

KentBank d.d.

ANNUAL REPORT  
FOR THE YEAR 2017

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## MANAGEMENT BOARD REPORT

### About the Bank

In 1998, Štedionica Brod was founded which grew into Banka Brod d.d. in 2002 with its headquarters in Slavonski Brod and a founding share capital of HRK 20,216 thousand. In July 2005, Banka Brod d.d. had a capital increase following which the total share capital amounted to HRK 41,158 thousand.

In July 2011, the Süzer Holding (former Eksen Holding) took over Banka Brod d.d. and at the beginning of 2012, it increased the capital by an additional EUR 10 million, to HRK 117,029 thousand. After acquisition, the major shareholder increased the capital of the Bank in the following years as follows;

- In April 2013 the capital was increased by EUR 10 million (as of 31 December 2013 the ordinary share capital amounted to HRK 192,025 thousand);
- In 2014 the capital was increased by EUR 5 million (as of 31 December 2014 the ordinary share capital amounted to HRK 230,235 thousand);
- In 2015, the capital was increased by EUR 5 million (as of 31 December 2015 the ordinary share capital amounted to HRK 268,333 thousand).

The Bank had not acquired its own shares in the previous financial years.

In 2016 the Bank issued subordinated debt in the amount of EUR 1,5 million, and in 2017 issued subordinated debt amounted to EUR 3,5 million. The debt was financed by the major shareholder.

In 2017 the Bank finished squeeze out process of preference shares and preference shares have been delisted from Zagreb Stock Exchange. In previous years preference shares were classified as a liability in the statement of financial position, and included as a capital in the calculation of the capital adequacy, and were also registered with the Commercial Court of Zagreb.

In July 2012, the Bank changed its name to KentBank d.d. ("the Bank") and moved its headquarters to Zagreb (Gundulićeva 1). At that time, the Bank had 9 branches (in Zagreb, Slavonski Brod, Požega, Nova Gradiška, Osijek, Pula, Rijeka) and 2 affiliated branches (in Zagreb and Slavonski Brod). During 2012 and 2013, the Bank opened new branches in Zagreb, Split and Dubrovnik. In 2015, new branches in Zadar and Varaždin were opened. In 2016, new branches in Šibenik and Zagreb were opened, while one branch in Slavonski Brod was closed. At the end of 2017, total number of branches was 15.

Over the past few years, the Management Board and the major Shareholder of the Bank have been investing considerable effort in modernization and business improvement. The most important achievements during this period include the modernization of business systems and processes, introduction of new products, the expansion of the branch network and the strengthening of the capital base and balance sheet.

## **MANAGEMENT BOARD REPORT (CONTINUED)**

### **About the Süzer Group**

The Süzer Group was established in Gaziantep in 1952, as a local construction and trading company. The Group grew by rapid, yet balanced expansion beginning in the 1960's and the 1970's in the fields of construction, tourism and foreign trade. With the liberalization of the Turkish economy starting in the 1980s the Group embarked on a new phase of expansion, becoming in due course one of the few Turkish companies whose foreign trade volume exceeds one billion dollars. Today Süzer Group represents Turkey in the international field and has partnerships with world-wide leaders in their own sectors and is one of the leading groups of Turkey with a sustainable growth mission, an innovative vision and domestic, as well as foreign investments.

The Süzer Group portfolio covers a wide range of sectors including real estate development, retail, finance, tourism, service and energy. In Turkey, Süzer Group owns the Ritz Carlton Hotel in Istanbul. Its energy interests are represented by a majority share of Bahçeşehir Gas Distribution Inc., which is the first private company dealing with natural gas distribution in Turkey. The latest projects of the Süzer Group comprise real estate development in the United States.

### **Business activities of the Bank**

KentBank provides banking services based on the activities registered in the court register, comprising corporate and retail banking. In an effort to improve its position on the market, the Bank proceeded with development of new products. In 2015 the Bank expanded its activities and registered for two more of them, i.e. the issuing of electronic money and insurance brokerage.

In 2016 the Bank introduced saving product for children, packages of products and services for retail clients and started acquisition of international deposits via web platforms in Germany, Austria and Netherlands. In corporate, the Bank started cooperation with Croatian bank for reconstruction and development in loan disbursements as well as activities with trade finance products. Within SME the Bank continues with the efforts in work with building reserves and building reserves managing companies, and participates in tenders published by Fund for environment protection and energetic efficiency for subsidy of energetic façade renewal. In 2016 the Bank implemented SEPA and introduced access to e-Citizens system for the clients of the Bank.

ATM network of the Bank expanded to 21 ATM's by the end of 2017.

The Bank continuously works on development of product portfolio.

One of the major successfully completed projects in 2017 included implementation of Internet and mobile banking. In 2017 the Bank also implemented POS devices, DCC service (dynamic currency conversion), packages for clients and safe deposit boxes.

At the end of 2017 the Bank opened Representative office in Istanbul with the goal to strengthen business cooperation between Turkey and Croatia. Through Turkish Desk in Zagreb and Representative office in Istanbul, KentBank enables small, medium and big companies full access to comprehensive financial

## **MANAGEMENT BOARD REPORT (CONTINUED)**

solutions as well as access to the international banking products and services. The Bank's goal is to create new business opportunities for Croatian and Turkish companies, as well as to become a bridge connecting economies of the two countries.

### **Operations of the Bank in 2017**

On 31 December 2017, the total assets of the Bank amounted to HRK 2,078 million, representing a decrease of 2% compared to 31 December 2016, while the category of customer loans recorded an increase of 15%, with loans amounting to HRK 1,170 million on 31 December 2017. During 2017, the share of the corporate loans in the total loans decreased in relation to previous year. The ratio between the retail and the corporate gross loans at the end of 2017 was 53% compared to 47%, while at the end of 2016 it was 56% compared to 44%. The deposits decreased by 4%. The major shareholder financed subordinated debt that amounted to HRK 37.6 million.

In 2017, the Bank generated HRK 83 million of interest income, while the interest expenses amounted to HRK 23 million. Net interest income amounted to HRK 60 million and it increased by 23% comparing to the previous year. Net income from fees and commissions in 2017 amounted to HRK 10.2 million, which is a 29% increase compared to the previous year.

In 2017 the Bank continued with record of positive result. It reflects an increase in business activities over the last few years as the Bank has expanded its network and activities and implemented new products for clients. In the course of 2017, net specific provision expenses increased by 118% compared to 2016. During 2017, expenses for unidentified losses amounted to HRK 0.9 million.

### **Development plan**

The basic strategic direction of the Bank is to achieve continuous growth of the banking activities which will ensure the preservation of the loan portfolio quality, good liquidity management practice and capital adequacy, i.e. income growth and profit realization.

The key concept of the operations of the Bank is an individual approach to clients, as well as flexibility and efficiency in decision-making in relation to the larger banking system. Moreover, after changing the owner, the Bank expanded its network and product range to ensure healthy growth and to become an international bank rather than a regional bank.

The focus of the Bank is on the portfolio growth and increase in the number of customers, which was especially contributed by the implementation of card operations in 2016, and new internet and mobile banking in 2017. Through the increase in the number of clients, the aim is to increase the share of avista funds in total deposits of the Bank.

The Bank recognized importance of various sales channels and related trends on the market so the Bank completed development of mobile banking as well as improvement of net banking service and continues with expansion of ATM network.

## **MANAGEMENT BOARD REPORT (CONTINUED)**

Human resources policy is based on strategic management of human resources in all aspects of the Bank, with intention to become desirable employer on the market for new employees, as well as for existing employees. At the end of 2017 the Bank had 193 employees. The Bank continues to invest in employees' education as it considers it as base for further development.

### **Strategic objectives**

- Improvement of sales orientation;
- Continue to generate a positive business result;
- An increase of the customer base;
- Further orientation to SME clients;
- With the introduction of new products, establish the KentBank as a flexible, efficient and innovative bank that creates value for shareholders, clients, employees and the environment in which it works and operates;
- Strengthening and expanding trade finance business;
- Strengthening of existing and implementing new sales channels (internet banking, ATM network and implementation of mobile banking);
- Maintenance of good asset quality.

In the coming period and in accordance with the applicable regulations and economic circumstances, the Bank intends to continue its activities aimed at establishing the Bank as a dynamic, fast, flexible, efficient, innovative organization, capable of creating new values for shareholders, clients, employees and the environment in which it works and operates.

### **Financial risk management**

The operations of the Bank are exposed to various types of risks, which arise from the uncontrollable character of the financial market. The Bank tries to control and minimize them. The most significant types of financial risks to which the Bank is exposed are the credit risk, the liquidity risk and the market risk. The market risk includes the risk of change of interest rates, the risk of change of foreign exchange rates and the change of market value of securities.

#### **a) Credit risk**

Credit risk management is described in notes 29, 30 and 35b to the financial statements.

#### **b) Liquidity risk**

Liquidity risk management is described in notes 31 and 35c to the financial statements.

#### **c) Market risk**

Market risk management is described in notes 32, 33, 34 and 35d to the financial statements.

#### **d) Operational risk management**

Operational risk management is described in note 35f to the financial statements.

## MANAGEMENT BOARD REPORT (CONTINUED)

### Supervisory Board

During 2017, the Supervisory Board of the Bank consisted of three members. Their term of office is four years and they may be reappointed. After the changes in the membership of the Supervisory Board, it currently has two members chosen by the majority shareholder pursuant to the Companies Act and one independent member.

The powers of the Supervisory Board are governed by the Articles of Association of the Bank and by the Operating Procedures Manual of the Supervisory Board, in accordance with the applicable provisions of the Companies Act and the Credit Institutions Act.

The members of the Supervisory Board in office from 1 January 2017 to the date of issuance of these financial statements, are as follows:

Meriç Uluşahin	President of the Supervisory Board (appointed from 25 January 2017)
Mehmet Koçak	President of the Supervisory Board (end of appointment on 25 January 2017)
Hakan Özgüz	Deputy President of the Supervisory Board
Boris Zenić	Supervisory Board Member

The Supervisory Board established an Audit and Risk Committee which consists of all the members of the Supervisory Board. Audit & Risk Committee has the following tasks:

- to monitor the financial reporting process;
- to monitor the effectiveness of internal control system, internal audit and risk management system;
- to oversee internal audit reports;
- to supervise the audit of annual financial and consolidated statements;
- to monitor the independence of the independent auditors or audit firm that performs audit and in particular contracts for additional services,
- to cooperate with the external auditor;
- to discuss the plans and annual internal audit report and the significant issues relating to this area;
- to advise the Supervisory Board on the overall current risk appetite and risk strategy;
- to assist in monitoring the implementation of the risk strategy;
- to examine whether the pricing policy of assets and liabilities takes into account the Bank's business model and risk strategy;
- to propose the Management Board a correction plan if the pricing policy does not reflect the risk taken in relation to the business model and risk strategy;
- to revise the Bank's incentives system;
- to perform other duties in accordance with applicable regulations and its internal act which regulates Committee's operations.

## MANAGEMENT BOARD REPORT (CONTINUED)

### Management Board

In accordance with the provisions of the Articles of Association of the Bank, the Management Board may consist of up to five (5) members. The members of the Management Board, including the President of the Management Board, may be appointed by the Supervisory Board for a term of up to five (5) years, with possibility of re-election. Only the person who meets the conditions prescribed by the Credit Institutions Act, the Companies Act and the Decision on Suitability of the Croatian National Bank (CNB) may be appointed member of the Management Board with prior approval from the Croatian National Bank.

The Management Board has rights, duties and obligations prescribed by the Companies Act, the Credit Institutions Act and the Articles of Association of the Bank. The Management Board manages the operations of the Bank and its assets and it has the responsibility and the powers to take all the actions and make all the decisions necessary for successful management of the operations of the Bank and its performance.

The members of the Management Board in office from 1 January 2017 to the date of issuance of these financial statements, are as follows:

Ivo Bilić	President of the Management Board (appointed on 19 February 2015)
Fikret Kartal	Management Board Member (appointed on 17 May 2017)
Emir Deldag	Management Board Member (end of appointment on 16 May 2017)
Irena Weber	Management Board Member (end of appointment on 31 March 2017)

The Management Board, together with the Bank's team, will continuously work on improving the management system of the business processes, the risk management system, the expansion of the product range and the branch network, increasing the Bank's market share and enhancing the overall stability and reputation of the Bank.

For and on behalf of KentBank d.d.

Ivo Bilić  
President of the Management Board



Fikret Kartal  
Member of the Management Board



## **Responsibilities of the Management and Supervisory Boards for the preparation and approval of the annual report**

The Management Board of the Bank is required to prepare financial statements for each financial year which give a true and fair view of the financial position of the Bank and of the results of their operations and cash flows, in accordance with applicable accounting standards, and is responsible for maintaining proper accounting records to enable the preparation of such financial statements at any time. It has a general responsibility for taking such steps as are reasonably available to it to safeguard the assets of the Bank and to prevent and detect fraud and other irregularities.

The Management Board is responsible for selecting suitable accounting policies to conform with applicable accounting standards and then apply them consistently; making judgments and estimates that are reasonable and prudent; and preparing the financial statements on a going concern basis unless it is inappropriate to presume that the Bank will continue in business.

The Management Board is responsible for the submission to the Supervisory Board of its annual report on the Bank together with the annual financial statements for acceptance. If the Supervisory Board approves the annual financial statements they are deemed confirmed by the Management Board and Supervisory Board.

The management board is also responsible for the preparation and content of the management report in accordance with the Croatian Accounting Act.

The Management Board is also responsible for the preparation and fair presentation of the supplementary information prepared in accordance with the Decision of the Croatian National Bank on the Structure and Content of the Annual Financial Statements of Banks, dated 27 March 2017 (Official Gazette 30/17).

The financial statements set out on pages 13 to 74 as well as the schedules prepared in accordance with the Decision of the Croatian National Bank on the Structure and Content of the Annual Financial Statements of Banks, dated 27 March 2017 (Official Gazette 30/17) presented on pages 75-78 with the reconciliation to statutory financial statements presented on pages 79 to 82 were authorized by the Management Board on 22 March 2018 for issue to the Supervisory Board and are signed below to signify this.

For and on behalf of KentBank d.d.

Ivo Bilić   
President of the Management Board

  
Fikret Kartal  
Member of the Management Board

## Independent auditors' report

### To the Shareholder of KentBank d.d. Report on the audit of the financial statements

#### Opinion

We have audited the financial statements of KentBank d.d. (the Bank), which comprise the statement of financial position as at 31 December 2017, the income statement, the statement of comprehensive income, statement of changes in shareholders' equity and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements give a true and fair view of the financial position of the Bank as at 31 December 2017 and of its financial performance and its cash flows for the year then ended in accordance with statutory accounting requirements for banks in Republic of Croatia.

#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the financial statements* section of our report. We are independent of the Bank in accordance with the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants* (IESBA Code), and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Other matter

Financial statements of the Bank for the year ended 31 December 2016 were audited by another auditor who expressed an unmodified opinion on those statements on 22 March 2017.

#### Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the Auditor's responsibilities for the audit of the financial statements section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying financial statements.

Specific loan loss provision of loans to and receivables from customers	
The key audit matter	How the matter was addressed in our audit
<p>Specific loan loss provision for individually significant exposures (those in excess of HRK 500 thousand, individually on borrower level) as well as for individually non-significant exposures secured by hard collateral (as defined by the Central National Bank ("the CNB")) are determined on an individual basis by means of a discounted cash flows analysis. When performing a discounted cash flows calculation the Bank is obliged to adhere to specific rules of the CNB regarding minimum haircuts which need to be applied on estimated value of hard collateral and minimum period for collateral disposal.</p> <p>Impairment allowances against loans to and receivables from customers represent management's best estimate of the losses incurred within the loan portfolios at the reporting date. This area is determined to be a key audit matter as the determination of the appropriate amount of impairment losses requires the application of significant judgement and use of subjective assumptions by management.</p>	<p>Our work covered impairment of both Retail receivables and Receivables from companies and other customers. We assessed the design and tested the operating effectiveness of the controls over individual impairment calculations including the quality of underlying data and systems.</p> <p>Our audit procedures for individually significant exposures include testing of a sample of loans and receivables, focusing on those with largest amounts and high-risk, such as watch-listed, restructured or rescheduled exposures or non-performing loans with lower provision coverage.</p> <p>For impairment allowance on selected sample we assessed the assumptions underlying the impairment identification and quantification including forecasts of future cash flows, valuation of underlying collateral, estimates of recovery on default and assessing whether the specific CNB provisioning requirements were complied with. This included taking into consideration the impact of forbearance.</p> <p>We also assessed whether the financial statement disclosures appropriately reflect the Bank's exposure to credit risk and are compliant with the statutory accounting requirements for banks in Republic of Croatia. Refer to Note 29 Credit risk and Note 30 Credit portfolio quality for further details.</p>

## **Independent auditors' report (continued)**

### **Other information included in The Bank's 2017 Annual Report**

Management is responsible for the other information. Other information consists of the information included in the Annual Report which includes the Management report other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the Other information including the Management report.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

With respect to the Management Report we also performed procedures required by the Accounting Act. Those procedures include considering whether the Management Report includes the disclosures required by Article 21 of the Accounting Act.

Based on the procedures undertaken, to the extent we are able to assess it, we report that:

1. the information given in the enclosed Management report for the 2017 financial year are consistent, in all material respects, with the enclosed financial statements;

2. the enclosed Management report for 2017 financial year is prepared in accordance with requirements of Article 21 of the Accounting Act;

In addition, in the light of the knowledge and understanding of the entity and its environment obtained in the course of the audit, we are also required to report if we have identified material misstatements in the Management Report and Annual report. We have nothing to report in this respect.

### **Responsibilities of management and Audit Committee for the financial statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with statutory accounting requirements for banks in Republic of Croatia, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Bank's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Bank or to cease operations, or has no realistic alternative but to do so.

Audit Committee is responsible for overseeing the Bank's financial reporting process.

### **Auditor's responsibilities for the audit of the financial statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

## **Independent auditors' report (continued)**

### **Auditor's responsibilities for the audit of the financial statements (continued)**

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Bank's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Bank's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Bank to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the Audit Committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit. We also provide Audit Committee with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with Audit Committee, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

### **Report on Other Legal and Regulatory Requirements**

In compliance with Article 10(2) of Regulation (EU) No. 537/2014 of the European Parliament and the Council, we provide the following information in our independent auditor's report, which is required in addition to the requirements of ISAs:

#### *Appointment of Auditor and Period of Engagement*

We were appointed as the auditors of the Bank by the General Meeting of Shareholders on 29 March 2017 and our uninterrupted engagement has lasted for 1 year.

#### *Consistence with Additional Report to Audit Committee*

We confirm that our audit opinion on the financial statements expressed herein is consistent with the additional report to the Audit Committee of the Company, which we issued on 21 March 2018 in accordance with Article 11 of Regulation (EU) No. 537/2014 of the European Parliament and the Council.

## Independent auditors' report (continued)

### Report on Other Legal and Regulatory Requirements (continued)

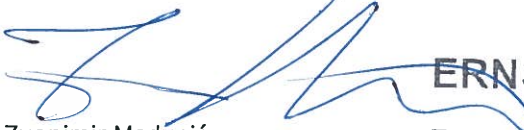
#### *Provision of Non-audit Services*

We declare that no prohibited non-audit services referred to in Article 5(1) of Regulation (EU) No. 537/2014 of the European Parliament and the Council were provided by us to the Bank. In addition, there are no other non-audit services which were provided by us to the Bank and its controlled undertakings and which have not been disclosed in the financial statements.

#### *Report on Regulatory requirements*

In accordance with the Bylaw on the structure and content of the annual financial statements (National Gazette no 30/17) (hereinafter "the Bylaw") the Bank's management has prepared forms which are presented on pages 75 to 78, and which contain a balance sheet as at 31 December 2017, profit and loss account, statement of changes in equity and cash flow statement for the year then ended together with reconciliation with the financial statements of the Bank ("financial information"). This financial information is the responsibility of the Bank's management and is, pursuant to statutory accounting requirements for banks in Republic of Croatia, not a required part of the financial statements, but is required by the Bylaw. Our responsibility with respect to this financial information is to perform the procedures we consider appropriate to conclude whether this financial information have been properly derived from the audited financial statements. In our opinion based on the procedures performed the financial information presented in the forms has been properly derived, in all material respects, from the audited financial statements of the Bank which were prepared in accordance with statutory accounting requirements for banks in Republic of Croatia as presented on pages 13 to 74 and are based on underlying accounting records of the Bank.

The partner in charge of the audit resulting in this independent auditor's report is Zvonimir Madunić.



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Zvonimir Madunić  
Certified auditor and Board member  
Ernst & Young d.o.o.  
Radnička cesta 50, Zagreb  
22 March 2018

## Statement of financial position

As at

	Notes	31 December 2017	31 December 2016
		HRK 000	HRK 000
<b>ASSETS</b>			
Cash and current accounts with banks	12	92,876	67,970
Obligatory reserve with the Croatian National Bank and compulsory CNB bills	14	117,774	119,967
Financial assets available for sale	15a)	577,096	727,549
Financial investments held to maturity	15b)	66,805	138,467
Loans to and receivables from customers	17a)	1,170,464	1,018,194
Placements with other banks	16	2,780	2,796
Property, plant and equipment	18a)	40,958	43,163
Intangible assets	18b)	5,512	7,102
Foreclosed assets	19	1,050	1,357
Income tax prepayment		274	274
Other assets	20	3,007	2,516
<b>TOTAL ASSETS</b>		<b>2,078,596</b>	<b>2,129,355</b>
<b>LIABILITIES</b>			
Current accounts and deposits from banks and financial institutions	21a)	100,209	98,345
Current accounts and deposits from customers	21b)	1,578,925	1,643,270
Liabilities for preference shares	21c)	-	10,036
Interest-bearing borrowings	21d)	115,895	140,272
Subordinated liabilities	22	37,615	11,361
Provisions for liabilities and charges	23	1,303	711
Other liabilities	24	14,283	14,756
<b>Total liabilities</b>		<b>1,848,230</b>	<b>1,918,751</b>
<b>EQUITY</b>			
Ordinary share capital	25,25a)	278,012	268,333
Legal reserves	25,25b)	2,137	2,137
Accumulated losses	25	(52,524)	(58,119)
Fair value reserve	25,25c)	2,741	(1,747)
<b>Total equity</b>		<b>230,366</b>	<b>210,604</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>2,078,596</b>	<b>2,129,355</b>

The accompanying notes on pages 18 to 74 form an integral part of these financial statements.

## Statement of changes in shareholders' equity

As at and for the year ended

<i>HRK 000</i>	Ordinary share capital (Note 25a)	Legal reserves (Note 25b)	Accumulated losses (Note 25)	Fair value reserve (Note 25c)	Total
<b>Balance at 1 January 2016</b>	<b>268,333</b>	<b>2,137</b>	<b>(67,556)</b>	<b>(2,105)</b>	<b>200,809</b>
Change in fair value of financial assets available for sale, net of amounts realised	-	-	-	358	358
Total other comprehensive income/(loss)	-	-	-	358	358
Loss for the year	-	-	8,129	-	8,129
<b>Total comprehensive income / (loss)</b>	<b>-</b>	<b>-</b>	<b>8,129</b>	<b>358</b>	<b>8,487</b>
<b>Transactions with owners recognised directly in equity:</b>					
Debt forgiveness from the principal shareholder (Note 21c)	-	-	1,308	-	1,308
<b>Balance at 31 December 2016</b>	<b>268,333</b>	<b>2,137</b>	<b>(58,119)</b>	<b>(1,747)</b>	<b>210,604</b>
<b>Balance at 1 January 2017</b>	<b>268,333</b>	<b>2,137</b>	<b>(58,119)</b>	<b>(1,747)</b>	<b>210,604</b>
Change in fair value of financial assets available for sale, net of amounts realised and deferred tax	-	-	-	4,488	4,488
Total other comprehensive income/(loss)	-	-	-	4,488	4,488
Profit for the year	-	-	5,238	-	5,238
<b>Total comprehensive income / (loss)</b>	<b>-</b>	<b>-</b>	<b>5,238</b>	<b>4,488</b>	<b>9,726</b>
<b>Transactions with owners recognised directly in equity:</b>					
Conversion of preference shares into ordinary shares	9,679	-	-	-	9,679
Debt forgiveness from the principal shareholder (Note 21c)	-	-	357	-	357
<b>Balance at 31 December 2017</b>	<b>278,012</b>	<b>2,137</b>	<b>(52,524)</b>	<b>2,741</b>	<b>230,366</b>

The accompanying notes on pages 18 to 74 form an integral part of these financial statements.

## Income statement

For the year ended 31 December

	Notes	2017 HRK 000	2016 HRK 000
Interest and similar income	5	83,467	79,327
Interest expense and similar charges	6	(23,491)	(30,372)
<b>Net interest income</b>		<b>59,976</b>	<b>48,955</b>
Fee and commission income	8a)	13,388	10,773
Fee and commission expense	8b)	(3,110)	(2,835)
<b>Net fee and commission income</b>		<b>10,278</b>	<b>7,938</b>
Net realised gains from financial assets available for sale	9a)	6,639	13,144
Net gains/(losses) from translation of monetary assets and liabilities, administrative fixing of CHF exchange rate and foreign exchange spot trading	9b)	4,659	4,982
Other income	9c)	969	1,531
		<b>12,267</b>	<b>19,657</b>
<b>Total income</b>		<b>82,521</b>	<b>76,550</b>
Depreciation and amortization	18a); 18b)	(5,693)	(6,572)
Staff costs	10a)	(35,463)	(32,069)
Other administrative expenses	10b)	(21,132)	(20,211)
<b>Total general and administrative expenses</b>		<b>(62,288)</b>	<b>(58,852)</b>
Impairment losses and provisions	7	(14,995)	(9,569)
<b>PROFIT BEFORE TAX</b>		<b>5,238</b>	<b>8,129</b>
Income tax expense	11	-	-
<b>PROFIT FOR THE YEAR</b>		<b>5,238</b>	<b>8,129</b>
<b>EARNINGS PER SHARE (in HRK)</b>	26		<b>115.12</b>

The accompanying notes on pages 18 to 74 form an integral part of these financial statements.



## Statement of comprehensive income

For the year ended 31 December

	2017 <i>HRK 000</i>	2016 <i>HRK 000</i>
<b>PROFIT / (LOSS) FOR THE YEAR</b>	5,238	8,129
<b>Other comprehensive income, net of income tax</b>		
Change in fair value of financial assets available for sale, net of amounts realised and deferred tax	4,488	358
<b>Other comprehensive income for the year</b>	<u>4,448</u>	<u>358</u>
<b>TOTAL COMPREHENSIVE INCOME / (LOSS)</b>	<u>9,726</u>	<u>8,487</u>

The accompanying notes on pages 18 to 74 form an integral part of these financial statements.

## Cash flow statement

For the year ended 31 December

	Note	2017 HRK 000	2016 HRK 000
<b><u>Cash flow from operating activities</u></b>			
<b>Profit / (loss) for the year</b>		5,238	8,129
Depreciation and amortization	18a), 18 b)	5,693	6,572
Impairment losses and provisions	7	14,995	9,569
Other changes		460	185
<i>Changes in operating assets and liabilities</i>			
Increase in obligatory reserve and compulsory treasury bills with Croatian National Bank		2,193	(31,180)
Increase in placements with other banks with maturity over three months		16	29
Increase in loans to and receivables from customers		(166,530)	(280,149)
Increase in other assets		(1,207)	(2,341)
Increase in deposits from banks and financial institutions		1,864	25,264
Increase in current accounts and deposits from customers		(64,345)	592,480
Increase in other liabilities and provisions		(10,511)	3,911
<b>Net cash from operating activities</b>		<b>(212,134)</b>	<b>332,469</b>
<b><u>Cash flow from investment activities</u></b>			
Payments for purchases of financial investments held to maturity		(629,175)	(276,748)
Proceeds from redemption of financial investments held to maturity		700,837	207,013
Payments for purchases of financial assets available for sale		(1,409,025)	(2,083,054)
Proceeds from sale and redemption of financial assets available for sale		1,563,966	1,613,991
Payments for purchase of property, plant and equipment and intangible assets		(2,002)	(6,034)
Receipts from sale of property, plant and equipment		883	1,586
<b>Net cash from investment activities</b>		<b>225,484</b>	<b>(543,246)</b>
<b><u>Cash flow from financing activities</u></b>			
Receipts from issued share capital		9,679	-
Receipts from interest-bearing borrowings	21e)	509,263	491,535
Repayments of interest-bearing borrowings	21e)	(533,640)	(358,900)
Receipts from subordinated liabilities	21e)	26,254	11,361
<b>Net cash from financing activities</b>		<b>11,556</b>	<b>143,996</b>
<b>Net (decrease) / increase of cash and cash equivalents</b>		<b>24,906</b>	<b>(66,781)</b>
<b>Cash and cash equivalents as at 1 January</b>		<b>67,970</b>	<b>134,751</b>
<b>Cash and cash equivalents as at 31 December</b>	13	<b>92,876</b>	<b>67,970</b>
<b><u>Operational cash flows from interest</u></b>			
<i>Interest paid</i>		22,343	25,053
<i>Interest received</i>		78,627	75,194

The accompanying notes on pages from 18 to 74 form an integral part of these financial statements,

## Notes to the financial statements

### 1. General information

KentBank d.d. (hereinafter: the Bank), with its headquarters in Zagreb, Gundulićeva 1, was established in the Republic of Croatia and provides commercial banking services. The Bank is entered in the register of the Commercial Court in Zagreb. The Bank's parent company is SUZER HOLDING Anonim Sirketi and the majority stocholder is Mr. Mustafa Suzer.

### 2. Basis for preparation of the financial statements

#### a) Statement of Compliance

The Bank's operations are subject to the Credit Institutions Act. The Croatian National Bank ("the CNB") is the central regulatory institution of the banking system in Croatia, which also prescribes accounting banking regulations. In accordance with CNB regulations the financial statements of banks and other credit institutions are prepared in accordance with statutory accounting regulations for banks in the Republic of Croatia. These financial statements are prepared in line with the above-mentioned banking regulations. Where accounting policies of the Bank are aligned with International Financial Reporting Standards as adopted by the European Union ("IFRS as adopted by the EU"), reference may be made to certain standards, in force as at 31 December 2017.

These financial statements have been approved by the Management Board for issue to the Supervisory Board on 22 March 2018. These financial statements are a translation based on separately issued statutory financial statements in Croatian.

The accounting regulations of the CNB differ from the IFRS as adopted by the EU especially with regards to measurement and recognition. The principal differences between the accounting regulations of the CNB and recognition and measurement requirements of IFRS as adopted by the EU are as follows:

- The CNB requires banks to recognise impairment losses on assets not identified as impaired (including sovereign risk assets not carried at fair value) at prescribed rates. In line with the above-mentioned requirements, the Bank made portfolio-based provisions in the amount of HRK 13,958 thousand (2016: HRK 13,087 thousand), and recognised an expense in the amount of HRK 892 thousand related to these provisions within impairment losses for the year (2016: HRK 3,101 thousand). Such off-balance-sheet related provisions as at 31 December 2017 amounted to HRK 1,244 thousand (31 December 2016: HRK 669 thousand) and the Bank recognised expense in the amount of HRK 577 thousand (2016: income of HRK 305 thousand). The Bank recognises such provisions as a substitute for existing but unidentified impairment losses calculated in accordance with the requirements of IAS 39. Due to the lack of observable historical data in respect of the unidentified losses existing in its various credit risk portfolios at the reporting date, the Bank is not yet able to assess provisions for unidentified credit losses which were incurred at the reporting date, as required by IAS 39.
- Additionally, the CNB prescribes minimum levels of impairment allowance against certain specifically identified impaired exposures, irrespective of the net present value of expected future cash flows, which may be different from the impairment allowance required to be recognised in accordance with IAS 39.
- In accordance with local regulations, interest income on impaired exposures is recognised on a cash basis, as opposed to IAS 39, which prescribes recognition of interest income on impaired exposures through unwinding of the discount.

## Notes to the financial statements (continued)

### 2. Basis for preparation of the financial statements (continued)

#### a) Statement of Compliance (continued)

- In accordance with local regulations, the Bank recognises provisions for court cases incorporating the likelihood of the loss into measurement of the provision (i.e. if the likelihood of the loss is estimated to be 10%, the provision will be calculated as 10% of the potential loss), which is contrary to IFRS, which prescribes recognition of the full amount of potential loss, once it is probable that the court case will be lost.

#### ***Standards, interpretations and amendments to published standards that are not yet effective***

A number of new standards, amendments to standards and interpretations have been issued by the International Accounting Standards Board and IFRS Interpretations Committee but are not effective for the accounting period ending 31 December 2017 and / or were not adopted by the European Union and have not been applied in preparation of these financial statements.

As for IFRS 15 - Revenue from Contracts with Customers (effective date to an entity's first annual IFRS financial statements for a period beginning on or after 1 January 2018). Under IFRS 15, revenue is recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The Management anticipates that the adoption will have no material impact on the financial statements of the Bank.

As for IFRS 16 – Leases (effective for annual periods beginning on or after 1 January 2019), the Bank will continue to assess the potential effect of IFRS 16 on its financial statements in 2018.

IFRS 9, published in July 2014, replaces the existing guidance in IAS 39 Financial Instruments: Recognition and Measurement. IFRS 9 includes revised guidance on the classification and measurement of financial instruments, a new expected credit loss model for calculating impairment on financial assets and new general hedge accounting requirements. It also carries forward the guidance on recognition and derecognition of financial instruments from IAS 39. IFRS 9 is effective for annual reporting periods beginning on or after 1 January 2018, with early adoption permitted.

#### *Classification of financial assets and financial liabilities*

IFRS 9 provides that the classification of financial assets is determined by characteristics of the associated contractual cash flows and by financial instrument management intent (business model). Instead of the previous four accounting categories, financial assets, according to IFRS 9, can be classified into three categories: Financial assets measured at amortized cost, Financial assets measured at fair value through other comprehensive income and Financial assets measured at fair value through profit or loss.

Financial assets can be classified in the first two categories and valued at amortized cost or fair value through other comprehensive income only if it is proved that it leads to cash flows that are solely principal and interest payments (SPPI test - "solely payment of principal and interest").

In order to comply with IFRS 9, the methods of implementing the test of contractual cash flow test (SPPI Test) have been defined and business models have been adopted.

## Notes to the financial statements (continued)

### 2. Basis for preparation of the financial statements (continued)

#### ***Standards, interpretations and amendments to published standards that are not yet effective (continued)***

IFRS 9 (continued)

#### *Classification of financial assets and financial liabilities (continued)*

Regarding the SPPI Test on financial assets, an analysis of the composition of the existing portfolio of securities and loans was carried out in order to identify the correct classification at the time of the application of the new standard. Currently, the characteristics of existing portfolio fulfill SPPI tests.

Based on the analysis and current business practices, the Bank has classified the existing portfolio under IAS 39 into new business models under IFRS9 as follows:

- HTM Portfolio (Hold to maturity) reclassify in model (Hold to collect/ HTC) or model of amortized costs. Current HTM Portfolio (Hold to maturity) includes these debt financial instruments: factoring, forfaiting and bills of exchange.
- AFS Portfolio (Available for sale portfolio) reclassify in business model: FVOCI (Fair value through other comprehensive income) or hold to collect & sell model; a model that is held for the purpose of collecting contractual cash flows on securities but also selling before maturity.
- Current credit portfolio („KIP“) reclassify in model (Hold to collect / HTC) or model of amortized costs.

#### *Impairment of financial assets*

In respect of impairment, for instruments valued at amortized cost and at fair value through other comprehensive income, a model based on the concept of expected losses is introduced instead of the current “loss incurred”, with an aim of faster loss recognition. IFRS 9 requires companies to enter the expected losses at the level of losses expected in the next 12 months (stage 1) from the initial entry of the financial instrument. The time horizon for calculating the expected loss becomes the entire remaining life of the asset that is the subject of the valuation where the credit quality of the financial instrument has experienced a “significant” credit risk deterioration in relation to the initial measurement (stage 2) or in case the asset is partially or fully non-performing (Stage 3).

For the calculation of impairment, the Bank has been aligned with Decision on the classification of the exposures into risky groups and the manner on determining credit losses (Official Gazette 114/2017). Based on the CNB Decision, The Bank adopted the Rulebook on the classification of the exposure of the Bank into risk categories defining the rules for assessing the deterioration of credit risk and for determining 12-month and lifetime expected credit losses, factoring in macroeconomic projections reflecting the credit cycle (such as GDP growth rate, unemployment, inflation etc). New models had been developed and Bank decided to build models based on migration matrices per days-past due buckets. In addition, staging for all segments is based on deterioration of credit rating since origination and observed days past due of credit exposures.

Based on assessments undertaken to date, the total estimated adjustment (before tax) of the adoption of IFRS 9 on the opening balance of the Bank’s equity at 1 January 2018 is approximately 1.5m HRK representing increase in equity due to reduction of loan loss provisions.

#### *Hedge Accounting*

The Bank does not apply hedge accounting therefore, changes in the new standard related to hedge accounting does not affect the Bank’s financial statements.

## Notes to the financial statements (continued)

### 2. Basis for preparation of the financial statements (continued)

#### *Standards, interpretations and amendments to published standards that are not yet effective (continued)*

##### IFRS 9 (continued)

###### *Transition*

The Bank chooses to use the exemption allowing it not to restate comparative information prior periods with respect to classification and measurement (including impairment) changes. Differences in the carrying amounts of financial assets, financial liabilities and risk provisions resulting from the adoption of IFRS 9 will be recognized in retained earnings and reserves as at 1st January 2018. The standard is effective for accounting periods beginning on or after 1st January 2018.

###### **b) Basis of measurement**

These financial statements are prepared on an amortised or historical cost basis except for financial assets available for sale, which are measured at fair value.

The financial statements have been prepared in a format generally adopted and internationally recognised by banks.

###### **c) Judgments and estimates**

In preparing the financial statements, the Management Board has made judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, disclosure of commitments and contingencies at the reporting date, as well as amounts of income and expense for the period. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances and information available at the date of the preparation of the financial statements, the results of which form the basis of making the judgments about carrying amounts of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of revision and future periods if the revision affects both current and future periods.

Judgments of management in the implementation of standards which have a risk of significant adjustment in the following year are described in Note 4.

###### **d) Functional and reporting currency**

Financial statements are prepared in kuna which is the official currency of the environment in which the Bank operates (functional currency), and the amounts are presented in HRK, rounded to the nearest thousand.

## Notes to the financial statements (continued)

### 3. Accounting policies

The accounting policies set out below have been consistently applied to all periods presented in these financial statements.

#### a) Interest income and expense

Interest income and expenses are recognised in the income statement for all interest-bearing instruments using the effective interest rate method. Interest expense also includes dividends payable on preference shares.

The effective interest rate method is a method of calculating the amortised cost of a financial asset or a financial liability and allocating the interest income or interest expense over the relevant period. The effective interest rate is the rate that discounts estimated future cash payments or receipts over the expected life of the financial instrument or, when appropriate, a shorter period, to the net carrying amount of the financial asset or financial liability. When calculating the effective interest rate, the Bank does not consider future credit losses. The calculation includes all fees and percentage points paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts.

#### b) Fee and commission income and expense

Fee and commission income and expense are recognised in the income statement when the related service is provided. Fee and commission income and expense mainly comprise fees receivable for guarantees and letters of credit issued by the Bank on behalf of customers, and fees for domestic and foreign payment transactions.

#### c) Defined contribution pension plans

The Bank pays contributions to obligatory pension funds on a mandatory contractual basis calculated as percentage of gross salaries. The Bank has no further payment obligations once the contributions have been paid. The contributions are recognised as staff costs in profit or loss as they accrue.

#### d) Short term employee benefits

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided.

A liability for bonus is recognised in the amount expected to be paid under short-term cash bonuses based on the Company's formal plan and when past practice has created a valid expectation by management/key employees that they will receive a bonus as a result of past service provided by the employee and the obligation can be estimated reliably.

#### e) Foreign currencies

Transactions in foreign currencies are translated into Croatian Kuna ("HRK") at the foreign exchange rate prevailing at the date of the transaction. Monetary assets and liabilities denominated in foreign currency are remeasured at each reporting date at the official mid spot foreign exchange rate of the Croatian National Bank ruling on the reporting date or at the Bank's selling rate if the placement is contracted accordingly.

Non-monetary assets and liabilities denominated in foreign currency that are stated at fair value are translated in HRK at the foreign exchange rates ruling at the dates when the fair values were determined.

## Notes to the financial statements (continued)

### 3. Accounting policies (continued)

#### e) Foreign currencies (continued)

Non-monetary assets and items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction and are not retranslated. Foreign currency differences arising on translation are recognised in profit or loss, except for differences arising on the translation of available for sale equity instruments, which are recognised in other comprehensive income (refer below).

Changes in the fair value of monetary (debt) securities denominated in or linked to foreign currency classified as available for sale are analysed between translation differences resulting from changes in the amortised cost of the security and other changes in the carrying amount of the security. Translation differences are recognised in income as a part of the foreign exchange gains or losses on the revaluation of monetary assets and liabilities presented within financial income or financial expense in the profit or loss. Other changes in the carrying amounts are recognised in other comprehensive income. The translation differences on revaluation of non-monetary financial assets denominated in or linked to foreign currency classified as available for sale are recognised in other comprehensive income, along with other changes in their fair value.

Official mid spot exchange rates effective as at 31 December 2017 were:

7.513648 = 1 EUR;

6.269733 = 1 USD;

6.431816 = 1 CHF.

Official mid spot exchange rates effective as at 31 December 2016 were:

7.557787 = 1 EUR;

7.168536 = 1 USD;

7.035735 = 1 CHF.

#### f) Financial instruments

##### Classification

The Bank classifies its financial instruments into the following categories:

- loans and receivables;
- investments held to maturity;
- financial assets available for sale and
- other financial liabilities.

##### *Loans and receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise when the Bank provides money to a debtor with no intention of trading with the receivable and include placements with, and loans to, other banks and loans to and receivables from customers and various other receivables.

##### *Financial investments held to maturity*

Held-to-maturity financial investments are non-derivative financial assets with fixed or determinable payments and fixed maturity that the Bank has the positive intention and ability to hold to maturity. These include debt securities.



## Notes to the financial statements (continued)

### 3. Accounting policies (continued)

#### f) Financial instruments (continued)

##### Classification (continued)

###### *Financial assets available for sale*

Available-for-sale financial assets are those non-derivative financial assets that are not classified as loans and receivables, held-to-maturity investments or financial assets at fair value through profit and loss.

Financial assets available for sale are intended to be held for an indefinite period of time, but may be sold in response to needs for liquidity or changes in interest rates, foreign exchange rates, or equity prices.

Financial assets available for sale comprise various debt securities and open-ended cash investment funds.

###### *Other financial liabilities*

Other financial liabilities comprise all financial liabilities which are not designated at fair value through profit or loss.

Other financial liabilities include current accounts and deposits from financial institutions and customers and various payables.

##### Recognition and derecognition

Loans and receivables and other financial liabilities are recognised when cash is advanced to borrowers or received from lenders. Regular way purchases of financial assets available for sale and financial investments held to maturity are recognised on the settlement date.

The Bank derecognises financial assets (in full or in part) when the rights to receive cash flows from the financial instrument have expired or when it loses control over the contractual rights on those financial assets. It occurs when the Bank transfers substantially all the risks and rewards of ownership to another business entity or when the rights are realised, surrendered or have expired. The Bank derecognises financial liabilities only when the financial liability ceases to exist, i.e. when it is discharged, cancelled or has expired. If the terms of a financial liability change significantly, the Bank will cease recognising that liability and will instantaneously recognise a new financial liability, with new terms and conditions.

##### Initial and subsequent measurement

Financial assets and liabilities are recognised initially at their fair value plus, except from the financial assets at fair value through profit or loss, transaction costs that are directly attributable to the acquisition or issue of the financial asset or financial liability.

After initial recognition, the Bank measures financial assets available for sale at their fair value. Equity instruments classified as available for sale (at the reporting date the Bank did not have such assets) that do not have a quoted market price in an active market and whose fair value cannot be reliably measured are stated at cost less any impairment. Loans and receivables and held-to-maturity financial investments are measured at amortised cost, decreased if appropriate, for any impairment. Other financial liabilities are measured at amortised cost.

##### Gains and losses

Gains or losses from a change in the fair value of available-for-sale monetary assets are recognised directly in a fair value reserve within equity and are disclosed in the statement of changes in equity. Impairment losses, foreign exchange gains and losses and interest income on an effective-interest-rate basis on available-for-sale monetary assets are recognised in the income statement. Foreign exchange differences on non-monetary equity instruments classified as available for sale are recognised in other comprehensive income.

## Notes to the financial statements (continued)

### 3. Accounting policies (continued)

#### f) Financial instruments (continued)

##### Gains and losses (continued)

Dividend income is recognised in the income statement when the right to receive it has been established. Upon sale or other derecognising of available-for-sale assets, any cumulative gains or losses on the instrument are transferred to the income statement. Gains or losses arising from financial assets and financial liabilities carried at amortised cost may also arise, and are included in the income statement when a financial instrument is derecognised or when its value (in the case of assets) is impaired.

##### Determination of fair value of financial instruments

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Bank has access at that date. The fair value of a liability also reflects its non-performance risk.

When available, the Bank measures the fair value of an instrument using the quoted price in an active market for that instrument.

A market is regarded as active if transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

If there is no quoted price in an active market, then the Bank uses valuation techniques that maximise the use of relevant observable inputs and minimise the use of unobservable inputs.

The Bank recognises the transfer between levels of the fair value hierarchy at the end of the reporting period during which the change occurred.

The best evidence of the fair value of a financial instrument at initial recognition is normally the transaction price – i.e. the fair value of the consideration given or received. If the Bank determines that the fair value at initial recognition differs from the transaction price and the fair value is evidenced neither by a quoted price in an active market for an identical asset or liability nor based on a valuation technique that uses only data from observable markets, then the financial instrument is initially measured at fair value, adjusted to defer the difference between the fair value at initial recognition and the transaction price. Subsequently, that difference is recognised in profit or loss on an appropriate basis over the life of the instrument but no later than when the valuation is wholly supported by observable market data or the transaction is closed out.

##### Impairment of financial assets

###### *Assets carried at amortised cost*

The Bank assesses at each reporting date whether there is objective evidence that a financial asset is impaired. A financial asset is impaired and impairment losses are incurred if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a “loss event”) and that loss event (or events) has direct impact on the estimated future cash flows of the financial asset that can be reliably estimated.

## Notes to the financial statements (continued)

### 3. Accounting policies (continued)

#### f) Financial instruments (continued)

##### Impairment of financial assets (continued)

Objective evidence that a financial asset is impaired includes observable data that comes to the attention of the Bank about the following loss events:

- i) significant financial difficulty of the borrower;
- ii) a breach of contract, such as a default or delinquency in interest or principal payments;
- iii) the Bank granting to the borrower, for economic or legal reasons relating to the borrower's financial difficulty, a concession that it would not otherwise consider;
- iv) it becoming probable that the borrower will enter bankruptcy or other financial reorganisation;
- v) the disappearance of an active market for the financial asset because of financial difficulties.

If there is objective evidence that an impairment loss on loans and receivables or held-to-maturity assets carried at amortised cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the financial asset's original effective interest rate or in accordance with the percentage prescribed by the CNB in certain eligible circumstances. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in the income statement. If a loan or held-to-maturity asset has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

Portfolio based provisions are calculated at rates prescribed by Croatian National Bank as described in Note 4.

If in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtor's credit rating), the previously recognised impairment loss is reversed by adjusting the allowance account. The amount of the reversal is recognised in the income statement.

When a loan is uncollectible, it is written off against the related impairment allowance account. Such loans are written off after all the necessary procedures have been completed and the amount of the loss has been determined. Subsequent recoveries of amounts previously written off are recognised as reversals of impairment losses in the income statement.

When possible, the Bank implements loan restructuring rather than initiate enforcement action. This may include the extension of repayment period and other changes in credit conditions. After changing conditions, any further impairment calculation is made with the original effective interest rate applicable prior to changing conditions. The management continuously monitors restructured loans with regards to the fulfillment of the new conditions and security of future payments. These loans are subject to further regular testing of impairment on an individual or group basis (if they are not individually assessed as impaired or if they belong to the portfolio of collectively provisioned loans) using the original effective interest rate.

##### *Financial assets available for sale*

The Bank assesses at each reporting date whether there is objective evidence that a financial asset or a group of financial assets is impaired. If any such evidence exists for available-for-sale financial assets, the cumulative loss - measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss, is removed from equity and recognised in the income statement.

## Notes to the financial statements (continued)

### 3. Accounting policies (continued)

#### f) Financial instruments (continued)

##### Impairment of financial assets (continued)

If, in a subsequent period, the fair value of a debt instrument classified as available for sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed through income statement. Impairment losses on equity instruments available for sale are not reversed through income statement until the final derecognition of the asset (at the reporting date, the Bank did not have impaired equity investments available for sale).

##### Offsetting of financial instruments

Financial assets and liabilities are offset and the net amount reported in the balance sheet when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis, or realise the asset and settle the liability simultaneously.

#### g) Specific financial instruments

##### *Treasury bills and debt securities*

Short-term treasury bills are classified as available-for-sale financial assets. Debt securities that the Bank has the intent and ability to hold to maturity are classified as held-to-maturity investments. Other debt securities are classified as financial assets available for sale.

##### *Placements with other banks*

Placements with other banks are classified as loans and receivables and are carried at amortised cost less any impairment losses.

##### *Investment funds*

Investment in open-ended cash investment funds are classified as available for sale and stated at fair value.

##### *Loans to customers*

Loans and advances are presented net of impairment allowances to reflect the estimated recoverable amounts.

##### *Current accounts and deposits from banks and customers*

Current accounts and deposits from banks and customers are classified as other liabilities and stated at amortised cost.

##### *Preference shares*

Preference shares are classified as other liabilities and stated at their nominal value, increased by the related interest accrual.

##### *Borrowings*

Borrowings are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost and any difference between net proceeds and the redemption value is recognised in the income statement over the period of the borrowings using the effective interest rate method.

## Notes to the financial statements (continued)

### 3. Accounting policies (continued)

#### h) Property and equipment

Property and equipment are held for use in the supply of services or administrative purposes.

Items of property and equipment are shown at cost less accumulated depreciation and any impairment losses. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

The Bank capitalise the cost of replacing part of such an item when it is probable that future economic benefits embodied with the item will flow to the Bank and the cost of the item can be measured reliably. All other expenditures on repairs and maintenance are expensed as incurred.

Depreciation is calculated on a straight-line basis to write down the cost of such assets to their residual values over their estimated useful life. Land and assets under construction are not depreciated. The estimated useful lives are as follows:

	<b>2017</b> <b>Years</b>	<b>2016</b> <b>years</b>
Buildings	10-50	10-50
Electronic equipment and computers	4-5	4-5
Other equipment	2-10	2-10
Furniture and vehicles	4-5	4-5

The residual value of assets, depreciation method and useful lives are reviewed and adjusted, if necessary, at each reporting date. The net carrying value of an asset is immediately impaired to the recoverable amount if the carrying value of the asset is higher than the estimated recoverable amount. Gains and losses from sale are measured as the difference between the collected amount and the net carrying value, and recognised in the income statement.

From 2014, the Bank applies component approach for newly acquired buildings.

#### i) Intangible assets

Intangible assets are stated at cost less accumulated amortisation and impairment losses. Amortisation is provided on a straight-line basis to write down the cost of assets to their residual values over their estimated useful life.

The estimated useful lives are as follows:

	<b>2017</b> <b>Years</b>	<b>2016</b> <b>years</b>
Software	5	5
Leasehold improvements	up to 5	up to 5

Leasehold improvements are amortised over the shorter of the life of the lease or 5 years. Costs incurred in order to enhance or extend the benefits of computer software programmes beyond their original specifications and lives which can be measured reliably are capitalised to the original cost of the software. All other maintenance is expensed as incurred.

#### j) Impairment of non-financial assets

The recoverable amount of non-financial assets, other than deferred tax assets is the higher of the asset's fair value less costs to sell and value in use. For the purpose of assessing impairment, assets are grouped at the lowest groups of assets that generate separately identifiable cash inflows (cash-generating units).

## Notes to the financial statements (continued)

### 3. Accounting policies (continued)

#### j) Impairment of non-financial assets (continued)

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or cash-generating unit. Non-financial assets that have suffered impairment are reviewed for possible reversal of the impairment at each reporting date. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount and to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation, if no impairment loss had been recognised.

#### k) Foreclosed assets

Foreclosed assets are stated at lower of the net recoverable value of property and the value of the related receivables. The Management Board has estimated that the carrying value of these assets approximates their market value.

#### l) Leases

If the Bank as lessee, in accordance with the terms of the lease, assumes substantially all the risks and rewards of ownership are classified as finance leases (at the reporting date the Bank did not have any finance leases). All other leases are classified and accounted for as operating leases. For operating leases in which the Bank is a lessee, the related assets are not recognised on the Bank's statement of financial position. Payments made under operating leases are recognised in the income statement on a straight-line basis over the term of the lease. Lease incentives received are recognised as an integral part of the total lease expense, over the term of the lease.

#### m) Provisions for liabilities and charges

Provisions are recognised when the Bank has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate of the amount of the obligation can be made.

The management determines the sufficiency of provisions on the basis of insight into specific items, current economic circumstances, risk characteristics of certain transaction categories, as well as other relevant factors. Provisions are released only for such expenditure in respect of which provisions are recognised at inception. If the outflow of economic benefits to settle the obligations is no longer probable, the provision is reversed.

#### n) Off-balance-sheet commitments and contingent liabilities

In the ordinary course of business, the Bank enters into credit-related commitments which are recorded in off-balance sheet accounts, such as guarantees, commitments to extend credit and letters of credit and undrawn loan commitments. These financial instruments are recorded in the balance sheet if and when they become payable.

#### o) Income tax

The income tax charge is based on taxable profit for the year and comprises current and deferred tax. Income tax is recognised in the income statement except to the extent that it relates to items recognised directly in other comprehensive income/equity, in which case it is recognised in other comprehensive income/equity. Current tax is the expected tax payable on the taxable income for the year, using the tax rates enacted at the reporting date, and any adjustments to tax payable in respect of previous years.

## Notes to the financial statements (continued)

### 3. Accounting policies (continued)

#### o) Income tax (continued)

Deferred taxes are calculated by using the balance sheet liability method. Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. Deferred tax assets and liabilities are measured by using the tax rates expected to apply to taxable profit in the period in which those temporary differences are expected to be recovered or settled based on tax rates enacted or substantially enacted at the reporting date.

The measurement of deferred tax liabilities and deferred tax assets reflects the tax consequences that would follow from the manner in which the enterprise expects, at the reporting date, to recover or settle the carrying amount of its assets and liabilities.

Deferred tax assets and liabilities are not discounted and are classified as non-current assets and/or liabilities in the statement of financial position. Deferred tax assets are recognised only to the extent that it is probable that sufficient taxable profits will be available against which the deferred tax assets can be utilised. At each reporting date, the Bank reassesses unrecognised potential deferred tax assets and the carrying amount of recognised deferred tax assets.

#### p) Ordinary share capital and reserves

Ordinary share capital is denominated in HRK at its nominal value. The amounts paid for repurchase of ordinary share capital, including direct costs, are recognised as a decrease in equity and classified as preference shares.

#### r) Preference shares

Preference shares, which carry guaranteed dividend at 8%, are classified as other liabilities and stated at its nominal value increased by the accrued interest.

#### s) Cash and cash equivalents

For the purpose of the cash flow statement, cash and cash equivalents comprise cash in hand, current accounts with banks and amounts due from banks on demand or with an original maturity of three months or less.

#### t) Treasury shares

Acquisition of treasury shares is conducted in cases envisaged by the Companies Act, in order to eliminate contingent losses. Redeemed treasury shares are recognised at acquisition cost. Any positive difference created by the sale of treasury shares at a price higher than the acquisition cost is recognised as a capital gain, and any negative difference generated below the cost of acquisition is recognised as a capital loss.

## Notes to the financial statements (continued)

### 4. Significant accounting estimates and judgments

#### Accounting estimates and judgments

The Bank makes estimates and assumptions about uncertain events, including estimates and assumptions about the future. The estimation of impairment losses in the Bank's credit risk portfolio represents the major source of estimation uncertainty. This and other key sources of estimation uncertainty, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below. Significant judgments made in determining the most appropriate methodology for estimating the fair value of financial instruments carried at fair value are also described below.

#### ***Impairment losses on loans to and receivables from customers and provisions for off-balance-sheet exposure to credit risk***

The Bank monitors the creditworthiness of its customers on an ongoing basis. In accordance with CNB regulations, the need for impairment of the Bank's on- and off-balance-sheet credit risk exposure is assessed at least quarterly. Impairment losses are made mainly against the carrying value of loans and advances to corporate and retail customers (summarised in Note 17). The Bank also recognises provisions arising from off-balance-sheet exposure to credit risk to customers, mainly in the form of guarantees (as summarised in Notes 23b and 28). Impairment losses are also considered for credit risk exposures to banks, and for other assets not carried at fair value where the credit risk is not the primary impairment risk. Provisions for unidentified losses calculated for placements with banks and debt securities carried at amortised cost at the rates prescribed by the CNB are deducted from loans to and receivables from customers for the purpose of presentation of these financial statements.

The Bank first assesses whether objective evidence of impairment exists individually for assets that are individually significant (mainly corporate exposures) and collectively for assets that are not individually significant (mainly retail exposures).

The Bank estimates impairment losses in cases where it judges that the observable data indicates the likelihood of a measurable decrease in the estimated future cash flows of the asset or portfolio of assets. Such evidence includes delinquency in payments or other indications of financial difficulty of borrowers; and adverse changes in the economic conditions in which borrowers operate or in the value or enforceability of security, where these changes can be correlated with defaults.

The Bank takes into consideration the combined effect of several events when assessing impairment and uses its experienced judgment in cases where the observable data required to estimate impairment is limited. In estimating impairment losses on items individually or collectively assessed for impairment, the Bank also takes into account to the ranges of impairment loss prescribed by the CNB based on the aging of overdue amounts. Small loan portfolio covered with hard collateral (e.g. real-estate) is monitored on an individual basis using the discounted cash flow method.

For the rest of the small loan portfolio (exposure up to HRK 500 thousand), the Bank uses the following loss rates based on past due days:

RISK GROUP	IMPAIRMENT	NUMBER OF DAYS
B 1	10%	91-120
B 1	20%	121-180
B 2	31%	181-210
B 2	40%	211-230
B 2	50%	231-250
B 2	60%	251-270
B 3	71%	271-300
B 3	80%	301-330
B 3	90%	331-365
C	100%	More than 365



## Notes to the financial statements (continued)

### 4. Significant accounting estimates and judgments (continued)

#### *Impairment losses on loans to and receivables from customers and provisions for off-balance-sheet exposure to credit risk (continued)*

Counting the number of past due days begins when the total due debt by the client exceeds HRK 1,750.00. At the year end, the ratio of impairment allowance in the total gross value of impaired loans was as follows:

	2017				2016			
	Corporate	Retail	Other	<b>Total</b>	Corporate	Retail	Other	<b>Total</b>
Gross value of impaired loans	51,178	53,528	860	<b>105,566</b>	32,952	49,324	860	<b>83,136</b>
Impairment rate	63%	83%	100%	<b>73%</b>	72%	81%	100%	<b>78%</b>

Assuming that the portfolio remains at the same level, each additional increase of one percentage point in the impairment rate on the gross impaired portfolio at 31 December 2017 would cause an additional impairment loss in the amount of HRK 506 thousand (in 2016: HRK 310 thousand).

The Bank also seeks to recognise impairment losses which are known to exist at the reporting date, but which have not yet been specifically identified. In estimating unidentified impairment losses existing in collectively assessed portfolios, and in the absence of reliable data on historical loss rates and the emergence period for the identification of these impairment losses, the Bank uses the rate of 1.00% which is in the range prescribed by the CNB for application to all credit risk exposures except those carried at fair value, including off-balance-sheet exposure to credit risk and Croatian sovereign debt.

Impairment losses estimated on a portfolio basis as at 31 December 2017 amounted to HRK 15,202 thousand (in 2016: HRK 13,757 thousand) of the relevant on- and off-balance-sheet exposure. The total of the portfolio-based impairment loss amounted to 1.00% of performing balance and off-balance-sheet exposure to credit risk, in both cases net of amounts individually assessed as impaired.

The Management Board believes that both individual and collective impairment losses and provisions are sufficient.

#### **Legal cases**

The Bank performs a risk classification of lawsuits taking into consideration the following principles: legal grounds of the claim; prior legal practice; opinions of relevant outsourced attorneys and other independent legal or other experts.

Lawsuits are classified into three groups: where the Bank expects a fully successful outcome; where the Bank expects to lose the case; and uncertain lawsuits, where the probability of a successful or unsuccessful outcome cannot be readily determined.

The Management Board believes that the provisions for legal cases are sufficient at the reporting date.

## **Notes to the financial statements (continued)**

### **4. Significant accounting estimates and judgments (continued)**

#### **Taxation**

The Bank provides for tax liabilities in accordance with the tax laws of the Republic of Croatia. Tax returns are subject to the approval of the tax authorities which are entitled to carry out subsequent inspections of a taxpayer's records.

The Bank did not recognise deferred tax asset on tax losses carried forward as it is not probable there would be sufficient taxable profits to utilise them before their expiry.

#### **Valuation of lands and buildings**

Management Board believes that the net book value of the land and buildings is not significantly different from their fair value and that there are no indicators of impairment at the reporting date.

#### **Fair value hierarchy**

Fair value hierarchy is presented in Note 36.

#### **CHF conversion**

Conversion of CHF and CHF-linked loans (collectively "CHF loans") is described in Note 17d).

## Notes to the financial statements (continued)

### 5. Interest and similar income

a) Interest income analyzed by product:

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Interest income from loans to and receivables from customers	73,504	67,000
Interest income from financial assets available for sale	5,492	5,952
Interest income from financial investments held to maturity	4,435	6,237
Interest income from deposits	36	138
<b>TOTAL</b>	<b>83,467</b>	<b>79,327</b>

b) Interest income analyzed by sectors:

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Companies	36,885	36,246
Financial institutions	1,034	814
Individuals (retail)	40,785	36,448
Central government and local authorities	4,151	4,960
Other	612	859
<b>TOTAL</b>	<b>83,467</b>	<b>79,327</b>

### 6. Interest expense and similar charges

a) Interest expense analyzed by product:

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Interest expense from term deposits	21,834	28,984
Interest expense demand deposits	179	292
Interest expense from preference shares	0	117
Interest expense from borrowings	1,417	872
Other	61	107
<b>TOTAL</b>	<b>23,491</b>	<b>30,372</b>

## Notes to the financial statements (continued)

### 6. Interest expense and similar charges (continued)

b) Interest expense analyzed by sector:

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Interest expense to individuals (retail)	15,195	22,967
Interest expense to non-residents	3,564	2,559
Interest expense to companies	1,736	2,083
Interest expense to financial institutions	2,857	2,590
Fixed-rate dividends on preference shares	0	117
Other	139	56
<b>TOTAL</b>	<b>23,491</b>	<b>30,372</b>

### 7. Impairment losses and provisions

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Impairment of loans to and receivables from customers	14,260	9,236
<i>Specific impairment losses (Note 17c)</i>	<i>13,368</i>	<i>6,135</i>
<i>Unidentified losses (Note 17c)</i>	<i>892</i>	<i>3,101</i>
Impairment of other assets (Note 20a)	141	59
Impairment of financial investments held to maturity (Note 15b)	-	-
Provisions for court cases (Note 23a)	17	142
Provisions for off-balance-sheet exposure to credit risk (Note 23b)	577	305
Loss recognised on conversion of CHF loans (Note 17d)	-	60
(Release of) / provision for expected losses on conversion of CHF loans (Note 17d)	-	(233)
<b>TOTAL</b>	<b>14,995</b>	<b>9,569</b>

### 8. Fee and commission income and expense

a) Fee and commission income

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Payment transaction fees	10,614	8,670
Loan origination fees	924	497
Other banking services	1,850	1,606
<b>TOTAL</b>	<b>13,388</b>	<b>10,773</b>

## Notes to the financial statements (continued)

### 8. Fee and commission income and expense (continued)

#### b) Fee and commission expenses

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
FINA commission	1,155	1,125
CNB	67	45
Domestic banks	668	923
Domestic clients	158	116
Other	1,062	626
<b>TOTAL</b>	<b>3,110</b>	<b>2,835</b>

### 9a. Net realised gains from financial assets available for sale

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Domestic sovereign bonds available for sale	5,711	8,416
Domestic corporate bonds available for sale	564	133
Foreign sovereign bonds available for sale	295	2,040
Financial institutions bonds available for sale	-	2,207
Investment funds available for sale	69	348
<b>TOTAL</b>	<b>6,639</b>	<b>13,144</b>

### 9b. Net gains/(losses) from translation of monetary assets and liabilities, administrative fixing of CHF rate and foreign exchange spot trading

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Net gains/(losses) from translation of monetary assets and liabilities		
- items denominated in foreign currency	3,645	5,758
- items linked to foreign currency	(4,167)	(5,894)
Net gain from foreign exchange spot trading	5,181	5,116
Net gain/(loss) from administrative fixing of CHF loans (Note 17d)	-	2
<b>TOTAL</b>	<b>4,659</b>	<b>4,982</b>

## Notes to the financial statements (continued)

### 9c. Other income

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Income from invoiced notaries expenses	108	196
Net gain from sale of assets	520	984
Other	341	351
<b>TOTAL</b>	<b>969</b>	<b>1,531</b>

### 10. Staff costs and other administrative expenses

#### a) Staff costs

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
- Net salaries to employees	20,284	16,957
- Contributions on salaries	4,829	4,279
- Contributions, taxes and surtaxes from salaries	9,760	8,884
- Other	590	1,949
<b>TOTAL</b>	<b>35,463</b>	<b>32,069</b>

Staff costs include HRK 5,863 thousand (2016: HRK 5,077 thousand) of defined pension contributions payable into obligatory pension plans.

During 2017, average number of employees was 196 (2016: 178).

#### b) Other administrative expenses

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Rent expenses	3,364	2,943
Intellectual services	982	642
Other services	3,222	3,430
Marketing and advertisement expenditure	1,696	1,691
Material costs and similar charges	1,186	1,230
Costs of deposit insurance	3,721	3,463
Mail and phone expenditure	1,052	941
Maintenance expenses	2,357	2,121
Insurance and protection expenses	905	1,163
Other expenditure	2,647	2,587
<b>TOTAL</b>	<b>21,132</b>	<b>20,211</b>

## Notes to the financial statements (continued)

### 11. Income tax

	2017 <i>HRK 000</i>	2016 <i>HRK 000</i>
<b>Accounting profit before tax</b>	<u>5,238</u>	<u>8,129</u>
Income tax at 18% (2016: 20%)	943	1,626
Non-deductible expenses	1,074	1,938
Non-taxable income	<u>(1,096)</u>	<u>(887)</u>
<b>Taxable profit / (loss) for the year</b>	<b>921</b>	<b>2,677</b>
Increase in carry forward tax losses	-	-
Utilization of carry forward tax losses	<u>(921)</u>	<u>(2,677)</u>
<b>Income tax expense recognised in profit or loss</b>	<u>-</u>	<u>-</u>
<b>Effective income tax rate</b>	<u>-</u>	<u>-</u>

On the reporting date the Bank did not recognize any deferred tax asset in respect of tax losses carried forward on the grounds of uncertainty as to whether sufficient future taxable profits will be available to utilize those losses before their expiry.

The effect of availability of tax losses in future periods, calculated at the 18% rate enacted at the reporting date as a result of change in corporate profit tax rate from 1 January 2017, subject to review by the Ministry of Finance, is as follows:

	31 December 2017 <i>HRK 000</i>
No later than 1 year	3,227
No later than 2 years	1,767
No later than 3 years	-
No later than 4 years	-
<b>Effect of the total tax losses carried forward not recognised as deferred tax assets</b>	<u><b>4,994</b></u>

### 12. Cash and current accounts with banks

	2017			2016		
	<i>HRK 000</i>			<i>HRK 000</i>		
	HRK	Foreign currency	Total	HRK	Foreign currency	HRK
Current accounts with the CNB	9,896	15,584	25,480	7,092	5,120	12,212
Current accounts with other banks	-	24,956	24,956	-	19,887	19,887
Cash in hand	30,027	12,413	42,440	27,414	8,457	35,871
<b>TOTAL</b>	<u><b>39,923</b></u>	<u><b>52,953</b></u>	<u><b>92,876</b></u>	<u><b>34,506</b></u>	<u><b>33,464</b></u>	<u><b>67,970</b></u>

## Notes to the financial statements (continued)

### 13. Cash and cash equivalents

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Cash on accounts with the CNB (Note 12)	25,480	12,212
Cash on accounts with other banks (Note 12)	24,956	19,887
Cash in hand (Note 12)	42,440	35,871
Placements with banks with original maturity less than 3 months (Note 16)	-	-
<b>TOTAL</b>	<b>92,876</b>	<b>67,970</b>

### 14. Obligatory reserve with Croatian National Bank and compulsory CNB bills

The obligatory reserve represents amounts required to be deposited with the CNB and is not available for use in the Bank's day-to-day operations.

Banks are obliged to calculate obligatory reserve in kuna and foreign currency at a rate which, as at 31 December 2017, accounted for 12% of kuna and foreign currency funds (31 December 2016: 12%).

The part of the obligatory reserve calculated in kuna is increased by 75% (31 December 2016: 75%) of the calculated obligatory reserve on eligible foreign currency funding sources. 70% of the obligatory reserve should be deposited into a special account held with the CNB, while the rest may be maintained in eligible liquid assets.

After reduction by 75% (31 December 2016: 75%) which is added to obligatory reserve requirement calculated in kuna, the remainder of 25% of obligatory reserve calculated in foreign currency is maintained in foreign currency. Foreign currency obligatory reserve calculated on the basis of foreign currency funds from non-residents and foreign funds received from legal entities in a special relationship with the bank amounts 100% (31 December 2016: 100%) and can be maintained in eligible liquid assets.

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Allocated obligatory reserve in HRK	117,774	119,967
Allocated obligatory reserve in foreign currency	-	-
<b>Total</b>	<b>117,774</b>	<b>119,967</b>



## Notes to the financial statements (continued)

### 15. Financial investments

#### a) Financial assets available for sale

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Domestic sovereign bonds	260,973	132,356
Domestic corporate bonds	-	-
Foreign sovereign bonds	129,017	182,810
Foreign corporate bonds	19,108	-
Domestic sovereign treasury bills	89,999	240,296
From which		
Listed	409,098	315,166
Unlisted	89,999	240,296
	<b>499,097</b>	<b>555,462</b>
Open-ended cash investment funds	<b>77,999</b>	<b>172,087</b>
From which		
Quoted	77,999	172,087
<b>TOTAL</b>	<b>577,096</b>	<b>727,549</b>

#### b) Financial investments held to maturity

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Bills of exchange – companies	22,060	75,819
Factoring – receivables from companies	38,905	60,549
Factoring – receivables from state and local authorities	4,265	2,511
Factoring – receivables from craftsmen	1,987	-
Impairment allowance	(412)	(412)
<b>TOTAL – UNLISTED</b>	<b>66,805</b>	<b>138,467</b>

Movement in impairment allowance against financial investments held to maturity:

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
<b>Balance at 1 January</b>	<b>412</b>	<b>412</b>
Charge recognized in profit or loss (Note 7)	-	-
<b>Balance at 31 December</b>	<b>412</b>	<b>412</b>

## Notes to the financial statements (continued)

### 16. Placements with other banks

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Placements with other domestic banks - in HRK	10,220	10,220
Impairment allowance on placements with other banks in HRK	(10,220)	(10,220)
Placements with other domestic banks - in foreign currency with original maturity over 3 months	2,780	2,796
Placements with other foreign banks – in foreign currency with original maturity of up to 3 months (Note 13)	-	-
<b>TOTAL</b>	<b><u>2,780</u></b>	<b><u>2,796</u></b>

a) Movement in impairment allowance against placements with other banks in HRK:

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
<b>Balance at 1 January</b>	10,220	10,220
Charge / (release) recognized in profit or loss	-	-
<b>Balance at 31 December</b>	<b><u>10,220</u></b>	<b><u>10,220</u></b>

### 17. Loans to and receivables from customers

a) Analysis according to types of loans

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Short-term loans:		
Companies	185,288	204,123
Retail customers	69,216	54,398
Other customers	818	860
<b>Total short-term loans</b>	<b><u>255,322</u></b>	<b><u>259,381</u></b>
Long-term loans:		
Companies	479,155	410,067
Retail customers	517,088	421,628
Other customers	9,723	4,910
<b>Total long-term loans</b>	<b><u>1,005,966</u></b>	<b><u>836,605</u></b>
<b>Total short-term and long-term loans</b>	<b>1,261,288</b>	<b>1,095,986</b>
Impairment allowance	(90,824)	(77,792)
<b>TOTAL</b>	<b><u>1,170,464</u></b>	<b><u>1,018,194</u></b>

Impairment allowance against loans to and receivables from customers includes also unidentified impairment losses calculated against placements with banks and other receivables.

## Notes to the financial statements (continued)

### 17. Loans to and receivables from customers (continued)

#### a) Analysis according to types of loans (continued)

The classification above is based on original contractual maturity, while the remaining contractual maturities are analyzed in Note 30.

#### b) Loans by industry/product

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Manufacturing	151,079	119,968
Trade	124,585	184,152
Tourism	101,813	53,446
Agriculture	45,249	46,559
Construction	97,870	79,863
Services	135,712	127,856
Other	8,135	2,345
<b>Gross corporate</b>	<b>664,443</b>	<b>614,189</b>
Cash loans	454,258	404,020
Mortgage loans	27,524	54,363
Overdraft	6,488	3,566
Housing loans	33,144	6,709
Educational loans	23	58
Tourist loans	19,267	2,315
Credit card receivables	5,608	3,492
Other	39,992	1,504
<b>Retail gross</b>	<b>586,304</b>	<b>476,027</b>
<b>Other gross</b>	<b>10,541</b>	<b>5,770</b>
<b>Total gross</b>	<b>1,261,288</b>	<b>1,095,986</b>
Impairment allowance	(90,824)	(77,792)
<b>TOTAL</b>	<b>1,170,464</b>	<b>1,018,194</b>

#### c) Movements in impairment allowance

<i>HRK 000</i>	2017			2016		
	Specific impairment	Unidentified losses	Total	Specific impairment	Unidentified losses	Total
<b>Balance at 1 January</b>	<b>64,705</b>	<b>13,087</b>	<b>77,792</b>	<b>60,802</b>	<b>9,986</b>	<b>70,788</b>
Increase in provisions	17,089	892	17,981	10,624	3,101	13,725
Reversal of provisions	(1,347)	-	(1,347)	(614)	-	(614)
Collections	(2,374)	n/a	(2,374)	(3,875)	n/a	(3,875)
<i>Net impairment charge recognised in profit or loss</i>	13,368	892	14,260	6,135	3,101	9,236
Write off and foreclosure	(1,207)	(21)	(1,228)	(2,232)	-	(2,232)
<b>Balance at 31 December</b>	<b>76,866</b>	<b>13,958</b>	<b>90,824</b>	<b>64,705</b>	<b>13,087</b>	<b>77,792</b>

## Notes to the financial statements (continued)

### 17. Loans to and receivables from customers (continued)

#### c) Movements in impairment allowance

Net impairment charge for loans to and receivables from customers is included in the analysis within Note 7 Impairment losses and provisions and is recognized in profit or loss.

#### d) CHF loans conversion

In the period from 2006 to 2013 the Bank granted retail loans linked to or denominated in Swiss franc (CHF).

At loan inception, clients took advantage of favorable rates in CHF. However, from 2006 CHF LIBOR rates started to increase, as a result of which the Bank started to increase interest rates on CHF loans. In addition, in 2009 and then in 2015, CHF appreciated sharply against HRK (and EUR), which further increased monthly instalments, while CHF LIBOR rates fell markedly.

The Bank was not subject to actions (lawsuit) initiated by the civil rights group "Petrošač".

In response to a sudden appreciation of CHF, in January 2015 the Consumer Credit Act was changed and as a temporary measure the CHF exchange rate was fixed at 6.39 HRK for 1 CHF for the duration of one year for regular repayment annuities. The effect of such fixing on the Bank's profit or loss is HRK 193 thousand loss.

On 22 September 2015 the Act Amending the Consumer Credit Act ("the Amendment") was approved, by which, as a permanent measure, the conversion of CHF loans into EUR was regulated. The Amendment came into force on 30 September 2015. In accordance with the Amendment, the conversion of CHF loans into EUR is carried out in such a way that the position of the borrowers with loans denominated in CHF is matched to the position in which the borrower would have been if the loan was originally denominated in EUR, and the position of borrowers with loans denominated in HRK which contain a currency clause linking payments to CHF is matched to the position in which the borrower would have been if the loan was originally denominated in HRK containing a currency clause linking payments to EUR. The Amendment gave the banks a period of 45 days from when the Amendment came into force to deliver to the consumer the loan conversion calculation as at 30 September 2015. The consumer had 30 days to respond if the conversion is accepted. The time limit for the conversion itself, after the conversion had been accepted, was not specified.

The total loss for the Bank recognised as the result of the conversion is HRK 647 thousand and is presented in note 7 Impairment losses and provisions. Recognised loss for loans where the conversion has been finalised i.e. new loan contracts were signed by 31 January 2016 by the clients is HRK 414 thousand (netted against balance of loans to and receivables from customers) and for loans where the conversion has been accepted but has not yet been formally and legally finalised or where the clients still have the opportunity to accept the conversion and the Bank assesses it is likely they would, the provision is HRK 233 thousand (presented within provisions for liabilities and charges in Note 23).

For loans where the conversion has been formally and legally finalised both gross amount and impairment allowance (for non-performing loans) were adjusted for the effect of conversion.

Loss from conversion in 2016 amounted to HRK 60 thousand.

In 2016 the Bank recognized a release in provision of HRK 233 thousand representing the difference between estimated amount and actual conversion loss.

As at 31 December 2017 322 loan contracts for which the Bank offered the conversion were not yet converted into EUR (2016: 322).

## Notes to the financial statements (continued)

### 18. Property, plant and equipment and intangible assets

#### a) Movement in property, plant and equipment in thousand HRK

	Land	Buildings	Equipment	Furniture and vehicles	Assets under construction	Total
<b>Cost</b>						
Balance at 1 January 2017	472	39,914	14,470	3,831	286	58,973
Additions	-	16	420	89	183	708
Transfer	-	1	285	-	(286)	-
Write-off and disposals	(47)	-	(31)	(187)	-	(265)
<b>Balance 31 December 2017</b>	<b>425</b>	<b>39,931</b>	<b>15,144</b>	<b>3,733</b>	<b>183</b>	<b>59,416</b>
<b>Depreciation</b>						
Balance as at 1 January 2017	-	4,613	8,711	2,486	-	15,810
Charge for the year	-	916	1,390	549	-	2,855
Write-off and disposals	-	-	(28)	(179)	-	(207)
<b>Balance 31 December 2017</b>	<b>-</b>	<b>5,529</b>	<b>10,073</b>	<b>2,856</b>	<b>-</b>	<b>18,458</b>
<b>Net carrying amount</b>						
<b>1 January 2017</b>	<b>472</b>	<b>35,301</b>	<b>5,759</b>	<b>1,345</b>	<b>286</b>	<b>43,163</b>
<b>31 December 2017</b>	<b>472</b>	<b>34,402</b>	<b>5,071</b>	<b>877</b>	<b>183</b>	<b>40,958</b>

## Notes to the financial statements (continued)

### 18. Property, plant and equipment and intangible assets (continued)

#### a) Movement in property, plant and equipment in thousand HRK (continued)

	Land	Buildings	Equipment	Furniture and vehicles	Assets under construction	Total
<b>Cost</b>						
Balance at 1 January 2016	472	39,719	12,327	3,927	107	56,552
Additions	-	214	2,202	517	179	3,112
Write-off and disposals	-	(19)	(59)	(613)	-	(691)
<b>Balance 31 December 2016</b>	<b>472</b>	<b>39,914</b>	<b>14,470</b>	<b>3,831</b>	<b>286</b>	<b>58,973</b>
<b>Depreciation</b>						
Balance as at 1 January 2016	-	3,741	6,997	2,376	-	13,114
Charge for the year	-	877	1,752	626	-	3,255
Write-off and disposals	-	(5)	(38)	(516)	-	(559)
<b>Balance 31 December 2016</b>	<b>-</b>	<b>4,613</b>	<b>8,711</b>	<b>2,486</b>	<b>-</b>	<b>15,810</b>
<b>Net carrying amount</b>						
1 January 2016	472	35,978	5,330	1,551	107	43,438
<b>31 December 2016</b>	<b>472</b>	<b>35,301</b>	<b>5,759</b>	<b>1,345</b>	<b>286</b>	<b>43,163</b>

## Notes to the financial statements (continued)

### 18. Property, plant and equipment and intangible assets (continued)

#### b) Movement in intangible assets in thousand HRK

	Leasehold improvements	Software	Assets in preparation	Total
<b>Cost</b>				
Balance at 1 January 2017	12,176	9,973	1,091	23,240
Additions	13	430	851	1,294
Transfer	-	1,091	(1,091)	-
Write off	(46)	-	-	(46)
<b>Balance 31 December 2017</b>	<b>12,143</b>	<b>11,494</b>	<b>851</b>	<b>24,488</b>
<b>Amortisation</b>				
Balance as at 1 January 2017	8,220	7,918	-	16,138
Charge for the year	1,930	908	-	2,838
Write off	-	-	-	-
<b>Balance 31 December 2017</b>	<b>10,150</b>	<b>8,826</b>	<b>-</b>	<b>18,976</b>
<b>Net carrying amount</b>				
<b>1 January 2017</b>	<b>3,956</b>	<b>2,055</b>	<b>1,091</b>	<b>7,102</b>
<b>Net carrying amount</b>				
<b>31 December 2017</b>	<b>1,993</b>	<b>2,668</b>	<b>851</b>	<b>5,512</b>

## Notes to the financial statements (continued)

### 18. Property, plant and equipment and intangible assets (continued)

#### b) Movement in intangible assets in thousand HRK (continued)

	Leasehold improvements	Software	Assets in preparation	Total
<b>Cost</b>				
Balance at 1 January 2016	10,622	9,558	215	20,395
Additions	1,630	415	876	2,921
Write off	(76)	-	-	(76)
<b>Balance 31 December 2016</b>	<b>12,176</b>	<b>9,973</b>	<b>1,091</b>	<b>23,240</b>
<b>Amortisation</b>				
Balance as at 1 January 2016	6,346	6,505	-	12,851
Charge for the year	1,904	1,413	-	3,317
Write off	(30)	-	-	(30)
<b>Balance 31 December 2016</b>	<b>8,220</b>	<b>7,918</b>	<b>-</b>	<b>16,138</b>
<b>Net carrying amount 1 January 2016</b>	<b>4,276</b>	<b>3,053</b>	<b>215</b>	<b>7,544</b>
<b>Net carrying amount 31 December 2016</b>	<b>3,956</b>	<b>2,055</b>	<b>1,091</b>	<b>7,102</b>



## Notes to the financial statements (continued)

### 19. Foreclosed assets

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Properties acquired in exchange for uncollectible receivables	1,050	1,357
<b>TOTAL</b>	<b><u>1,050</u></b>	<b><u>1,357</u></b>

The Management Board of the Bank has estimated that the book value of the foreclosed assets approximates the fair value of these assets.

### 20. Other assets

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Receivables for advances	582	611
Receivables for fees and commissions	1,059	616
Prepaid expenses	892	726
Receivables from customers	104	144
Other receivables	1,405	1,338
Impairment allowance	(1,035)	(919)
<b>TOTAL</b>	<b><u>3,007</u></b>	<b><u>2,516</u></b>

#### a) *Movement in impairment allowance against other assets*

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
<b>Balance at 1 January</b>	<b>919</b>	<b>914</b>
Charge	253	248
Reversal	(112)	(189)
<i>Net charge recognized in profit or loss (Note 7)</i>	<i>141</i>	<i>59</i>
Write off	(25)	(54)
<b>Balance at 31 December</b>	<b><u>1,035</u></b>	<b><u>919</u></b>

## Notes to the financial statements (continued)

### 21. Current accounts and deposits, liabilities for preference shares and interest-bearing borrowings

#### a) Current accounts and deposits from banks and financial institutions

	<i>HRK 000</i>					
	2017			2016		
	HRK	Foreign currency	Total	HRK	Foreign currency	Total
Current accounts	846	-	<b>846</b>	13,558	-	<b>13,558</b>
Term deposits	71,487	27,876	<b>99,363</b>	56,068	28,719	<b>84,787</b>
<b>TOTAL</b>	<b>72,333</b>	<b>27,876</b>	<b>100,209</b>	<b>69,626</b>	<b>28,719</b>	<b>98,345</b>

#### b) Current accounts and deposits from customers

##### ba) Current accounts from customers

	<i>HRK 000</i>					
	2017			2016		
	HRK	Foreign currency	Total	HRK	Foreign currency	Total
Retail	45,256	84,037	<b>129,293</b>	31,595	61,948	<b>93,543</b>
Corporate	125,863	47,180	<b>173,043</b>	76,628	79,264	<b>155,892</b>
State and other institutions	4,126	-	<b>4,126</b>	2,606	-	<b>2,606</b>
Total current accounts	<b>175,245</b>	<b>131,217</b>	<b>306,462</b>	<b>110,829</b>	<b>141,212</b>	<b>252,041</b>

##### bb) Term deposits from customers

	<i>HRK 000</i>					
	2017			2016		
	HRK	Foreign currency	Total	HRK	Foreign currency	Total
Retail	234,260	900,199	<b>1,134,459</b>	222,203	1,068,102	<b>1,290,305</b>
Corporate	88,079	44,899	<b>132,978</b>	54,683	43,364	<b>98,047</b>
State and other institutions	4,989	37	<b>5,026</b>	2,877	-	<b>2,877</b>
Total term deposits	<b>327,328</b>	<b>945,135</b>	<b>1,272,463</b>	<b>279,763</b>	<b>1,111,466</b>	<b>1,391,229</b>

## Notes to the financial statements (continued)

### 21. Current accounts and deposits, liabilities for preference shares and interest-bearing borrowings (continued)

#### b) Current accounts and deposits from customers (continued)

bc) Total current accounts and deposits from customers

	<i>HRK 000</i>					
	2017			2016		
	HRK	Foreign currency	Total	HRK	Foreign currency	Total
Retail	279,516	984,236	<b>1,263,752</b>	253,798	1,130,050	<b>1,383,848</b>
Corporate	213,942	92,079	<b>306,021</b>	131,311	122,628	<b>253,939</b>
State and other institutions	9,115	37	<b>9,152</b>	5,483	-	<b>5,483</b>
<b>TOTAL</b>	<b>502,573</b>	<b>1,076,352</b>	<b>1,578,925</b>	<b>390,592</b>	<b>1,252,678</b>	<b>1,643,270</b>

#### c) Liability for preference shares

In 2017 Suzer Holding in its capacity as majority shareholder of the Bank has forgiven an interest liability of HRK 357 thousand (in 2016: 1,308) on preference shares which are in the ownership of the Suzer Holding. The forgiveness being a transaction in capacity of the shareholder was recorded directly into equity, representing a defacto capital contribution by the majority shareholder.

In February 2017 the Bank ended squeeze out process of minority holders of preference shares and Suzer Holding was entered as the only holder of the preference shares. All preference shares were converted to ordinary shares during 2017.

In 2017 the Bank did not have interest liabilities on preference shares.

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Principal at par	-	9,679
Accrued interest	-	357
<b>TOTAL</b>	<b>-</b>	<b>10,036</b>

## Notes to the financial statements (continued)

### 21. Current accounts and deposits, liabilities for preference shares and interest-bearing borrowings (continued)

#### c) Liability for preference shares (continued)

In February 2017 the Bank ended squeeze out process of minority holders of preference shares and Suzer Holding was entered as the only holder of the preference shares.

Holders of preference shares are listed below:

Holder of preference shares	ISIN	Number of preference shares at 31 December 2017	% of holding of preference shares at 31 December 2017	Number of preference shares at 31 December 2016	% of holding of preference shares at 31 December 2016
Süzer holding	BRBA-P-A	-	-	2,153	84.53
Bilobrk Robertino	BRBA-P-A	-	-	74	2.91
Miliša Joško	BRBA-P-A	-	-	74	2.91
Kreso Feđa	BRBA-P-A	-	-	53	2.08
Kreso Ismar	BRBA-P-A	-	-	52	2.04
Panjol-Tuflija Zrinka	BRBA-P-A	-	-	40	1.57
KBZ d.d.	BRBA-P-A	-	-	19	0.75
Bošnjak Iva	BRBA-P-A	-	-	15	0.59
Carić Toni	BRBA-P-A	-	-	15	0.59
Others	BRBA-P-A	-	-	52	2.04
<b>TOTAL</b>		-	-	<b>2,547</b>	<b>100.00</b>

#### d) Interest-bearing borrowings

	<b>2017</b>	<b>2016</b>
	<i>HRK 000</i>	<i>HRK 000</i>
Repo loan	94,179	125,692
Borrowings from Croatian Bank for Reconstruction and Development	21,716	14,580
<b>TOTAL</b>	<b>115,895</b>	<b>140,272</b>

Repo loans are contracted with maturity up to 25 days and up to five years with interest rates from 0,13% - 1,80% (2016: up to one week and up to four years with interest rates from 0,50% - 1,80%). Domestic sovereign bond and domestic sovereign treasury bills are used as collateral (note 15a). Fair value of the related collaterals (domestic sovereign bonds available for sale and domestic sovereign treasury bills) is HRK 232,048 thousand (2016: HRK 138,212 thousand).

## Notes to the financial statements (continued)

### 21. Current accounts and deposits, liabilities for preference shares and interest-bearing borrowings (continued)

#### e) Net cash from financing activities

	1 January 2017	Cash flow	Foreign exchange movement	Changes in fair values	Other	31 December 2017
Short-term loans	69,580	37,163	-27	0	0	106,716
Long-term loans	70,693	-61,835	322	0	0	9,180
Dividend payable	0	0	0	0	0	0
Derivatives	0	0	0	0	0	0
Subordinated loan	11,361	26,104	150	0	0	37,615
<b>Total liabilities</b>	<b>151,634</b>	<b>1,432</b>	<b>445</b>	<b>0</b>	<b>0</b>	<b>153,511</b>

### 22. Subordinated liabilities

Subordinated liabilities in the amount of HRK 37,614 thousand relate to a borrowing from Suzer Holding approved in 2016 and 2017 in the amount of EUR 5,000 thousand, with final maturity of 7 years and a fixed interest rate of 1,45%. The repayment of the debt is subordinated to all other liabilities of the Bank.

### 23. Provisions for liabilities and charges

	2017 HRK 000	2016 HRK 000
Provisions for legal cases initiated against the Bank	59	42
Provisions for identified losses for off-balance-sheet exposure to credit risk (Note 28)	1,244	669
Provisions for expected losses on conversion of CHF loans	-	-
<b>TOTAL</b>	<b>1,303</b>	<b>711</b>

Movements in provisions are included in the analysis in Note 7 Impairment losses and provisions and are recognized in profit or loss.

#### a) Movements in provisions for legal cases initiated against the Bank:

	2017 HRK 000	2016 HRK 000
<b>Balance at 1 January</b>	<b>42</b>	<b>-</b>
Increase in provisions	17	142
Release of unused amounts	-	-
<i>Net charge recognized in profit or loss (Note 7)</i>	<i>17</i>	<i>142</i>
Used during year	-	(100)
<b>Balance at 31 December</b>	<b>59</b>	<b>42</b>

## Notes to the financial statements (continued)

### 23. Provisions for liabilities and charges (continued)

#### b) Movements in provisions for identified losses on off-balance-sheet exposure to credit risk

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
<b>Balance at 1 January</b>	<b>669</b>	<b>364</b>
(Release) / charge in provisions recognised in profit or loss (Note 7)	577	305
Write offs	(2)	-
<b>Balance at 31 December</b>	<b>1,244</b>	<b>669</b>

### 24. Other liabilities

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Liabilities to suppliers	2,550	4,021
Liabilities for loan prepayments	5,186	3,847
Liabilities to employees	3,056	4,460
Liabilities for taxes and contributions	212	331
Other liabilities	3,279	2,097
<b>TOTAL</b>	<b>14,283</b>	<b>14,756</b>

### 25. Equity

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Ordinary share capital (Note 25a)	278,012	268,333
Legal reserves (Note 25b)	2,137	2,137
Accumulated losses	(52,524)	(58,119)
Fair value reserve (Note 25c)	2,741	(1,747)
<b>TOTAL</b>	<b>230,366</b>	<b>210,604</b>

#### a) Ordinary share capital

In February 2017 the Bank finished squeeze out process of minority holders of preference shares and Suzer holding became the only owner of preference shares. All preference shares were converted to ordinary shares during 2017.

## Notes to the financial statements (continued)

### 25. Equity (continued)

Ordinary share capital amounts to HRK 278,012 thousand (31 December 2016: HRK 268,333 thousand) and is divided into 73,161 ordinary shares (31 December 2016: 70,614 shares) with a nominal value of HRK 3,800.00 each.

The shareholder structure was as follows:

Shareholder	ISIN	Number of ordinary shares at 31 December 2017	% of the ordinary share capital	Number of ordinary shares at 31 December 2016	% of the ordinary share capital
SÜZER HOLDING A.S.	BRBA-R-A	73,161	100.00	70,614	100.00
<b>TOTAL</b>		<b>73,161</b>	<b>100.00</b>	<b>70,614</b>	<b>100.00</b>

#### b) Legal reserves

Legal reserves represent accumulated transfers from retained earnings in accordance with the Croatian Company Law, which stipulates that a minimum of 5% of current profits is transferred to undistributable legal reserves, until such reserves along with other capital reserves reach a minimum of 5% of the issued capital. The legal reserve can be used for covering losses from previous years if the losses are not covered from the profit of the current year, or if there are no other available reserves.

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Legal reserves	2,137	2,137
<b>TOTAL</b>	<b>2,137</b>	<b>2,137</b>

## Notes to the financial statements (continued)

### 25. Equity (continued)

#### c) Fair value reserve

Fair value reserve comprises positive fair value of HRK 3,343 thousand (negative in 2016: HRK 1,747 thousand).  
Deferred tax asset is recognized in the amount of 602 thousand.

During the year HRK 6,639 thousand was realized to profit or loss (Note 9a) (2016: HRK 13,144 thousand).

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
<i>Gross fair value reserve at 1 January</i>	(1,747)	(2,105)
<i>Deferred tax</i>	-	-
<b>Balance at 1 January</b>	(1,747)	(2,105)
Net gains/(losses) from change in fair value of available-for-sale financial assets	11,729	13,502
Deferred tax (charge)/gain on net losses from change in fair value of available-for-sale financial assets	(602)	-
Net gains on disposal of available-for-sale financial assets - transfer to income statement	(6,639)	(13,144)
Deferred tax (charge) on net gains transferred to income statement on disposal of available-for-sale financial assets - transfer to income statement	-	-
<i>Gross fair value reserve change</i>	5,090	358
<i>Deferred tax change</i>	(602)	-
<b>Balance at 31 December</b>	<b>2,741</b>	<b>(1,747)</b>

### 26. Earnings per share

As of 9 February 2017 trading with shares on the stock market ended. For 2016 for the purposes of calculating earnings per share, earnings are calculated as the loss for the period attributable to equity holders of the Bank. The number of ordinary shares is the weighted average number of ordinary shares outstanding during the year. The weighted average number of ordinary shares used for basic earnings per share in 2016 was 70,614. Given that there is no effect of options, convertible bonds or similar effect, the weighted average number of ordinary shares used for diluted earnings per share for 2016 was the same as used to calculate basic earnings per share.

	2017	2016
Profit attributable to ordinary shareholders in HRK '000	-	8,129
Weighted average number of shares	-	70,614
<b>Basic and diluted earnings per share in HRK</b>	<b>-</b>	<b>115.12</b>



## Notes to the financial statements (continued)

### 27. Related parties transactions

The Bank considers that it has an immediate related-party relationship with its key shareholders and their direct and indirect subsidiaries, the Supervisory Board members, Management Board members and other executive management (together "key management personnel"), close family members of key management personnel, and entities controlled by key management personnel or their close family members, in accordance with the definitions contained in International Accounting Standard 24 "Related Party Disclosures".

The majority owner of the Bank is Süzer Holding Anonim Sirketi which is headquartered in Turkey. In addition to an increase of ordinary share capital in 2015 the Bank also entered into banking transactions with the majority owner during the year, generating income and expense for the year, and assets and liabilities at year end.

Related party transactions as at and for the year ended 31 December 2017 and 31 December 2016 were as follows:

<b>SUZER HOLDING</b>	<b>2017</b>	<b>2016</b>
	<i>HRK 000</i>	<i>HRK 000</i>
Loans to and receivables from customers	1	12
Other receivables	-	-
	<u>1</u>	<u>12</u>
Received deposits		
Current accounts	333	275
Term deposits	7,569	8,178
Subordinated liability	<u>37,614</u>	<u>11,361</u>
Other liabilities	-	-
	<u>45,516</u>	<u>19,814</u>

## Notes to the financial statements (continued)

### 27. Related parties transactions (continued)

#### SÜZER HOLDING

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Other income	<u>9</u>	<u>4</u>
	<u>9</u>	<u>4</u>
Expenses on received deposits		
Current accounts	-	-
Term deposits	(539)	(131)
Other expenses	-	-
	<u>(539)</u>	<u>(131)</u>

#### Key management personnel

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Loans to and receivables from customers	1,646	1,916
Other receivables	-	-
	<u>1,646</u>	<u>1,916</u>
Received deposits		
Current accounts	931	511
Term deposits	4,570	3,547
Other liabilities	-	-
	<u>5,501</u>	<u>4,058</u>

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Interest income on loans to and receivables from customers	84	58
Other income	8	29
	<u>92</u>	<u>87</u>
Expenses on received deposits		
Current accounts	-	-
Term deposits	(65)	(82)
	<u>(65)</u>	<u>(82)</u>

Compensation to key management personnel was

	2017	2016
	<i>HRK 000</i>	<i>HRK 000</i>
Compensation to key management personnel	7,872	7,802
	<u>7,872</u>	<u>7,802</u>

## Notes to the financial statements (continued)

### 27. Related parties transactions (continued)

The key management personnel in the Bank are the members of the Management and Supervisory Board, procurators and executive directors and other senior management. The expense of contributions paid to mandatory pension funds in the year ended 31 December 2017 for key management personnel amounted to HRK 1,399 thousand (for year ended 31 December 2016: HRK 1,437 thousand).

Transactions with owners of preference shares are as follows:

	<b>2017</b>	<b>2016</b>
	<i>HRK 000</i>	<i>HRK 000</i>
Loans to and receivables from customers	-	-
Other receivables	-	1
	<u>-</u>	<u>1</u>
Received deposits		
Current accounts	-	178
Term deposits	-	420
Liabilities for dividends	-	357
	<u>-</u>	<u>955</u>
	<b>2017</b>	<b>2016</b>
	<i>HRK 000</i>	<i>HRK 000</i>
Interest income on loans to and receivables from customers	-	-
Other income	-	3
	<u>-</u>	<u>3</u>
Preference share dividend (recognized as interest expense)	-	(117)
Expenses on received deposits		
Term deposits	-	(10)
	<u>-</u>	<u>(127)</u>

### 28. Contingencies and commitments

Commitments include guarantees and unused overdraft facilities on current accounts of retail customers.

	<b>2017</b>	<b>2016</b>
	<i>HRK 000</i>	<i>HRK 000</i>
Issued guarantees and letter of intent	41,570	26,024
Issued letters of credit	428	3,668
Unused overdraft facilities	81,122	37,228
<b>TOTAL</b>	<u><b>123,120</b></u>	<u><b>66,920</b></u>
Identified provisions for off-balance-sheet exposure to credit risk (Note 23)	(1,244)	(669)
<b>TOTAL</b>	<u><b>121,876</b></u>	<u><b>66,251</b></u>

## Notes to the financial statements (continued)

### 29. Maximum exposure to credit risk and concentration of credit risk

#### a) Maximum exposure to credit risk

	Note	2017 HRK 000	2016 HRK 000
Current accounts with the CNB and other banks	12	50,436	32,099
Obligatory reserve with the CNB and compulsory CNB bills	14	117,774	119,967
Placements with other banks	16	2,780	2,796
Debt securities available for sale	15a)	499,097	555,462
Financial investments held to maturity	15b)	66,805	138,467
Loans to and receivables from customers	17a)	1,170,464	1,018,194
Income tax prepayment		274	274
Other assets	20	2,116	1,790
<b>Total exposure to credit risk from balance-sheet items</b>		<b>1,909,746</b>	<b>1,869,049</b>
Exposure to credit risk from off balance sheet items is as follows:			
Guarantees and letters of intent	28	41,154	25,764
Letters of credit	28	424	3,630
Unused overdraft facilities	28	80,311	36,857
<b>Total exposure to credit risk from off-balance-sheet items</b>		<b>121,889</b>	<b>66,251</b>
<b>TOTAL</b>		<b>2,031,635</b>	<b>1,935,300</b>

#### b) Concentration of credit risk

##### Concentration of credit risk towards State and local authorities

	Note	2017 HRK 000	2016 HRK 000
Current account with the CNB	12	25,480	12,212
Obligatory reserve with the CNB and compulsory CNB bills	14	117,774	119,967
Treasury bills issued by Ministry of Finance available for sale	15a)	89,999	240,296
Bonds issued by Republic of Croatia available for sale	15a)	260,973	132,356
Financial investments held to maturity	15b)	4,265	2,511
Loans		-	-
Income tax prepayment		274	274
Other receivables		53	50
Impairment allowance		(1,478)	(1,350)
<b>TOTAL</b>		<b>497,340</b>	<b>506,316</b>

The impairment allowance presented in the above table relates to unidentified losses calculated on the related balances, which is in these financial statements offset against loans to and receivables from customers and is presented for illustrative purpose only. Income tax prepayment is not a financial asset, but is also presented for illustrative purposes.

## Notes to the financial statements (continued)

### 29. Maximum exposure to credit risk and concentration of credit risk (continued)

#### b) Concentration of credit risk (continued)

Apart from exposures towards state and local authorities, the maximum exposure to credit risk towards one customer (including groups of related parties) at the end of 2017 amounted to HRK 46,597 thousand (2016: HRK 44,233 thousand).

### 30. Credit portfolio quality

The Bank applies an internal system of assessment of portfolio quality based on the assessment system prescribed by the CNB. The tables below present the credit quality by class of financial asset and ageing analysis of due outstanding receivables.

#### Collateral and other security instruments

The amount and type of the necessary collateral depends on the assessment of counterparty credit risk. The Bank has defined guidelines for acceptance of the type of collateral and evaluation of collateral.

Basic types of collateral are:

- Deposits
- Mortgages over real estate
- Charges over movable property
- Guarantees.

In the following tables, category other customers and companies from note 17 are included within corporate.

As at 31 December 2017

	Neither past due nor impaired				Total
	Low-risk grades	Standard and sub-standard grades	Past due but not impaired	Specifically impaired	
	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000
Current accounts with banks (Note 12)	-	50,436	-	-	50,436
Obligatory reserve with CNB and compulsory CNB bills (Note 14)	-	117,774	-	-	117,774
Debt securities available for sale (Note 15a)	-	499,097	-	-	499,097
Financial investments held to maturity (Note 15b)	-	66,247	558	-	66,805
Placements with other banks (Note 16)	-	2,780	-	-	2,780
Loans to and receivables from customers (Note 17a)	-	1,127,395	14,783	28,286	1,170,464
* retail	-	520,814	5,514	9,359	535,687
* corporate and other	-	606,581	9,269	18,927	634,777
Tax prepayment	-	274	-	-	274
Other assets	-	2,116	-	-	2,116
<b>TOTAL</b>	-	<b>1,866,119</b>	<b>15,341</b>	<b>28,286</b>	<b>1,909,746</b>

## Notes to the financial statements (continued)

### 30. Credit portfolio quality (continued)

As at 31 December 2016

	Neither past due nor impaired				Total HRK 000
	Low-risk grades	Standard and sub-standard grades	Past due but not impaired	Specifically impaired	
	HRK 000	HRK 000	HRK 000	HRK 000	
Current accounts with banks (Note 12)	-	32,099	-	-	32,099
Obligatory reserve with CNB and compulsory CNB bills (Note 14)	-	119,967	-	-	119,967
Debt securities available for sale (Note 15a)	-	555,462	-	-	555,462
Financial investments held to maturity (Note 15b)	-	138,255	212	-	138,467
Placements with other banks (Note 16)	-	2,796	-	-	2,796
Loans to and receivables from customers (Note 17a)	-	991,141	8,620	18,433	1,018,194
* retail	-	418,702	2,471	9,208	430,381
* corporate and other	-	572,439	6,149	9,225	587,813
Tax prepayment	-	274	-	-	274
Other assets	-	1,790	-	-	1,790
<b>TOTAL</b>	-	<b>1,841,784</b>	<b>8,832</b>	<b>18,433</b>	<b>1,869,049</b>

Analysis of past due but not impaired loans:

As at 31 December 2017

	Due up to 30 days	Due 31 - 90 days	Due 91 - 180 days	Due 181- 365 days	Due 1 to 2 years	Due over 2 years	Total
	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000
Loans to and receivables from customers	12,244	1,876	604	59	-	-	14,783
Financial investments held to maturity	558	-	-	-	-	-	558
<b>Total</b>	<b>12,802</b>	<b>1,876</b>	<b>604</b>	<b>59</b>	<b>-</b>	<b>-</b>	<b>15,341</b>

As at 31 December 2016

	Due up to 30 days	Due 31 - 90 days	Due 91 - 180 days	Due 181- 365 days	Due 1 to 2 years	Due over 2 years	Total
	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000
Loans to and receivables from customers	7,040	1,068	478	34	-	-	8,620
Financial investments held to maturity	212	-	-	-	-	-	212
<b>Total</b>	<b>7,252</b>	<b>1,068</b>	<b>478</b>	<b>34</b>	<b>-</b>	<b>-</b>	<b>8,832</b>

## Notes to the financial statements (continued)

### 30. Credit portfolio quality (continued)

Analysis of individually impaired loans (net):

As at 31 December 2017

	Undue	Due up to 30 days	Due 31 - 90 days	Due 91 – 180 days	Due 181- 365 days	Due 1 to 2 years	Due over 2 years	Total
	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000
Retail loans to and receivables from customers	1,232	-	538	1,717	3,719	397	1,756	9,359
Corporate loans to and receivables from customers	11,465	-	985	1,233	2,762	-	2,482	18,927
Financial investments held to maturity	-	-	-	-	-	-	-	-
<b>Total</b>	<b>12,697</b>	<b>-</b>	<b>1,523</b>	<b>2,950</b>	<b>6,481</b>	<b>397</b>	<b>4,238</b>	<b>28,286</b>

As at 31 December 2016

	Undue	Due up to 30 days	Due 31 - 90 days	Due 91 – 180 days	Due 181- 365 days	Due 1 to 2 years	Due over 2 years	Total
	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000	HRK 000
Retail loans to and receivables from customers	1,313	88	208	1,621	2,977	962	2,039	9,208
Corporate loans to and receivables from customers	1,176	640	381	1	1	4,477	2,549	9,225
Financial investments held to maturity	-	-	-	-	-	-	-	-
<b>Total</b>	<b>2,489</b>	<b>728</b>	<b>589</b>	<b>1,622</b>	<b>2,978</b>	<b>5,439</b>	<b>4,588</b>	<b>18,433</b>

Analysis of due amounts is based on the highest delay category per individual exposures.

Undue individually impaired loans relate to restructured loans retained in category impaired after restructuring.

## Notes to the financial statements (continued)

### 31. Maturity profile of assets and liabilities

Assets and liabilities are allocated within time buckets according to their remaining contractual maturity period. Obligatory reserve is analyzed according to the time buckets of the funds representing the base for its calculation. Open-ended investment funds available for sale are presented in bucket to 1 month, based on their high secondary liquidity. Other items without contractual maturity are presented in the bucket over 3 years.

As at 31 December 2017		HRK 000				
ASSETS	Up to 1 month	1 to 3 months	3 to 12 months	1 to 3 years	Over 3 years	Total
Cash and current accounts with banks	92,876	-	-	-	-	92,876
Obligatory reserve with CNB and compulsory CNB bills	28,201	11,978	-	74,191	3,404	117,774
Financial assets available for sale	77,999	-	25,459	75,050	398,588	577,096
Financial investments held to maturity	15,460	36,154	15,191	-	-	66,805
Loans to and receivables from customers	100,978	62,891	217,711	322,387	466,497	1,170,464
Placements with other banks	-	526	2,254	-	-	2,780
Property, plant and equipment	-	-	-	-	40,958	40,958
Intangible assets	-	-	-	-	5,512	5,512
Foreclosed assets	-	-	-	-	1,050	1,050
Income tax prepayment	-	-	-	-	274	274
Other assets	3,007	-	-	-	-	3,007
<b>TOTAL ASSETS</b>	<b>318,521</b>	<b>111,549</b>	<b>260,615</b>	<b>471,628</b>	<b>916,283</b>	<b>2,078,596</b>
<b>LIABILITIES</b>						
Current accounts and deposits from banks and financial institutions	6,483	35,334	58,392	-	-	100,209
Current accounts and deposits from customers	395,577	135,439	612,070	387,303	48,536	1,578,925
Liabilities for preference shares	-	-	-	-	-	-
Interest-bearing borrowings	7,714	594	2,964	63,536	41,087	115,895
Subordinated liability	-	46	-	-	37,569	37,615
Provisions for liabilities and charges	-	-	-	-	1,303	1,303
Other liabilities	13,680	-	2	-	601	14,283
<b>TOTAL LIABILITIES</b>	<b>423,454</b>	<b>171,413</b>	<b>673,428</b>	<b>450,839</b>	<b>129,096</b>	<b>1,848,230</b>
<b>EQUITY</b>						
Ordinary share capital	-	-	-	-	278,012	278,012
Legal and other reserves	-	-	-	-	2,137	2,137
Fair value reserve	(1)	(6)	8	-	2,740	2,741
Accumulated losses	-	-	-	-	(52,524)	(52,524)
<b>TOTAL EQUITY</b>	<b>(1)</b>	<b>(6)</b>	<b>8</b>	<b>-</b>	<b>230,365</b>	<b>230,366</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>423,453</b>	<b>171,407</b>	<b>673,436</b>	<b>450,839</b>	<b>359,461</b>	<b>2,078,596</b>
<b>MATURITY GAP</b>	<b>(104,932)</b>	<b>(59,858)</b>	<b>(412,821)</b>	<b>20,789</b>	<b>556,822</b>	<b>-</b>



## Notes to the financial statements (continued)

### 31. Maturity profile of assets and liabilities (continued)

As at 31 December 2016

HRK 000

ASSETS	Up to 1 month	1 to 3 months	3 to 12 months	1 to 3 years	Over 3 years	Total
Cash and current accounts with banks	67,970	-	-	-	-	67,970
Obligatory reserve with CNB and compulsory CNB bills	25,077	14,331	54,306	23,554	2,699	119,967
Financial assets available for sale	172,405	887	242,152	16,398	295,707	727,549
Financial investments held to maturity	32,141	13,138	93,188	-	-	138,467
Loans to and receivables from customers	111,408	47,009	202,078	319,724	337,975	1,018,194
Placements with other banks	-	529	2,267	-	-	2,796
Property, plant and equipment	-	-	-	-	43,163	43,163
Intangible assets	-	-	-	-	7,102	7,102
Foreclosed assets	-	-	-	-	1,357	1,357
Income tax prepayment	-	-	-	-	274	274
Other assets	2,516	-	-	-	-	2,516
<b>TOTAL ASSETS</b>	<b>411,517</b>	<b>75,894</b>	<b>593,991</b>	<b>359,676</b>	<b>688,277</b>	<b>2,129,355</b>
<b>LIABILITIES</b>						
Current accounts and deposits from banks and financial institutions	15,820	19,194	62,802	529	-	98,345
Current accounts and deposits from customers	348,245	188,849	725,588	341,412	39,176	1,643,270
Liabilities for preference shares	357	-	-	-	9,679	10,036
Interest-bearing borrowings	70,125	361	1,704	4,123	63,959	140,272
Subordinated liability	-	24	-	-	11,337	11,361
Provisions for liabilities and charges	-	-	-	-	711	711
Other liabilities	14,756	-	-	-	-	14,756
<b>TOTAL LIABILITIES</b>	<b>449,303</b>	<b>208,428</b>	<b>790,094</b>	<b>346,064</b>	<b>124,862</b>	<b>1,918,751</b>
<b>EQUITY</b>						
Ordinary share capital	-	-	-	-	268,333	268,333
Legal and other reserves	-	-	-	-	2,137	2,137
Fair value reserve	46	-	(852)	227	(1,168)	(1,747)
Accumulated losses	-	-	-	-	(58,119)	(58,119)
<b>TOTAL EQUITY</b>	<b>46</b>	<b>-</b>	<b>(852)</b>	<b>227</b>	<b>211,183</b>	<b>210,604</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>449,349</b>	<b>208,428</b>	<b>789,242</b>	<b>346,291</b>	<b>336,045</b>	<b>2,129,355</b>
<b>MATURITY GAP</b>	<b>(37,831)</b>	<b>(132,534)</b>	<b>(195,251)</b>	<b>13,385</b>	<b>352,231</b>	<b>-</b>

## Notes to the financial statements (continued)

### 32. Exposure to foreign currency risk

Foreign currency structure of the balance sheet is presented in the following tables:

As at 31 December 2017

HRK 000

ASSETS	EUR (and EUR linked)	USD	CHF	Other currencies	HRK	Total
Cash and current accounts with banks	37,322	9,160	3,421	3,050	39,923	92,876
Obligatory reserve with CNB and compulsory CNB bills	-	-	-	-	117,774	117,774
Financial assets available for sale	310,370	19,108	-	-	247,618	577,096
Financial investments held to maturity	3,687	-	-	-	63,118	66,805
Loans to and receivables from customers	792,771	4,351	5,469	-	367,873	1,170,464
Placements with other banks	2,780	-	-	-	-	2,780
Property, plant and equipment	-	-	-	-	40,958	40,958
Intangible assets	-	-	-	-	5,512	5,512
Foreclosed assets	-	-	-	-	1,050	1,050
Income tax prepayment	-	-	-	-	274	274
Other assets	-	-	-	-	3,007	3,007
<b>TOTAL ASSETS</b>	<b>1,146,930</b>	<b>32,619</b>	<b>8,890</b>	<b>3,050</b>	<b>887,107</b>	<b>2,078,596</b>
<b>LIABILITIES</b>						
Current accounts and deposits from banks and financial institutions	27,876	-	-	-	72,333	100,209
Current accounts and deposits from customers	1,032,528	34,786	7,653	1,385	502,573	1,578,925
Liabilities for preference shares	-	-	-	-	-	-
Interest-bearing borrowings	26,734	-	-	-	89,161	115,895
Subordinated liability	37,615	-	-	-	-	37,615
Provisions for liabilities and charges	-	-	-	-	1,303	1,303
Other liabilities	-	-	-	-	14,283	14,283
<b>TOTAL LIABILITIES</b>	<b>1,124,753</b>	<b>34,786</b>	<b>7,653</b>	<b>1,385</b>	<b>679,653</b>	<b>1,848,230</b>
<b>EQUITY</b>						
Ordinary share capital	-	-	-	-	278,012	278,012
Legal and other reserves	-	-	-	-	2,137	2,137
Fair value reserve	-	-	-	-	2,741	2,741
Accumulated losses	-	-	-	-	(52,524)	(52,524)
<b>TOTAL EQUITY</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>230,366</b>	<b>230,366</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>1,124,753</b>	<b>34,786</b>	<b>7,653</b>	<b>1,385</b>	<b>910,019</b>	<b>2,078,596</b>
<b>NET ASSETS/ LIABILITIES AND EQUITY</b>	<b>22,177</b>	<b>(2,167)</b>	<b>1,237</b>	<b>1,665</b>	<b>(22,912)</b>	<b>-</b>

## Notes to the financial statements (continued)

### 32. Exposure to foreign currency risk (continued)

As at 31 December 2016

HRK 000

ASSETS	EUR (and EUR linked)	USD	CHF	Other currencies	HRK	Total
Cash and current accounts with banks	11,067	10,176	3,893	3,207	39,627	67,970
Obligatory reserve with CNB and compulsory CNB bills	-	-	-	-	119,967	119,967
Financial assets available for sale	514,147	15,838	-	-	197,564	727,549
Financial investments held to maturity	2,126	-	-	-	136,341	138,467
Loans to and receivables from customers	747,274	7,673	8,234	-	255,013	1,018,194
Placements with other banks	2,796	-	-	-	-	2,796
Property, plant and equipment	-	-	-	-	43,163	43,163
Intangible assets	-	-	-	-	7,102	7,102
Foreclosed assets	-	-	-	-	1,357	1,357
Income tax prepayment	-	-	-	-	274	274
Other assets	-	-	-	-	2,516	2,516
<b>TOTAL ASSETS</b>	<b>1,277,410</b>	<b>33,687</b>	<b>12,127</b>	<b>3,207</b>	<b>802,924</b>	<b>2,129,355</b>
<b>LIABILITIES</b>						
Current accounts and deposits from banks and financial institutions	28,719	-	-	-	69,626	98,345
Current accounts and deposits from customers	1,208,960	34,196	8,998	523	390,593	1,643,270
Liabilities for preference shares	-	-	-	-	10,036	10,036
Interest-bearing borrowings	12,665	-	-	-	127,607	140,272
Subordinated liability	11,361	-	-	-	-	11,361
Provisions for liabilities and charges	-	-	-	-	711	711
Other liabilities	-	-	-	-	14,756	14,756
<b>TOTAL LIABILITIES</b>	<b>1,261,705</b>	<b>34,196</b>	<b>8,998</b>	<b>523</b>	<b>613,329</b>	<b>1,918,751</b>
<b>EQUITY</b>						
Ordinary share capital	-	-	-	-	268,333	268,333
Legal and other reserves	-	-	-	-	2,137	2,137
Fair value reserve	-	-	-	-	(1,747)	(1,747)
Accumulated losses	-	-	-	-	(58,119)	(58,119)
<b>TOTAL EQUITY</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>210,604</b>	<b>210,604</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>1,261,705</b>	<b>34,196</b>	<b>8,998</b>	<b>523</b>	<b>823,933</b>	<b>2,129,355</b>
<b>NET ASSETS/ LIABILITIES AND EQUITY</b>	<b>15,705</b>	<b>-509</b>	<b>3,129</b>	<b>2,684</b>	<b>(21,009)</b>	<b>-</b>

## Notes to the financial statements (continued)

### 32. Exposure to foreign currency risk (continued)

#### Sensitivity of profit and loss to exchange rate fluctuations

The table below represents sensitivity of the profit or loss to exchange rate fluctuations. The effect of exchange rate fluctuations is presented using VaR (value-at-risk - 500 observations and 99% confidence level) on the currencies for which the Bank has significant exposures as follows:

Currency risk	2017	2016
Maximum overall open foreign currency position including options (% of the regulatory capital)	14.99%	16.99%
Open FX position including options in u EUR (% of the regulatory capital)	13.92%	13.99%
Open FX position including options in u USD (% of the regulatory capital)	1.03%	0.46%
VaR (EUR) / open FX position of the Bank in EUR (% of the regulatory capital)	0.15%	0.17%
VaR (USD) / open FX position of the Bank in USD (% of the regulatory capital)	0.79%	1.02%

### 33. Exposure to interest-rate risk

The following table shows sensitivity of Bank equity (economic value) to reasonable interest rate movements (parallel shift), on condition that all other variables are constant. The sensitivity presented below is prepared based on methodology used to prepare sensitivity report "EVKI" as reported to regulator (Croatian National Bank).

Currency	Changes in interest rate	Sensitivity of equity value to interest rate movements		2017	
		HRK 000	Changes in interest rate	HRK 000	Sensitivity of equity value to interest rate movements
HRK	100 bp	9,454	200 bp	18,908	
EUR	100 bp	3,308	200 bp	6,616	
Other	100 bp	558	200 bp	1,116	
<b>TOTAL</b>		<b>13,320</b>		<b>26,640</b>	

Currency	Changes in interest rate	Sensitivity of equity value to interest rate movements		2016	
		HRK 000	Changes in interest rate	HRK 000	Sensitivity of equity value to interest rate movements
HRK	100 bp	3,635	200 bp	7,271	
EUR	100 bp	12,066	200 bp	24,132	
Other	100 bp	701	200 bp	1,402	
<b>TOTAL</b>		<b>16,402</b>		<b>32,805</b>	

## Notes to the financial statements (continued)

### 33. Exposure to interest-rate risk (continued)

Analysis of loans by type of interest rate

	As at 31 December 2017		As at 31 December 2016	
	Interest rate type			
	Fixed	Variable	Fixed	Variable
Assets	61.83%	38.17%	64.44%	35.56%
Liabilities	81.17%	18.83%	84.10%	15.90%

#### Average effective interest rates

The average effective interest rates for interest-earning financial assets and interest-bearing financial liabilities during the year calculated on average quarterly balances for the Bank are as follows:

	2017 Effective interest rate	2016 Effective interest rate
Cash and current accounts with banks	(0.06%)	(0.10%)
Obligatory reserve with the CNB and compulsory CNB bills	-	-
Placements with other banks	0.42%	0.58%
Debt securities available for sale	1.12%	1.65%
Financial assets held to maturity	4.90%	6.56%
Loans to and receivables from customers	6.76%	7.33%
Current accounts and deposits from banks and financial institutions	1.40%	2.11%
Current accounts from customers	0.07%	0.15%
Term deposits from customers	1.53%	2.29%
Liability for preference shares	0.00%	8.00%
Interest-bearing borrowings	1.20%	1.49%
Subordinated liability	1.45%	1.45%

### 34. Exposure to price risk

The Bank's investment in open-ended investment funds represent its exposure to price risk.

Sensitivity to price risk	Impact on other comprehensive income before tax 2017 HRK'000	Impact on other comprehensive income before tax 2016 HRK'000
	Change in price by $\pm$ 3%	2,340/(2,340)

## Notes to the financial statements (continued)

### 35. Risk and capital management

Note 35 complements notes 29 to 34, whereby note 35 provides general risk management policies and principles, notes 29 to 34 provide quantitative disclosures of exposure to various risks.

#### a) Financial risk management

The operations of the Bank are exposed to various types of risk, which arise from the uncontrollable character of the financial market. The Bank tries to control and minimize the risks. The most significant types of financial risk to which the Bank is exposed are credit risk, liquidity risk and market risk. Market risk includes the risk of change of interest rates, risk of change of foreign exchange rates and change of market value of securities.

#### b) Credit risk

Credit risk is the most significant type of risk to which the Bank is exposed in its operations. Credit risk arises from the inability of the other party to service their liabilities as they fall due. The Bank monitors the exposure to credit risk and the quality of the portfolio on a regular basis.

Credit risk management is principally implemented through the selection of customers with good credit-standing and seeking adequate collateral.

In granting placements, the quality, i.e. creditworthiness of the customer, is the main criteria. The Bank additionally reduces exposure to credit risk by securing placements with collateral. The Bank has established a Risk Assessment and Measurement Unit, (within the Risk Management Department) in charge of regular credit risk management and monitoring. Risk Management Department also participates in the process of granting all significant placements, as well as in the process of approving the Bank's lending policies.

In measurement of credit risk of loans and advances to customers and banks, the Bank uses three major factors:

- (i) the creditworthiness;
- (ii) regular settlement of contractual obligations;
- (iii) the quality of collateral, as explained below.

i) The Bank assesses creditworthiness using internal rating tools. They have been developed internally and combine statistical and empirical analysis based on loan officers' judgment, and if required, they are assessed in comparison with available external data. Placements with customers are divided into three categories of evaluation: fully recoverable loans (group A), partially recoverable (group B) and irrecoverable placements (group C).

ii) Settlement of obligations means payment of all obligations within contractual maturities, without establishing a new receivable.

(iii) The quality of the collateral is determined by marketability, protection of legal documentation and the possibility of enforcing collection.

## Notes to the financial statements (continued)

### 35. Risk and capital management (continued)

#### b) Credit risk (continued)

The Bank structures the levels of credit risk by placing limits on the amount of risk accepted in relation to one borrower and a group of related parties, and industrial segments. Limits on the level of credit risk by industry sectors are regularly reviewed.

Exposure to credit risk is also managed by regular analysis of the ability of borrowers and potential borrowers to meet all obligations to the Bank and by changing lending limits where appropriate. The assessment of possible losses is monitored on a regular basis to enable timely identification of such placements and calculation of impairment losses.

#### c) Liquidity risk

Liquidity risk represents the risk that the Bank will not be able to settle its liabilities as they fall due, and finance or liquidate assets on the basis of acceptable prices.

In order to ensure the quality of funding sources, the Bank funds itself from various sources: deposits of retail customers, special participations, assets from the money market funds, and share capital, which reduces dependence on only one source, and consequently liquidity risk.

The Bank prepares strategies in order to ensure that the needs of the Bank for cash funds in certain currencies are covered. The Bank's strategy is oriented towards ensuring adequate liquidity level which meets both estimated and unforeseen needs for cash funding. In case of an unforeseen need for cash funds, the Bank could take actions such as control of the Bank's credit activity, withdrawal of the available lines of credit and other necessary measures.

The Bank manages its assets and sources of funding taking into consideration financial flows, cash flows and concentrations, all with the aim of matching the cash inflows and outflows of the Bank. Such management includes the identification of known, expected and potential cash outflows and making different strategies of assets and liabilities management in order to ensure the needs of the Bank for cash inflows. Accordingly, liquidity risk management system includes: assessment and measurement of liquidity risk exposure, setting and monitoring limits as well as reporting on their utilization.

Liquidity risk management is achieved by operational short-term liquidity management and long-term liquidity management.

The Management Board of the Bank is responsible for liquidity risk management.

#### d) Market risk

- *Foreign currency risk* mainly arises from transactions in EUR, USD and CHF, or linked to EUR, USD, CHF and to a lesser extent, other currencies.

Control and mitigation of foreign currency risk is implemented by monitoring foreign currency deposit and simultaneous contracting of loans with foreign currency clause. Foreign currency risk is controlled on a daily basis, according to regulatory, but also internally determined limits of certain currencies.

## Notes to the financial statements (continued)

### 35. Risk and capital management (continued)

#### d) Market risk (continued)

The Bank directs its business activities trying to minimize gaps between assets and liabilities denominated in foreign currency directly or with foreign currency clauses. The Bank manages its assets and liabilities by matching certain foreign currency assets with liabilities in order to optimize the risk and profitability relationship due to currency movements.

- *Interest rate risk* is the risk of change of the prices of financial assets available for sale as a result of the changes in interest rates. Interest rate risk is controlled through monitoring the interest rate sensitivity of assets and liabilities.

Risk management activities are mainly carried out in the context of the Bank's sensitivity to interest rate changes. Exposure to interest rate risk is the result of mismatch between assets and liabilities, which carry variable and /or fixed rates and / or repriced at a different time and it is monitored using the analysis of mismatch between assets and liabilities.

The objective of interest rate risk management is to ensure an optimal and stable net interest margin. In accordance with its asset and liability management policy, the Bank monitors the mismatch between assets and liabilities in the statement of financial position, using various criteria for possible change of interest rate. The calculation represents the amount of changes in the value of equity resulting from simultaneous changes in interest rates by 100 basis points (stress test 200 basis points). The above amount should be within 10% change of economic value of regulatory capital.

- *Price risk* is the risk that the fair value or future cash flows of a financial instrument will fluctuate as a result of changes in market prices (other than fluctuations resulting from currency and interest rate), whether those changes are caused by factors specific to the individual instrument or its issuer or factors affecting all instruments traded in the market. The Bank's investment in open-ended investment funds represent its exposure to price risk.

#### e) Capital management

The primary goals of the Bank related to capital management are alignment with all legal capital requirements, by concurrently retaining sufficient capital adequacy for the purpose of supporting business activity, in order to maximise the value for shareholders.

The Bank manages the structure of equity and risks arising from its business activity.

The Bank's regulatory capital requirements were based on Basel III in 2017 and 2016.

The Bank's regulatory capital consists of Tier 1 capital (all qualifies as Common Equity Tier 1 ("CET1") capital, which includes ordinary share capital, accumulated losses, reserves and loss for the period after adjustment intangible assets. In 2016 The Bank's regulatory capital consists of Tier 1 capital (all qualifies as Common Equity Tier 1 ("CET1") capital, which includes ordinary share capital, 40% of preference shares, accumulated losses, reserves and loss for the period after adjustment intangible assets. In 2017 the HRK 37,568 thousand of subordinated liability contracted in 2016 and 2017 is included fully in Tier 2 capital (2016: 11,337 thousand).



## Notes to the financial statements (continued)

### 35. Risk and capital management (continued)

#### e) Capital management (continued)

The table below summarises the composition of regulatory capital and ratios of the Bank (risk weighted assets have been unaudited as of the date of the issuance of these financial statements):

	Unaudited 31 December 2017 <i>HRK 000</i>	Audited 31 December 2016 <i>HRK 000</i>
<b>Regulatory capital</b>		
Issued ordinary share capital and preference shares	278,012	272,205
Reserves – legal	2,137	2,137
Losses in previous years	(57,762)	(67,556)
Subordinated liability	37,568	11,337
<b>Total qualifying capital of the bank</b>	<b>259,955</b>	<b>218,123</b>
Adjustment for intangible assets	(5,512)	(7,102)
Adjustment for financial assets available for sale	(577)	(728)
Adjustment for negative revaluation reserve	2,741	(4,046)
Other adjustment for regulatory capital	(4,858)	-
<b>Total regulatory capital</b>	<b>251,749</b>	<b>206,247</b>
<b>Risk-weighted assets</b>		
Credit risk-weighted assets	1,253,620	1,182,804
Exposure to operational risk	116,697	94,358
Exposure to currency risk	37,772	19,763
<b>Total risk weighted assets</b>	<b>1,408,089</b>	<b>1,296,925</b>
<b>Common Equity Tier 1 capital ratio</b>	<b>15.21%</b>	<b>15.03%</b>
<b>Tier 1 capital ratio</b>	<b>15.21%</b>	<b>15.03%</b>
<b>Total capital adequacy ratio</b>	<b>17.88%</b>	<b>15.90%</b>

Prescribed minimal capital ratios in accordance with Article 92 of the Capital Requirements Regulation are as follows:

- Common Equity Tier 1 capital ratio of 4.5% of the total risk exposure amount,
- Tier 1 capital ratio of 6% of the total risk exposure amount,
- Total capital ratio of 8% of the total risk exposure amount.

In addition to regulatory prescribed minimal capital adequacy ratios and in accordance with Articles 117 and 130 of CNB's Credit Institutions Act and Articles 129 and 133 of CRD IV, the Bank is also obliged to maintain specifically set capital buffers.

The Bank is compliant with the CNB prescribed total capital ratio in both 2017 and 2016.

#### f) Operational risk management

Operational risk represents risk of loss due to inadequate or unsuccessful internal processes, employees or due to external events.

## Notes to the financial statements (continued)

### f) Operational risk management (continued)

Responsibility for the implementation of operational risk management system and control of operational risk management at the level of the Bank is assigned to the Risk control function.

### 36. Fair values

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Bank has access at that date. The fair value of a liability reflects its non-performance risk.

#### Cash and balances with Croatian National Bank

The carrying value of cash and balances with the CNB approximate their fair value due to short-term maturity of these financial instruments.

#### Placements with other banks

Placements with other banks are stated at amortized cost. The fair value calculated by discounting the expected future cash flows of principal and interest is not significantly different from their book values in light of their short-term maturities.

#### Loans and advances

Management has considered the fair value of loans and advances. As most of the Bank's loan portfolio is contracted with variable interest rates and the Bank's portfolio of loans and advances with fixed rates and longer-term maturity were predominantly originated recently, management considers that the fair value of the overall portfolio of loans and advances, calculated by discounting expected future principal and interest cash flows (assuming that loan repayments will occur at contractual repayment dates taking into account existing identified impairment losses) would not be significantly different from the carrying amount before allowances for unidentified impairment losses. The fair value of non-performing loans to customers is estimated using a discounted cash flow analysis.

It is not possible for the Bank to estimate the difference between the effect of the unidentified impairment losses calculated in accordance with the CNB regulations, which are included in the carrying value of loans and advances, and the effect on the discounted cash flow calculations referred to above as an estimate of the fair value of expected future losses which would reduce future cash flows.

#### Financial investments held to maturity

The fair value of financial investments held to maturity, in the opinion of the Management Board, also approximates their book value, given that these are short – term instruments.

#### Deposits from banks and customers

For demand deposits, fair value is taken to be the amount payable on demand at the reporting date. The estimated fair value of fixed-maturity deposits is based on discounted cash flows using rates currently offered for deposits of similar remaining maturities. The value of long-term relationships with depositors is not taken into account in estimating fair values. As most of the Bank's deposits with fixed interest rates are due within one year, although the interest rate being above the market rate, there is no significant difference between the fair value of these deposits and their carrying value.

#### Interest-bearing borrowings

Due to its short-term nature, the carrying value approximates the fair value.

## Notes to the financial statements (continued)

### 36. Fair values (continued)

#### Determination of fair value and fair value hierarchy

The Bank uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation technique:

- Level 1: quoted (unadjusted) prices in active markets for identical assets or liabilities
- Level 2: other techniques for which all inputs which have significant effect on the recorded fair value are observable, either directly or indirectly
- Level 3: techniques which use inputs which have a significant effect on the recorded fair value that are not based on observable market data.

There were no transfers between levels in 2017 and 2016.

	LEVEL 1 HRK 000	LEVEL 2 HRK 000	LEVEL 3 HRK 000	2017 TOTAL HRK 000
<b>Financial assets</b>				
Financial assets available for sale	-	-	-	-
Local Government bonds	260,973	-	-	260,973
Local treasury bills	-	89,999	-	89,999
Foreign sovereign bonds	129,017	-	-	129,017
Foreign corporate bonds	19,108	-	-	19,108
Cash funds	77,999	-	-	77,999
<b>Total financial assets</b>	<b>487,097</b>	<b>89,999</b>	<b>-</b>	<b>577,096</b>

	LEVEL 1 HRK 000	LEVEL 2 HRK 000	LEVEL 3 HRK 000	2016 TOTAL HRK 000
<b>Financial assets</b>				
Financial assets available for sale				
Local Government bonds	132,356	-	-	132,356
Local treasury bills	-	240,296	-	240,296
Foreign sovereign bonds	182,810	-	-	182,810
Cash funds	172,087	-	-	172,087
<b>Total financial assets</b>	<b>487,253</b>	<b>240,296</b>	<b>-</b>	<b>727,549</b>

## Appendix 1 – Supplementary schedules for CNB

Croatian National Bank adopted on 3 April 2017 the Decision on the Structure and Content of the Financial Statements of Banks (Official Gazette 30/17) and correction of Decision on the Structure and Content of the Financial Statements of Banks (Official Gazette 44/17) on 5 May 2017.

Supplementary schedules for the CNB prepared pursuant to the above Decision are presented below along with the reconciliation of the supplementary schedules for CNB with the statutory financial statements, prepared in accordance with the accounting regulations applicable for banks in Croatia.

### INCOME STATEMENT for the period 01.01.2017. to 31.12.2017.

Amounts in HRK

Position name	AOP code	Previous period	Current period
1	2	4	5
1. Interest income	048	79.326.355	83.466.788
2. (Interest expense)	049	33.172.511	26.575.255
<b>3. Net interest income</b>	<b>050</b>	<b>46.153.844</b>	<b>56.891.533</b>
4. Fee and commission income	051	10.772.431	13.388.211
5. (Fee and commission expense)	052	3.275.014	3.685.270
<b>6. Net fee and commission income</b>	<b>053</b>	<b>7.497.417</b>	<b>9.702.941</b>
7. Gain/(losses) from investment in subsidiaries, associates and joint ventures	054	0	0
8. Gains/(losses) from trading activities	055	5.115.855	5.180.889
9. Gains/(losses) from embedded derivatives	056	2.062	0
10. Gains/(Losses) from assets which are not traded, but are designated at fair value value through profit or loss	057	0	0
11. Gains/(losses) from activities related to available for sale financial assets	058	13.143.923	6.638.773
12. Gains/(losses) from activities related to held to maturity investments	059	0	0
13. Gains/(Losses) from hedging transactions	060	0	0
14. Income from investments in subsidiaries, associates and joint ventures	061	0	0
15. Income from equity investments	062	0	0
16. Gains/(losses) from foreign exchange differences	063	-135.763	-521.624
17. Other income	064	2.407.711	1.397.391
18. Other expenses	065	3.510.540	2.723.740
19. General administrative expenses and depreciation	066	52.945.347	56.350.504
<b>20. Net income from operations before impairment and other provisions (050+053 to 064-065-066)</b>	<b>067</b>	<b>17.729.161</b>	<b>20.215.658</b>
21. Impairment losses and provisions	068	9.600.549	14.977.490
<b>22. PROFIT/(LOSS) BEFORE TAX</b>	<b>069</b>	<b>8.128.612</b>	<b>5.238.169</b>
<b>23. INCOME TAX</b>	<b>070</b>		
<b>24. PROFIT/(LOSS) FOR THE PERIOD</b>	<b>071</b>	<b>8.128.612</b>	<b>5.238.169</b>

## Appendix 1 – Supplementary schedules for CNB (continued)

BALANCE SHEET AS AT 31.12.2017.

Amounts in HRK

Position name	AOP code	Previous period	Current period
1	2	4	5
<b>ASSETS</b>			
1. Cash and deposits with CNB (002+003)	001	168.050.908	185.693.724
1.1. Cash	002	35.871.840	42.440.028
1.2. Deposits with the CNB	003	132.179.068	143.253.697
2. Deposits with banking institutions	004	22.683.035	27.735.960
3. MF treasury bills and CNB bills	005	240.296.512	89.998.623
4. Securities and other financial instruments held for trading	006	-	-
5. Securities and other financial instruments available for sale	007	484.191.893	487.097.420
6. Securities and other financial instruments held to maturity	008	138.677.618	66.804.960
7. Securities and other financial instruments which are not actively traded, but are designated at fair value through profit or loss	009	-	-
8. Derivative financial assets	010	-	-
9. Loans to financial institutions	011	4.924.720	-
10. Loans to other clients	012	1.018.857.401	1.170.465.759
11. Investments in subsidiaries, associates and joint ventures	013	-	-
12. Foreclosed assets	014	1.356.603	1.049.873
13. Tangible assets (net of depreciation)	015	43.162.085	40.957.691
14. Interest, fees and other assets	016	16.412.129	9.137.367
<b>A) TOTAL ASSETS (001+004 to 016)</b>	<b>017</b>	<b>2.138.612.904</b>	<b>2.078.941.378</b>
<b>LIABILITIES</b>			
1. Borrowings from financial institutions (019+020)	018	139.641.414	115.895.183
1.1. Short-term borrowings	019	70.035.069	9.179.248
1.2. Long-term borrowings	020	69.606.345	106.715.935
2. Deposits (022 to 024)	021	1.726.288.741	1.679.478.881
2.1. Giro and current accounts	022	264.210.463	307.044.769
2.2. Saving deposits	023	222.078	-
2.3. Term deposits	024	1.461.856.200	1.372.434.112
3. Other borrowings (026+027)	025	-	-
3.1. Short-term borrowings	026	-	-
3.2. Long-term borrowings	027	-	-
4. Liabilities arising from derivatives and other liabilities held for trading	028	-	-
5. Issued debt securities (030+031)	029	-	-
5.1. Short-term issued debt securities	030	-	-
5.2. Long-term issued debt securities	031	-	-
6. Issued subordinate instruments	032	11.336.681	37.614.535
7. Issued hybrid instruments	033	-	-
8. Interest, fees and other liabilities	034	50.740.884	15.586.300
<b>B) TOTAL LIABILITIES (018+021+025+028+029+032+033+034)</b>	<b>035</b>	<b>1.928.007.720</b>	<b>1.848.574.899</b>
<b>EQUITY</b>			
1. Share capital	036	268.333.200	278.011.800
2. Profit (loss) for the year	037	8.128.612	5.238.169
3. Retained earnings/(loss)	038	- 66.247.177	- 57.761.864
4. Legal reserves	039	2.137.362	2.137.362
5. Statutory and other capital reserves	040	-	-
6. Unrealised gain/(loss) on value adjustments of assets available for sale	041	- 1.746.813	2.741.011
7. Hedge accounting reserves	042	-	-
<b>C) TOTAL EQUITY (036 to 042)</b>	<b>043</b>	<b>210.605.184</b>	<b>230.366.478</b>
<b>D) TOTAL LIABILITIES AND EQUITY (035+043)</b>	<b>044</b>	<b>2.138.612.904</b>	<b>2.078.941.378</b>

## Appendix 1 – Supplementary schedules for CNB (continued)

**CASH FLOW STATEMENT - Indirect method in the period from 01.01.2017. to 31.12.2017.**  
**Amounts in HRK**

Position name	AOP code	Previous period	Current period
1	2	4	5
<b>OPERATING ACTIVITIES</b>			
<b>1. Cash flow from operating activities before changes in operating assets (002 to 007)</b>	<b>001</b>	23.217.231	25.908.442
1.1. Profit / (loss) before tax	002	8.128.612	5.238.169
1.2. Impairment	003	9.500.351	14.977.490
1.3. Depreciation	004	6.571.693	5.692.783
1.4. Net unrealised profit/(loss) from financial assets and liabilities at fair value through income statement	005	0	0
1.5. (Gains) / losses from sale of tangible assets	006	-983.425	0
1.6. Other (gains)/losses	007	0	0
<b>2. Net (increase)/decrease in operating assets (009 to 016)</b>	<b>008</b>	-780.894.615	-10.166.268
2.1. Deposits with CNB	009	-31.180.664	2.193.539
2.2. MF treasury bills and CNB bills	010	-194.827.058	150.314.221
2.3. Deposits with banking institutions	011	28.586	0
2.4. Loans to other clients	012	-280.842.366	-167.250.160
2.5. Securities and other financial instruments held for trading	013	0	0
2.6. Securities nad other financial instruments available for sale	014	-273.641.400	4.999.942
2.7. Securities and other financial instruments that are not actively traded but are evaluated at fair value through income statement	015	0	0
2.8. Other operating assets	016	-431.713	-423.810
<b>3. Net increase/(decrease) in operating liabilities (018 to 021)</b>	<b>017</b>	623.768.703	-72.050.864
3.1. Current accounts	018	153.376.977	41.446.799
3.2. Saving accounts and time deposits	019	464.368.354	-103.583.138
3.3. Derivative financial liabilities and other financial liabilities held for sale	020	0	0
3.4. Other liabilities	021	6.023.372	-9.914.525
<b>4. Net cash flow from operating activities before tax (001+008+017)</b>	<b>022</b>	-133.908.681	-56.308.690
5. Paid income tax	023		
<b>6. Net cash inflow / (outflow) from operating activities (022+023)</b>	<b>024</b>	-133.908.681	-56.308.690
<b>INVESTMENT ACTIVITIES</b>			
<b>7. Net cash flow from investing activities(026 to 030)</b>	<b>025</b>	-76.127.631	69.659.624
7.1. Cash receipts from (payments to acquire) tangible and intangible assets	026	-6.300.937	-2.002.457
7.2. Cash receipts from the disposal of (payments for the investment in) subsidiaries, associates and joint ventures	027	0	0
7.3. Cash receipts from sales of (cash payments to acquire) securities and other financial instruments held until maturity	028	-69.826.694	71.662.081
7.4. Dividends received	029	0	0
7.5. Other receipts from (payments for) investments	030	0	
<b>FINANCIAL ACTIVITIES</b>			
<b>8. Net cash flow from financing activities (032 to 037)</b>	<b>031</b>	143.265.379	11.554.678
8.1. Net increase / (decrease) in received loans	032	131.928.698	-24.377.672
8.2. Net increase / (decrease) of issued debt securities	033	0	0
8.3. Net increase / (decrease) of subordinated and hybrid instruments	034	11.336.681	35.932.350
8.4. Proceeds from issue of share capital	035	0	0
8.5. (Dividends paid)	036	0	0
8.6. Other proceeds (payments) from financing activities	037	0	0
<b>9. Net increase / (decrease) of cash and cash equivalents (024+025+031)</b>	<b>038</b>	-66.770.934	24.905.612
10. Effect of exchange differences on cash and cash equivalents	039		
<b>11. Net increase / (decrease) of cash and cash equivalents (038+039)</b>	<b>040</b>	-66.770.934	24.905.612
<b>12. Cash and cash equivalents at the beginning of the year</b>	<b>041</b>	134.741.300	67.970.366
<b>13. Cash and cash equivalents at the end of the year(040+041)</b>	<b>042</b>	67.970.366	92.875.978

## Appendix 1 – Supplementary schedules for CNB (continued)

STATEMENT OF CHANGES IN EQUITY in the period from 1.1.2017. to 31.12.2017.  
Amounts in HRK

Position name	AOP code	Atributable to shareholders of the Bank						Unrealised gain/loss from revaluation on AFS financial assets	Minority interest	Total equity and reserves	
		Share capital	Treasury shares	Legal, statutory, capital and other reserves	Retained earnings/loss	Profit/loss for the year					
	1	2	3	4	5	6	7	8	9	10	11
<b>Balance at 1 January 2017</b>	001	268.333.200	0	2.137.362	0	-66.247.177	8.128.612	-1.746.813	0	210.605.184	
Changes in accounting policies and errors	002										
<b>Restated balance at 1 January 2017 (001+002)</b>	003	268.333.200	0	2.137.362	0	-66.247.177	8.128.612	-1.746.813	0	210.605.184	
Disposal of available-for-sale portfolio	004										
Change in fair value of available-for-sale portfolio	005							4.487.824		4.487.824	
Deferred tax on movements in fair value reserve of available-for-sale portfolio	006										
Other gains/losses directly recognised in equity	007										
<b>Net gains/losses directly recognised in equity (004+005+006+007)</b>	008	0	0	0	0	0	0	4.487.824	0	4.487.824	
Profit/loss for the period	009						5.238.169			5.238.169	
<b>Total recognised income and expenses for 2017 (008+009)</b>	010	0	0	0	0	0	5.238.169	4.487.824	0	9.725.993	
Increase/decrease of share capital	011	9.678.600								9.678.600	
Acquisition/disposal of treasury shares	012										
Other movements	013					356.701				356.701	
Transfer to reserves	014					8.128.612	-8.128.612				
Dividends paid	015										
<b>Distribution of profit (014+015)</b>	016	0	0	0	0	8.128.612	-8.128.612	0	0	0	
<b>Balance at 31 December 2017 (003+010+011+012+013+016)</b>	017	278.011.800	0	2.137.362	0	-57.761.864	5.238.169	2.741.011	0	230.366.478	

## Appendix 2 Reconciliation of the statutory financial statements with the supplementary schedules for CNB from Appendix 1

### a) Comparison of profit and loss account

Statutory financial statements		Supplementary schedules for CNB			Difference	Explanation of difference
Position name	Amount in HRK '000	Position name	AOP code	Amount in HRK '000		
Interest and similar income	83.467	1. Interest income	048	83.467		
Interest expense and similar charges	- 23.491	2. Interest expense	049	- 26.575	3.084	HRK 3.721 thousand kuna of deposit insurance is presented within Other administrative expenses in statutory financial statements and for CNB reporting within "interest expense" (Note a1). HRK 275 thousand kuna for intermediation is within fee expense for staff costs (Note a2). HRK 61 thousand kuna is in other expenses for CNB reporting (Note c below)
Fee and commission income	13.388	4. Fee and commission income	051	13.388		
Fee and commission expense	- 3.110	5. Fee and commission expense	052	- 3.685	575	Refer to Note a2 above
Net gains from translation of monetary assets and liabilities, fixing of CHF rate and foreign exchange spot trading	4.659	7. Gains/(losses) from investment in subsidiaries, associates and joint ventures	054	-		
		8. Gains/(losses) from trading activities	055	5.181		
		9. Gains/(losses) from embedded derivatives	056	-	522	Foreign exchange differences in relation to dealing with foreign currencies reclassified to Gains and losses from foreign exchange differences for CNB reporting (Note b)
		10. Gains/(Losses) from assets which are not traded, but are designated at fair value value through profit or loss	057	-		
Net realised gains from financial assets available for sale	6.639	11. Gains/(losses) from activities related to available for sale financial assets	058	6.639		
		12. Gains/(losses) from activities related to held to maturity investments	059	-		
		13. Gains/(Losses) from hedging	060	-		
		14. Gains/(Losses) from investments in subsidiaries, associates and joint ventures	061	-		
		15. Income from equity investments	062	-		
		16. Gains/(losses) from foreign exchange differences	063	- 522		Refer to Note b above
Other income	969	17. Other income	064	1.397	- 428	Cost of sale of tangible asset (HRK 363 thousand) netted with income from sale in statutory financial statements and income from reversal of unused vacation day provision (HRK 65 thousand) included in staff costs in statutory financial statements. (Note d).
		18. Other expenses	065	- 2.724	2.724	HRK 1.695 thousand relates to marketing and other expenses are presented within Other administrative expenses in statutory financial statements. HRK 363 thousand of cost of sale of tangible asset netted with income from sale of intangible asset is presented in Other expenses and provisions in statutory financial statements and HRK 60 thousand of negative interest are presented within interest expense in statutory financial statements. HRK 418 thousand kuna of other expenses and HRK 71 thousand of additional contribution expenses for disabled persons is within Other administrative expenses in statutory financial statements. HRK 97 thousand of unused vacation provision is within Staff costs in statutory financial statements. (Note e).
Depreciation and amortisation	- 5.693	19. General administrative expenses and depreciation	066	- 56.351	50.658	
Staff costs	- 35.463				- 35.463	Refer to Note a1 above, Note c above, Note d above, also separate presentation of staff cost in the CNB supplementary schedules.
Other administrative expenses	- 21.132				- 21.132	
Impairment losses and provisions	- 14.995	21. Impairment losses and provisions	068	- 14.977	18	Refer to note c above
PROFIT (LOSS) BEFORE TAX	5.238	PROFIT/(LOSS) BEFORE TAX (067-068)	069	5.238		
Income tax expense	-	23. INCOME TAX	070	-		
LOSS FOR THE YEAR	5.238	24. PROFIT/(LOSS) FOR THE PERIOD (069-070)	071	5.238		



## Appendix 2 Reconciliation of the statutory financial statements with the supplementary schedules for CNB from Appendix 1 (continued)

### b) Comparison of statement of financial position

Statutory financial statements		Supplementary schedules for CNB				
Name of line	Amount in HRK '000	Name of position	AOP code	Amount in HRK '000	Difference	Explanation of difference
<b>ASSETS</b>		<b>ASSETS</b>				
Cash and current accounts with banks	92.876	1.1.Cash	002	42.440	50.436	Current account with the CNB and current accounts with other bank for the CNB reporting included in Deposits with CNB and Deposits with banking institutions.
Obligatory reserve with Croatian National Bank and computed	117.774	1.2.Deposits with the CNB	003	143.254	-25.480	CNB supplementary schedules also include current account with the CNB presented in Cash and current accounts with banks for the statutory reporting.
Placements with other banks	2.780	2. Deposits with banking institutions	004	27.736	-24.956	Current accounts at banks are presented in Cash and current accounts with banks in Statutory financial statements.
Financial assets available for sale	577.096	3. MF treasury bills and CNB bills	005	89.999	487.097	Financial assets available for sale includes investment in treasury bills in the amount of HRK 89,999 thousand which are included in position "MF treasury bills and CNB bills" for
		4. Securities and other financial instruments held for trading	006	-	0	
		5. Securities and other financial instruments available for sale	007	487.097	-487.097	CNB schedules and investment in bonds presented in position "Securities and other
Financial investments held to maturity	66.805	6. Securities and other financial instruments held to maturity	008	66.805	0	financial instruments available for sale" in the amount of 487,097 thousand kuna.
		7. Securities and other financial instruments which are not actively traded, but are designated at fair value through profit or loss	009	-	0	
		8. Derivative financial assets	010	-	0	
		9. Loans to financial institutions	011	-	0	
Loans to and receivables from customers	1.170.464	10. Loans to other clients	012	1.170.465	-1	Rounding difference
		11. Investments in subsidiaries, associates and joint ventures	013	-	0	
Foreclosed assets	1.050	12. Foreclosed assets	014	1.050	0	
Property, plant and equipment	40.958	13. Tangible assets (net of depreciation)	015	40.958	0	
Intangible assets	5.512	14. Interest, fees and other assets	016	9.137	-3.625	Total difference of HRK -344 thousand relates to deferred fees on deposits which are
Income tax prepayment	274				274	netted with principal in statutory reporting.
Other assets	3.007				3.007	
<b>TOTAL ASSETS</b>	<b>2.078.596</b>	<b>A) TOTAL ASSETS (001+004 do 016)</b>	<b>017</b>	<b>2.078.941</b>	<b>-345</b>	

## Appendix 2 Reconciliation of the statutory financial statements with the supplementary schedules for CNB from Appendix 1 (continued)

### b) Comparison of statement of financial position (continued)

Statutory financial statements		Supplementary schedules for CNB				
Name of line	Amount in HRK '000	Name of position	AOP code	Amount in HRK '000	Difference	Explanation of difference
<b>LIABILITIES</b>		<b>LIABILITIES</b>				
Liabilities for loans	115.895	1.1. Short-term borrowings	019	9.179	106.716	Liabilities to loans includes Short-term and Long term borrowings which are in CNB reporting shown separately
Current accounts and deposits from banks and financial institutions	100.209	1.2. Long-term borrowings	020	106.716	-106.716	
Current accounts and deposits from customers	1.578.925	2.1. Giro and current accounts	022	307.045	-206.836	
		2.2. Saving deposits	023	-	1.578.925	Difference of HRK 345 thousand relates to deferred fees on deposits which are netted with principal in statutory reporting. 1 thousand is rounding difference.
Liabilities for loans		2.3. Term deposits	024	1.372.434	-1.372.434	
		3.1. Short-term borrowings	026	-	0	
		3.2. Long-term borrowings	027	-	0	
		4. Liabilities arising from derivatives and other liabilities held for trading	028	-	0	
		5.1. Short-term issued debt securities	030	-	0	
		5.2. Long-term issued debt securities	031	-	0	
Subordinated liabilities	37.615	6. Issued subordinate instruments	032	37.615	0	
Provisions for liabilities and charges	1.303	7. Issued hybrid instruments	033	-	0	
Other liabilities	14.283	8. Interest, fees and other liabilities	034	15.586	-14.283	Provisions for liabilities and charges, and Other liabilities are in CNB reporting shown together under Interest, fees and other liabilities
<b>Total liabilities</b>	<b>1.848.230</b>	<b>B) TOTAL LIABILITIES</b>	<b>035</b>	<b>1.848.575</b>	<b>-345</b>	
<b>EQUITY</b>		<b>EQUITY</b>				
Issued share capital	278.012	1. Share capital	036	278.012	0	
Accumulated loss	-52.524	2. Profit/(loss) for the year	037	5.238	-57.762	
Legal and other reserves	2.137	3. Retained earnings/(loss)	038	57.762	57.762	Loss for the year is a separate line of equity for CNB reporting.
Fair value reserve	2.741	4. Legal reserves	039	2.137	0	
		5. Statutory and other capital reserves	040	-	0	
		6. Unrealised gain/(loss) on value adjustments of assets available for sale	041	2.741	0	
		7. Hedge accounting reserves	042	-	0	
<b>Total equity</b>	<b>230.366</b>	<b>C) TOTAL EQUITY (036 do 042)</b>	<b>043</b>	<b>230.366</b>	<b>0</b>	
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>2.078.596</b>	<b>D) TOTAL LIABILITIES AND EQUITY (035+043)</b>	<b>044</b>	<b>2.078.941</b>	<b>-345</b>	

## **Appendix 2**

### **Reconciliation of the statutory financial statements with the supplementary schedules for CNB from Appendix 1 (continued)**

#### **c) Comparison of cash flow statement**

Differences in Cash and cash equivalents arise from different classification of items of statement of financial position for statutory reporting and CNB reporting as well as elimination of non-cash transactions from movements for statutory financial reporting purposes.

#### **d) Comparison of statement of changes in equity**

In statutory financial statements loss for the year and accumulated loss are both included in accumulated loss, while they are separately presented for CNB reporting.