutions and investments firms under standardised approach | 1.614 | 0.304 |
| Companies under standardised approach | 0.202 | 0.095 |
| Retail claims under standardised approach | 5.425 | 5.142 |
| Claims secured by real estate under standardised approach | 0.807 | 0.822 |
| Overdue claims under standardised approach | 5.800 | 6.527 |
| Other assets under standardised approach | 1.169 | 1.126 |
| Total capital requirements for credit and counterparty credit risk | 16.246 | 14.649 |
| Capital requirement for foreign currency risk | 1.078 | 0.679 |
| Capital requirement for operational risk, standardised approach | 3.959 | 3.370 |
| Capital requirements for the calculation of capital adequacy | 21.283 | 18.697 |
| Capital adequacy | 21.831\% | 26.435\% |

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

|  | EEK | EUR | EEK | EUR |
| :--- | ---: | ---: | ---: | ---: |
| (in millions) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Central governments and central banks under | - | - | - | - |
| standardised approach |  |  |  |  |
| Credit institutions and investments firms under | 9.256 | 0.592 | 1.802 | 0.115 |
| standardised approach |  | - | - | - |
| Companies under standardised approach | 7.703 | 0.492 | 8.856 | 0.566 |
| Retail claims under standardised approach | 0.234 | 0.015 | 0.322 | 0.021 |
| Claims secured by real estate under |  |  | -177 | 1.609 |
| standardised approach | 9.313 | 0.595 | 9.122 | 0.583 |
| Overdue claims under standardised approach | 9.926 | 0.634 | 9.111 | 0.582 |
| Other assets under standardised approach | 21.108 | 1.349 | 18.189 | 1.162 |
| Capital requirement for foreign currency risk |  |  |  | 2.288 |
| Operational risk under standardised approach |  |  |  |  |

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 of the current financial year, the size of which has been verified by an auditor of the credit institution

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 | 30.09.2010 | 31.12.2009 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Receivables from Central Bank |  | 362.465 | 477.516 |
| Receivables from banks |  | 323.424 | 73.597 |
| Receivables from customers | 2,3,4,5,6,7,8 | 2050.653 | 2053.582 |
| Other receivables and prepaid expenses | 9 | 86.804 | 80.403 |
| Financial investments | 10 | 190.856 | - |
| Deferred income tax assets |  | 22.999 | 21.675 |
| Intangible assets |  | 9.653 | 4.457 |
| Tangible assets |  | 39.160 | 41.429 |
| Other assets | 11 | 33.858 | 32.509 |
| Total assets |  | 3119.872 | 2785.168 |
| Liabilities |  |  |  |
| Payable to credit institutions | 12 | 8.600 | 11.270 |
| Payable to customers | 13 | 2320.347 | 1173.213 |
| Other payables and deferred income |  | 21.015 | 20.674 |
| Issued bonds | 14 | 0.534 | 780.184 |
| Subordinated bonds | 14 | 59.754 | 122.269 |
| Total liabilities |  | 2410.250 | 2107.610 |
| Equity |  |  |  |
| Share capital |  | 80.000 | 80.000 |
| Reserves |  | 8.000 | 8.000 |
| Unrealised exchange differences |  | -7.711 | -7.878 |
| Retained earnings |  | 582.436 | 480.370 |
| Profit for the accounting period |  | 46.897 | 117.066 |
| Total equity |  | 709.622 | 677.558 |
| Total liabilities and equity |  | 3119.872 | 2785.168 |

Statement of Financial Position

| (in millions of euros) | Note | 30.09.2010 | 31.12.2009 |
| :---: | :---: | :---: | :---: |
| Assets |  |  |  |
| Receivables from Central Bank |  | 23.166 | 30.519 |
| Receivables from banks |  | 20.670 | 4.704 |
| Receivables from customers | 2,3,4,5,6,7,8 | 131.061 | 131.248 |
| Other receivables and prepaid expenses | 9 | 5.548 | 5.138 |
| Financial investments | 10 | 12.198 | - |
| Deferred income tax assets |  | 1.470 | 1.385 |
| Intangible assets |  | 0.616 | 0.285 |
| Tangible assets |  | 2.503 | 2.648 |
| Other assets | 11 | 2.164 | 2.078 |
| Total assets |  | 199.396 | 178.005 |
| Liabilities |  |  |  |
| Payable to credit institutions | 12 | 0.550 | 0.720 |
| Payable to customers | 13 | 148.297 | 74.982 |
| Other payables and deferred income |  | 1.343 | 1.322 |
| Issued bonds | 14 | 0.034 | 49.863 |
| Subordinated bonds | 14 | 3.819 | 7.814 |
| Total liabilities |  | 154.043 | 134.701 |
| Equity |  |  |  |
| Share capital |  | 5.113 | 5.113 |
| Reserves |  | 0.511 | 0.511 |
| Unrealised exchange differences |  | -0.492 | -0.503 |
| Retained earnings |  | 37.224 | 30.701 |
| Profit for the accounting period |  | 2.997 | 7.482 |
| Total equity |  | 45.353 | 43.304 |
| Total liabilities and equity |  | 199.396 | 178.005 |

## Guarantees and Pledged Assets

|  |  | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ |
| :--- | ---: | ---: |
| (in millions) | EEK | EUR |
| Irrevocable transactions   <br> incl. guarantees and other similar irrevocable   <br> transactions*   <br> incl. credit lines and overdraft facilities $\mathbf{1 8 . 6 0 3}$ $\mathbf{1 . 1 8 9}$ <br> Assets pledged and encumbered with usufruct to <br> secure liabilities** 17.760 1.135$\quad \mathbf{0 . 8 4 3}$ | 0.054 |  |

*     - A guarantee in the amount of 17.760 million kroons ( 1.135 million euros) has been issued to guarantee fulfilment of obligations $100 \%$ subsidiary OÜ Rüütli Majad, this liability has been recorded also in the consolidated report as an 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.


## Statement of Comprehensive Income

| (in millions of kroons) | Note | 3 Q 2010 | $\begin{array}{r} 9 \text { months } \\ 2010 \end{array}$ | $\begin{aligned} & \text { 3Q } 2009 \\ & \text { adjusted } \end{aligned}$ | 9 months 2009 adjusted |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 16 | 115.350 | 358.910 | 150.173 | 449.509 |
| Interest expenses | 17 | 28.587 | 100.390 | 44.821 | 151.242 |
| Net interest income |  | 86.763 | 258.520 | 105.352 | 298.267 |
| Net service charges |  | -0.297 | -1.081 | -0.318 | -1.373 |
| Net profit/loss from financial transactions |  | -0.484 | -0.791 | -0.953 | -1.453 |
| Other operating income | 16 | 25.844 | 64.842 | 32.373 | 150.961 |
| Total income |  | 111.826 | 321.490 | 136.454 | 446.402 |
| Salaries |  | 22.882 | 67.033 | 18.045 | 68.835 |
| Other operating expenses | 18 | 16.432 | 53.939 | 16.063 | 55.763 |
| Depreciation and amortisation expense |  | 2.266 | 7.178 | 2.899 | 8.523 |
| Allowances for loans and receivables |  | 43.084 | 122.600 | 52.646 | 178.640 |
| Allowances for other assets |  | - | - | 6.904 | 17.880 |
| Other expenses | 17 | 9.538 | 23.463 | 2.757 | 20.982 |
| Total operating expenses |  | 94.202 | 274.213 | 99.314 | 350.623 |
| Profit before income tax |  | 17.624 | 47.277 | 37.140 | 95.779 |
| Income tax expense |  | 0.861 | 0.380 | -0.671 | -10.392 |
| Profit for the accounting period |  | 16.763 | 46.897 | 37.811 | 106.171 |
| Unrealised exchange differences |  | -0.885 | 0.167 | -7.966 | 0.929 |
| Total other income and expenses |  | -0.885 | 0.167 | -7.966 | 0.929 |
| Total profit for the accounting period |  | 15.878 | 47.064 | 29.845 | 107.100 |
| Basic earnings per share (EEK) |  | 210 | 586 | 473 | 1327 |
| Diluted net profit per share (EEK) |  | 210 | 586 | 473 | 1327 |

## Statement of Comprehensive Income

| (millions of euros) | Note | 3 Q 2010 | 9 months <br> $\mathbf{2 0 1 0}$ | 3Q 2009 <br> adjusted | $\mathbf{9}$ months <br> 2009 <br> adjusted |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Interest income | 16 | 7.372 | 22.938 | 9.598 | 28.729 |
| Interest expenses | 17 | 1.827 | 6.416 | 2.865 | 9.666 |
| Net interest income |  | $\mathbf{5 . 5 4 5}$ | $\mathbf{1 6 . 5 2 2}$ | $\mathbf{6 . 7 3 3}$ | $\mathbf{1 9 . 0 6 3}$ |
| Net fees and commissions |  | -0.019 | -0.069 | -0.020 | -0.088 |
| Net profit/loss from financial transactions |  | -0.031 | -0.050 | -0.061 | -0.093 |
| Other operating income | 16 | 1.652 | 4.144 | 2.069 | 9.648 |
| Total income |  | $\mathbf{7 . 1 4 7}$ | $\mathbf{2 0 . 5 4 7}$ | $\mathbf{8 . 7 2 1}$ | $\mathbf{2 8 . 5 3 0}$ |
| Salaries |  | 1.462 | 4.284 | 1.153 | 4.400 |
| Other operating expenses | 18 | 1.050 | 3.447 | 1.027 | 3.563 |
| Depreciation and amortisation expense |  | 0.145 | 0.459 | 0.185 | 0.545 |
| Allowances for loans and receivables |  | 2.754 | 7.836 | 3.365 | $\mathbf{1 1 . 4 1 7}$ |
| Allowances for other assets |  | - | - | 0.441 | 1.142 |
| Other expenses | 17 | 0.610 | 1.500 | 0.176 | 1.341 |
| Total operating expenses | $\mathbf{6 . 0 2 1}$ | $\mathbf{1 7 . 5 2 6}$ | $\mathbf{6 . 3 4 7}$ | $\mathbf{2 2 . 4 0 8}$ |  |
| Profit before income tax | $\mathbf{1 . 1 2 6}$ | $\mathbf{3 . 0 2 1}$ | $\mathbf{2 . 3 7 4}$ | $\mathbf{6 . 1 2 2}$ |  |
| Income tax expense | 0.055 | 0.024 | -0.043 | -0.664 |  |
| Profit for the accounting period | $\mathbf{1 . 0 7 1}$ | $\mathbf{2 . 9 9 7}$ | $\mathbf{2 . 4 1 7}$ | $\mathbf{6 . 7 8 6}$ |  |
| Unrealised exchange differences | -0.056 | 0.011 | -0.509 | 0.060 |  |
| Total other income and expenses | $\mathbf{- 0 . 0 5 6}$ | $\mathbf{0 . 0 1 1}$ | $\mathbf{- 0 . 5 0 9}$ | $\mathbf{0 . 0 6 0}$ |  |
| Total profit for the accounting period | $\mathbf{1 . 0 1 5}$ | $\mathbf{3 . 0 0 8}$ | $\mathbf{1 . 9 0 8}$ | $\mathbf{6 . 8 4 6}$ |  |
| Basic earnings per share (EEK) | $\mathbf{1 3}$ | $\mathbf{3 7}$ | $\mathbf{3 0}$ | $\mathbf{8 5}$ |  |
| Diluted net profit per share (EEK) | $\mathbf{1 3}$ | $\mathbf{3 7}$ | $\mathbf{3 0}$ | $\mathbf{8 5}$ |  |
|  |  |  |  |  |  |

## Statement of Cash Flows

| (in millions of kroons) | 9 months 2010 | 9 months 2009 adjusted |
| :---: | :---: | :---: |
| Cash flow from operations |  |  |
| Interest income received | 254.483 | 310.093 |
| Interest expenses paid | -62.666 | -153.259 |
| Other operating expenses paid | -133.844 | -142.018 |
| Other operating income received | 68.692 | 84.011 |
| Other expenses paid | -22.943 | -21.782 |
| Repayments of off-balance sheet receivables | 2.722 | 1.380 |
| Received from other assets | 1.525 | 0.313 |
| Paid for other assets | -0.306 | -1.635 |
| Loans granted | -248.746 | -155.194 |
| Repayment of loans granted | 230.995 | 310.053 |
| Change in mandatory reserve in Central Bank and related interest receivables | 68.355 | 19.204 |
| Proceeds from customer deposits | 1560.500 | 454.964 |
| Paid on redemption of deposits | -448.258 | -314.810 |
| Income tax paid | -4.351 | -24.944 |
| Effect of exchange rate fluctuations | -1.384 | -1.127 |
| Cash flow from operating activities | 1264.774 | 365.249 |
| Cash flow from investing activities |  |  |
| Purchased securities | -190.044 | - |
| Acquired of tangible and intangible assets | -9.366 | -1.960 |
| Sold tangible and intangible assets | 0.071 | 0.061 |
| Cash flow from investing activities total | -199.339 | -1.899 |
| Cash flow from financing activities |  |  |
| Paid on redemption of debt securities | -845.177 | -287.373 |
| Repayments of loans from credit institutions | -2.664 | -2.664 |
| Dividends paid | -15.000 | -19.000 |
| Cash flow from financing activities | -862.841 | -309.037 |
| Effect of exchange rate fluctuations | 0.475 | 0.339 |
| Increase in cash and cash equivalents | 203.069 | 54.652 |
| Cash and cash equivalents at the beginning of the year | 218.805 | 149.298 |
| Cash and cash equivalents at the end of the period | 421.874 | 203.950 |

## Statement of Cash Flows

| (in millions of euros) | 9 months 2010 | 9 months 2009 adjusted |
| :---: | :---: | :---: |
| Cash flow from operations |  |  |
| Interest income received | 16.265 | 19.819 |
| Interest expenses paid | -4.005 | -9.795 |
| Other operating expenses paid | -8.554 | -9.077 |
| Other operating income received | 4.390 | 5.369 |
| Other expenses paid | -1.466 | -1.392 |
| Repayments of off-balance sheet receivables | 0.174 | 0.088 |
| Received from other assets | 0.097 | 0.020 |
| Paid for other assets | -0.020 | -0.104 |
| Loans granted | -15.898 | -9.919 |
| Repayment of loans granted | 14.763 | 19.816 |
| Change in mandatory reserve in Central Bank and related interest receivables | 4.369 | 1.227 |
| Proceeds from customer deposits | 99.734 | 29.077 |
| Paid on redemption of deposits | -28.649 | -20.120 |
| Income tax paid | -0.278 | -1.594 |
| Effect of exchange rate fluctuations | -0.088 | -0.072 |
| Cash flow from operating activities | 80.834 | 23.343 |
| Cash flow from investing activities |  |  |
| Purchased securities | -12.146 | - |
| Acquired of tangible and intangible assets | -0.599 | -0.125 |
| Sold tangible and intangible assets | 0.005 | 0.004 |
| Cash flow from investing activities total | -12.740 | -0.121 |
| Cash flow from financing activities |  |  |
| Paid on redemption of debt securities | -54.016 | -18.367 |
| Repayments of loans from credit institutions | -0.170 | -0.170 |
| Dividends paid | -0.959 | -1.214 |
| Cash flow from financing activities | -55.145 | -19.751 |
| Effect of exchange rate fluctuations | 0.030 | 0.022 |
| Increase in cash and cash equivalents | 12.979 | 3.493 |
| Cash and cash equivalents at the beginning of the year | 13.984 | 9.542 |
| Cash and cash equivalents at the end of the period | 26.963 | 13.035 |

## Statement of Changes in Equity

(in millions of kroons) Equity belonging to the owners of the parent company

|  | Share <br> capital | Statutory <br> capital <br> reserve | Unrealised <br> exchange <br> differences | Retained <br> earnings | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Balance 01.01.2009 | 80.000 | 8.000 | -7.945 | 499.370 | $\mathbf{5 7 9 . 4 2 5}$ |
| Total profit for the accounting period | - | - | 0.929 | 106.171 | $\mathbf{1 0 7 . 1 0 0}$ |
| Dividends paid | - | - | - | -19.000 | $\mathbf{- 1 9 . 0 0 0}$ |
| Balance 30.09.2009 | $\mathbf{8 0 . 0 0 0}$ | $\mathbf{8 . 0 0 0}$ | $\mathbf{- 7 . 0 1 6}$ | $\mathbf{5 8 6 . 5 4 1}$ | $\mathbf{6 6 7 . 5 2 5}$ |
|  |  |  |  |  |  |
| Balance 01.01.2010 | 80.000 | 8.000 | -7.878 | 597.436 | $\mathbf{6 7 7 . 5 5 8}$ |
| Total profit for the accounting period | - | - | 0.167 | 46.897 | $\mathbf{4 7 . 0 6 4}$ |
| Dividends paid | - | - | - | -15.000 | $\mathbf{- 1 5 . 0 0 0}$ |
| Balance $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{8 0 . 0 0 0}$ | $\mathbf{8 . 0 0 0}$ | $\mathbf{- 7 . 7 1 1}$ | $\mathbf{6 2 9 . 3 3 3}$ | $\mathbf{7 0 9 . 6 2 2}$ |


| (in millions of euros) | Equity belonging to the owners of the parent company |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Share <br> capital | Statutory <br> capital <br> reserve | Unrealised <br> exchange <br> differences | Retained <br> earnings | Total |
| Balance 01.01.2009 | 5.113 | 0.511 | -0.508 | 31.915 | $\mathbf{3 7 . 0 3 2}$ |
| Total profit for the accounting period | - | - | 0.060 | 6.786 | $\mathbf{6 . 8 4 6}$ |
| Dividends paid | - | - | - | -1.214 | $\mathbf{- 1 . 2 1 4}$ |
| Balance 30.09.2009 | $\mathbf{5 . 1 1 3}$ | $\mathbf{0 . 5 1 1}$ | $\mathbf{- 0 . 4 4 8}$ | $\mathbf{3 7 . 4 8 7}$ | $\mathbf{4 2 . 6 6 3}$ |


| Balance 01.01.2010 | 5.113 | 0.511 | -0.503 | 38.183 | 43.304 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total profit for the accounting period | - | - | 0.011 | 2.997 | 3.008 |
| Dividends paid | - | - | - | -0.959 | $-\mathbf{0 . 9 5 9}$ |
| Balance 30.09.2010 | $\mathbf{5 . 1 1 3}$ | $\mathbf{0 . 5 1 1}$ | $\mathbf{- 0 . 4 9 2}$ | $\mathbf{4 0 . 2 2 1}$ | $\mathbf{4 5 . 3 5 3}$ |

## Notes to the Financial Statements

## Note 1. Accounting Principles

The accounting principles used in the consolidated interim report for the $3^{\text {rd }}$ 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 income statement and statement of cash flows of the $3^{\text {rd }}$ quarter and 9 months of 2009 have been adjusted as follows:

## Line of the consolidated income statement

## Change 3Q 2009 <br> Change 9 months 2009

|  | In millions of <br> kroons | In millions <br> of euros | In millions <br> of kroons | In <br> millions <br> of euros |
| :--- | ---: | ---: | ---: | ---: |
| Salaries | -0.008 | -0.001 | -0.117 | -0.007 |
| Other operating expenses | +0.008 | +0.001 | +0.117 | +0.007 |
| Other operating expenses | $-2,299$ | -0.147 | $-19,393$ | -1.240 |
| Other expenses | +2.299 | +0.147 | $+19,393$ | +1.240 |

Line of the statement of cash flows

## Change 9 months

|  | In millions of <br> kroons | In millions of <br> euros |
| :--- | ---: | ---: |
| Administrative expenses paid | +15.648 | +1.000 |
| Other operating expenses paid | -15.648 | -1.000 |
| Paid on redemption of debt securities | +0.552 | +0.035 |
| Other operating expenses paid | -0.552 | -0.035 |

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 income statement.

| In millions of kroons | 3Q 2010 | 9 months 2010 | 3Q 2009 | 9 months $\mathbf{2 0 0 9}$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Income tax expense | 1.178 | 1.701 | 3.08 | 10.152 |  |
| Deferred income tax change | -0.317 | -1.321 | -3.751 | -20.544 |  |
| Income tax | $\mathbf{0 . 8 6 1}$ | $\mathbf{0 . 3 8 0}$ | $\mathbf{- 0 . 6 7 1}$ | $\mathbf{- 1 0 . 3 9 2}$ |  |
|  |  |  |  |  |  |
| In millions of euros | 3Q 2010 | $\mathbf{9}$ months $\mathbf{2 0 1 0}$ | 3Q | $\mathbf{2 0 0 9}$ | $\mathbf{9}$ months $\mathbf{2 0 0 9}$ |
| Income tax expense | 0.075 | 0.108 | 0.197 | 0.649 |  |
| Deferred income tax change | -0.020 | -0.084 | -0.24 | $\mathbf{- 1 . 3 1 3}$ |  |
| Income tax | $\mathbf{0 . 0 5 5}$ | $\mathbf{0 . 0 2 4}$ | $\mathbf{- 0 . 0 4 3}$ | $\mathbf{- 0 . 6 6 4}$ |  |

## Note 2. Receivables from Customers

| (in millions of kroons) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| Loan receivables from customers | 2247.700 | 2226.537 |
| Impairment allowance for loan receivables | -386.803 | -305.865 |
| Interest receivables from customers | 287.261 | 236.060 |
| incl. interest receivables | 297.019 | 242.401 |
| incl. interest prepayments under assets | -9.758 | -6.341 |
| Impairment allowance for interest receivables | -68.788 | -66.186 |
| Additional impairment allowance | -28.717 | -36.964 |
| Total receivables from customers | $\mathbf{2 0 5 0 . 6 5 3}$ | $\mathbf{2 0 5 3 . 5 8 2}$ |
|  |  |  |
| (in millions of euros) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Loan receivables from customers | 143.654 | 142.301 |
| Impairment allowance for loan receivables | -24.721 | -19.548 |
| Interest receivables from customers | 18.359 | 15.087 |
| incl. interest receivables | 18.983 | 15.492 |
| incl. interest prepayments under assets | -0.624 | -0.405 |
| Impairment allowance for interest receivables | -4.396 | -4.230 |
| Additional impairment allowance | -1.835 | -2.362 |
| Total receivables from customers | $\mathbf{1 3 1 . 0 6 1}$ | $\mathbf{1 3 1 . 2 4 8}$ |

## Note 3. Distribution of Loan Receivables by Maturity

| (in millions of kroons) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| Up to 1 year | 1224.281 | 1173.485 |
| 1-2 years | 172.400 | 158.495 |
| 2-5 years | 360.805 | 331.984 |
| More than 5 years | 490.214 | 562.573 |
| Total | $\mathbf{2 2 4 7 , 7 0 0}$ | $\mathbf{2 2 2 6 , 5 3 7}$ |
|  |  |  |
| (in millions of euros) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Up to 1 year | 78.246 | 74.999 |
| 1-2 years | 11.018 | 10.130 |
| 2-5 years | 23.060 | 21.218 |
| More than 5 years | 31.330 | 35.955 |
| Total | $\mathbf{1 4 3 . 6 5 4}$ | $\mathbf{1 4 2 . 3 0 2}$ |

## Note 4. Distribution of Loan Receivables by Geographic Areas

(in millions of kroons)
30.09.2010

|  | Loan portfolio in balance sheet, including | Relative share of <br> area |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Loan portfolio | Overdue <br> loans | Impairment <br> allowance (incl. <br> collective) |  |
| Estonia | 1006.648 | 383.999 | 176.164 | $44.8 \%$ |
| Latvia | 861.792 | 437.649 | 198.164 | $38.3 \%$ |
| Lithuania | 268.750 | 78.964 | 39.502 | $12.0 \%$ |
| Finland | 110.510 | 0.331 | 1.690 | $4.9 \%$ |
| Total | $\mathbf{2 2 4 7 . 7 0 0}$ | $\mathbf{9 0 0 . 9 4 3}$ | $\mathbf{4 1 5 . 5 2 0}$ | $\mathbf{1 0 0 \%}$ |


| (in millions of euros) |  |  | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Loan portfolio in balance sheet, including | Relative share of <br> area |  |  |
|  | Loan portfolio | Overdue <br> loans | Impairment <br> allowance (incl. <br> collective) |  |
| Estonia | 64.337 | 24.542 | 11.259 | $44.8 \%$ |
| Latvia | 55.079 | 27.971 | 12.665 | $38.3 \%$ |
| Lithuania | 17.176 | 5.047 | 2.525 | $12.0 \%$ |
| Finland | 7.063 | 0.021 | 0.108 | $4.9 \%$ |
| Total | $\mathbf{1 4 3 . 6 5 4}$ | $\mathbf{5 7 . 5 8 1}$ | $\mathbf{2 6 . 5 5 7}$ | $\mathbf{1 0 0 \%}$ |


| Note 5. Loan Receivables by Collateral |  |  |
| :--- | ---: | ---: |
| (in millions of kroons) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Loan secured with income | 1682.386 | 1690.967 |
| Loan against surety | 306.166 | 320.404 |
| Loan secured with real estate | 211.273 | 215.166 |
| Loan with unemployment insurance coverage | 47.875 | $\mathbf{-}$ |
| Total loan receivables | $\mathbf{2 2 4 7 . 7 0 0}$ | $\mathbf{2 2 2 6 . 5 3 7}$ |
|  |  |  |
| (in millions of euros) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Loan secured with income | 107.523 | 108.072 |
| Loan against surety | 19.568 | 20.478 |
| Loan secured with real estate | 13.503 | 13.752 |
| Loan with unemployment insurance coverage | 3.060 | $\mathbf{-}$ |
| Total loan receivables | $\mathbf{1 4 3 , 6 5 4}$ | $\mathbf{1 4 2 , 3 0 2}$ |


| Note 6. Loan Receivables by Contract Currencies |  |  |
| :--- | ---: | ---: |
| (in millions of kroons) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| EEK | 382.493 | 474.882 |
| EUR | 1551.632 | 1400.129 |
| LTL | 45.666 | 52.575 |
| LVL | 267.909 | 298.951 |
| Total loan receivables from customers | $\mathbf{2} 247.700$ | $\mathbf{2 2 2 6 . 5 3 7}$ |
|  |  |  |
| (in millions of euros) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| EEK | 24.445 | 30.350 |
| EUR | 99.167 | 89.485 |
| LTL | 2.919 | 3.360 |
| LVL | 17.123 | 19.106 |
| Total loan receivables from customers | $\mathbf{1 4 3 . 6 5 4}$ | $\mathbf{1 4 2 . 3 0 2}$ |

Note 7. Impairment Allowances for Customer Receivables by Groups

| (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 | Tmpairment <br> impal <br> allowance |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Homogeneous groups | 972.485 | 18.309 | 77.853 | 6.724 | 25.033 |
| Individually assessed groups | 1275.215 | 368.494 | 219.166 | 62.064 | 430.558 |
| Collective impairment allowance | - | 28.717 | - | - | 28.717 |
| Total | $\mathbf{2 2 4 7 . 7 0 0}$ | $\mathbf{4 1 5 . 5 2 0}$ | $\mathbf{2 9 7 . 0 1 9}$ | $\mathbf{6 8 . 7 8 8}$ | $\mathbf{4 8 4 . 3 0 8}$ |

30.09.2010

| (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 | 62.153 | 1.170 | 4.976 | 0.430 | 1.600 |
| Individually assessed groups | 81.501 | 23.551 | 14.007 | 3.967 | 27.518 |
| Collective impairment allowance | - | 1.835 | - | - | 1.835 |
| Total | $\mathbf{1 4 3 . 6 5 4}$ | $\mathbf{2 6 . 5 5 6}$ | $\mathbf{1 8 . 9 8 3}$ | $\mathbf{4 . 3 9 7}$ | $\mathbf{3 0 . 9 5 3}$ |

Note 8. Overdue Loan Receivables

| (in millions of kroons) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| Up to 30 days | 28.785 | 2.240 |
| $31-60$ days | 23.614 | 2.606 |
| $61-90$ days | 22.550 | 2.957 |
| Over 90 days | 825.994 | 872.771 |
| Total | $\mathbf{9 0 0 . 9 4 3}$ | $\mathbf{8 8 0 . 5 7 4}$ |

* 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) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| Up to 30 days | 1.840 | 0.143 |
| $31-60$ days | 1.509 | 0.167 |
| $61-90$ days | 1.441 | 0.189 |
| Over 90 days | 52.791 | 55.780 |
| Total | $\mathbf{5 7 . 5 8 1}$ | $\mathbf{5 6 . 2 7 9}$ |

[^1]Note 9. Other Receivables and Prepaid Expenses

## (in millions of kroo

| Late payment and penalty fees | 0.883 | 1.264 |
| :--- | ---: | ---: |
| Service fees receivable | 44.847 | 0.077 |
| Enforcement and other costs receivable | 24.664 | 18.120 |
| Surety fees | 1.091 | 1.095 |
| Other receivables | 0.123 | 47.787 |
| Impairment allowances for receivables | -14.482 | -13.198 |
| Total | $\mathbf{5 7 . 1 2 6}$ | $\mathbf{5 5 . 1 4 5}$ |
| Prepaid expenses |  |  |
| Prepaid taxes | 25.904 | 22.039 |
| Other prepaid expenses | 3.774 | 3.219 |
| Total | $\mathbf{2 9 . 6 7 8}$ | $\mathbf{2 5 . 2 5 8}$ |
| Total other receivables and prepaid expenses | $\mathbf{8 6 . 8 0 4}$ | $\mathbf{8 0 . 4 0 3}$ |


| (in millions of euros) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| Other receivables |  |  |
| Late payment and penalty fees | 0.056 | 0.081 |
| Service fees receivable | 2.866 | 0.005 |
| Enforcement and other costs receivable | 1.576 | 1.158 |
| Surety fees | 0.070 | 0.070 |
| Other receivables | 0.008 | 3.054 |
| Impairment allowances for receivables | -0.925 | -0.844 |
| Total | $\mathbf{3 . 6 5 1}$ | $\mathbf{3 . 5 2 4}$ |
| Prepaid expenses |  |  |
| Prepaid taxes | 1.656 | 1.408 |
| Other prepaid expenses | 0.241 | 0.206 |
| Total | $\mathbf{1 . 8 9 7}$ | $\mathbf{1 . 6 1 4}$ |
| Total other receivables and prepaid expenses | $\mathbf{5 . 5 4 8}$ | $\mathbf{5 . 1 3 8}$ |

Note 10. Financial investments

| (in millions of kroons) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| Total bond portfolio | $\mathbf{1 9 0 . 8 5 6}$ | - |
| Distribution according to issuer |  |  |
| incl. bonds of credit institutions | 38.076 | - |
| incl. bonds of governments | 152.780 | - |
| Distribution according to currency |  |  |
| incl. EUR | 116.947 | - |
| incl. LTL | 73.909 | - |


| (in millions of euros) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| Total bond portfolio | $\mathbf{1 2 . 1 9 8}$ | - |
| Distribution by issuer |  |  |
| incl. bonds of credit institutions | 2.434 | - |
| incl. bonds of governments | 9.764 | - |
| Distribution by currency | - |  |
| incl. EUR | 7.474 | - |
| incl. LTL | 4.724 | - |

Note 11. Other Assets


| (in millions of euros) | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| :--- | ---: | ---: |
| Balance of term deposits | 148.297 | $\mathbf{7 4 . 9 8 2}$ |
| Distribution by customer type |  |  |
| incl. private persons | 139.408 | 68.800 |
| incl. legal persons | 8.889 | 6.182 |
| Distribution by currency |  |  |
| incl. EEK | 59.890 | 49.809 |
| incl. EUR | 85.839 | 24.519 |
| incl. LVL | 2.568 | 0.654 |
| Distribution by maturity date |  |  |
| incl. redemption within 6 months | 62.781 | 30.695 |
| incl. redemption within 6-12 months | 40.414 | 32.148 |
| incl. redemption within 12-18 months | 8.198 | 4.384 |
| incl. redemption within 18-24 months | 8.367 | 3.163 |
| incl. redemption within 24+ months | 28.537 | 4.593 |
| Average deposit amount | 0.012 | 0.010 |
| Weighted average interest rate | $4.7 \%$ | $6.9 \%$ |
| Weighted average maturity (in months) | 13.663 | 9.920 |
| Weighted average total contract period (in months) | 19.780 | 14.613 |

Note 14. Issued Bonds and Subordinated liabilities

| (in millions of kroons) | Issued bonds | Subordinated bonds |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Balance of bonds | 0.534 | 780.184 | 59.754 | 122.269 |
| Distribution by customer type |  |  |  |  |
| incl. private persons <br> incl. legal persons | 0.534 | 7.067 | 4.044 | 4.042 |
| Distribution by currency | - | 773.117 | 55.710 | 118.227 |
| incl. EEK |  |  |  |  |
| incl. EUR | 0.534 | 0.648 | 59.754 | 59.720 |
| Distribution by maturity date | - | 779.536 | - | 62.549 |
| incl. redemption within 6 months <br> incl. redemption within 6-12 months <br> incl. redemption within 12-18 months <br> incl. redemption within 24+ months | 0.534 | 78.867 | - |  |


| (in millions of euros) | Issued bonds |  | Subordinated bonds |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |  |
| Balance of bonds | 0.034 | 49.863 | 3.819 | 7.814 |  |
| Distribution by customer type |  |  |  |  |  |
| incl. private persons <br> incl. legal persons | 0.034 | 0.452 | 0.258 | 0.258 |  |
| Distribution by currency <br> incl. EEK | - | 49.411 | 3.560 | 7.556 |  |
| incl. EUR |  |  |  |  |  |

Continues on the next page

| (in millions of euros) | Issued bonds |  | Subordinated bonds |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 30.09 .2010 | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 2 0 0 9}$ |
| Distribution by maturity date |  |  |  |  |
| incl. redemption within 6 months | 0.034 | 5.041 | - | - |
| incl. redemption within 6-12 months | - | 1.000 | - | - |
| incl. redemption within 12-18 months | - | 43.822 | - | - |
| incl. redemption within 24+ months | - | - | 3.819 | 7.814 |

Note 15 Net Currency Positions
30.09.2010

| (in millions of | Balance sheet position |  |  | Off-balance sheet position |  |
| :--- | ---: | ---: | ---: | ---: | ---: | Net position

30.09.2010

| (in millions of | Balance sheet position |  |  | Off-balance sheet position |  |
| :--- | ---: | ---: | ---: | ---: | ---: | Net position

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 16. Interest Income and Other Operating Income

| (in millions of kroons ) | 3Q 2010 | 9 months 2010 | 3Q 2009 | 9 months 2009 |
| :---: | :---: | :---: | :---: | :---: |
| Interest income | 115.350 | 358.910 | 150.173 | 449.509 |
| From loans to customers | 113.152 | 353.746 | 148.272 | 443.120 |
| From deposits | 1.380 | 4.346 | 1.901 | 6.389 |
| From financial investments maintain until the redemption date | 0.818 | 0.818 | - |  |
| Other operating income | 25.844 | 64.842 | 32.373 | 150.961 |
| Income related to debt collection | 25.488 | 64.011 | 30.577 | 97.980 |
| Income from redemption of bonds below nominal value | - | - | 1.669 | 50.221 |
| Other operating income | 0.356 | 0.831 | 0.127 | 2.760 |
| Total | 141.194 | 423.752 | 182.546 | 600.470 |


| (in millions of euros) | 3Q 2010 | 9 months 2010 | 3Q 2009 | 9 months 2009 |
| :--- | ---: | ---: | ---: | ---: |
| Interest income | 7.372 | $\mathbf{2 2 . 9 3 8}$ | 9.598 | $\mathbf{2 8 . 7 2 9}$ |
| From loans to customers | 7.232 | 22.608 | 9.476 | 28.321 |
| From deposits | 0.088 | 0.278 | 0.122 | 0.408 |
| From financial investments maintain until | 0.052 | 0.052 | - | - |
| the redemption date | $\mathbf{1 . 6 5 2}$ | $\mathbf{4 . 1 4 4}$ | $\mathbf{2 . 0 6 9}$ | $\mathbf{9 . 6 4 8}$ |
| Other operating income | 1.629 | 4.091 | 1.954 | 6.262 |
| Income related to debt collection | - | - | 0.107 | 3.210 |
| Income from redemption of bonds below |  |  | 0.053 | 0.008 |
| nominal value | 0.023 | $\mathbf{2 7 . 0 8 2}$ | $\mathbf{1 1 . 6 6 7}$ | $\mathbf{3 8 . 3 7 7}$ |
| Other operating income | $\mathbf{9 . 0 2 4}$ |  |  | 0.176 |
| Total |  |  |  |  |

## Note 17. Interest Expenses and Other Expenses

| (in millions of kroons) | 3Q 2010 | 9 months 2010 | 3Q 2009 | 9 months $\mathbf{2 0 0 9}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Interest expenses | $\mathbf{2 8 . 5 8 7}$ | $\mathbf{1 0 0 . 3 9 0}$ | $\mathbf{4 4 . 8 2 1}$ | $\mathbf{1 5 1 . 2 4 2}$ |
| On debt securities | 2.277 | 26.740 | 31.500 | 111.612 |
| On deposits | 26.242 | 73.430 | 13.206 | 39.161 |
| On loans | 0.068 | 0.220 | 0.115 | 0.469 |
| Other operating expenses | 9.538 | $\mathbf{2 3 . 4 6 3}$ | $\mathbf{2 . 7 5 7}$ | $\mathbf{2 0 . 9 8 2}$ |
| Expenses from the redemption of debt |  | 6.072 | - | - |
| securities below nominal value | - | 17.391 | 2.757 | 20.982 |
| Other operating expenses | 9.538 | $\mathbf{1 2 3 . 8 5 3}$ | $\mathbf{4 7 . 5 7 8}$ | $\mathbf{1 7 2 . 2 2 4}$ |
| Total | $\mathbf{3 8 . 1 2 5}$ |  |  |  |


| (in millions of euros) | 3Q 2010 | $\mathbf{9}$ months 2010 | 3Q 2009 | 9 months 2009 |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Interest expenses | $\mathbf{1 , 8 2 7}$ | $\mathbf{6 , 4 1 6}$ | $\mathbf{2 , 8 6 4}$ | $\mathbf{9 , 6 6 6}$ |  |
| On debt securities | 0,146 | 1,709 | 2,013 | 7,133 |  |
| On deposits | 1,677 | 4,693 | 0,844 | 2,503 |  |
| On loans | 0,004 | 0,014 | 0,007 | 0,030 |  |
| Other operating expenses | $\mathbf{0 , 6 1 0}$ | $\mathbf{1 , 5 0 0}$ | $\mathbf{0 , 1 7 6}$ | $\mathbf{1 , 3 4 1}$ |  |
| Expenses from the redemption of debt |  |  | 0,388 | - | - |
| securities below nominal value | - | 1,112 | 0,176 | $\mathbf{1 , 3 4 1}$ |  |
| Other operating expenses | 0,610 | $\mathbf{7 , 9 1 6}$ | $\mathbf{3 , 0 4 0}$ | $\mathbf{1 1 , 0 0 7}$ |  |
| Total | $\mathbf{2 , 4 3 7}$ |  |  |  |  |

Note 18. Other Operating Expenses

| (in millions of kroons) | 3Q 2010 | 9 months 2010 | 3Q 2009 | 9 months $\mathbf{2 0 0 9}$ |
| :--- | ---: | ---: | ---: | ---: |
| Marketing expenses | 4.978 | 21.572 | 5.632 | 16.619 |
| Expenses related to employment | 5.470 | 16.288 | 2.034 | 8.720 |
| Other operating expenses | 5.984 | 16.079 | 8.397 | 30.424 |
| Total other operating expenses | $\mathbf{1 6 . 4 3 2}$ | $\mathbf{5 3 . 9 3 9}$ | $\mathbf{1 6 . 0 6 3}$ | $\mathbf{5 5 . 7 6 3}$ |


| Marketing expenses | 0,318 | 1,379 | 0,360 | 1,062 |
| :--- | :--- | :--- | :--- | :--- |
| Expenses related to employment | 0,350 | 1,041 | 0,130 | 0,557 |
| Other operating expenses | 0,382 | 1,027 | 0,537 | 1,944 |
| Total other operating expenses | $\mathbf{1 , 0 5 0}$ | $\mathbf{3 , 4 4 7}$ | $\mathbf{1 , 0 2 7}$ | $\mathbf{3 , 5 6 3}$ |

## Note 19 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

| 30.09.2010 <br> (in millions of kroons) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and receivables from banks | 530.362 | 110.417 | 22.051 | 23.059 | - | 685.889 |
| incl. Central Bank | 347.560 | 13.904 |  | 1.001 |  | 362.465 |
| Inter-segment cash and receivables from banks |  | 201.898 | - | 13.376 | -215.274 |  |
| Receivables from customers | 921.848 | 767.942 | 250.191 | 110.672 |  | 2050.653 |
| incl. loan receivables | 1006.648 | 861.792 | 268.750 | 110.510 |  | 2247.700 |
| incl. impairment allowance for loan receivables | -176.164 | -198.164 | -39.502 | -1.690 | - | -415.520 |
| incl. interest receivables | 119.209 | 138.646 | 27.513 | 1.893 | - | 287.261 |
| incl. impairment allowance for interest receivables | -27.845 | -34.332 | -6.570 | -0.041 |  | -68.788 |
| Inter-segment receivables | 1390.979 | - | - | - | -1390.979 |  |
| Other receivables and prepaid expenses | 19.812 | 63.124 | 4.370 | 0.358 | -0.860 | 86.804 |
| Financial investments | 176.516 |  | 14.340 | - |  | 190.856 |
| Deferred income tax asset | - | 22.999 | - | - |  | 22.999 |
| Tangible and intangible assets | 45.279 | 1.941 | 1.448 | 0.145 |  | 48.813 |
| Other assets | 23.817 | 9.751 | 0.290 | - |  | 33.858 |
| Segment's total assets | 3108.613 | 1178.072 | 292.690 | 147.610 | -1607.113 | 3119.872 |
| Payable to credit institutions | 21.976 | 1094.385 | 287.363 |  | -1 395.124 | 8.600 |
| Payable to customers | 1440.219 | 419.495 | - | 1004.914 | -544.281 | 2320.347 |
| Other payables and deferred income | 9.643 | 7.777 | 2.745 | 1.709 | -0.859 | 21.015 |
| Issued bonds and subordinated bonds | 60.288 | - | - | - | - | 60.288 |
| Segment's total liabilities | 1532.126 | 1521.657 | 290.108 | 1006.623 | -1940.264 | 2410.250 |
| Equity | 733.131 | -3.107 | 2.582 | -8.587 | -14.397 | 709.622 |


| 31.12.2009 <br> (in millions of kroons) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and receivables from banks | 484.096 | 42.820 | 6.313 | 17.884 |  | 551.113 |
| incl. Central Bank | 465.677 | 11.839 |  |  |  | 477.516 |
| 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 | 1058.652 | 903.751 | 264.134 |  |  | 2226.537 |
| incl. impairment allowance for loan receivables | -165.377 | -152.868 | -24.584 | - |  | -342.829 |
| incl. interest receivables | 103.659 | 114.190 | 18.211 |  |  | 236.060 |
| 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 | -1 491.765 | 2107.610 |
| Equity | 649.184 | 48.508 | -1.353 | -4.591 | -14.190 | 677.558 |

Geographic segments, Consolidated Income Statement indicators
9 months 2010
(in millions of kroons)
Estonia Latvia Lithuania Other Eliminations Group
External revenue
Interest income
Net service fees
Other income
Total external revenue
Inter-segment revenue
Net profit/loss from financial transactions

| 167.991 | 126.275 | 59.962 | 4.682 | -358.910 |  |
| ---: | ---: | ---: | ---: | ---: | ---: |
| -0.673 | -0.102 | -0.268 | -0.038 | - | -1.081 |
| 19.340 | 35.259 | 10.018 | 0.225 | - | 64.842 |
| $\mathbf{1 8 6 . 6 5 8}$ | $\mathbf{1 6 1 . 4 3 2}$ | $\mathbf{6 9 . 7 1 2}$ | $\mathbf{4 . 8 6 9}$ | $-\mathbf{4 2 2 . 6 7 1}$ |  |
| $\mathbf{8 8 . 5 1 2}$ | $\mathbf{6 . 0 5 2}$ | $\mathbf{0 . 0 3 6}$ | $\mathbf{0 . 8 5 9}$ | $\mathbf{- 9 5 . 4 5 9}$ | - |
| 0.206 | -1.367 | -0.005 | -0.001 | 0.376 | -0.791 |

Continues on the next page

| 9 months 2010 <br> (in millions of kroons) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest expenses |  |  |  |  |  |  |
| External interest expenses | 81.062 | 5.098 | - | 14.230 | - | 100.390 |
| Inter-segment interest expenses | 6.997 | 64.655 | 23.411 | 0.002 | -95.065 | - |
| Total interest expenses | 88.059 | 69.753 | 23.411 | 14.232 | -95.065 | 100.390 |
| Total net income | 187.317 | 96.364 | 46.332 | -8.504 | -0.018 | 321.490 |
| Salaries and other operating expenses | 52.954 | 29.578 | 22.322 | 16.118 | - | 120.972 |
| Depreciation and amortisation expense | 4.760 | 1.754 | 0.635 | 0.029 | - | 7.178 |
| Impairment allowances for receivables and other assets | -40.221 | -62.524 | -18.122 | -1.733 | - | -122.600 |
| Other operating expenses | 16.380 | 4.817 | 1.364 | 0.902 | - | 23.463 |
| Profit/ loss before tax | 73.002 | -2.309 | 3.889 | -27.286 | -0.018 | 47.277 |
| Income tax expenses | - | 1.701 | - | - | - | 1.701 |
| Deferred income tax | - | 1.321 | - | - | - | 1.321 |
| Net profit | 73.002 | -2.689 | 3.889 | -27.286 | -0.018 | 46.897 |


| 9 months 2009 <br> (in millions of kroons) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| External revenue |  |  |  |  |  |  |
| Interest income | 205.625 | 185.901 | 57.983 | - | - | 449.509 |
| Net service fees | -0.741 | -0.371 | -0.258 | -0.003 |  | -1.373 |
| Other income | 84.196 | 50.570 | 16.195 | - |  | 150.961 |
| Total external revenue | 289.080 | 236.100 | 73.920 | -0.003 | - | 599.097 |
| Inter-segment revenue | 105.005 | 1.451 | - | - | -106.456 | - |
| Net profit/loss from financial transactions | -0.750 | -0.990 | - | - | 0.287 | -1.453 |
| Interest expenses |  |  |  |  |  |  |
| External interest expenses | 148.962 | 1.608 | - | 0.672 | - | 151.242 |
| Inter-segment interest expenses | 1.455 | 83.114 | 21.683 | - | -106.252 |  |
| Total interest expenses | 150.417 | 84.722 | 21.683 | 0.672 | -106.252 | 151.242 |
| Total net income | 242.918 | 151.839 | 52.237 | -0.675 | 0.083 | 446.402 |
| Salaries and other operating expenses | 62.041 | 39.709 | 21.493 | 1.355 | - | 124.598 |
| Depreciation and amortisation expense | 5.144 | 2.775 | 0.604 | - | - | 8.523 |
| Impairment allowances for receivables and other assets | -121.507 | -61.961 | -13.052 | - | - | -196.520 |
| Other operating expenses | 7.291 | 12.353 | 1.338 | - | - | 20.982 |
| Profit/ loss before tax | 46.935 | 35.041 | 15.750 | -2.030 | 0.083 | 95.779 |
| Income tax expenses | - | 10.152 | - | - | - | 10.152 |
| Deferred income tax | - | 20.544 | - | - | - | 20.544 |
| Net profit | 46.935 | 45.433 | 15.750 | -2.030 | 0.083 | 106.171 |

Geographic segments, Statement of Financial Position indicators

| 30.09.2010 <br> (in millions of euros) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and receivables from banks | 33.896 | 7.057 | 1.409 | 1.474 |  | 43.836 |
| incl. Central Bank | 22.213 | 0.889 |  | 0.064 |  | 23.166 |
| Inter-segment cash and receivables from banks |  | 12.904 | - | 0.855 | -13.759 |  |
| Receivables from customers | 58.915 | 49.081 | 15.989 | 7.076 |  | 131.061 |
| incl. loan receivables | 64.336 | 55.079 | 17.176 | 7.063 |  | 143.654 |
| incl. impairment allowance for loan receivables | -11.259 | -12.665 | -2.525 | -0.108 |  | -26.557 |
| incl. interest receivables | 7.619 | 8.861 | 1.758 | 0.121 |  | 18.359 |
| incl. impairment allowance for interest receivables | -1.781 | -2.194 | -0.420 |  |  | -4.395 |
| Inter-segment receivables | 88.900 | - | - |  | -88.900 |  |
| Other receivables and prepaid expenses | 1.267 | 4.034 | 0.279 | 0.023 | -0.055 | 5.548 |
| Financial investments | 11.282 | - | 0.916 |  |  | 12.198 |
| Deferred income tax asset |  | 1.470 |  |  |  | 1.470 |
| Tangible and intangible assets | 2.893 | 0.124 | 0.093 | 0.009 |  | 3.119 |
| Other assets | 1.522 | 0.623 | 0.019 |  |  | 2.164 |
| Segment's total assets | 198.675 | 75.293 | 18.705 | 9.437 | -102.714 | 199.396 |
| Payable to credit institutions | 1.405 | 69.944 | 18.366 |  | -89.165 | 0.550 |
| Payable to customers | 92.046 | 26.811 |  | 64.226 | -34.786 | 148.297 |
| Other payables and deferred income | 0.617 | 0.497 | 0.175 | 0.109 | -0.055 | 1.343 |
| Issued bonds and subordinated bonds | 3.853 |  |  |  |  | 3.853 |
| Segment's total liabilities | 97.921 | 97.252 | 18.541 | 64.335 | -124.006 | 154.043 |
| Equity | 46.856 | -0.199 | 0.165 | -0.549 | -0.920 | 45.3 |


| 31.12.2009 <br> (in millions of euros) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Cash and receivables from | 30.940 | 2.737 | 0.403 | 1.143 | - | 35.223 |
| banks |  |  |  |  |  |  |
| incl. Central Bank | 29.762 | 0.757 | - | - | - | 30.519 |
| Inter-segment cash and <br> receivables from banks | -11.235 | 0.641 | - | -11.876 | - |  |
| Receivables from customers <br> incl. loan receivables <br> incl. impairment allowance for | 61.789 | 53.247 | 16.212 | - | -131.248 |  |
| loan receivables <br> incl. interest receivables | -107.661 | 57.760 | 16.881 | - | -142.302 |  |
| incl. impairment allowance for <br> interest receivables | 6.625 | -9.770 | -1.571 | - | - | -21.911 |
| Inter-segment receivables | -1.927 | -2.041 | -0.262 | - | - | 15.087 |
| Other receivables and prepaid <br> expenses | 83.912 | - | - | - | -83.912 | -4.230 |
| Deferred income tax asset | 1.019 | 3.845 | 0.285 | 0.003 | -0.014 | 5.138 |
| Tangible and intangible assets | - | 1.385 | - | - | - | 1.385 |
| Other assets | 2.603 | 0.228 | 0.099 | 0.003 | - | 2.933 |
| Segment's total assets | 1.484 | 0.594 | - | - | - | 2.078 |


| 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 | 0.651 | 0.443 | 0.218 | 0.024 | -0.014 | 1.322 |
| income |  |  |  |  |  |  |
| 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. Consolidated Income Statement indicators

| 9 months 2010 (in millions of euros) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| External revenue |  |  |  |  |  |  |
| Interest income | 10.737 | 8.070 | 3.832 | 0.299 | - | 22.938 |
| Net service fees | -0.043 | -0.007 | -0.017 | -0.002 | - | -0.069 |
| Other income | 1.237 | 2.253 | 0.640 | 0.014 | - | 4.144 |
| Total external revenue | 11.931 | 10.316 | 4.455 | 0.311 | - | 27.013 |
| Inter-segment revenue | 5.657 | 0.387 | 0.002 | 0.055 | -6.101 | - |
| Net profit/loss from financial transactions | 0.013 | -0.087 | - | - | 0.024 | -0.050 |
| Interest expenses |  |  |  |  |  |  |
| External interest expenses | 5.181 | 0.326 | - | 0.909 | - | 6.416 |
| Inter-segment interest expenses | 0.447 | 4.132 | 1.496 | - | -6.075 | - |
| Total interest expenses | 5.628 | 4.458 | 1.496 | 0.909 | -6.075 | 6.416 |
| Total net income | 11.973 | 6.158 | 2.961 | -0.543 | -0.002 | 20.547 |
| Salaries and other operating expenses | 3.384 | 1.890 | 1.427 | 1.030 | - | 7.731 |
| Depreciation and amortisation expense | 0.304 | 0.112 | 0.041 | 0.002 | - | 0.459 |
| Impairment allowances for receivables and other assets | -2.571 | -3.996 | -1.158 | -0.111 | - | -7.836 |
| Other operating expenses | 1.047 | 0.308 | 0.087 | 0.058 | - | 1.500 |
| Profit/ loss before tax | 4.667 | -0.148 | 0.248 | -1.744 | -0.002 | 3.021 |
| Income tax | - | 0.108 | - | - | - | 0.108 |
| Deferred income tax | - | 0.084 | - | - | - | 0.084 |
| Net profit | 4.667 | -0.172 | 0.248 | -1.744 | -0.002 | 2.997 |


| 9 months 2009 <br> (in millions of euros) | Estonia | Latvia Lithuania | Other | Elimina- <br> tions | Group |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| External revenue |  |  |  |  |  |  |
| Interest income | 13.142 | 11.881 | 3.706 | - | - | 28.729 |
| Net service fees | -0.048 | -0.024 | -0.016 | - | - | -0.088 |
| Other income | 5.381 | 3.232 | 1.035 | - | - | 9.648 |
| Total external revenue | $\mathbf{1 8 . 4 7 5}$ | $\mathbf{1 5 . 0 8 9}$ | $\mathbf{4 . 7 2 5}$ | - | - | 38.289 |
| Inter-segment revenue | $\mathbf{6 . 7 1 1}$ | $\mathbf{0 . 0 9 3}$ | - | - | -6.804 | - |

Continues on the next page

| 9 months 2009 <br> (in millions of euros) | Estonia | Latvia | Lithuania | Other | Eliminations | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net profit/loss from financial transactions | -0.048 | -0.063 | - | - | 0.018 | -0.093 |
| Interest expenses |  |  |  |  |  |  |
| External interest expenses | 9.520 | 0.103 | - | 0.043 | - | 9.666 |
| Inter-segment interest expenses | 0.094 | 5.312 | 1.386 | - | -6.792 |  |
| Total interest expenses | 9.614 | 5.415 | 1.386 | 0.043 | -6.792 | 9.666 |
| Total net income | 15.524 | 9.704 | 3.339 | -0.043 | 0.006 | 28.530 |
| Salaries and other operating expenses | 3.964 | 2.538 | 1.374 | 0.087 | - | 7.963 |
| Depreciation and amortisation expense | 0.329 | 0.177 | 0.039 | - | - | 0.545 |
| Impairment allowances for receivables and other assets | -7.765 | -3.960 | -0.834 | - | - | -12.559 |
| Other operating expenses | 0.465 | 0.790 | 0.086 | - | - | 1.341 |
| Profit/ loss before tax | 3.001 | 2.239 | 1.006 | -0.130 | 0.006 | 6.122 |
| Income tax | - | 0.649 | - | - | - | 0.649 |
| Deferred income tax | - | 1.313 | - | - | - | 1.313 |
| Net profit | 3.001 | 2.903 | 1.006 | -0.130 | 0.006 | 6.786 |

Note 20. Financial Indicators for Major Units

|  | Group |  | Bank $^{*}$ |  | Baltijas Iz Grupa** |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (in millions of kroons) | $\mathbf{3 0 . 0 9 . 1 0}$ | $\mathbf{3 1 . 1 2 . 0 9}$ | $\mathbf{3 0 . 0 9 . 1 0}$ | $\mathbf{3 1 . 1 2 . 0 9}$ | $\mathbf{3 0 . 0 9 . 1 0}$ | $\mathbf{3 1 . 1 2 . 0 9}$ |
| Assets | 3119.872 | 2785.168 | 3669.824 | 3218.230 | 1089.368 | 1088.909 |
| incl. liquid assets | 685.889 | 551.113 | 593.066 | 524.943 | 294.458 | 201.557 |
| incl. financial investments | 190.856 | - | 190.856 | - | - | - |
| incl. receivables from | 2050.653 | 2053.582 | 2806.685 | 2623.530 | 698.042 | 795.864 |
| customers | 39.160 | 45.886 | 9.275 | 15.573 | 0.534 | 1.512 |
| $\quad$ incl. tangible assets | 153.314 | 134.587 | 69.942 | 54.184 | 96.334 | 89.976 |
| $\quad$ incl. other | 2410.250 | 2107.610 | 2943.386 | 2586.377 | 1096.995 | 1033.099 |
| Liabilities | 709.622 | 677.558 | 726.438 | 631.853 | -7.627 | 55.810 |
| Equity |  |  |  |  |  |  |


|  | Group |  | Bank $^{*}$ |  | Baltijas Iz Grupa** $^{*}$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (in millions of euros) | $\mathbf{3 0 . 0 9 . 1 0}$ | $\mathbf{3 1 . 1 2 . 0 9}$ | $\mathbf{3 0 . 0 9 . 1 0}$ | $\mathbf{3 1 . 1 2 . 0 9}$ | $\mathbf{3 0 . 0 9 . 2 0 1 0}$ | $\mathbf{3 1 . 1 2 . 0 9}$ |
| Assets | 199.396 | 178.005 | 234.545 | 205.682 | 69.623 | 69.594 |
| incl. liquid assets | 43.836 | 35.222 | 37.904 | 33.550 | 18.819 | 12.882 |
| incl. financial investments | 12.198 | - | 12.198 | - | - | - |
| incl. receivables from customers | 131.061 | 131.248 | 179.380 | 167.674 | 44.613 | 50.865 |
| incl. tangible assets | 2.503 | 2.933 | 0.593 | 0.995 | 0.034 | 0.097 |
| incl. other | 21.996 | 8.602 | 4.470 | 3.463 | 6.157 | 5.750 |
| Liabilities | 154.043 | 134.701 | 188.117 | 165.299 | 70.111 | 66.027 |
| Equity | 45.353 | 43.304 | 46.428 | 40.383 | -0.488 | 3.567 |


| (in millions of kroons) | Group |  | Bank* |  | Baltijas Iz Grupa** |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2010 | 3Q 2009 | 3Q 2010 | 3Q 2009 | 3Q 2010 | 3Q 2009 |
| Interest income | 115.350 | 150.173 | 123.742 | 144.109 | 18.834 | 68.284 |
| Interest expenses | 28.587 | 44.821 | 38.195 | 52.474 | 17.288 | 24.881 |
| Revenue related to debt collection proceedings | 25.488 | 30.576 | 18.396 | 17.497 | 7.092 | 17.245 |
| Net profit | 16.763 | 37.811 | 22.586 | 19.954 | -6.364 | 4.429 |
|  | Group |  | Bank* |  | Baltijas Iz Grupa** |  |
| (in millions of euros) | 3Q 2010 | 3Q 2009 | 3Q 2010 | 3Q 2009 | 3Q 2010 | 3Q 2009 |
| Interest income | 7.372 | 9.598 | 7.909 | 9.210 | 1.204 | 4.364 |
| Interest expenses | 1.827 | 2.865 | 2.441 | 3.354 | 1.105 | 1.590 |
| Revenue related to debt collection proceedings | 1.629 | 1.954 | 1.176 | 1.118 | 0.453 | 1.102 |
| Net profit | 1.071 | 2.417 | 1.444 | 1.275 | -0.407 | 0.283 |

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


[^0]:    * includes extraordinary income 1.7 million kroons ( 0.1 million euros) from aquiring bonds.

[^1]:    *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.

