#### STOPANSKA BANKA AD - SKOPJE

Financial Statements and Independent Auditors' Report For the year ended December 31, 2014

#### STOPANSKA BANKA AD - SKOPJE

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#### RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

The Management of STOPANSKA BANKA AD - Skopje (the "Bank") is responsible for ensuring that the financial statements are prepared for each financial year in accordance with Methodology for recording and valuating the accounting items and for preparing the financial statements and accounting legistlative applied in the Republic of Macedonia, which give a true and fair view of the state of affairs and results of the Bank for the year.

After making enquiries, the Management of the Bank has a reasonable expectation that the Bank has adequate resources to continue in operational existence for the foreseeable future. For this reason, the Management of the Bank continues to adopt the going concern basis in preparing the financial statements. In preparing those financial statements, the responsibilities of the Management of the Bank include ensuring that:

- Suitable accounting policies are selected and then applied consistently;
- Judgments and estimates are reasonable and prudent;
- Applicable accounting standards are followed, subject to any material departures disclosed and explained in the financial statements; and
- The financial statements are prepared on the going concern basis unless it is inappropriate to presume that the Bank will continue in business.

Management of the Bank is responsible for keeping proper accounting records, which disclose with reasonable accuracy at any time the financial position of the Bank and must also ensure that the financial statements comply with accounting standards applied in the Republic of Macedonia. Management of the Bank is also responsible for safeguarding the assets of the Bank and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Signed on behalf of STOPANSKA BANKA AD - Skopje:

Mr. Diomidis Nikoletopoulos Mrs. Milica Chaparovska - Jovanovska

Chief Executive Officer Chief Retail Officer

Chairman of the Board of Directors Member of the Board of Directors

Mr. Toni Stojanovski Mr. Theodoulos Skordis

Chief Risk Officer, Chief Corporate Officer

Member of the Board of Directors

Member of the Board of Directors

#### INDEPENDENT AUDITORS' REPORT

### TO THE SHAREHOLDERS ASSEMBLY AND SUPERVISORY BOARD OF STOPANSKA BANKA AD - SKOPJE

We have audited the accompanying financial statements (page 4 to 128) of Stopanska Banka AD – Skopje (hereinafter referred to as the Bank), which comprise the balance sheet as at December 31, 2014 and the income statement, the statement of comprehensive income, the statement of changes in equity and reserves and the statement of cash flows for the year then ended, and the summary of significant accounting policies and other explanatory information.

Management's responsibility for the financial statements

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

Auditors' responsibility

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

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

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

#### Opinion

In our opinion, the financial statements of Stopanska Banka AD - Skopje for the year ended December 31, 2014 are prepared, in all material respects, in accordance with the accounting regulative of the Republic of Macedonia.

(continued)

#### INDEPENDENT AUDITORS' REPORT

### TO THE SHAREHOLDERS ASSEMBLY AND SUPERVISORY BOARD OF STOPANSKA BANKA AD - SKOPJE

Report on other legal and regulatory requirements

The Bank management is responsible for preparing the Annual Report (Appendix 1 to the Financial statements) and Annual Account (Appendix 2 to the Financial statements), in accordance with the Companies Law. They were accepted and approved by the Bank management on 10 April 2015. Our responsibility is to issue an opinion in relation to the consistency of the Annual Report with the Annual Account and financial statements of the Bank. We conducted our procedures in compliance with the Audit Law in the Republic of Macedonia and the International Audit Standard 720 – Responsibilities of the auditor in relation to other information in documents which contain audited financial statements. According to our opinion, the historical financial data disclosed in the Annual Report are consistent with the Annual Account and with the attached audited financial statements of the Bank for the year ended as at 31 December 2014.

Deloitte DOO

Skopje, 10 April 2015

Lidija Nanus Director Certified Auditor

Aleksandar Arizanov Certified Auditor

# INCOME STATEMENT for the period from January 1, 2014 to December 31, 2014 (In thousands of Denars)

	Notes	2014	2013
*		4 (70 71 7	4 (25 205
Interest income		4,672,715	4,625,397
Interest expense	_	(1,542,181)	(1,827,235)
Net interest income	6	3,130,534	2,798,162
Fee and commission income		1,053,074	999,071
Fee and commission expense		(89,562)	(89,487)
Net fee and commission income	7	963,512	909,584
Trading income, net	8	41,874	70,049
Trading income from other financial instruments			
recorded at fair value, net	9	-	-
Foreign exchange gains/(losses), net	10	79,910	95,421
Other operating income	11	209,363	250,176
Share in the profit of associates	24	-	-
Impairment losses on financial assets, net	12	(631,950)	(891,181)
Impairment losses on non-financial assets, net	13	(111,524)	(152,651)
Personnel expenses	14	(757,658)	(734,228)
Depreciation and amortization	15	(111,740)	(141,194)
Other operating expenses	16	(1,122,137)	(1,208,421)
Share in the loss of associated companies	24		
Profit before tax		1,690,184	995,717
Income tax	17	(177,841)	(5,772)
Net profit for the year		1,512,343	989,945
Earnings per share	41		
Basic earnings per share (in MKD)		86,61	56,70
Diluted earnings per share (in MKD)		86,61	56,70

The accompanying notes from page 11 to 126 are an integral part of these financial statements.

The financial statements were approved by the Banks's Board of Directors on January 21, 2015 and adopted by the Bank's Supervisory Board on January 29, 2015.

Signed on behalf of STOPANSKA BANKA AD - Skopje:

Mr. Diomidis Nikoletopoulos Mrs. Milica Chaparovska - Jovanovska

Chief Executive Officer Chief Retail Officer

Chairman of the Board of Directors

Member of the Board of Directors

Mr. Toni Stojanovski Mr. Theodoulos Skordis Chief Risk Officer Chief Corporate Officer

Member of the Board of Directors

Member of the Board of Directors

#### STATEMENT OF COMPREHENSIVE INCOME for the period from January 1, 2014 to December 31, 2014 (In thousands of Denars)

	Notes	2014	2013
Profit / (loss) for the financial year Other profit/ (losses) in periods not shown in the Income Statement (before taxation)		1,512,343	989,945
Revaluation reserve for assets available-for- sale			
<ul> <li>unrealized net- changes in fair value of assets available-for sale</li> <li>realized net-profit/(losses) from assets available for sale, reclassified in the Income Statement</li> </ul>		(1.016)	(22,134)
Revaluation reserve for assets taken on the basis of outstanding			
claims - revaluation reserve at the date of acquisition of the asset - reduction in the revaluation reserve reclassified in the		-	-
Income Statement		-	-
Reserves for cash flow risk protection instruments - unrealized net- changes in fair value of cash flow risk			
protection instruments - realized net-profit/(losses) from cash flow risk protection		-	-
instruments, reclassified in the Income Statement		-	-
Reserve for instruments to protect against the risk of net investments in foreign operations		-	-
Reserve of foreign exchange differences from investment in foreign operations		_	_
Share in other gains / (losses) of affiliated companies not shown			
in the Income Statement	24	-	-
Other gains / (losses) not shown in the Income Statement Income tax from other gains / (losses) not shown in the Income		-	-
Statement	17	35	-
Total other gains / (losses) in the periods not shown in the			
Income Statement		(981)	(22,134)
Comprehensive income /(loss) for the financial year		1,511,362	967,811

The accompanying notes from page 11 to 126 are an integral part of these financial statements.

The financial statements were approved by the Bank's Board of Directors on 21 January, 2015 and adopted by the Bank's Supervisory Board on January 29, 2015.

Signed on behalf of STOPANSKA BANKA AD - Skopje:

Mr. Diomidis Nikoletopoulos Mrs. Milica Chaparovska - Jovanovska

Chief Executive Officer Chief RetailOfficer

Chairman of the Board of Directors Member of the Board of Directors

Mr. Toni Stojanovski Mr. Theodoulos Skordis Chief Risk Officer Chief Corporate Officer

Member of the Board of Directors Member of the Board of Directors

#### BALANCE SHEET As at December 31, 2014 (In thousands of Denars)

	Notes	2014	2013
ASSETS			
Cash and cash equivalents	18	18,459,379	16,616,744
Trading financial assets	19	293,003	233,064
Financial assets at fair value through Income Statement		,	,
determined as such at initial recognition	20	-	-
Derivative assets held for risk management	21	_	-
Placements with, and loans to banks	22.1	251,665	310,654
Loans to customers	22.2	51,408,295	48,057,104
Investments in securities	23	11,765,150	11,977,024
Investments in associates	24	-	-
Income tax receivable (current)	30.1	-	-
Other receivables	25	141,786	213,736
Collateralized assets	26	-	-
Assets acquired through foreclosure proceedings	27	415,236	517,824
Intangible assets	28	86,824	72,314
Property and equipment	29	879,744	900,377
Deferred tax assets	30.2	-	-
Non-current assets held for sale and disposal group	31	-	-
Total assets		83,701,082	78,898,841
LIABILITIES			
Trading financial liabilities	32	_	_
Financial liabilities at fair value through Income Statement	5 <b>-</b>		
determined as such at initial recognition	33	-	_
Derivative obligations held for risk management	21	_	_
Deposits from banks and financial institutions	34.1	293,181	189,764
Deposits from customers	34.2	65,906,558	63,168,377
Issued debt securities	35	-	-
Borrowings	36	854,848	944,151
Subordinated debt	37	2,775,970	2,777,763
Special reserve and provisions	38	185,160	180,206
Income tax payable (current)	30.1	172,665	888
Deferred tax liabilities	30.2	· -	-
Other liabilities	39	1,311,715	948,069
Liabilities directly related to disposal group of assets	31	-	-
Total liabilities		71,500,097	68,209,218

BALANCE SHEET (continued) As at December 31, 2014 (In thousands of Denars)

	Notes	2014	2013
EQUITY AND RESERVES			
Subscribed capital	40	3,511,242	3,511,242
Share premium		-	-
Treasury shares		-	-
Other equity instruments		_	_
Revaluation reserves	40	(25,675)	(24,694)
Other reserves	40	831,373	831,373
Retained earnings		7,884,045	6,371,702
Total equity and reserves		12,200,985	10,689,623
Total liabilities and equity and reserves		83,701,082	78,898,841
Contingent liabilities	42.1	11,571,496	10,748,359
Contingent assets	42.2		

The accompanying notes from page 11 to 126 are an integral part of these financial statements.

Signed on behalf of STOPANSKA BANKA AD - Skopje:

Mr. Diomidis Nikoletopoulos Mrs. Milica Chaparovska - Jovanovska

Chief Executive Officer Chief RetailOfficer

Chairman of the Board of Directors

Member of the Board of Directors

Mr. Toni Stojanovski Mr. Theodoulos Skordis Chief Risk Officer Chief Corporate Officer

Member of the Board of Directors

Member of the Board of Directors

## STATEMENT OF CHANGES IN EQUITY AND RESERVES for the period from January 1, 2014 to December 31, 2014

(In thousands of Denais)	Equity				Revalued reserves					Other reserves			Retained	earnings		
	Subscribed capital	Share premi um	(Treasury shares)	Other equity instruments	Revalued reserve for assets available for sale	Revaluation reserve for assets taken on oustandigs claimes	Reserve for protection against risk	Foreign exchange	Other revalued reserves	Statutory reserve	Capital	Other reserves	Available for distribution to shareholders	Limited for distribution to shareholders	(Accumu lated losses)	Total equity and reserves
As at December 31, 2012 / January 1, 2013	3,511,242				(2,560)					830,290	-	1,083	1,615,458	3,766,299		9,721,812
Comprehensive income/(loss) for the financial year Profit /(loss) for the financial year Other income /(loss) in the period not shown in the	-	-	-	-	-		-	-	-	-	-	-	989,945	- -	-	989,945
Income Statement Changes in the fair value for assets available-for-sal Changes in the fair value for protection against cash flow risk		-	-	-	(22,134)	-	-	-	-	-	-	-	- -	-	-	(22,134)
Changes in the fair value for protection against net- investment risk in foreign operations Exchange rate differences of investment in foreign operations	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Deferred tax assets/(liabilities) recognized in equity Other profit/(loss) not shown in the Income Statement						- -			- -		- 				- -	
Total unrealized profit /(loss) recognized in the equity Total comprehensive profit /(loss) for the financial year					(22,134)								989,945	<del></del>		967,811
Transactions with shareholders, recognized in the equity and reserves Issued shares within the period				-	(22,134)	-			-		-		-			-
Allocation of statutory reserve Allocation of other reserves Dividends	- - -	- - -	-		- -	- -	- - -	- -	- - -	- - -	- -	- - -	-	- - -	- - -	- - -
Acquisition of treasury shares Sold treasury shares Other changes in equity and reserves	- - -	- - -	- - -	- - -			- - -	- - -	- - -	- - -	- - -	- - -	- - -	- - -	- - -	- - -
Transactions with shareholders, recognized in the equity and reserves On December 31, 2013	3,511,242		-		(24,694)					830,290		1,083	2,605,403	3,766,299		10,689,623

### STATEMENT OF CHANGES IN EQUITY AND RESERVES for the period from January 1, 2014 to December 31, 2014

(In thousands of Denars)

,		Eq	uity	-	Revalued reserves					Other reserves			Retained	earnings	-	
	Subscribed capital	Share premi um	(Treasury shares)	Other equity instru- ments	Revalued reserve for assets available for sale	Revaluation reserve for assets taken on oustandigs claimes			Other revalued reserves	Statutory reserve	Capital compone nt of hybrid financial instrume nts	Other	Available for distribution to shareholders	Limited for distribution to shareholders	(Accumu lated losses)	Total equity and reserves
As at December 31, 2013 / January 1, 2014	3,511,242				(24,694)					830,290	-	1,083	2,605,403	3,766,299		10,689,623
Comprehensive income/(loss) for the financial year Profit /(loss) for the financial year Other income /(loss) in the period not shown in the	-	-	-	-	-	- - -	-	-	-	-	-	-	1,512,343	<del>-</del> -	-	1,512,343
Income Statement Changes in the fair value for assets available-for-sal Changes in the fair value for protection against cash flow risk		-	-	-	(1,016)	-	-	-	-	-	-	-	-	-	-	(1,016)
Changes in the fair value for protection against net- investment risk in foreign operations Exchange rate differences of investment in foreign	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
operations Deferred tax assets/(liabilities) recognized in equity Other profit/(loss) not shown in the Income Statement	-	-	-	-	-	35	-	-	-	-	-	-	-	-	-	35
Total unrealized profit /(loss) recognized in the equity Total comprehensive profit /(loss) for the financial year					(1,016)	35							1,512,343			1,511,362
Transactions with shareholders, recognized in the equity and reserves Issued shares within the period																
Allocation of statutory reserve Allocation of other reserves Dividends	- - -	- - -	- - -	- - -	-	-	- - -	-	-	-	- - -	- - -	- -	- - -	- - -	- - -
Acquisition of treasury shares Sold treasury shares Other changes in equity and reserves	- - -	- - -	-	- - -	- - -	- - -	- - -		- - -		- - -	- - -	- - -	- - -	- - -	- - -
Transactions with shareholders, recognized in the equity and reserves  On December 31, 2014	3,511,242			<u>-</u>	(25,710)	35				830,290	<u> </u>	1,083	4,117,746	3,766,299		12,200,985

The accompanying notes from page 11 to 126 are an integral part of these financial statements.

#### Signed on behalf of STOPANSKA BANKA AD - Skopje:

Mr. Diomidis Nikoletopoulos Chief Executive Officer Chairman of the Board of Directors Mrs. Milica Chaparovska - Jovanovska Chief Retail Officer Member of the Board of Directors Mr. Toni Stojanovski Chief Risk Officer Member of the Board of Directors Mr. Theodoulos Skordis Chief Corporate Officer Member of the Board of Directors

#### STATEMENT OF CASH FLOW

# for the period from January 1, 2014 to December 31, 2014 (In thousands of Denars)

	Note	2014	2013
Cash flows (used in)/ generated from operating activities	_	· ·	_
Profit before taxation		1,690,184	995,717
Adjustments for:			
Depreciation of:			
- intangible assets	15/28	26,732	39,497
- property and equipment	15/29	85,008	101,697
Capital gain on sale of:			
- intangible assets		-	-
- property and equipment	11	(1,817)	(2,135)
- assets acquired through foreclosures	11	(6,902)	(17,789)
Capital loss on sale of:			
- intangible assets		-	-
- property and equipment		-	170
- assets acquired through foreclosures	16	-	-
Interest income	6	(4,672,715)	(4,625,397)
Interest expense	6	1,542,182	1,827,235
Net trading expense / (income)	8	(41,874)	(70,049)
Impairment losses of financial assets, on a net basis			
- Additional impairment losses	12	993,271	1,629,192
- Release of impairment losses	12	(361,320)	(738,011)
Impairment loss of non-financial assets, on a net basis:			
- Additional impairment loss	13	111,524	152,651
- Release of impairment loss		-	-
Special reserves:			
- additional provisions	38	62,590	89,535
- release of provisions	38	(57,636)	(48,205)
Dividend income		(4,974)	(4,090)
Share in profit/(loss) of associates		-	-
Other rectifications – gains from sale of available for sale assets	11	14,816	(3,383)
Interest received		4,652,905	4,630,509
Interest paid	_	(1,525,646)	(1,819,688)
Operating profit before changes in operating assets		2,506,328	2,137,456
(Increase)/decrease of operating assets:			
Trading assets		(59,939)	13,670
Derivative assets held for risk management		-	-
Due from banks and financial institutions		58,989	(17,661)
Loans to customers		(3,993,249)	(3,347,285)
Pledged assets		-	-
Assets acquired through foreclosure proceedings		8,838	14,492
Reserve requirements in foreign currency		73,007	(198,393)
Obligatory deposit with NBRM in accordance with special legislative		-	(16)
Other receivables		71,950	629
Deferred tax assets		-	-
Non-current assets held for sale and disposal group		-	-
Increase/(decrease) of operating liabilities:			
Trading liabilities		-	-
Derivative liabilities held for risk management		-	-
Deposits from banks and financial institutions		103,417	(75,198)
Deposits from customers		2,738,181	3,912,838
Other liabilities		363,646	274,753
Liabilities directly related to group of assets for disposal	-	<u> </u>	
Net cash flows (used in)/ generated from operating activities before tax		1,871,168	2,715,285
(Paid)/Received on income tax	_	(5,657)	(5,671)
Net cash flows (used in)/ generated from operating activities		1,865,511	2,709,614

# STATEMENT OF CASH FLOW (continued) for the period from January 1, 2014 to December 31, 2014 (In thousands of Denars)

Note	2014	2013
Cash flows from investing activities		
(Investments in securities)	(10,366,729)	(13,847,926)
Inflows from sale of investments in securities	10,600,996	5,258,592
(Outflows for investments in subsidiaries and affiliates)	-	-
Inflows from sale of investments in subsidiaries and affiliates		
(Acquisition of intangible assets)	(41,191)	(26,758)
Inflows from sale of intangible assets	-	-
(Acquisition of property and equipment)	(81,674)	(58,005)
Inflows from sale of property and equipment	18,549	8,560
(Outflows for non-current assets held for sale)	-	-
Inflows from non-current assets held for sale	-	-
(Other outflows from investing activities)	-	-
Other inflows from investing activities	4,973	17,788
Net cash flows from investing activities	134,924	(8,647,749)
Cash flows from financing activities		
(Repayment of issued debt securities)	-	-
Inflows from issued debt securities	-	-
(Repayment of loan payables)	(383,114)	(2,072,183)
Increase in loan payables	292,610	498,087
(Repayment of issued subordinated debt)	-	-
Inflows from issued subordinated debt	-	-
Inflows from issued shares/equity instruments within the period	-	-
Acquisition of treasury shares)	-	-
Disposal of treasury shares	-	-
(Paid dividends)	(4,396)	(5,211)
(Other outflows from financing activities)	-	-
Other inflows from financing activities	-	-
Net cash flows from financing activities	(94,900)	(1,579,307)
Effects from allowance for impairment of cash and cash equivalents	-	(1,653)
Effects from foreign exchange gains/losses of cash and cash equivalents	-	-
Net-increase/(decrease) of cash and cash equivalents	1,905,535	(7,519,095)
Cash and cash equivalents as at January 1	13,710,557	21,229,652
Cash and cash equivalents as at December 31	15,616,092	13,710,557

The accompanying notes from page 11 to 126 are an integral part of these financial statements.

Signed on behalf of STOPANSKA BANKA AD - Skopje:

Mr. Diomidis Nikoletopoulos Mrs. Milica Chaparovska - Jovanovska

Chief Executive Officer Chief RetailOfficer

Chairman of the Board of Directors

Member of the Board of Directors

Mr. Toni Stojanovski Mr. Theodoulos Skordis Chief Risk Officer Chief Corporate Officer

Member of the Board of Directors

Member of the Board of Directors

#### 1. INTRODUCTION

#### a) General Information

STOPANSKA BANKA AD - Skopje was established as a shareholding bank on December 29, 1989. The address of its registered office and principal place of business is 11 Oktomvri 7, 1000 Skopje. The Bank operates in the Republic of Macedonia with 65 branches (2013: 64 branches).

The Bank is registered as a universal type of commercial bank in accordance with Macedonian laws. The principal activities of the Bank are as follows:

- accept deposits and other repayable sources of funds,
- lend in the country, including factoring and financing commercial transactions,
- lend abroad, including factoring and financing commercial transactions,
- issuance and administration of means of payment (payment cards, checks, traveller's checks, bills of exchange),
- financial leasing,
- currency exchange operations,
- domestic and international payment operations, including purchase and sale of foreign currency,
- fast money transfer,
- issuance of payment guarantees, backing guarantees and other forms of collateral,
- lease of safe deposit boxes, depositories and depots,
- trade in instruments on the money market (bill of exchange, checks, deposit certificates),
- trade in foreign assets, including trade in precious metals,
- trade in securities,
- trade in financial derivatives,
- asset and securities portfolio management for clients and/or investment advising for clients,
- provides custodian services for investment and pension funds,
- purchase and sale, underwriting or placement of securities issue,
- custody of clients' securities,
- giving advices to legal entities in relation to the structure of capital, business strategy or other related issues, or providing services related to merging or acquisition of legal entities,
- sale of insurance policies,
- intermediation in concluding credit and loan agreements,
- process and analyze information on the legal entities' creditworthiness,
- economic and financial consulting, and

Code of the security

- other financial services specified by law allowed to be performed exclusively by a bank.

The Bank is controlled by National Bank of Greece, headquartered in Greece, which owns 94.64% (2013:94.64%) of the capital of the Bank and represents its ultimate parent company.

The shares of the Bank quote at the Official market of the Macedonian Stock Exchange, subsegment Mandatory Listing, and the code under which they are quoted is:

ICIN number

Code of the security	<u>ishvilumber</u>
STB (common share)	MKSTBS101014
STBP (preferred share)	MKSTBS120014

#### 1. INTRODUCTION (continued)

#### a) General Information (continued)

The financial statements of the Bank for the year ended December 31, 2014 were approved by the Bank's Board of Directors on January 21, 2015 and adopted by the Bank's Supervisory Board on January 29,2015.

#### b) Basis of preparation of the financial statements

#### Accounting standards for preparation of the financial statements

The financial statements of the Bank have been prepared accordance with the Company Law, Law on Banks, the bylaws issued by the National Bank of Republic of Macedonia (hereinafter referred to as "NBRM"), and in accordance with the Decision on the methodology for recording and valuation of accounting items and preparation of financial statements (hereinafter referred to as "Methodology") ("Official Gazette of RM" no. 169/10 ,165/12,50/13 and 110/13) and the Decision on the types and contents of financial statements of banks ("Official Gazette of RM" no.169/10,152/11,54/12 and 166/13), as prescribed by the NBRM, applicable since December 31, 2011.

#### Presentation of financial statements

The accompanying financial statements of the Bank have been presented in accordance with the prescribed form and contents of the balance sheet schemes prescribed in the Decision on the types and contents of banks' financial statements ("Official Gazette of RM"no. 169/2010, 152/2013, 54/2013 and 166/2013), (hereinafter referred to as "Decision"), which in certain aspects differ from the presentation of certain positions in the financial statements in accordance with the requirements of the International Accounting Standard (IAS) 1 - Presentation of financial statements. Specifically, certain reclassifications in certain aspects were made in order to present the financial statements in form required by the Decision, and which potentially differ in significant with respect to IAS 1 in the following:

• The Presentation of "Investment property" in accordance with IAS 40, with net carrying amount as at December 31, 2014 of Denar 77,002 thousand (2013: Denar 90,409 thousand) has not been made and is included in Property and equipment and Assets acquired in foreclosures in the amount of Denar 34,792 thousand and Denar 42,210 thousand, respectively (2013: Denar 36,147 thousand and Denar 54,262 thousand, respectively).

The Bank management estimates the effects of the changes in IAS, new IFRS and their interpretations on the financial statements as well as the requirements for the form and contents of certain balance sheet schemes under the Decision and the valuations of assets, liabilities, revenues and expenses under the Methodology requirements. As a result, the Bank management does not express explicit and unconditional statement on the compliance of the financial statements both with IAS and IFRS, applied during the period presented in these financial statements.

#### 1. INTRODUCTION (continued)

#### b) Basis of preparation of the financial statements(continued)

#### **Presentation of financial statements (continued)**

These financial statements have been prepared under the historical cost principle, except for the valuation of investment in financial assets available for sale which have been stated at fair value, as well as other financial assets and financial liabilities which have been stated at fair value through the profit and lossunder the going concern assumption.

The presentation of the financial statements in conformity with the accounting standards applied in the Republic of Macedonia requires the Bank management to make the best possible estimates and reasonable assumptions that affects the presented values of assets and liabilities, as well as the revenues and expenses arising within the reporting period. These estimates and assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis for estimation of the carrying amounts of assets and liabilities for which no other data is available. Actual results may differ from these estimates.

The presented financial statements are expressed in thousands of Macedonian Denars. The Denar represents functional and reporting currency of the Bank for reporting purposes to NBRM.

The estimates and assumptions are reviewed on a continuing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if it affects only that period, or in the period of estimation and future periods if the revised estimation affects both current and future periods.

Information regarding the significant areas of estimation uncertainty and critical estimates in applying the accounting policies with the most significant impact on the amounts disclosed in the financial statements are described in Note 1.d) to the financial statements.

The Bank's financial statements are prepared in accordance with the accounting policies disclosed in Note 1.c) to the financial statements.

The accompanying financial statements are the Bank's stand-alone financial statements.

#### c) Significant accounting policies

#### Interest income and expense

Interest income and expense are recognized in the Profit and loss for all interest-bearing instruments on an accrual basis, measured at amortized cost using the effective interest rate method.

#### 1. INTRODUCTION (continued)

#### c) Significant accounting policies (continued)

The effective interest rate method is a method of calculating the amortized cost of a financial asset or a financial liability and of 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 through 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 estimates cash flows considering all contractual terms of the financial instrument (for example, prepayment options) but does not consider future credit losses. The calculation includes all fees and commissions 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.

#### Fee and commission income

Fees and commissions, except the fees on approval of loans, are generally recognized on an accrual basis over the period of service rendering. Other fees relating to the acquisition and origination of loans are deferred over the life of the loan and amortized using the effective interest rate method.

#### Dividend income

Dividend income is recognized when the right to receive payment is established for all shareholders who participate in the income distribution.

#### Foreign exchange translation

Transactions denominated in foreign currencies have been translated into Denars at exchange rates set by the NBRMat dates of the transactions. Assets and liabilities denominated in foreign currencies are translated into Denars at the end of reporting periodusing official rates of exchange ruling on that date. Foreign exchange gains or losses arising upon the translation of transactions, and the assets and liabilities denominated in foreign currencies arecredited or charged to the profit and loss in the period in which they occur.

Commitments and contingent liabilities denominated in foreign currencies are translated into Denars by applying the official exchange rates at the end of reporting period.

#### **Financial assets**

Financial assets are classified into the following specified categories: securities held-for-trading, available-for-sale financial assets, held-to-maturity financial assets, and loans to banks and customers. The classification depends on the nature and the purposes of the financial assets and is determined at the time of initial recognition. Financial assets are recognized and derecognized on the trade date where the purchase or sale of an investment is under a contract which terms require delivery of the investment within the agreed timeframe.

#### 1. INTRODUCTION (continued)

#### c) Significant accounting policies (continued)

#### **Securities held-for-trading**

Securities held-for-trading, which comprise bonds issued in local currency by the Ministry of Finance and equity securities issued by banks, are securities included in a portfolio in which a pattern of short-term profit making exists. Initially, these securities are recognized at cost and subsequently measured at fair value as determined by their market price.

All the respective realized and unrealized gains and losses are included in the net trading income. Interest, if realized during the held-for-trading securities, is recorded as interest income. The sale of securities held-for-trading is recognized on the trading date, which is the date when the Bank is obliged to buy or sell the asset.

#### Available-for-sale financial assets

Available-for-sale financial assets are those intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices. This portfolio comprises quoted and unquoted equity investments in shares of banks and other financial institutions and enterprises, where the Bank does not exercise control.

Available-for-sale financial assets are initially recognized at cost, and subsequently re-measured at fair value based on quoted prices in active markets or amounts derived from cash flow models for unquoted equity investments.

Unrealized gains and losses arising from changes in the fair value of available-for-sale financial assets are recognized directly in equity, until the financial asset is sold or impaired at which time the cumulative unrealized gain or loss previously recognized in equity should be recognized in net profit or loss for the period. However, interest calculated using the effective interest rate method, as well as contingent impairment losses and foreign exchange gains and losses are recognized in the profit and loss.

#### Held-to-maturity financial assets

Held-to-maturity financial assets are financial assets with fixed or determinable payments and fixed maturity that the Bank has the positive intention and ability to hold to maturity. If the Bank determines to sell other than an insignificant amount of held-to-maturity assets, the entire category would be reclassified as available-for-sale. These securities are measured at amortized cost using the effective interest rate method.

#### 1. INTRODUCTION (continued)

#### c) Significant accounting policies (continued)

#### Loans originated by the Bank

Loans originated by the Bank include loans where cash is provided directly to the costumer. Loans are initially recognized at fair value, including any transaction costs, and are subsequently measured at amortized cost by using the effective interest rate method. Interest on loans originated by the Bank is included in interest income and is recognized on an accrual basis. Loans to customers and financial institutions are stated at their net amount reduced by allowance for impairment.

#### Impairment of financial assets

The Bank assesses at each end of reporting period whether there is objective evidence that a financial asset or a group of financial assets is impaired. In the case of equity investments classified as available-for-sale, a significant or prolonged decline in the fair value of the security below its cost, is considered in determining whether the assets are 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 recognized in profit or loss – is removed from equity and recognized in the profit and loss. Impairment losses recognized in the profit and loss on equity instruments are not reversed through the profit and loss. 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 recognized in profit or loss, the impairment loss is reversed through the profit and loss.

The amount of the impairment loss for financial assets carried at amortized cost is calculated as the difference between the asset's carrying amount and the present value of expected future cash flows discounted at the financial instrument's original effective interest rate.

#### Impairment losses on loans and advances

Allowances for impairment and uncollectability are determined if there is objective evidence that the Bank cannot collect all amounts due on a claim according to the original contractual terms. A "claim" means a loan, a commitment such as a letter of credit, guarantee or commitment to increase the credit limit. A provision for loan impairment is reported as a reduction of the carrying amount of the loan, whereas for off-balance sheet items it is presented within the provisions. Additions to provisions are made through impairment losses on financial assets in the profit and loss.

#### 1. INTRODUCTION (continued)

#### c) Significant accounting policies (continued)

#### Impairment losses on loans and advances (continued)

The allowances for impairment and uncollectability of loans and advances and for other active on-balance sheet and off-balance sheet items, are determined in accordance with the regulations prescribed by the NBRMruling on each end of reporting period, according to which the Bank is obliged to classify the active on-balance sheet and off-balance sheet items into groups on the basis of the degree (size) of the risk and assess the amount of potential impairment losses which are calculated by applying objective and subjective metrics, as of December 31, 2014 and December 31, 2013 by applying the following percentages:

Risk category	Percentage
A	0%-5%
В	5%-20%
C	20%-45%
D	45%-70%
E	70%-100%

The allowances for impairment and uncollectability are determined on the basis of the degree (size) of the risk of uncollectability or specific country risk on the basis of the following principles:

- Separate loan exposures (risks) are assessed on the basis of the type of loan applicant, his/her/its overall financial position, resources and payment records and recoverable value of collaterals. Allowances for losses on impairment and uncollectability are measured and determined for the difference between the carrying value of the loan and its estimated recoverable amount, which is, in fact, the present value of expected cash flows, including amounts recoverable from guarantees and collateral, discounted by effective loan interest rate.
- If there is objective proof of uncollectability in the loan portfolio that may not be identified on a specific basis, the allowances forimpairment and uncollectability are determined at level of risk for the overall loan portfolio. These losses are determined at historical principlefor the loan classification of customers and express the current economic environment of the customers.
- Losses on impairment and uncollectability is termination of the calculation of interest income as per agreed terms and conditions, while the loan is classified as non-performing, since the contractual liabilities for payment of the principal and/or interest are in default, i.e. uncollected for a period longer than 90 days. All allowances for losses on impairment and uncollectability are reviewed and tested at least once a quarter, and any further changes in the amount and timing of expected future cash flows in comparison with previous assessments result in changes in allowances for losses on impairment and uncollectability recorded as credit or debit of impairment losses in the profit and loss.
- The loan which is believed that is impossible to be collected is written off against the relevant allowance for losses on impairment and uncollectability. Further collections are recorded as reduction of losses on impairment and uncollectability in the profit and loss.
- In case of loans granted to borrowers in countries with increased risk of difficulties for servicing external debt, the political and economic circumstances are assessed and additional allowances for sovereign risk are allocated.

#### 1. INTRODUCTION (continued)

#### c) Significant accounting policies (continued)

#### **Derecognition of financial assets**

The Bank derecognizes financial assets when the rights to receive cash from the financial asset have expired or have been transferred to another entity, thus transferring as well substantially all the risks and rewards of ownership of the assets.

#### Financial liabilities

Financial liabilities are classified in accordance with the substance of the contractual arrangement. Financial liabilities are classified as deposits from banks, financial institutions and customers, loans payable, other payablesand derivative financial instruments.

#### Deposits from banks and other financial institutions and clients

These financial liabilities are initially recognized at fair value net of transaction costs incurred, andthey are subsequently measured at amortized cost.

#### Loans payable

Loans payable are initially recognized at fair value net of transaction costs incurred. Subsequent measurement is at amortized cost and any difference between net proceeds and the redemption value is recognized in the profit and loss over the period of the loan using the effective interest rate method. The effective interest rate is the rate that exactly discounts estimated future cash payments through the expected life of the financial liability.

#### Other payables

Other payables are stated at their nominal amounts.

#### **Derivative financial instruments**

The derivative financial instruments include contractual agreements subject to exchange rate fluctuations and are initially and subsequently valuated at fair value. These contracts are not qualified for hedging accounting in accordance with the specific criteria of IAS 39 – "Financial instruments: recognition and measurement" and are accordingly treated as derivative instruments held for trading, i.e. gains and losses are recognized in net trading income.

#### **Derecognition of financial liabilities**

The Bank derecognizes financial liabilities when, and only when, the Bank's obligations are discharged, cancelled or have expired.

#### 1. INTRODUCTION (continued)

#### c) Significant accounting policies (continued)

#### Property and equipment

Property and equipment are recorded at cost, less accumulated depreciation and accumulated impairment losses. Expenditure incurred to replace a component of an item of property and equipment that is accounted for separately is capitalized. Other subsequent expenditure is capitalized only when it increases the future economic benefits embodied in the item of property and equipment. All other expenditures are recognized in the profit and loss as an expense as incurred. Depreciation is charged at estimated rates so as to write off the cost of assets over their estimated useful lives, using the straight-line method. No depreciation is provided on construction in progress until the constructed assets are put into use. The annual depreciation rates are as follows:

Buildings 2.5% -5% Furniture and equipment 10% - 25%

The gain or loss arising on the disposal or retirement of an item of property and equipment is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognized in the profit and loss.

The Bank annually reviews its property and equipment for impairment. Where the carrying amount of an asset is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount.

#### **Intangible assets**

Intangible assets are assets acquired separately and are recorded at cost less accumulated amortization and accumulated impairment losses, if such exists. Intangible assets include computer software acquired apart from hardware. Expenditure on software is amortized on a straight-line basis over the estimated useful life, which is five years. The Bank annually reviews the carrying amounts of its intangible assets and assesses whether there is any indication for impairment. If such indications exist, an estimate is performed to assess whether the carrying amount is recoverable. If the carrying amount exceeds the recoverable amount, it is written down to the recoverable amount.

The Bank's management regularly reviews the carrying amounts of its tangible and intangible assets. If there is any indication that such assets have been impaired, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss. If the recoverable amount of an asset is estimated to be less than its carrying value, the carrying amount of the asset is reduced to its recoverable amount. The impairment loss is recognized as an expense in the current period. The reversal of an impairment loss is immediately recognized as income immediately.

#### 1. INTRODUCTION (continued)

#### c) Significant accounting policies (continued)

#### Assets acquired through foreclosure proceedings

Foreclosed assets include property and equipment acquired through foreclosure proceedings in full or partial recovery of a related loan and is disclosed in foreclosed assets. Initially, these assets are measured at the initial carrying amount ie lower value than cost of the loan, including transaction costs (usually the cost value of the loan stated in an enactment passed by a competent body from where the legal grounds for acquiring of ownership arises) and the fair value less estimated cost to sell, as determined by local certified appraiser on the date of asset foreclosure. For all assets acquired after April 6<sup>th</sup> 2013, the Bank shows impairment means at least 20% of its initial carrying amount. If the impairment of the loan value collected by foreclosure procedure is higher than 20% than the initial value of the acquired asset, the difference is recognized within the revaluation reserves of the Bank.

After initial recognition, at least once per year the foreclosed assets are reviewed due to impairment losses and the same are measured with lower value of 80% from the previous accounting value and the appraised value decreased by the estimated sale cost. The impairment is recognized in the Income statement of the Bank.

#### Cash and cash equivalents

Cash and cash equivalents include cash on hand and nostro accounts, which represent demand deposits and placements with other banks and financial institutions, account balances with the NBRM, and other financial assets such as treasury and other eligible bills, as highly liquid assets with maturity up to three months and insignificant changes to fair value.

#### Managed funds

The Bank provides fiduciary and trust services to legal entities and citizens, whereby it holds and manages assets or invests funds received in various financial instruments at the direction of the customers. The Bank receives fee income for providing these services. Managed funds are not assets of the Bank and are not recognized in the financial statements. The Bank is not exposed to any credit risk relating to such placements, as it does not guarantee these investments.

#### **Provisions**

Provisions are recognized when the Bank has a present obligation (legal or constructive) as a result of a past event, and it is probable that the Bank will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation. The amount recognized as a provision is the best estimate of the consideration required to settle the present obligation at the end of reporting period, taking into account the risks and uncertainties surrounding the obligation.

Where a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows.

#### 1. INTRODUCTION (continued)

#### Significant accounting policies (continued) c)

#### **Employment benefits**

Health, pension and social insurance contributions from gross and net wages and salaries are being paid by the Bank during the year to the national organizations at the statutory rates. Such contributions represent defined contribution benefit plans and are recognized as an expense when employees have rendered services entitling them to the contributions. There is no additional liability to these plans.

In accordance with the statutory requirements, the collective agreement, and the internal rules and regulation, the Bank is obliged to pay its employees a termination severance upon retirement in the amount of two monthly average salaries. These benefits are considered defined pension benefit plans. The liability recognized in the balance sheet in respect of defined benefit plans is the present value of the defined benefit obligation at the end of reporting period less the fair value of previously recognized assets (there are currently no previous assets recognized), together with adjustments for unrecognized actuarial gains or losses less past service costs which are not recognized yet. The defined benefit obligation is calculated annually by independent actuary using the projected unit credit method.

#### **Income tax**

The current income tax payable is calculated based on the local tax regulation by using tax rates that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is recognized on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax basis used in the computation of taxable profit and is accounted for using the balance sheet liability method. Deferred tax liabilities are generally recognized for all taxable temporary differences, and deferred tax assets are generally recognized for all deductible temporary differences to the extent that it is probable that future taxable profits will be available against which those deductible temporary differences can be utilized.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period in which the liability is to be settled or the asset realized, based on tax rates (and tax laws) that have been enacted or substantively enacted by the balance sheet date.

#### Leases

The Bank rents and leases out assets as operating lease. Rental income and expenditures from investment property is recognized in the profit and loss on a straight-line basis over the term of the lease.

#### 1. INTRODUCTION (continued)

#### d) Critical accounting judgments and estimates

The most significant areas, for which judgments, estimates and assumptions are required, are:

#### Fair value of financial instruments

The fair value of the financial instruments that are not quoted in active markets is determined by using internal valuation techniques. These include present value methods, models based on observable input parameters. All valuation models are validated before they are used as a basis for financial reporting, and periodically reviewed by qualified personnel independent of the area that created the model. Wherever possible, the Bank compares valuations derived from models with quoted prices of similar instruments, and with actual values when realized, in order to further validate and standardize models. A variety of factors are incorporated into the models, including actual or estimated market prices and rates, such as time value and volatility, and market conditions and liquidity. The Bank applies its models consistently from one period to the next, ensuring comparability and continuity of valuations over time, but estimating fair value inherently involves a significant degree of judgment.

There is no sufficient market experience, stability and liquidity in the Republic of Macedonia for the purchase and sale of receivables and other financial assets or liabilities, for which published market prices are at present not readily available.

The Management assesses the overall risk exposure and in instances in which it estimates that the value in the books may not be realized, it recognizes a provision. In the opinion of management, the reported carrying amounts for the assets that are not quoted in an active market represent the most valid and useful reporting values under the present market conditions.

#### Allowance for loan losses

The Bank reviews its loan portfolios to assess impairment on a monthly basis. In determining whether an impairment loss should be recorded in the profit and loss, the Bank makes judgments as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans before the decrease can be identified with an individual loan in that portfolio. This evidence may include observable data indicating that there has been an adverse change in the payment status of borrowers in a Bank, or national or local economic conditions that correlate with defaults on assets in the Bank. The Bank uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio when scheduling its future cash flows. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

#### 1. INTRODUCTION (continued)

#### d) Critical accounting judgments and estimates (continued)

#### Useful lifetime of tangible and intangible assets

The Bank management determines estimated useful lives and related depreciation and amortization charges for its tangible and intangible assets. The appropriateness of the estimated useful lives is reviewed annually or whenever there is an indication of significant changes in the underlying assumptions, such as anticipated technological developments and changes in the broad economic and industry factors.

#### Actuarial assumptions in respect of defined benefit plan

The eventual expenses that may occur in the Bank, depend on actual future experience and in particular change in discount rate and increase in salaries. Other factors will also change the overall liability in this matter such as the number of employees leaving service before the retirement and the number of new employees.

#### **Financial crisis**

The ongoing financial crisis so far had a limited effect on the Bank's financial position and performance, mostly due to the Bank's internal risk management and capital management bylaws, as well as limits prescribed by the effective legislation. The Bank has adopted strict procedures for loan approval, appraisal and acceptance of collaterals and treasury operations. The Bank regularly monitors credit risk and develops contemporary capital monitoring practices in order to be able to support the desired risk profile and continued business growth at the same time.

The credit risk is appropriately managed and the Bank management believes that on the day of the Balance Sheet, the coverage of nonfunctional loans with the existing level of the impairment is adequate the absorb the potential losses from the credit portfolio. The strong capital base (with a capital adequacy ratio of 16.36%,) enables the Bank to face any reasonably foreseeable adversity. Taking in to consideration that the Bank wasn't significantly affected by the financial crisis, Management believes that the Bank is well positioned to adequately support its business plan over the coming year.

#### e) Change of accounting policies, accounting estimates and correction of errors

Except as stated in Note 1.b), there are no changes in the accounting policies, accounting estimates or correction of errors in these financial statements. As mentioned in Note 1.b) in the section Presentation of financial statements, certain Notes in the accompanying financial statements are presented in compliance with the presentation method by the Decision.

#### f) Compliance with legislation

The Bank maintains its accounting records and prepares its financial statements in accordance with legal regulations prescribed by the NBRM.

The accompanying financial statements are in compliance with the regulations prescribed by the NBRM, which are in force at any balance sheet date.

In the period from 10 September 2013 until 23 November 2013 NBRM undertook on-site control targeted supervision related to credit, operational, Anti Money Laundering and Combat Terrorist Financing, Compliance and IT risk and compliance with new Decision on methodology for determining capital adequacy (control). On 11 April 2014 the Bank received the official NBRM Report on conducted on-site control. The NBRM Minutes revealed some weaknesses and recommendations in the areas that were subject to the on-site examination.

For the identified weaknesses the bank prepared Action Plan together with the activities for adequate improvements. The Action Plan, which was presented to the member of the Supervisory Board, includes detailed explanations, arguments, planned activities, responsibilities and deadlines for all the identified irregularities and weaknesses from the current on-site examinations by the NBRM. Close monitoring of the implementation of NBRM recommendations is conducted and reported to the Supervisory Board and NBRM on a quarterly basis.

In the period from 09 September 2014 to 10 Octomber 2014 NBRM conducted on-site control related compliance with the regulation (including f/x regulation, payment operations regulation, fast transfer of money etc.). Central Bank conducted control in two branches of the Bank (Gevgelija and Strumica). On January 13, 2015 was submitted to the Bank Minutes from the completed control. With the minutes are identified weaknesses and recommendations in the areas covered by the control. The Bank take appropriate action by preparing instructions and guidelines to improve the activities in areas where weaknesses are identified.

#### g) Risk management disclosure

Qualitative and quantitative information in respect of the separate types of risks are provided in Notes 2 and 3.

#### h) Events after the Balance Sheet date

The Bank has no significant events after the balance sheet date for which an adjustment in the financial statements will be made.

#### 2. RISK MANAGEMENT

Taking risk is core to the business, and the operational risks are an inevitable consequence of being in business. Therefore, the Bank's aim is to achieve an appropriate balance between risk and return and minimize potential adverse effects on the Bank's financial performance.

The Bank's risk management policies are designed to identify and analyse these risks, to set appropriate risk limits and controls, and to monitor the risks and adherence to limits by means of reliable and up-to-date information systems. The Bank regularly reviews its risk management policies and systems in order to reflect the changes in markets, products and the best practices.

The Bank's risk management organization structure ensures existence of clear lines of responsibility, efficient segregation of duties and prevention of conflicts of interest at all levels, including the Supervisory Board, Board of Directors, Executive and Senior Management, as well as between the Bank and NBG Group, its clients and all other related parties. Within the Bank, risk management activities broadly take place at the following levels:

- Strategic level encompasses risk management functions performed by the Supervisory Board. These include the approval of risk strategy, ascertaining the Bank's risk definitions, profile and aspirations, as well as, the risk reward profile and other high-level risk related policies and internal guidelines.
- Tactical level encompasses risk management functions performed by the Board of Directors, Executive
  and Senior Management. These include the approval of risk policies and procedure manuals for
  managing specific risks and establishing adequate systems and controls to ensure that the overall risk
  and reward relationship remains within acceptable levels. Generally, the risk management activities
  performed by the Risk Management Division of the Bank, as well as other critical support functions,
  fall into this category.
- Operational (business line) level which involves management of risks at the point of direct performance
  of the Bank's activities. The relevant activities are performed by individuals who undertake risk on
  behalf of the organization. Risk management at this level is implemented by means of appropriate
  controls incorporated into the relevant policies, procedures and guidelines defined by the management.

The most important types of risk are credit risk, liquidity risk, operational risk and market risk.

#### 2.1 Credit risk

Credit risk is the most important risk for the Bank's business defined as current or future risk on the financial result and capital arising from a customer's failure to meet the terms of any contract with the Bank or otherwise fail to perform as agreed. The exposure to this risk arises principally from retail and corporate lending activities, as well as activities related to off-balance sheet financial instruments (loan commitments, L/G and L/C).

#### 2. RISK MANAGEMENT (continued)

#### 2.1 Credit risk (continued)

#### 2.1.1 Credit risk measurement, limits and mitigation policies

Initially, when approving loans and loan commitments, different Credit Committees assess creditworthiness of the clients depending on the type and size of the exposure based on defined criteria. The Bank credit risk management, which encompasses identification, measurement, monitoring and control of credit risk, is performed by the Risk Management Committee and Committee for classification of assets and impairment for potential losses, commitments and contingencies and it is mainly based on reports and analysis prepared by relevant organization units of the Bank. The Board of Directors and Supervisory Board are regularly informed of the credit risk that the Bank is exposed to.

The Bank has internal system of client classification the main purpose of which is to determine their creditworthiness and assess the acceptable level of credit risk at the start of lending. Classification of corporative clients to which the Bank is exposed to is reviewed at least on samyannual basis. The Bank has implemented a system of early warning signals for the purpose of identifying timely possible downward trends in the client's creditworthiness and for mitigating the credit risk.

The Bank employs a range of practices to mitigate credit risk. Common practice is accepting suitable collateral for approved loans. The main collateral types for loans and other credit exposures are:

- Mortgages over residential properties;
- Charges over business assets such as premises, inventory and accounts receivable;
- Charges over financial instruments such as debt and equity securities;
- Pledges over movables such as automobiles and equipment and other;

The Bank monitors compliance with the legally and internally established limits and controls concentrations of credit risk. Credit risk limits regarding an individual borrower, related parties, exposure to Bank internal persons, and large exposures, exposures by business sectors as well as other internal limits are set in the Risk Strategy, as well as in the Policies and Procedures regulating the credit risk management. The Bank structures the levels of credit risk that undertakes towards domestic and foreign banks by placing limits on the amount of risk accepted subject to at least an annual review. In addition, the exposure concentration risk by sectors and activities is regularly monitored on the basis of set limits.

#### 2.1.2 Impairment and provisioning policies

The impairment losses are identified losses of the Bank credit portfolio that incurred until the end of reporting period and for which there is objective evidence of impairment. The Bank calculates the impairment provision after making the classification of credit exposure in the appropriate risk category.

The classification is made according to the following criteria:

- · client's creditworthiness;
- client's regularity in settling the liabilities, and
- collateral quality.

#### 2. RISK MANAGEMENT (continued)

#### 2.1 Credit risk (continued)

#### 2.1.2 Impairment and provisioning policies(continued)

According to the Bank policies, impairment and provisioning are defined on individual base.

Impairment provision of individually assessed items on individual base are determined by evaluation of generated loss on the end of reporting period, which represents difference between the carrying and current value of projected future cash flows. Effective interest rate is used at discounting the future cash flows that include also the collateral value.

All non-performing loans also are covered by the impairment on an individual basis.

Calculated impairment provision for 2014 and 2013 move within the following limits:

- 0-5% of credit risk exposure classified into A risk category
- 5-20% of credit risk exposure classified into B risk category
- 20-45% of credit risk exposure classified into C risk category
- 45-70% of credit risk exposure classified into D risk category
- 70-100% of credit risk exposure classified into E risk category

- 2. RISK MANAGEMENT (continued)
- 2.1 Credit risk (continued)
- A. Analysis of maximum exposure to credit risk

	Placements loans to			ts with and ther clients	Investment assets availa	in financial able for sale	Investment assets held t		Cash an equiva		Fee and co		Other rec	eivables		nce sheet osure	To	otal
	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous
	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year
	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013
I. Carrying amount of exposures for which an																		
allowance for																		
impairment/special																		
reserve has been																		
allocated																		
Carrying amount of																		
separate significant																		
exposures before the																		
allowance for																		
impairment and																		
special reserve on an																		
individual basis																		
A risk category	251,665	310,654	44,410,643	39,845,128	11,626,037	11,310,509	132,275	667,319	10,037,959	8,857,204	4,200	10,174	5,303	20,257	8,845,790	7,930,996	75,313,872	68,952,241
B risk category	-	-	2,073,533	2,486,307	7,642	-	-	-	-	-	1,309	613	9,089	7,217	113,052	155,367	2,204,625	2,649,504
C risk category	-	-	2,245,962	1,715,630	-	-	-	-	-		2,193	2,126	<del>-</del>	29,363	40,361	20,153	2,288,516	1,767,272
D risk category	-		316,937	613,501			-	-	1,359	2,624	3,260	3,430	32,283	-	-	246	353,839	619,801
E risk category	22,320	26,515	5,393,218	4,868,733	275,288	269,504					42,794	36,008		29,102	80,277	74,313	5,813,897	5,304,175
	273,985	337,169	54,440,293	49,529,299	11,908,967	11,580,013	132,275	667,319	10,039,318	8,859,828	53,756	52,351	46,675	85,939	9,079,480	8,181,075	85,974,749	79,292,993
(Allowance for																		
impairment and special reserve on an individual																		
basis)	(22,320)	(26,515)	(6,107,620)	(5,605,882)	(276,092)	(270,308)			(613)	(1,183)	(44,902)	(40,100)	(36,826)	(36,255)	(106,387)	(104,990)	(6,594,760)	(6,085,233)
Carrying amount of	(22,320)	(20,313)	(0,107,020)	(3,003,002)	(270,092)	(270,308)			(013)	(1,103)	(44,902)	(40,100)	(30,820)	(30,233)	(100,387)	(104,990)	(0,394,700)	(0,065,255)
separate significant																		
exposures less the																		
allowance for																		
impairment and																		
special reserve on an																		
individual basis	251,665	310,654	48,332,673	43,923,417	11,632,875	11,309,705	132,275	667,319	10,038,705	8,858,645	8,854	12,251	9,849	49,684	8,973,093	8,076,085	79,379,989	73,207,760

#### 2. RISK MANAGEMENT (continued)

- 2.1 Credit risk (continued)
- A. Analysis of maximum exposure to credit risk (continued)

	Placements with and loans to banks				Investment in financial assets available for sale		Investment in financial assets held to maturity		Cash and cash equivalents		Fee and commission receivables		Other receivables		Off-balance sheet exposure		Т	'otal
•	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous year
	year 2014	year 2013	year 2014	year 2013	year 2014	year 2013	year 2014	year 2013	year 2014	year 2013	year 2014	year 2013	year 2014	year 2013	year 2014	year 2013	year 2014	2013
Carrying amount of								-										
exposures assessed																		
on a group basis																		
before the																		
allowance for																		
impairment and the																		
special reserve on a																		
group basis																		
<ul> <li>separate insignificant</li> </ul>																		
exposures (small																		
loans portfolio)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<ul> <li>separate significant</li> </ul>																		
exposures not																		
impaired on a																		
separate basis	-		3,110,256	4,165,903							267	39		15,422	2,605,249	2,678,474	5,715,772	6,859,838
(Allowance for																		
impairment and																		
special reserve on a																		
group basis)	-		(34,634)	(32,216)									0	-28	(6,846)	(6,200)	(41,480)	(38,444)
Carrying amount of																		
exposures assessed																		
on a group basis																		
less the allowance																		
for impairmentand																		
special reserve on											•							
a group basis			3,075,622	4,133,687							267	39		15,394	2,598,403	2,672,274	5,674,292	6,821,394

- 2. RISK MANAGEMENT (continued)
- 2.1 Credit risk (continued)
- A. Analysis of maximum exposure to credit risk (continued)

	Placements with and loans to banks				Investment in financial assets available for sale		Investment in financial assets held to maturity		Cash and cash equivalents		Fee and commission receivables		Other receivables		Off-balance sheet exposure		To	tal
	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous
	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year
II. Comming amount of	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013
<li>II. Carrying amount of exposures for which</li>																		
there has been no																		
allowance for																		
impairment/special																		
reserve allocated																		
mature receivables	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Maturity structure of mature receivables																		
for which no																		
allowance for																		
impairment has																		
been allocated																		
up to 30 days	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Carrying amount of																		
mature receivables																		
for which no																		
allowance for																		
impairment has																		
been allocated																		
non-mature receivable																		
Restructured received. Other receivables		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Carrying amount of																		
non-mature																		
receivable for																		
which no allowance	2																	
for impairment has																		
been allocated				_							_		_					
		<u></u> -	· · · · · · · · · · · · · · · · · · ·	·			·	·	·				·		· · · · · · · · · · · · · · · · · · ·	<u></u>		·

#### **RISK MANAGEMENT (continued)**

- 2.1 Credit risk (continued)
- A. Analysis of maximum exposure to credit risk (continued)

	Placements with and loans to banks		Placements with and loans to banks loans to other clients				Investment in financial assets held to maturity		Cash and cash equivalents		Fee and commission receivables		Other receivables		Off-balance sheet exposure		Tota	al
	current previous		current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous
	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year
	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013
Total carrying amount of receivables with credit risk before theallowance for impairment and																		
the special reserve	273,985	337,169	57,550,549	53,695,202	11,908,967	11,580,013	132,275	667,319	10,039,318	8,859,828	54,023	52,390	46,675	101,361	11,684,729	10,859,549	91,690,521	86,152,831
(Total allowance for impairment and						,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,												
special reserve)	(22,320)	(26,515)	(6,142,254)	(5,638,098)	(276,092)	(270,308)	-	-	(613)	(1,183)	(44,902)	(40,100)	(36,826)	(36,283)	(113,233)	(111,190)	(6,636,240)	(6,123,677)
Total carrying amount of receivables with credit risk less the allowance for impairment and																		
special reserve	251,665	310,654	51,408,295	48,057,104	11,632,875	11,309,705	132,275	667,319	10,038,705	8,858,645	9,121	12,290	9,849	65,078	11,571,496	10,748,359	85,054,281	80,029,154

#### 2. RISK MANAGEMENT (continued)

- 2.1 Credit risk (continued)
- B. Value of collateral (fair value) for mitigating of credit risk

	Placements with and loans to banks				Investment in financial assets available for sale		Investment in financial assets held to maturity		Cash and cash equivalents		Other receivables		Off-balance sheet exposure		To	otal
	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous
	year 2014	year 2013	year 2014	year 2013	year 2014	year 2013	year 2014	year 2013	year 2014	year 2013	year 2014	year 2013	year 2014	year 2013	year 2014	year 2013
Value of collateral of the credit exposure assessed for impairment on an individual basis																
First-class collateral instruments:	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
cash deposits (in depot and/or restricted in																
accounts with the Bank)	-	-	1,403,104	1,409,110	-	-	-	-	-	-	-	-	156,184	6,278	1,559,288	1,415,388
government securities	-	-	-	11,799	-	-	-	-	-	-	-	-	-	-	-	11,799
government unconditional guarantees	-	-	1,844,442	1,845,339	-	-	-	-	-	-	-	-	-	-	1,844,442	1,845,339
bank guarantees	-	-	59,971	152,938	-	-	-	-	-	-	-	-	29,499	58,418	89,470	211,356
Guarantees from insurance companies and																
insurance policies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Corporate guarantees (except for bank and																
insurance company guarantees)	-	-	5,811,405	941,123	-	-	-	-	-	-	-	-	1,179,303	-	6,990,708	941,123
Guarantees from individuals	-	-	-	353,201	-	-	-	-	-	-	-	-	-	2,030	-	355,231
Property pledge:	-	-	-	-	-	_	-	-	-	-	_	-	-	-	-	-
private property (flats, houses)	-	-	33,135,214	28,575,915	-	-	-	-	-	-	-	-	586,683	9,128	33,721,897	28,585,043
commercial property	-	-	22,657,601	19,121,030	-	-	-	-	-	-	-	-	1,517,760	134,268	24,175,361	19,255,298
Pledge over movables	-	_	14,449,486	8,291,301	-	-	-	-	_	_	_	-	5,090,808	9,163	19,540,294	8,300,464
Other types of security	_	-	1,765,561	3,702,677	-	-	-	-	-	-	_	_	77,319	19,492	1,842,880	3,722,169
Total value of collateral of credit exposure																
assessed for impairment on an individual bas	sis -		81,126,784	64,404,433							_		8,637,556	238,777	89,764,340	64,643,210

### 2. RISK MANAGEMENT (continued)

- 2.1 Credit risk (continued)
- B. Value of collateral (fair value) for mitigating of credit risk(continued)

	Placements with and loans to banks		oans to banks loans to other client		Investment in financial assets available for sale		<del></del>		Cash and cash equivalents		Other receivables		Off-balance sheet exposure		Total	
	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous	current	previous
	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year	year
	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013
Value of collateral of the credit exposure																
assessed for impairment on a group basis																
First-class collateral instruments:	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
cash deposits (in depot and/or restricted in																
accounts with the Bank)	-	-	-	200,563	-	-	-	-	-	-	-	-	-	32,346	-	232,909
government securities	-	-	-	1,749	-	-	-	-	-	-	-	-	-	-	-	1,749
government unconditional guarantees	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
bank guarantees	-	-	-	11,795	-	-	-	-	-	-	-	-	-	13,160	-	24,955
Guarantees from insurance companies and																
insurance policies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Corporate guarantees (except for bank and																
insurance company guarantees)	-	-	-	2,246,342	-	-	-	-	-	-	-	-	-	755,286	-	3,001,628
Guarantees from individuals	-	-	-	61,511	-	-	-	-	-	-	-	-	-	-	-	61,511
Property pledge:	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
private property (flats, houses)	-	-	-	1,716,574	-	-	-	-	-	-	-	-	-	141,289	-	1,857,863
commercial property	-	-	-	4,755,818	-	-	-	-	-	-	-	-	-	1,175,879	-	5,931,697
Pledge over movables	-	-	-	1,954,539	-		-	-	-	-	-	-	-	667,837	-	2,622,376
Other types of security	-	-	-	3,879,154	-	-	-	-	-	-	-	-	-	3,549,674	-	7,428,828
Total value of collateral of credit exposure									-							
assessed for impairment on a group basis				14,828,045										6,335,471	-	21,163,516

### **RISK MANAGEMENT (continued)**

### 2.1 Credit risk (continued)

### C. Concentration of credit risk by industries and activities

	Placements loans to bar			ts with and ther clients	Investment assets availa		Investment assets held	in financial to maturity		nd cash alents		ommission vables	Other re	eceivables		nce sheet osure	To	otal
	current year	previous year	current year	previous year	current year	previous year	current year	previous year	current year	previous year	current year	previous year	current year	previous year	current year	previous year	current year	previous year
	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013
Non-residents	-	-	-	-	-	-	-	-	-	-	_	_	-	-	_	-	_	-
Agriculture, Forestry and																		
Fishing	-	-	872,482	616,099	-	-	-	-	-	-	15	8	167	2,000	8,573	14,256	881,237	632,363
Mining and quarrying	-	-	68,868	116,710	-	-	-	-	-	-	4	10	13	379	62,684	23,311	131,569	140,410
Food industry	-	-	2,009,318	1,576,807	-	-	-	-	-	-	74	300	385	5,119	97,364	72,312	2,107,141	1,654,538
Textile industry and																		
clothing and footwear																		
production	_	_	694,140	711,418	_	_	_	_	_	_	3	_	133	2,310	36,692	37,982	730,968	751,710
Chemical industry,			, ,	, ,										,-	,	/	,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
production of construction																		
materials, production and																		
processing of fuels,																		
pharmaceutical industry	_	_	1,182,106	890,518		_		_			20	_	226	2,891	137,599	451,801	1,319,951	1,345,210
Production of metals,	-	-	1,102,100	0,0,510	-	-	-	-	-	-	20		220	2,071	137,377	431,001	1,317,731	1,343,210
machinery, tools and																		
equipment			3,466,954	3,191,827							1,242	2,594	664	10,363	633,154	650,187	4,102,014	3,854,971
Other manufacturing	-	-	3,400,934	3,191,627	-	-	-	-	-	-	1,242	2,394	004	10,303	033,134	030,167	4,102,014	3,634,971
industries			100,711	269,977							2,336	1,078	19	877	2,962	3,393	106,028	275,325
Electricity, gas, steam and	-	-	100,711	209,977	-	-	-	-	-	-	2,330	1,076	19	6//	2,902	3,393	100,028	213,323
air conditioning supply			1,837,613	2,157,384									352	7,004	87,338	32,980	1,925,303	2,197,368
Water supply, wastewater	-	-	1,037,013	2,137,364	-	-	-	-	-	-	-	-	332	7,004	67,556	32,980	1,923,303	2,197,300
disposal, waste managemen																		
and activities on	ıı																	
remediation of the																		
			22 511	10.261										62	202	0.479	22.010	20.002
environment	-	-	33,511	19,261	-	-	-	-	-	-	-	348	6	63	302	9,478	33,819	28,802
Construction,	-	-	1,369,831	1,560,740	-	-	-	-	-	-	37	348	262	5,067	2,108,857	1,367,633	3,478,987	2,933,788
Wholesale and retail trade,																		
repair of motor vehicles and	1										-00							
motorcycles	-	-	5,262,607	4,947,922	983	906	-	-	-	-	600	354	1,008	16,065	426,997	427,756	5,692,195	5,393,003
Transportation and storage	-	-	855,532	675,124	-	-	-	-	-	-	224	96	164	2,192	231,982	197,385	1,087,902	874,797
Facilities for																		
accommodation and food																		
service activities	-	-	229,293	309,115	-	-	-	-	-	-	9	20	44	1,004	2,841	3,221	232,187	313,360
Information and																		
Communications	-	-	223,310	79,982	-	-	-	-	-	-	3	18	43	260	1,970	11,933	225,326	92,193
Financial and insurance																		
activities	251,665	310,654	72,527	20	76,074	67,104	-	-	2,663,650	1,483,590	53	_	14	-	89,866	61,755	3,153,849	1,923,123

### 2. RISK MANAGEMENT (continued)

- 2.1 Credit risk (continued)
- C. Concentration of credit risk by industries and activities (continued)

	Placements loans to bar	ıks	loans to o	nts with and other clients		able for sale	Investment is assets held t	o maturity	Cash a	alents	Fee and co	ables	Other re		Off-balar expos	sure		otal
	current year	previous year	current year	previous year	current year	previous year	current year	previous year	current year	previous year	current year	previous year	current year	previous year	current year 2014	previous year	current year	previous year
	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013
			'															
Activities related to real																		
estate	-	-	444,541	317,648	-	-	-	-	-	-	-	-	85	1,031	120,120	462,370	564,746	781,049
Professional, scientific and			220 521	200.005							200	120		054	105.005	40.000	41.5.250	240.512
technical activities	-	-	228,521	299,896	-	-	-	-	-	-	398	420	44	974	187,397	48,223	416,360	349,513
Administrative and support service activities			48,610	72,949							20		9	237	12,081	11,024	60,720	94.210
Public administrationand	-	-	48,610	72,949	-	-	-	-	-	-	20	-	9	237	12,081	11,024	60,720	84,210
defence, compulsory social																		
security			_	_	11,555,818	11,241,695	132,275	667,319	7,375,055	7,375,055	_	_	1	_	_	15,036	19,063,150	19,299,105
Education	-	-	98,306	83,102	11,555,616	11,241,055	132,273	007,517	7,575,055	7,373,033		_	19	270	19,072	16,327	117,397	99,699
Activities of Health and			70,500	03,102									17	270	17,072	10,527	117,377	,,,,,,
Social Care	_	_	36,264	27,113	_	_	_	_	_	_	_	_	7	88	1,899	548	38,170	27,749
Arts, entertainment and			,	,											-,		,	=-,
recreation	-	_	61,306	94,942	-	-	-	_	_	-	-	280	12	308	36,081	35,554	97,399	131,084
Other service activities	-	-	15,636	25,395	-	-	-	-	_	-	1,232	663	3	82	3,141	2,710	20,012	28,850
Activities of households as																		
employers; activities of																		
households that produce																		
goods and perform a diverse	;																	
range of services for own																		
needs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Activities of exterritorial																		
organizations and bodies	-	-	22 106 209	20.012.155	-	-	-	-	-	-	2.050	- 101	- 160	- 404	7 262 524	- 701 194	20 467 951	26.916.024
Individuals	-	-	32,196,308	30,013,155	-	-	-	-	-	-	2,850	6,101	6,169	6,494	7,262,524	6,791,184	39,467,851	36,816,934
Proprietors and individuals who are not considered as																		
merchants																		
Total	251,665	310,654	51,408,295	48,057,104	11,632,875	11,309,705	132,275	667,319	10,038,705	8,858,645	9,121	12,290	9,849	65,078	11,571,496	10,748,359	85,054,281	80.029.154
1 0131	451,005	310,054	51,408,295	40,057,104	11,032,875	11,309,703	132,273	007,319	10,038,705	0,000,045	9,121	12,290	9,849	05,078	11,5/1,490	10,748,339	05,054,281	00,029,154

### 2. RISK MANAGEMENT (continued)

- 2.1 Credit risk (continued)
- C. Concentration of credit risk by geographical location

	Placements v loans to bank			ts with and ther clients		in financial able for sale	Investment assets held t		Cash ar		Fee and co		Other re	ceivables	Off-balar expo		To	otal
	current year 2014	previous year 2013	current year 2014	previous year 2013	current year 2014	previous year 2013	current year 2014	previous year 2013	current year 2014	previous year 2013	current year 2014	previous year 2013	current year 2014	previous year 2013	current year 2014	previous year 2013	current year 2014	previous year 2013
Geographical location	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013		2013	2014	2013
Republic of Macedonia EU member countries Europe (other) OECD member countries (less European OECD member countries)	251,665	310,654	51,408,295	48,057,104	11,632,875	11,309,703 2 -	132,275	667,319	7,391,455 2,647,250	6,496,697 2,361,948 -	9,121	12,290	9,849	65,078 - -	11,571,496	10,696,527 3,819 -	82,155,366 2,898,915	77,304,718 2,676,423
Other (more than 10% of total credit risk exposure)																48,013		48,013
Total	251,665	310,654	51,408,295	48,057,104	11,632,875	11,309,705	132,275	667,319	10,038,705	8,858,645	9,121	12,290	9,849	65,078	11,571,496	10,748,359	85,054,281	80,029,154

### 2. RISK MANAGEMENT (continued)

### 2.2 Liquidity risk

Liquidity risk represents a risk of Bank's inability to provide sufficient monetary assets to settle its short-term liabilities when they come due, i.e. a risk that the necessary liquid assets will be provided at much higher cost.

### 2.2.1 Liquidity risk management process

The Bank's liquidity risk management process encompasses:

- Application of operating standards related to the Bank's liquidity risk, including appropriate policies, procedures and resources for controlling and limiting the liquidity risk.
- Maintenance of stock of liquid assets appropriate for the cash flow profile of the Bank which can be readily converted into cash without incurring undue capital losses.
- Measurement, control and scenario testing of funding requirements, as well as access to funding sources.
- Preparing contingency plans of the Bank for handling liquidity disruptions by means of the ability to fund some or all activities in a timely manner and at a reasonable cost.
- Monitoring liquidity risk limits and ratios, taking into account the Bank's risk appetite and profile, as well as the regulatory requirements for prescribed minimum level of liquidity rates.

The process of managing liquidity and liquidity risk is implemented through the establishment of adequate daily liquidity management through developing liquidity plans. The plans reflect the liquidity provided by cash flows and liquidity needed to funding the cash outflows. During preparation of plans and projections for liquidity on a daily, weekly, monthly and long-term basis, all relevant aspects are taken in consideration - the established limits, maintaining the required currency structure, maturity matching of assets and sources of funds and other regulatory rules.

Monitoring of the Bank's liquidity is performed by the Treasury Division. The Treasury Division reconciles all inflows and/or outflows in all currencies along with money orders, checks, bank transfers and account transfers.

### 2. RISK MANAGEMENT (continued)

### 2.2 Liquidity risk (continued)

### 2.2.1 Liquidity risk management process (continued)

Analysis according to the maturity of financial assets and liabilities (remaining maturity)

December 31, 2014							
	Up to 1	From 1 to	From 3 months to	From 1 to	From 2 to	Over 5	
	month	3 months	12 months	2 years	5 years	years	Total
FINANCIAL ASSETS							
Cash and cash equivalents	18,359,622	99,757	-	-	-	-	18,459,379
Trading assets	285,518	-	7,485	-	-	-	293,003
Financial assets at fair value through the income statement determined as such at initial recognition	-	-	-	-	-	-	-
Derivative assets held for risk							
management Placements with, and loans to banks	-	-	-	-	-	-	-
Loans to customers	11,249	30,944	55,197	-	-	154,275	251,665
Investment securities	3,314,842	4,231,877	17,277,067	4,505,026	9,911,449	12,168,034	51,408,295
Investment securities  Investments in affiliates	132,275	1,889,403	6,546,975	3,119,409	-	77,088	11,765,150
	-	-	-	-	-	-	-
Income Tax receivable (current)	-	-	-	-	-	-	-
Other receivables	141,786	-	-	-	-	-	141,786
Collateralized assets	-	-	-	-	-	-	-
Deferred tax assets							
Total financial assets	22,245,292	6,251,981	23,886,724	7,624,435	9,911,449	12,399,397	82,319,278
FINANCIAL LIABILITIES							
Trading liabilities Financial liabilities at fair value through the income statement determined as	-	-	-	-	-	-	-
such at initial recognition Derivative liabilities held for risk	-	-	-	-	-	-	-
management	-	-	-	-	-	-	-
Deposits from banks	293,181	-	-	-	-	-	293,181
Deposits from customers	25,132,716	6,904,195	23,173,449	8,185,829	2,222,690	287,679	65,906,558
Loans payable	83,219	-	155,115	163,052	277,095	176,367	854,848
Subordinated debt	-	9,307	-	1,229,628	1,537,035	-	2,775,970
Income tax liabilities (current)	172,665	-	-	-	-	-	172,665
Differed tax liabilities	-	-	-	-	-	-	-
Other liabilities	1,220,738					90,977	1,311,715
Total financial liabilities	26,902,519	6,913,502	23,328,564	9,578,509	4,036,820	555,023	71,314,937
Off balance items							
Off balance assets	593	66,887	2,877	-	-	-	70,357
Off balance liabilities	7,761,293	730,051	944,393	504,017	1,247,897	497,661	11,685,312
Net liquidity gap	(12,417,927)	(1,324,685)	(383,357)	(2,458,091)	4,626,732	11,346,713	(610,614)

### 2. RISK MANAGEMENT (continued)

### 2.2 Liquidity risk (continued)

### 2.2.1 Liquidity risk management process (continued)

Analysis according to the maturity of financial assets and liabilities (remaining maturity) (continued)

D 1 21 2012						In thousand	ls of Denars
December 31, 2013			From 3				
	Up to 1	From 1 to	months to	From 1 to	From 2 to	Over 5	
	month	3 months	12 months	2 years	5 years	vears	Total
FINANCIAL ASSETS							
Cash and cash equivalents	16,616,744	-	_	-	-	-	16,616,744
Trading assets	217,272	-	8,476	7,316	-	-	233,064
Financial assets at fair value through the income statement determined as such at initial recognition	-	-	-	-	-	-	-
Derivative assets held for risk							
management Placements with, and loans to banks	-	-	1 42 201	-	-	166 575	210.654
Loans to customers	698	-	143,381	4 020 024	- 474 626	166,575	310,654
Investment securities	3,236,998	4,740,181	15,622,390	4,820,034	9,474,636	10,162,865	48,057,104
Investments in affiliates	134,628	1,125,962	9,019,094	-	1,629,300	68,040	11,977,024
Income Tax receivable (current)	-	-	-	-	-	-	-
Other receivables	212.726	-	-	-	-	-	212.726
Collateralized assets	213,736	-	-	-	-	-	213,736
Deferred tax assets	-	-	-	-	-	-	-
Total financial assets	20.420.07/	5 966 142	24,793,341	4 927 250	11 102 026	10,397,480	
Total financial assets	20,420,076	5,866,143	24,793,341	4,827,350	11,103,936	10,397,480	77,408,326
FINANCIAL LIABILITIES							
Trading liabilities Financial liabilities at fair value through the income statement determined as	-	-	-	-	-	-	-
such at initial recognition Derivative liabilities held for risk	-	-	-	-	-	-	-
management	-	-	-	-	-	-	-
Deposits from banks	189,764	-	-	-	-	-	189,764
Deposits from customers	24,001,416	7,403,637	23,632,596	5,484,245	2,418,121	228,362	63,168,377
Loans payable	209,833	15,183	141,748	180,153	397,234	-	944,151
Subordinated debt	-	9,755	-	-	2,768,008	-	2,777,763
Income tax liabilities (current)	888	-	-	-	-	-	888
Differed tax liabilities	-	-	-	-	-	-	-
Other liabilities	857,091					90,978	948,069
Total financial liabilities	25,258,992	7,428,575	23,774,344	5,664,398	5,583,363	319,340	68,029,012
Off balance items							
Off balance assets	14,144	11,882	-	-	-	-	26,026
Off balance liabilities	7,662,527	413,004	1,510,286	504,456	400,751	368,525	10,859,549
Net liquidity gap	(12,487,299)	(1,963,554)	(491,289)	(1,341,504)	5,119,822	9,709,615	(1,454,209)

### 2. RISK MANAGEMENT (continued)

#### 2.2 Liquidity risk (continued)

### 2.2.1 Liquidity risk management process (continued)

## Analysis according to the maturity of financial assets and liabilities (remaining maturity) (continued)

Bank's assets and liabilities are classified according to their relevant maturities as at December 31, 2014 and 2013, except for loans and receivablesfrom other clients and unutilized limits – potential credit exposure where the schedule in specific time intervals for loan products that have no defined maturity date (credit cards, OK loans, allowed overdrafts etc.) is made by using the historical data on the collection amount in relation to the total on-balance sheet receivables under these products, i.e. the amount of utilization of funds under the approved limits.

#### 2.3 Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risks arise from open positions in currency, interest rate, and equity products, all of which are exposed to market movements and changes in the level of volatility of market rates or prices (such as interest rates, credit spreads, foreign exchange rates and equity prices).

### Foreign exchange risk

The Bank takes on exposure to the effects of fluctuations in the prevailing foreign currency exchange rates on its financial position and cash flows. The Bank sets limits on the level of exposure by currency and in aggregate for all currencies, which are monitored on a daily basis. The tables below summarize Bank's exposure to foreign exchange risk as at December 31, 2014 and 2013.

### Risk from changes in interest rates

The Bank is exposed to effects arising from movements at level of interest rates in the market that affect its financial position and cash flows. Taking into consideration the fact that the trading portfolio of the Bank is inconsiderable and refers mainly to government securities, the interest rate risk exposure is assessed from the aspect of Bank's portfolio of activities. The risk from change in interest rates in the Banking Book is the current or possible risk for profit (net interest income) and/or capital that arises from negative movements in interest rates, which affect the positions in the Bank's portfolio of activities. The assuming of this risk is part of banking activities and may be a significant source for profitability and shareholders value. Nonetheless, excessive risk from change in interest rates may represent a significant threat to the profit and capital base of the Bank.

### 2. RISK MANAGEMENT (continued)

### 2.3 Market risk (continued)

### **Risk from changes in interest rates (continued)**

The Bank has established a framework for managing this risk in order to minimize the effects of negative changes in future interest rates by establishing and monitoring appropriate limits and utilizing techniques to measure the exposure to risk from changes in interest rates in Banksportfolio.

The table shows Analysis of compliance of interest rates on financial assets and liabilities as at December 31, 2014 and 2013.

### Operational risk

The operational risk is defined as risk of loss that arises from inappropriate or unsuccessful internal processes and systems, human factor or external events. The Bank has established an operational risk management framework based on Strategy and Policy and methodology for managing this risk. It ensures, within the various processes in the Bank, that there are identified risks originating from these processes, that they are measured and that there is an undertake of corrective actions in order to avoid potential negative effect over the financial result and capital position of the Bank.

### 2.3.1. SensitivityAnalysis of assets and liabilities on change in market risk

### A. Sensitivity Analysis on the changes of market risk on assets and liabilities

	Profit/loss	Own funds	Risk weighted assets	Capital adequacy ratio
December 31, 2014 Amount prior to the sensitivity analysis /stress tests (as of				
31.12.2014)	-	9.344.389	57.129.143	16,36%
Effects from application of scenarios				
Risk from foreign exchange rate change				
Denar to depreciate by 10% in relation of all other F/X	196.804	9.541.193	57.326.406	16,64%
Denar to appreciate by 10% in relation of all other F/X	-196.804	9.147.584	56.931.880	16,07%
Denar todepreciate by 20% in relation of all other F/X	393.608	9.737.997	57.523.669	16,93%
Denar toappreciate by 20% in relation of all other F/X	-393.608	8.950.780	56.734.617	15,78%
Risk frominterest rate change				
Increasing ofinterest rates by 200 b.p.	-13.914	9.330.474	57.129.143	16,33%
Decreasing of interest rates by 200 b.p.	13.914	9.358.303	57.129.143	16,38%
Increasing ofinterest ratesby400 b.p.	-27.828	9.316.560	57.129.143	16,31%
Decreasing of interest rates by 400 b.p.	27.828	9.372.217	57.129.143	16,41%
Cumulative				

### 2. RISK MANAGEMENT (continued)

### 2.3 Market risk (continued)

### 2.3.1 SensitivityAnalysis of assets and liabilities on change in market risk (continued)

### A. Sensitivity Analysis on the changes of market risk on assets and liabilities(continued)

	Profit/loss	Own funds	Risk weighted assets	Capital adequacy ratio
December 31, 2013 Amount prior to the sensitivity analysis /stress tests (as of				
31.12.2013)	_	9,897,712	54,810,434	18.06%
Effects from application of scenarios		, ,	, ,	
Risk from foreign exchange rate change				
Denar todepreciate by 10% in relation of all other F/X	225,408	10,123,120	55,035,895	18.39%
Denar toappreciate by 10% in relation of all other F/X	(225,408)	9,672,304	54,584,973	17.72%
Denar todepreciate by 20% in relation of all other F/X	450,817	10,348,529	55,261,356	18.73%
Denar toappreciate by 20% in relation of all other F/X	(450,817)	9,446,895	54,359,512	17.38%
Risk frominterest rate change				
Increasing ofinterest rates by 200 b.p.	30,799	9,928,511	54,810,434	18.11%
Decreasing of interest rates by 200 b.p.	(30,799)	9,866,913	54,810,434	18.00%
Increasing ofinterest ratesby400 b.p.	61,598	9,959,310	54,810,434	18.17%
Decreasing of interest rates by 400 b.p.	(61,598)	9,836,114	54,810,434	17.95%
Cumulative	-		-	-

The Bank has established a frame for establishing stress test on the basis of which stress testing is made at least once a year in order to analyze the sensitivity of the Bank to a set of extreme but realistic shocks, which also takes into consideration analysis of the assets and liabilities sensitivity to changes in the foreign exchange rate and in the interest rates from aspect of the banking activities portfolio. In due course, the scenarios which take into consideration the risk from the change of the foreign exchange rate estimate the effect of the possible appreciation and depreciation of the Denar foreign exchange rate in relation to other currencies, and at all other factors unchanged, the effect is observable through the realized foreign exchange gain/loss. On the other hand, the purpose of the stress test analysis of the interest rate risk in the bank's portfolio of activities is to examine the sensitivity of the Bank balance sheets to the interest rate changes, by examining the influence of interest shocks in the assumed scenarios on the net interest income.

In both sensitivity analyses, the change in capital adequacy is estimated through the effect of scenarios over the amount of own funds (if assuming that the profit is zero), and by that also over the capital adequacy of the Bank.

The table presents analysis of assets and liabilities sensitivity to market risk changes as at 31 December 2014 and 31 December 2013.

- 2. RISK MANAGEMENT (continued)
- 2.3 Market risk (continued)
- 2.3.1 SensitivityAnalysis of assets and liabilities on change in market risk(continued)
- B. Analysis of value exposed to market risk in trading portfolio

			2014		In thousands of Denars 2013						
	Balance on December 31	Average value	Highest value (maximum)	Lowest value (minimum)	Balance on December 31	Average value	Highest value (maximum)	Lowest value (minimum)			
Amount exposed to risk at interest- bearing instruments	1										
Amount exposed to risk at instruments in foreign											
currency	-			-	-	-		-			
Amount exposed to risk at equity instruments	-			-	-	-		-			
Amount (effects on netting)	-			-	-	-		-			
							_				
Total			-		-	-	-				

The Bank does not make analysis of the risk exposed value according to the above disclosure in Table B due to the fact that the Bank does not determine capital required for covering the market risks for the trading portfolio according to the "Decision on the methodology for determining the capital adequacy", and consequently the table referred to in this Note is not filled in.

### 2. RISK MANAGEMENT (continued)

### 2.3 Market risk (continued)

## 2.3.2 Sensitivity analysis of changes in interest rates of financial assets and liabilities (excluding trading assets)

### A Interest rate sensitivity analysis

	Currency	2014	2013
NET WEIGHTED POSITION FOR CURRENCY EUR (FKS+VKS+PKS)	EUR	22,747	17,947
NET WEIGHTED POSITION FOR CURRENCY MKD (FKS+VKS+PKS)	MKD	43,321	7,157
NET WEIGHTED POSITION FOR CURRENCY MKDcIEUR (FKS+VKS+PKS)	MKDclEUR	399,097	195,482
NET WEIGHTED POSITION FOR other CURRENCIES (FKS+VKS+PKS)	Other	(3,269)	6,671
TOTAL WEIGHTED VALUE – CHANGE IN THE ECONOMIC VALUE OF BANK'S ACTIVITY PORTFOLIO		461,896	227,257
OWN FUNDS		9,344,389	9,897,712
TOTAL WEIGHTED VALUE / OWN FUNDS		4.94%	2.30%

### 2. RISK MANAGEMENT (continued)

- 2.3 Market risk (continued)
- 2.3.2 Sensitivity analysis of changes in interest rates of financial assets and liabilities (excluding trading assets) (continued)
- B. Analysis of reconciliation of interest rates

In thousands of Denars	up to 1 month	from 1 to 3 months	from 3 to 12 months	from 1 to 2 years	from 2 to 5 years	over 5 years	Total interest bearing assets /liabilities
December 31, 2014							
ASSETS							
Cash and cash equivalents	9,927,477	99,757	-	-	-	-	10,027,234
Financial assets at fair value through profit and loss account designated	_	_	_	_	_	_	_
as such at initial recognition							
Loans and receivables from banks	10,829	30,944	55,197	-	-	145,435	242,405
Loans and receivables from other customers	21,188,047	2,127,977	21,073,118	1,566,158	2,744,360	2,520,929	51,220,589
Investments in securities	131,914	1,889,404	6,510,885	3,119,409	-	-	11,651,612
Other interest-sensitive unstated assets			· <del>-</del>	<u> </u>			
Total interest-sensitive financial assets	31,258,267	4,148,082	27,639,200	4,685,567	2,744,360	2,666,364	73,141,840
LIABILITIES Financial liabilities at fair value through profit and loss account designated as such at initial recognition Deposits of banks Deposits of other customers Issued debt securities	293,126 30,659,389	- 4,710,055 -	- 25,267,041 -	4,423,365	- - 425,817 -	- 123,577 -	293,126 65,609,244
Borrowings Subordinated liabilities and hybrid instruments Other unspecified interest-sensitive liabilities	80,634	2,766,663	155,115	163,052	277,095	26,968	702,864 2,766,663
Total interest-sensitive financial liabilities	31,033,149	7,476,718	25,422,156	4,586,417	702,912	150,545	69,371,897
Net - balance position							
Off-balance sheet interest-sensitive assets positions Off-balance sheet interest-sensitive liabilities positions Net positions - off-balance sheetposition	- - -	- - -	- - -	- - -	- - -	- - -	- - -
Total net-position	225,118	(3,328,636)	2,217,044	99,150	2,041,448	2,515,819	3,769,943

### 2. RISK MANAGEMENT (continued)

- 2.3 Market risk (continued)
- 2.3.2 Sensitivity analysis of changes in interest rates of financial assets and liabilities (excluding trading assets) (continued)
- B. Analysis of reconciliation of interest rates(continued)

In thousands of Denars	up to 1 month	from 1 to 3 months	from 3 to 12 months	from 1 to 2 years	from 2 to 5 years	over 5 years	Total interest bearing assets /liabilities
December 31, 2013							
ASSETS							
Cash and cash equivalents	15,442,132	-	-	-	-	-	15,442,132
Financial assets at fair value through profit and loss account designated	_	_	_	_	_	_	
as such at initial recognition							-
Loans and receivables from banks	-	-	143,381	-	-	112,842	256,223
Loans and receivables from other customers	1,504,410	19,425,004	21,237,499	1,794,834	2,754,150	1,016,212	47,732,109
Investments in securities	132,587	1,125,962	8,996,525	-	1,629,300	-	11,884,374
Other interest-sensitive unstated assets							·
Total interest-sensitive financial assets	17,079,129	20,550,966	30,377,405	1,794,834	4,383,450	1,129,054	75,314,838
LIABILITIES Financial liabilities at fair value through profit and loss account designated as such at initial recognition Deposits of banks Deposits of other customers Issued debt securities Borrowings Subordinated liabilities and hybrid instruments Other unspecified interest-sensitive liabilities Total interest-sensitive financial liabilities	189,761 26,337,092 - 208,637 - - 26,735,490	10,963,244 15,183 2,768,009 - 13,746,436	21,058,904 - 141,695 - - 21,200,599	3,683,398 - 180,153 - - - 3,863,551	747,992 - 397,234 - - 1,145,226	59,817 - - - - - 59,817	189,761 62,850,447 942,902 2,768,009
Net - balance position							
Off-balance sheet interest-sensitive assets positions Off-balance sheet interest-sensitive liabilities positions Net positions - off-balance sheetposition	- - -	- - -	- - -	- - -	- - -	- - -	- - -
Total net-position	(9,656,361)	6,804,530	9,176,806	(2,068,717)	3,238,224	1,069,237	8,563,719

## 2. RISK MANAGEMENT (continued)

### 2.3 Market risk (continued)

## 2.3.3 Currency risk

### In thousands of Denars 31 December 2014

	MKD	EUR	USD	Other currency	Total
MONETARY ASSETS					
Cash and cash equivalents	12,615,462	3,956,933	538,645	1,348,339	18,459,379
Trading assets	-	9,053	283,950	-	293,003
Financial assets at fair value through the income statement					
determined as such at initial recognition	-	-	-	-	-
Derivative assets held for risk management	-	-	-	-	-
Placement with, and loans to banks	-	98,573	150,535	2,557	251,665
Placement with and loans to customers	25,642,337	24,576,191	1,189,767	-	51,408,295
Investments in securities	10,436,354	1,328,796	-	-	11,765,150
Investments in affiliated companies	-	-	-	-	-
Receivables for income tax (current)	-	-	-	-	-
Other receivables	120,188	21,029	436	133	141,786
Collateralized assets	-	-	-	-	-
Deferred tax assets	-	-	-	-	-
Total monetary assets	48,814,341	29,990,575	2,163,333	1,351,029	82,319,278
MONETARY LIABILITIES					
Trading liabilities	-	-	-	-	-
Financial liabilities at fair value through the income					
statement determined as such at initial recognition	-	-	-	-	-
Derivative liabilities held for risk management	-	-	-	-	-
Deposits from banks	-	11,786	257,080	24,315	293,181
Deposits from customers	38,455,610	24,271,400	1,869,879	1,309,669	65,906,558
Issued Debt Securities	-	-	-	-	-
Borrowings	172,181	682,667	-	-	854,848
Subordinated debt	-	2,775,970	-	-	2,775,970
Income tax payable (current)	172,665	-	-	-	172,665
Deferred tax liabilities	-	-	-	-	-
Other liabilities	965,974	342,107	3,575	59	1,311,715
Total monetary liabilities	39,766,430	28,083,930	2,130,534	1,334,043	71,314,937
Net – position	9.047.911	1.906.645	32.799	16.986	11.004.341

## 2. RISK MANAGEMENT (continued)

### 2.3 Market risk (continued)

## 2.3.3 Currency risk

### In thousands of Denars 31 December 2013

	MKD	EUR	USD	Other currency	Total
MONETARY ASSETS					
Cash and cash equivalents	10,882,371	4,250,808	265,045	1,218,520	16,616,744
Trading assets	-	15,793	212,858	4,413	233,064
Financial assets at fair value through the income					
statement determined as such at initial recognition	-	-	-	-	-
Derivative assets held for risk management	-	-	-	-	-
Placement with, and loans to banks	543	167,194	119,824	23,093	310,654
Placement with and loans to customers	22,747,819	23,941,718	1,367,067	500	48,057,104
Investments in securities	9,725,989	2,248,989	1	2,045	11,977,024
Investments in affiliated companies	-	-	-	-	-
Receivables for income tax (current)	-	-	-	-	-
Other receivables	196,770	13,450	3,365	151	213,736
Collateralized assets	_	_	_	-	_
Deferred tax assets	_	_	-	-	_
Total monetary assets	43,553,492	30,637,952	1,968,160	1,248,722	77,408,327
MONETARY LIABILITIES					
Trading liabilities	-	-	-	-	_
Financial liabilities at fair value through the income					
statement determined as such at initial recognition	-	-	-	-	-
Derivative liabilities held for risk management	-	-	-	-	-
Deposits from banks	-	36,461	94,179	59,124	189,764
Deposits from customers	35,672,112	24,566,819	1,775,540	1,153,906	63,168,377
Issued Debt Securities	-	-	-	-	-
Borrowings	171,051	768,361	4,739	-	944,151
Subordinated debt	-	2,777,763	-	-	2,777,763
Income tax payable (current)	888	-	-	-	888
Deferred tax liabilities	-	-	-	-	_
Other liabilities	824,547	108,447	14,210	865	948,069
Total monetary liabilities	36,668,598	28,257,851	1,888,668	1,213,895	68,029,012
Net – position	6,884,894	2,380,101	79,492	34,827	9,379,314

### 3. CAPITAL ADEQUACY

### Capital management

The Bank's objectives when managing capital, which is a broader concept than the 'equity' presented in the balance sheet, are:

- to comply with the capital requirements set by NBRM;
- to safeguard the Bank's ability to continue as a going concernso that it can continue providing returns for shareholders and benefits for other stakeholders; and
- to maintain a strong capital base to support further successful activity.

Capital adequacy and the use of regulatory capital are monitored regularly by the Bank's management, employing techniques based on the directives set by the regulator, for supervisory purposes. The required information is sent to NBRM on a quarterly basis.

The Bank's regulatory capital (own funds) is divided into two tiers:

- Tier 1 capital: share capital, retained earnings limited for distribution among shareholders and reserves created by retained earnings. The Bank's uncovered loss from previous years, the current loss, purchased equity shares, intangible assets, difference between the amount of required and the conducted impairment/ special reserve and unrealized loss from equity instruments available for sale are deducted in arriving at Tier 1 capital; and
- Tier 2 capital: qualifying subordinated loan, cumulative preferred shares and premium from cumulative preferred shares sold, revaluation reserves of 80% from unrealized loss from revaluation of equity and debt instruments available for sale, measures according to the objective value, hybrid capital instruments.

Investments in banks, financial institutions, insurance companies and reinsurance companies are deducted from Tier 1 and Tier 2 capital to deteremine the regulatory capital.

In 2013 the National Bank of the Republic of Macedonia adopted a new Decision on the methodology for determining the capital adequacy, according to which the manner is prescribed for calculating the capital required for banks to cover the credit risk, operational risk, market risks and the currency risk.

The calculaiton of the capital required for covering the credit risk is based on the so called standardized appropach according to Basel II. The Bank is obliged to distribute the on-balance sheet and off-balance sheet claims in appropriate categories of exposure and to provide them with a risk weight depending on the credit quality degree of the debtor or the claim. In2013the Bank was obliged for the first time to allocated capital to cover the operational risk. The calculation of the capital for currency risk was amended and is made to the net amount of aggregate foreign currency position taking into consideration of the calculation of the impairment. Furthermore, as was previously the case, in accordance with the new regulations the Bank is not obliged to determine and dispose of the capital required for covering the market risks.

### 3. CAPITAL ADEQUACY (continued)

### Own assets

The table below presents a survey of the Statement of own assets (Form OA) prepared in accordance with the Instructions on implementing the Decision on the methodology of determining the capital adequacy according to the applicable prescribed regulations of NBRM on December 31, 2014 and 2013.

	In thousands of Dena		
	current	previous	
	year 2014	year 2013	
Paid and registered ordinary and non-cumulative preferred			
shares and their premium	3,511,242	3,511,242	
Nominal value	3,511,242	3,511,242	
Nominal value of common shares	3,511,242	3,511,242	
Nominal value of non-cumulative preferred shares	_	-	
Premium	-	-	
Premium under ordinary shares	-	-	
Premium under non-cumulative preferred shares	-	-	
Reserves and retained profit or loss	4,596,589	4,596,589	
Reserve fund	830,290	830,290	
Retained earnings restricted for distribution to shareholders	3,766,299	3,766,299	
Accumulated loss from previous years	-	-	
Current profit	-	-	
Positions as a result of consolidation	-	-	
Minority share	-	-	
Reserves under foreign exchange gains/losses	-	-	
Other differences	-	-	
Deductible items	(23,983)	(23,983)	
Loss at the year-end or current loss	-	-	
Purchased own shares	-	-	
Intangible assets	_	-	
Difference between the amount of required and made			
impairment/special reserves	(23,983)	(23,983)	
Amount of allocated impairment and special reserves as a result			
of accounting delay	-	-	
Unrealized loss from own instruments available for sale	-	-	
Other deducted items			
Initial capital	8,083,848	8,083,848	

## 3. CAPITAL ADEQUACY (continued)

Own assets (continued)

_	In thousan current year 2014	ds of Denars previous year 2013
Additional capital I		
Paid-in and subscribed cumulative preferred shares and		
premium under these shares	90,978	90,978
Nominal value	90,978	90,978
Premium	-	-
Revaluation reserves	1,416	569
Hybrid capital instruments	-	-
Subordinated instruments	1,168,147	1,722,317
Amount of cumulative preferred shares and subordinated		
instruments that can be part of the additional capital I	1,259,125	1,813,295
Additional capital I	1,260,541	1,813,864
Investments in capital of other banks or financial institutions that are over 10% of the capital of those institutions Investments in subordinated and hybrid capital instruments and other instruments of the aforementioned institutions Aggregate amount of investments in capital, subordinated and hybrid instruments and other instruments that exceeds 10% of of initial and additional capital Investments in financial instruments issued by insurance and reinsurance companies and pension fund management companies Amount for exceeding the limits for investments in non-financial institutions Positions as a result of consolidation (negative amounts)  Deductible items Initial capital after deductions Additional capital I after deductible items	- - - 8,083,848 1,260,541	- - - - 8,083,848 1,813,864
OWN ASSETS	9,344,389	9,897,712

### 3. CAPITAL ADEQUACY (continued)

### Own assets

### Capital adequacy ratio

The table below gives an overview of the Report of the rate of capital adequacy (Form CA) prepared in accordance with the Guidelines for implementation of the Decision on the methodology for determining the capital adequacy according to the applicable prescribed regulations from NBRM as at December 31, 2014 and 2013.

	In thousands of Dena		
	current	previous	
	year 2014	year 2013	
<del>-</del>	2014	2013	
Credit risk weighted assets			
Capital required for covering the credit risk	3,878,288	3,704,613	
Credit risk weighted assets by applying standardized approach	48,478,603	46,307,661	
Currency risk weighted assets			
Currency risk weighted assets	1,972,632	2,254,609	
Aggregate foreign currency position	-		
Net position in gold	157,811	180,369	
Capital required for covering the currency risk	1,972,632	2,254,609	
Operational risk weighted assets			
Capital required for covering the operational risk by applying			
the basic indicator approach	_	_	
Capital required for covering the operational risk by applying			
the standardized approach	534,233	499,853	
Operational risk weighted assets	6,677,908	6,248,164	
Other risk weighted assets			
Capital required for covering the risk of changes in the commodity			
prices	_	_	
Capital required for covering the market risks	_	-	
Capital required for covering the positional risks			
Capital required for covering the specific risk of investments in debt			
instruments	_	_	
Capital required for covering the general risk of investments in debt			
instruments	_	_	
Capital required for covering the specific risk of investments in equity			
instruments	_	_	
Capital required for covering the general risk of investments in equity			
instruments	_	_	
Capital required for covering the settlement/delivery risk	_	_	
Capital required for covering the counterparty risk	_	_	
Capital required for covering the exceeding of exposure limits	_	_	
Capital required for covering the market risks of option positions	_	_	
Capital required for covering the market risks of option positions	_	_	
Other risk weighted assets		-	
Risk weighted assets	57,129,143	54,810,434	
Capital required for covering the risks	4,570,332		
		4,384,835	
Own assets	9,344,389	9,897,712	
Capital adequacy ratio	16.36%	18.06%	

### 4. SEGMENT REPORTING

### A. Operating segments

In thousands of Denars December 31, 2014

Retail banking	Corporate banking	Investme nt banking	All other significant operating segments	Unalloca ted	Total
425,577	2,090,099	614,998	(140)	-	3,130,534
418,858	531,758	1,225	11,671	-	963,512
-	-	-	-	-	-
-	-	41,874	-	-	41,874
176,857	31,808	-	-	80,608	289,273
-	-	-	-	-	-
1,021,292	2,653,665	658,097	11,531	80,608	4,425,193
67,086	(701,731)	-	2,695	-	(631,950)
(45,357)	(42,883)	-	-	(23,284)	(111,524)
(48,576)	(61,669)	-	(142)	(1,353)	(111,740)
-	-	-	-	-	-
(35,748)	(45,384)	-	(105)	(996)	(82,233)
(782,273)	(991,204)		(2,287)	(21,798)	(1,797,562)
(844,868)	(1,842,871)		161	(47,431)	(2,735,009)
176 424	810 794	658 097	11 692	33 177	1,690,184
170,424	010,774	030,077	11,072	33,177	(177,841)
176 424	910 704	<i>(5</i> 9.007	11 (02	22 177	
1/0,424	810,/94	058,097	11,092	33,177	1,512,343
32,198,814	39,444,115	12,058,153	_	_	83,701,082
-	- · · · · · · · · · · · · · · · · · · ·	- · · · · · · -	-	-	-
					83,701,082
					<u> </u>
49.607.776	21.892.321	_	-	_	71,500,097
-	-	_	_	_	-
					71,500,097
	425,577 418,858 - 176,857 - 1,021,292  67,086 (45,357) (48,576) - (35,748) (782,273)	banking         banking           425,577         2,090,099           418,858         531,758           -         -           176,857         31,808           -         -           1,021,292         2,653,665           67,086         (701,731)           (45,357)         (42,883)           (48,576)         (61,669)           -         -           (35,748)         (45,384)           (782,273)         (991,204)           (844,868)         (1,842,871)           176,424         810,794           -         -           176,424         810,794           32,198,814         39,444,115           -         -           -         -	Retail banking         Corporate banking         nt banking           425,577         2,090,099         614,998           418,858         531,758         1,225           -         -         -           -         -         41,874           176,857         31,808         -           -         -         -           1,021,292         2,653,665         658,097           67,086         (701,731)         -           (45,357)         (42,883)         -           (48,576)         (61,669)         -           (35,748)         (45,384)         -           (782,273)         (991,204)         -           (844,868)         (1,842,871)         -           176,424         810,794         658,097           176,424         810,794         658,097           32,198,814         39,444,115         12,058,153           -         -         -           -         -         -           -         -         -	Retail banking         Corporate banking         Investme nt operating segments           425,577         2,090,099         614,998         (140)           418,858         531,758         1,225         11,671           -         -         -         -           176,857         31,808         -         -           -         -         -         -           1,021,292         2,653,665         658,097         11,531           67,086         (701,731)         -         2,695           (45,357)         (42,883)         -         -           (48,576)         (61,669)         -         (142)           (782,273)         (991,204)         -         (2,287)           (844,868)         (1,842,871)         -         161           176,424         810,794         658,097         11,692           32,198,814         39,444,115         12,058,153         -           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -	Retail banking         Corporate banking         Investme nt banking         significant operating segments         Unalloca ted           425,577         2,090,099         614,998         (140)         -           418,858         531,758         1,225         11,671         -           -         -         41,874         -         -           176,857         31,808         -         -         80,608           -         -         -         -         80,608           67,086         (701,731)         -         2,695         -           (45,357)         (42,883)         -         -         (23,284)           (48,576)         (61,669)         -         (142)         (1,353)           -         -         -         (2,287)         (21,798)           (844,868)         (45,384)         -         (2,287)         (21,798)           (844,868)         (1,842,871)         -         161         (47,431)           176,424         810,794         658,097         11,692         33,177           176,424         810,794         658,097         11,692         33,177           -         -         -         -         -

## 4. SEGMENT REPORTING (continued)

### A. Operating segments (continued)

In thousands of Denars December 31, 2013

	Retail banking	Corporate banking	Investme nt banking	All other significant operating segments	Unalloca ted	Total
Net interest income /(expense) Net fees and commissions income /	1,263,653	1,205,012	329,497	-	-	2,798,162
(expense)	493,573	434,639	(23,100)	4,472	-	909,584
Net trading income  Net income from other financial instruments recorded at fair value	-	-	70,049	-	-	70,049
Other operating income	194,728	48,694	_	_	102,175	345,597
Income realized between segments	-	-	_	_	-	-
Total income by segments	1,951,954	1,688,345	376,446	4,472	102,175	4,123,392
. 8	, , ,					
Allowance for impairment of financial assets, on net basis	56,898	(1,063,045)	114,966	-	-	(891,181)
Impairment loss of non-financial assets, on net-basis	(62,084)	(58,697)	_	-	(31,870)	(152,651)
Depreciation	(57,425)	(54,292)	_	(13,240)	(16,237)	(141,194)
Restructuring costs	-	-	-	-	-	-
Costs for investment in property and						
equipment	(23,592)	(22,304)	-	(5,438)	(6,671)	(58,005)
Other expenses	(766,246)	(724,789)		(268,245)	(125,364)	(1,884,644)
Total expenses by segments	(852,449)	(1,923,127)	114,966	(286,923)	(180,142)	(3,127,675)
Financial result by segment	1,099,505	(234,782)	491,412	(282,451)	(77,967)	995,717
Income tax	-	-	-	-	(5,772)	(5,772)
Profit/(loss) for the financial year	1,099,505	(234,782)	491,412	(282,451)	(83,739)	989,945
Total assets by segment	17,570,693	49,118,060	12,207,453	-	-	78,896,206
Unallocated assets per segment	-	-	-	-	2,635	2,635
Total assets						78,898,841
Total lightilities by segment	44.004.525	22 200 204				<0.204.041
Total liabilities by segment Unallocated liabilities by segment	44,904,737	23,300,204	-	-	4 077	68,204,941
Total liabilities	-	-	-	-	4,277	4,277
Total nabilities						68,209,218

## 4. SEGMENT REPORTING (continued)

### B. Concentration of total revenue and expenses by customers

b. Concentration of total revenue	of total revenue and expenses by customers					In thousands of Denars		
		Corporat	Investme	All other significant				
	Retail	e	nt	operating	Unalloca			
	banking	banking	banking	segments	ted	Total		
Current year, 2014 Customer 1								
Income	1,459	168,402	_	_	_	169,861		
(Expenses)	(8,958)	(73,225)	-	-	-	(82,183)		
Customer 2								
Income	1,425	135,323	-	-	-	136,748		
(Expenses)	(8,346)	(51,641)	-	-	-	(59,987)		
Customer 3								
Income	1,402	127,304	-	-	-	128,706		
(Expenses)	(8,328)	(34,351)	-	-	-	(42,679)		
Customer 4								
Income	1,346	104,917	-	-	-	106,263		
(Expenses)	(6,978)	(28,008)	-	-	-	(34,986)		
Customer 5								
Income	1,298	52,793	-	-	-	54,091		
(Expenses)	(6,926)	(20,346)				(27,272)		
Total by segment	(32,606)	381,168				348,562		
Previous year, 2013								
Customer 1								
Income	1,076	146,628	-	-	-	147,704		
(Expenses)	(14,431)	(85,809)	-	-	-	(100,240)		
Customer 2								
Income	673	135,249	-	-	-	135,922		
(Expenses)	(13,280)	(55,877)	-	-	-	(69,157)		
Customer 3								
Income	673	78,592	-	-	-	79,265		
(Expenses)	(10,427)	(35,282)	-	-	-	(45,709)		
Customer 4	<b></b> 00	<b></b>						
Income	538	63,697	-	-	-	64,235		
(Expenses)	(10,204)	(33,025)	-	-	-	(43,229)		
Customer 5								
Income	538	47,480	-	-	-	48,018		
(Expenses)	(9,624)	(28,744)				(38,368)		
Total by segment	(54,468)	232,909				178,441		

## 4. SEGMENT REPORTING(continued)

### C. Geographic areas

In thousands of Denars December 31, 2014

		countries of		European Member-			
	Republic of Macedonia	European Union	Europe (other)	countries of OECD)	Other	Unallocat ed	Total
Current year, 2014							
Total income	5,851,762	138,972	37,192	29,010	-	-	6,056,936
Total assets	80,865,769	1,920,467	513,949	400,897			83,701,082
Previous year, 2013							
Total income	5,841,996	165,391	9,825	22,902	-	-	6,040,114
Total assets	75,394,177	3,189,189	184,152	131,323			78,898,841

### 5. FAIR VALUE OF FINANCIAL ASSETS AND FINANCIAL LIABILITIES

### A. Fair value of financial assets and liabilities

	December	31, 2014	In thousands of Denars December 31, 2013			
-	Carrying amount	Fair Value	Carrying amount	Fair Value		
Financial assets						
Cash and cash equivalents	18,459,379	18,459,379	16,616,744	16,616,744		
Trading assets	293,003	293,003	233,064	233,064		
Financial assets at fair value through						
income statement, determined as such upon						
initial recognition	-	-	-	-		
Derivative assets held for risk management	-	-	-	-		
Placement with, and loans to banks	251,665	251,665	310,654	310,654		
Placement with, and loans to other						
customers	51,408,295	51,408,295	48,057,104	48,057,104		
Investment securities	11,765,150	11,765,150	11,977,024	11,977,024		
Investments in affiliated companies	-	-	-	-		
Receivables for income tax (current)	=	=	-	-		
Other receivables	141,786	141,786	213,736	213,736		
Collateralized assets	=	=	-	=		
Differed tax assets	<u> </u>					
<u>-</u>	82,319,278	82,319,278	77,408,326	77,408,326		
Financial liabilities						
Liabilities for trading	_	_	_	_		
Financial liabilities at fair value through						
income statement, determined as such upon						
initial recognition	_	_	_	_		
Derivative liabilities held for risk						
management	_	_	_	_		
Deposits from banks	293,181	293,181	189,764	189,764		
Deposits from other customers	65,906,558	65,906,558	63,168,377	63,168,377		
Issued debt securities	-	-	-	-		
Borrowings	854,848	854,848	944,151	944,151		
Subordinated debt	2,775,970	2,775,970	2,777,763	2,777,763		
Income tax liabilities (current)	172,665	172,665	888	888		
Differed tax liabilities	-	-	_	-		
Other liabilities						
	1 211 715	1 211 715	948,069	948,069		
-	1,311,715	1,311,715	940,009	740,007		

### 5. FAIR VALUE OF FINANCIAL ASSETS AND FINANCIAL LIABILITIES (continued)

### B. Levels of fair value of financial assets and liabilities, measured at fair value

### B.1 Levels of fair value of financial assets and liabilities, measured at fair value

	Note	Level 1	In the	ousands of De Level 3	nars Total
Current year, 2014 Financial assets measured at fair value Trading assets Financial assets at fair value through	19	293,003	-		293,003
income statement, determined as such upon initial recognition  Derivative assets	20	-	-		-
held for risk management Investments in securities	21	-	-		-
available for sale	23.1	52,681		24,407	77,088
Total		345,684		24,407	370,091
Financial liabilities Liabilities for trading Financial liabilities at fair value through	32	-	-	-	-
income statement, determined as such upon initial recognition	33	-	-	-	-
Derivative liabilities held for risk management	21	<del></del>			
Total					
Previous year, 2013 Financial assets measured at fair value Trading assets Financial assets at fair value through income statement,	19	233,064	-	-	233,064
determined as such upon initial recognition	20	-	-	-	-
Derivative assets held for risk management Investments in securities	21	-	-	-	-
available for sale	23.1	43,632		24,407	68,040
Total		276,696		24,407	301,103
Financial liabilities Liabilities for trading Financial liabilities at fair value through	32	-	-	-	-
income statement, determined as such upon initial recognition  Derivative liabilities held for risk	33	-	-	-	-
management  Total	21				
Total		<u>-</u>			

## 5. FAIR VALUE OF FINANCIAL ASSETS AND FINANCIAL LIABILITIES (continued)

### B. Level of fair value of financial assets and liabilities, measured at fair value (continued)

### **B.2** Transfers between fair value level 1 and 2

	Current y	ear, 2014	Previous year,2013		
	Transfers	Transfers	Transfers	Transfers	
	from level 1	from level 2	from level 1	from level 2	
	to level 2	to level 1	to level 2	to level 1	
Financial assets measured at fair value Trading assets Financial assets at fair value through income statement, determined as such upon initial recognition Derivative assets held for risk management Investments in securities, available for sale	- - - -	- - - -	- - - -	- - - -	
Total					
Financial liabilities Liabilities for trading Financial liabilities at fair value through income statement, determined as such upon initial recognition Derivative liabilities held for risk management	- - -	- - -	- - -	- - -	
Total		-			

### STOPANSKA BANKA AD - Skopje

### NOTES TO THE FINANCIAL STATEMENTS December 31, 2014

### 5. FAIR VALUE OF FINANCIAL ASSETS AND FINANCIAL LIABILITIES (continued)

B. Levels of fair value of financial assets and liabilities, measured at fair value (continued)

### B.3Reconciliation of the Movements in Fair Values Measured at Level 3 During the Year

fair value through profit and loss securities available –for-sale Assets for such at initial Investments in securities available –for-sale Liabilities for State State Investments in securities available –for-sale sale Investments in securities available –for-sale State Initial State Investments in securities available –for-sale	In thousands of I Financial assets at fair value through profit and loss account designated as such at initial recognition	
Balance at January 1, 2013		100011000
Profit/(loss) recognized in:		
- Income Statement	-	-
- Other income /(loss) in the period not recognized		
in the Income Statement	-	-
Purchased financial assets in the period	-	-
Sold financial assets in the period	-	-
Issued financial instruments in the period	-	-
Paid financial instruments in the period	-	-
Re-classified financial instruments to/from Level 3	-	-
Re-classified in loans and claims		·
Balance at December 31, 2013		·
Total profit /(loss) recognized in the Income Statement		
for the financial assets and liabilities that are held		
on December 31, 2013	-	
Balance at January 1, 2014		
Profit/(loss) recognized in:		
- Income Statement	_	_
- Other income /(loss) in the period not shown		
in the Income Statement	_	_
Purchased financial assets in the period	-	-
Sold financial assets in the period	-	-
Issued financial instruments in the period	-	-
Paid financial instruments in the period	-	-
Re-classified financial instruments to/from Level 3	-	-
Re-classified in loans and claims		
Balance at December 31, 2014	-	-
Total profit /(loss) recognized in the Income Statement		
for the financial assets and liabilities that are held		
on December 31, 2014	-	

### 5. FAIR VALUE OF FINANCIAL ASSETS AND FINANCIAL LIABILITIES (continued)

## B Levels of fair value of financial assets and financial liabilities, measured at fair value (continued)

#### a) Cach and cash equivalents

The carrying amount of cash and cash equivalents equals their fair values as they include cash and nostro accounts representing unrestricted demand deposits and placements with NBRM, which mature *shortly*.

### b) Held-for-trading financial assets

Fair value as determined by reference to market prices equal to their carrying amount.

### c) Placement with, and loans to banks

The majority of the time deposits represent overnight deposits. The fair value of the overnight deposits and demand placements with banks is their carrying amount. The smaller portion of the time deposits are fixed interest bearing deposits, the estimated fair value of which is determined based on discounting cash flow using interest rates for similar placements.

#### d) Placements with and loans to customers

Loans are net of provisions for impairment. The major part of the loans to customers is with floating interest rate (over 95%). The remaining part of the loans with fixed interest rate relates to "teaser loans", for which the fair value is estimated by the Bank based on the discounted cash flow.

### e) Investment in securities

The fair value of investments in held-to-maturity financial assets is their carrying amount having regard to the fact that their carrying amount is determined on the basis of discounted cash flows. The fair value of investments in available-for-sale financial assets is determined on the basis of quoted market prices or amounts derived from cash flow models. Consequently, their fair value is their carrying amount.

### f) Other receivables

Other receivables approximate their fair value as they will mature shortly.

### g) Deposits from banks

The fair value of demand and time deposits is their carrying amount.

### h) Deposits from other customers

The fair value of demand deposits and time deposits with floating interest rate is their carrying amount. The estimated fair value of the deposits with fixed interest rate is based on discounted cash flows using the interest rate for similar deposits with similar maturity.

### 5. FAIR VALUE OF FINANCIAL ASSETS AND FINANCIAL LIABILITIES (continued)

## B Levels of fair value of financial assets and financial liabilities, measured at fair value (continued)

### *i)* Loans payable (including subordinated debt)

Subordinated debt represents the major part of this position. This loan is with floating interest rate. The remaining part relates to the loans from specific sources for which the market interest rate can not be reliably determined, taking into consideration the fact that there are no similar instruments on the market.

### j) Other liabilities

Other liabilities approximate their fair value as they will mature shortly.

### 6. NET INTERESTINCOME/(EXPENSE)

### A. Structure of interest income and expenses by category of financial instruments

	In thousands of Denars	
	Current	Previous
	year	year
	2014	2013
Interest income		
Cash and cash equivalents	232,295	339,437
Financial assets at fair value through income statement,		
determined as such upon initial recognition	-	-
Derivative assets held for risk management	-	-
Placements with and loans to banks	21,525	19,724
Placements with and loans to customers	3,830,193	3,794,038
Investments in securities	388,843	308,692
Other receivables	12,735	11,546
(Allowance for impairment of income interest, on net-basis)	(70,342)	(66,171)
Collected previously written-off interest	257,466	218,131
Total interest income	4,672,715	4,625,397
Interest expense		
Financial liabilities at fair value through income statement,		
determined as such upon initial recognition	-	-
Derivative liabilities held for risk management	-	-
Deposits from banks	-	-
Deposits from other customers	1,451,854	1,735,152
Issued debt securities	-	-
Borrowings	9,960	10,416
Subordinated debt	75,014	74,431
Other liabilities	5,353	7,236
Total interest expense	1,542,181	1,827,235
Net interest income / (expense)	3,130,534	2,798,162

## 6. NET INTERESTINCOME/(EXPENSE) (continued)

### B. Sector analysis of interest income and expenses by sector

	In thousands of Denars	
	current year	previous year
	2014	2013
Interest income		_
Non-financial companies	1,181,074	1,164,791
Government	389,034	334,261
Non-profit institutions servicing households	290	879
Banks	22,055	19,779
Other financial companies (non-banking)	241,698	321,787
Households	2,651,440	2,631,940
Non-residents	-	-
(Allovance for impairment of interest income, on net-basis)	(70,342)	(66,171)
Collected previously written-off interest	257,466	218,131
Total interest income	4,672,715	4,625,397
Interest expense		
Non-financial companies	206,367	241,985
Government	3,966	5,948
Non-profit institutions servicing households	10,888	11,976
Banks	8,198	9,815
Other financial companies (non-banking)	29,561	41,702
Households	1,192,245	1,423,290
Non-residents	90,956	92,519
Total interest expense	1,542,181	1,827,235
Net interest income / (expense)	3,130,534	2,798,162

### 7. NET FEE AND COMMISSION INCOME/(EXPENSE)

### A. Structure of fee and commission income and expenses by financial activity

	In thousand current year 2014	ds of Denars previous year 2013
Fee and commission income		
Financing	103,811	106,634
Payment operations		
domestic	354,367	314,662
international	87,814	97,519
L/Cs and L/Gs	68,069	69,216
Brokerage operations	1,556	1,740
Asset management	431	425
Commission and creditor activities	-	142
Issue of securities	-	-
Card operations	349,708	333,712
Deposit operations	1,233	1,578
Renting safe-deposit-boxes	7,886	6,437
Third party accounts collection	10,727	9,485
Other	67,472	57,521
Total fee and commission income	1,053,074	999,071
Fee and commission expense		
Financing	-	-
Payment operations		
domestic	64,900	67,494
international	15,670	13,960
L/Cs and L/Gs	-	-
Brokerage operations	-	-
Asset management	-	-
Commission and creditor activities	-	-
Issue of securities	-	-
Other	8,992	8,033
Total fee and commission expense	89,562	89,487
Net fee and commission income / (expense)	963,512	909,584

## 7. NET FEE AND COMMISSION INCOME/(EXPENSE) (continued)

### B. Sector analysis of fee and commission income and expense

	In thousands of Denars	
	current	previous
	year	year
	2014	2013
Fee and commission income		
Non-financial companies	582,545	566,755
Government	3,291	4,373
Non-profit institutions servicing households	155	148
Banks	19,278	16,779
Other financial companies (non-banking)	-	-
Households	421,317	382,072
Non-residents	26,488	28,944
Total fee and commission income	1,053,074	999,071
Fee and commission expense		
Non-financial companies	5,575	7,117
Government	-	7
Non-profit institutions servicing households	-	-
Banks	57,975	57,500
Other financial companies (non-banking)	26,012	24,863
Non-residents	-	-
Total fee and commission expense	89,562	89,487
Net fee and commission income / (expense)	963,512	909,584

### 8. NET TRADING INCOME

	In thousands of Denars	
	current	previous
	year	year
_	2014	2013
Trading assets		
Profit /(loss) from the changes in fair value of debt securities, on		
net-basis		
realized	-	33
unrealized	(2,795)	(1,861)
Profit /(loss) from the changes in fair value of equity instruments,		
on net basis		
realized	-	_
unrealized	39,969	67,545
Income from dividend from trading assets	1,462	926
Income from interest from trading assets	3,238	3,406
Trading liabilities		
Profit /(loss) from the changes in fair value of debt securities, on		
net-basis		
realized	-	-
unrealized	-	-
Profit /(loss) from the changes in fair value of trading deposits, on		
net-basis		
realized	-	-
unrealized	-	_
Profit /(loss) from the changes in fair value of other financial		
liabilities for trading, on net-basis		
realized	-	_
unrealized	-	_
Expenses for interest from financial liabilities held for trading	-	_
Profit /(loss) from the changes in fair value of derivatives held		
for trading, on net-basis		
realized	-	_
unrealized	-	-
Net trading income	41,874	70,049

# 9. NET INCOME FROM OTHER FINANCIAL INSTRUMENTS CARRIED AT FAIR VALUE

	In thousands of Denars	
	current	previous
	year	year
	2014	2013
Financial assets at fair value through the income statement		
determined as such at initial recognition		
Profit / (loss) from the changes in fair value of debt securities, on		
net basis		
realized	-	-
unrealized	-	-
Profit / (loss) from the changes in fair value of equity		
instruments, on net basis		
realized	-	-
unrealized	-	-
Income from dividend from financial assets at fair value through		
the income statement	-	-
Profit / (loss) from the changes in fair value of loans and claims		
at fair value through the income statement, on net basis		
realized	-	-
unrealized	-	-
Financial liabilities at fair value through the income statement		
determined as such at initial recognition		
Profit / (loss) from the changes in fair value of debt securities, on		
net basis		
realized	-	_
unrealized	-	-
Profit / (loss) from changes in fair value of deposits at fair value		
through the income statement, on net-basis		
realized	-	-
unrealized	-	-
Profit / (loss) from the changes in fair value of loan liabilities at		
fair value through the income statement, on net basis		
realized	-	-
unrealized	-	-
Profit / (loss) from the changes in fair value of other financial		
liabilities at fair value through the income statement, on net		
basis		
realized	-	-
unrealized	-	-
Profit / (loss) from changes in fair value of derivative held for		
risk management at fair value through the income statement, on		
net-basis		
realized	-	-
unrealized		
Net income from other financial instruments carried at fair		
value	<u> </u>	

### 10. NET FOREIGN EXCHANGE GAINS/(LOSSES)

	In thousands of Denars	
	current	previous
	year	year
	2014	2013
Realized net foreign exchange gains/(losses)	105,670	120,091
Non-realized net foreign exchange gains/(losses)	-	-
foreign exchange gains/(losses) of adjustment of the value of		
financial assets, on net basis	5,784	(13,053)
foreign exchange gains/(losses) of special reserve for off balance		
sheet exposure, on net basis	-	-
other foreign exchange gains/(losses), on net basis	(31,544)	(11,617)
Net foreign exchange gains/(losses)	79,910	95,421

### 11. OTHER OPERATING INCOME

	In thousands of Denars	
	current	previous
	year	year
	2014	2013
Profit from sales of assets available for sale	387	3,976
Dividend from equity instruments available for sale	4,974	4,090
Net income from investments in subsidiaries and affiliates	-	-
Capital gain from sales of:		
property and equipment	8,719	19,924
intangible assets	-	-
foreclosed assets	-	-
non-current assets held for sale and group for disposal (sale)	-	-
Income from rent	2,005	3,116
Income from won court disputes	13,738	10,689
Collected previously written-off receivables	133,858	151,118
Release of special reserves and provisions for:		
off-balance sheet credit exposures	-	-
contingent liabilities based on court disputes	-	-
pensions and other benefits for employees	-	-
restructuring	-	-
unfavourable agreements	-	-
other provisions	-	-
Other:		
early withdrawal of deposits of non-residents	30,307	39,660
Revenue from insurance mediation and mortgage bets on movables in process of approving loans to individuals	2,687	7,951
other income	12,688	9,652
Total other operating income	209,363	250,176

## STOPANSKA BANKA AD - Skopje

# NOTES TO THE FINANCIAL STATEMENTS December 31, 2014

## 12. IMPAIRMENT LOSSES OF FINANCIAL ASSETS, NET

#### In thousands of Denars

	Placements with and loans to banks	Placements with and loans to customers	Investments in financial assets available for sale	Investments in financial assets held to maturity	Cash and cash equivalents	Fees and commissions receivables	Other receivables	Total
December 31, 2014								
Allowance for impairment, on individual basis								
Additional allowance for impairment,	22,199	888,430	-	-	23,650	7,768	18,914	960,961
(Release of allowance for impairment)	(26,394)	(260,629)	-	-	(24,220)	(2,467)	(18,797)	(332,507)
	(4,195)	627,801		-	(570)	5,301	117	628,454
Allowance for impairment, on group basis								
Additional allowance for impairment,	-	32,309	-	-	-	-	-	32,309
(Release of allowance for impairment)		(28,813)				<u> </u>		(28,813)
		3,496				<u> </u>	<u> </u>	3,496
Total allowance for impairment of financial assets,								
on net-basis	(4,195)	631,297			(570)	5,301	117	631,950
December 31, 2013								
Allowance for impairment, on individual basis								
Additional allowance for impairment	3,597	1,538,968			1,605	8,910	33,578	1,586,658
(Release of allowance for impairment)	(395)	(581,035)	-	-	(1,653)	(784)	(41,704)	(625,571)
(Release of anowance for impairment)	3,202	957,933			(48)	8,126		961,087
	3,202	931,933			(46)	8,120	(8,126)	901,087
Allowance for impairment, on group basis								
Additional allowance for impairment	_	42,534	_	_	_	_	_	42,534
(Release of allowance for impairment)	-	(112,440)	-	-	-	-	-	(112,440)
1 /		(69,906)					-	(69,906)
Total allowance for impairment of financial assets,						-		· · /_
on net-basis	3,202	888,027			(48)	8,126	(8,126)	891,181

# 13. IMPAIRMENT LOSSES OF NON-FINANCIAL ASSETS, NET

In thousands of Denars

	Real estate and equipment	Intangible assets	Foreclosed assets	current assets held for sale and group for sale	Other non- financial assets	Total
December 31, 2014						
Additional impairment loss	-	-	111,524	-	-	111,524
(Release of impairment loss)						
Total impairment loss of non-financial assets, on net-basis			111,524			111,524
December 31, 2013						
Additional impairment loss	-	-	152,651	-	-	152,651
(Release of impairment loss)	-	-		-	-	-
Total impairment loss of non-financial assets, on net-basis		_	152,651			152,651

## 14. PERSONNEL EXPENSES

	In thousar current year 2014	nds of Denars previous year 2013
Short-term personnel benefits		
Salaries	442,564	447,382
Compulsory contributions for social and health insurance	212,625	213,515
Short-term paid leaves	-	-
Costs for temporary employment	14,155	14,680
Share in profit and remuneration	36	-
Non-monetary benefits	-	-
Other personnel benefits	61,066	58,122
	730,446	733,699
Post retirement benefits		
Defined pension benefit plans	-	-
Retirement benefits	-	-
Increase of liability for defined pension benefit plans	-	-
Increase of liability for other long-term benefits	-	-
Other benefits upon termination of employment	<u> </u>	<u>-</u>
	-	-
Benefits due to termination of employment	27,212	529
Payments to employees based on shares, settled with equity		
instruments	-	_
Payments to employees based on shares, settled with monetary		
assets Other	-	-
<u> </u>	27,212	529
Total personnel expenses	757,658	734,228

The amounts referring to provisions for retirement benefits in the amount of Denar 833 thousand (2013: Denar 2,488 thousand) are presented in Note 38.

	current	previous
	year 2014	year 2013
Average number of employees for the period	1042	1028
Number of permanent employees at year-end Number of temporary employees at year-end	1046	1045

## 15. **DEPRECIATION**

	In thousands of Denars		
	current	previous	
	year 2014	year 2013	
Depreciation of intangible assets	2014	2013	
Internally developed software			
Software acquired from external suppliers	26,732	39,497	
Other internally developed intangible assets	20,732	37,471	
Other intangible assets	-	-	
Intangible leasehold improvements	-	-	
intaligible leasehold improvements	26,732	39,497	
Down sixting of many and a minute	20,732	39,497	
Depreciation of property and equipment	20.000	20.602	
Buildings	29,968	28,682	
Means of transport	-	55	
Furniture and equipment	41,225	54,415	
Other equipment	1,799	2,197	
Other items of property and equipment	1,445	1,444	
Property and equipment leasehold improvements	10,571	14,904	
	85,008	101,697	
Total depreciation	111,740	141,194	

## 16. OTHER OPERATING EXPENSES

OTHER OF ERATING EAFENSES	In thousands of Denars		
	current	previous	
		•	
	year 2014	year 2013	
	2014	2013	
Losses from sale of assets available for sale	-	50	
Software licensing expense	-	_	
Deposit insurance premia	294,348	336,190	
Premia on property and employee insurance	14,385	15,015	
Materials and services	576,042	594,810	
Administrative and marketing expense	124,910	112,935	
Other taxes and contributions	4,612	3,691	
Rental expense	60,983	63,405	
Court dispute expense	9,093	11,657	
Special reserve for off-balance sheet exposure, on a net basis	2,626	7,182	
Provisions for pension and other employee benefits, on a net			
basis	833	2,488	
Provisions for contingent liabilities based on court disputes, on a			
net basis	1,869	32,265	
Other provisions, on a net basis	-	· -	
Loss from sale of:			
property and equipment	-	170	
intangible assets	-	-	
foreclosed assets	-	-	
non-current assets held for sale and group for sale	-	-	
Other:			
business trip expense	7,180	6,178	
other costs	25,256	22,385	
Total other operating expenses	1,122,137	1,208,421	

#### 17. INCOME TAX

Α.	Expenses/	(income) ba	sed on	current and	deferred	income tax
----	-----------	-------------	--------	-------------	----------	------------

Expenses/(income) based on current and deferred income tax		da of Domona
		ds of Denars
	current	previous
	year 2014	year
	2014	2013
Current income tax		
Expenses/(income) for current income tax for the year	177,841	5,772
Adjustments for previous years	-	-
Benefits from previously unrecognized tax losses, tax loans or		
temporary differences from previous years	-	-
Changes in accounting policies and errors	-	-
Other	-	-
	177,841	5,772
Deferred income tax		
Deferred income tax that arises from temporary differences for		
the year	-	-
Recognition of previous unrecognized tax losses	-	-
Changes in tax rate	-	-
Introduction of new taxes	_	_
Benefits from previously unrecognized tax losses, tax loans or		
temporary differences from previous years	_	_
Other	_	_
		-
Total income taxexpenses/(returns)	177,841	5,772
	In thousand	ds of Denars
	current	previous
	year	year
	2014	2013
Current income tax		
Recognized in income statement	177,841	5,772
Recognized in capital and reserves		-,
Tree of the contract and the services	177,841	5,772
Deferred income tax		
Recognized in income statement	-	-
Recognized in capital and reserves	-	-
		-
Total income taxexpenses/(returns)	177,841	5,772
Total mediae taxexpenses/(retains)	1//,071	3,114

In accordance with the amendments of the Income Tax Law in appliance for the fiscal 2014, basis for taxation represents the realized gross profit (difference between the total income and expenditures) increased by certain costs that are not subject to taxation. Due to those reasons, the distribution of profit after taxation is not subject to taxation in full, if it is aimed for distribution of dividend and other distributions of the profit, both in cash or non-cash.

## 17. INCOME TAX (continued)

### A. Expenses/(income) based on current and deferred income tax (continued)

The accumulated indistributed profit for the period from 2009 to 2013 shall be subject to taxation at the moment of its distribution.

### B. Reconciliation of the effective average tax rate with the aplicable tax rate

	in %	In thousands of Denars	in%	In thousands of Denars
	current y			year 2013
Profit/(loss) before taxation	100.00	1,690,184	100.00	995,717
Income tax as per applicable tax rate	10.00	169,018	10.00	99,572
Effects from different tax rates in other countries Adjustments for previous years and changes in tax	-	-	-	-
rate	-	-	-	-
Taxed income abroad	-	-	-	-
Expense unrecognized for tax purposes	0.55	9,320	0.69	6,877
Tax-exempted income	-	-	-	-
Tax exemptions unrecognized in income				
statement	-	-	-	-
Recognition of previous unrecognized tax losses Benefits from previously unrecognized tax losses, tax loans or temporary differences from previous	-	-	-	-
years	-	-	-	-
Changes of deferred tax	-	-	-	-
Other	(0,03)	(497)	(10,11)	(100,677)
Total expenses/(return) on income tax		177,841		5,772
Average effective tax rate	10.52		0.58	

# 17. INCOME TAX (continued)

## B Income tax from other gains / (losses) in the period not disclosed in the Income Statement

					In thousand	ds of Denars
	Current year,2014			Previous year, 2013		
	Before taxation	Expenditure/ return of income tax	Less Income tax	Before taxation	Expenditure/ return of income tax	Less Income tax
Revaluated reserve for assets available for						
sale	-	-	-	-	-	-
Reserve for instruments for protection						
against the cash flow risk	-	-	-	-	-	_
Reserve for instruments for protection						
against the risk of net investments in foreign	ı					
operations	-	-	-	-	-	-
Reserve of foreign exchange differences						
from investments in foreign operations	-	-	-	-	-	-
Share in other gains / (losses) of affiliates companies that are not shown in the Income						
Statement	-	-	-	-	-	-
Other gains / (losses) not shown in the						
Income Statement	-	-	-	-	-	-
Total other gains / (losses) in the period that are not shown in the Income Statement	_	-	-	_	-	-

### 18. CASH AND CASH EQUIVALENTS

-	In thousar current year 2014	nds of Denars previous year 2013
Cash on hand Accounts and deposits with NBRM, besides mandatory	1,335,657	1,229,271
FCdeposits	4,982,831	3,653,423
Current accounts and transaction deposits with foreign banks	1,477,781	1,168,427
Current accounts and transaction deposits with local banks	4,931	1,587
Treasury bills that may be traded in the secondary market	6,575,298	6,462,846
Government bills that may be traded in the secondary market	99,757	-
Time deposits up to 3 months	1,140,082	1,193,521
Other short-term highly liquid assets	368	246
Receivables based on interest	-	2,419
(allowance for impairment loss)	(613)	(1,183)
Included in cash and cash equivalents for the needs of the		
Statement on cash flows	15,616,092	13,710,557
Mandatory FC deposits	2,802,187	2,875,194
Restricted deposits	41,100	30,993
(allowance for impairment loss)	-	-
Total	18,459,379	16,616,744
_	In thousar current year 2014	nds of Denars previous year 2013
Movement of allowance for impairment		
On January 1 Allowance for impairment for the year	1,183	1,231
Additional allowance for impairment	23,650	1,605
(release from allowance for impairment)	(24,220)	(1,653)
(foreclosed assets based on outstanding receivables)	-	-
Effect of foreign exchange differences	-	-
(Written off receivables)	<u> </u>	
On December 31	613	1,183

Level of mandatory deposits in foreign currency is determined in the amount of 2.802.187 thousand of Denars (2013: 2.875.194 thousand of Denars) and it represents the prescribed amount of deposits allocated in accordance with the Decision on mandatory reserves with NBRM. The mandatory reserves in foreign currency are based on the average amount of deposits in foreign currencies existing during one calendar month. The reserve requirement in foreign currencies are calculated interest amount of 0,1% per annum (2013: 0,1% per annum)

#### 18. CASH AND CASH EQUIVALENTS (continued)

The accounts and deposits with NBRM, except for the mandatory deposits in foreign currency in the amount of 4.982.831 thousand of Denars (2013: 3.653.423 thousand of Denars), represent mandatory reserve in Denars. The mandatory reserves in Denars bear an interest at a rate of 0% p.a. (2013: 1% p.a.).

Treasury bills that can be traded at the secondary market in the amount of 6.575.298 thousand of Denars (2013: 6.462.846 thousand of Denars) have been purchased from NBRM with maturity period of 35 days. Depending on maturity, interest rates on these bills are 3,25% (2013: 3,75%).

Government bills that can be traded at the secondary market in amount of 99,757 thousands of Denars (2013: 0 thousands of Denars) have been purchased from the Ministry of Finance of the Republic of Macedonia with a maturity in the following three months. Depending on maturity, interest rates range from 1.70% to 4.25% (2013: 3.60% to 4.25%)

#### 19. TRADING ASSETS

#### A Structure of trading assets by type of financial instrument

	In thousands of Dena		
	current	previous	
	year	year	
m the second	2014	2013	
Trading securities			
Debt securities for trading			
Treasury bills for trading	-	-	
Government bills for trading	-	-	
Other instruments in the money market	7 405	15 702	
Government bonds	7,485	15,793	
Corporate bonds	-	-	
Other debt instruments	7.405	15.702	
	7,485	15,793	
Quoted	7,485	15,793	
Unquoted	-	-	
Equity instruments for trading			
Equity instruments issued by banks	285,518	217,271	
Other equity instruments	· -	, -	
	285,518	217,271	
Quoted	285,518	217,271	
Unquoted	-	-	
Trading derivatives			
Agreements dependant on interest rate change	_	_	
Agreements dependant on exchange rate change	_	_	
Agreements dependant on changes in price of securities	_	_	
Other agreements that meet the IAS 39 criteria	-	_	
		_	
Total trading assets	293,003	233,064	

### TRADING ASSETS (continued)

#### B. Reclassified trading assets

### **B.1** Balance of the reclassified trading assets

				In thousand	s of Denars
	Reclassified	Current y	ear,2014	Previous y	ear,2013
	amount (on the date of reclassificati on)	Book amount on 31.12.2014	Fair value on 31.12.2014	Book amount on 31.12.2014	Fair value on 31.12.2014
Trading assets, reclassified in 2014 (current year) in:					
<ul> <li>financial assets available-for-sale</li> <li>loans and receivables from banks</li> <li>loans and receivables from other customers</li> </ul>	- - 	- - -	- - -	- - -	- -
Trading assets, reclassified in 2013 (previous year) in: - financial assets available-for-sale - loans and receivables from banks - loans and receivables from other customers			- - -		

The Bank trades in trading securities in order to generate profit from the short-term fluctuations in their stock price. The Bank is not able to exert significant influence over the companies in which it holds equity securities due to the insignificant percentage it has in the ordinary share capital in these companies.

## STOPANSKA BANKA AD - Skopje

# NOTES TO THE FINANCIAL STATEMENTS December 31, 2014

- 19. TRADING ASSETS (continued)
- **B.** Reclassified trading assets (continued)
- **B.2** Profit and loss from reclassified trading assets

					In tho	isands of Denars
	Reclassified in	2014 (Current year)	Reclassified in 2013 (previous year)			
	Income		Income	Other profit	Income	Other profit
	Statement 2014	Other profit /(loss)	Statement 2014	/(loss)2014 (Current	Statement 2014	/(loss)2014 (Current
	(Current year)	2014 (Current year)	(Current year)	year)	(Current year)	year)
Period before reclassification						
Trading assets, reclassified in financial assets available-for-sale						
- Net income from trading	-	-	-	-	-	-
Trading assets, reclassified in loans and receivables from banks	-	-	-	-	-	-
- Net income from trading	-	-	-	-	-	-
Trading assets, reclassified in loans and receivables from other customers	-	-	-	-	-	-
- Net income from trading	-	-	-	-	-	-
Period after reclassification						
Trading assets, reclassified in financial assets available-for-sale						
- Interest income	-	-	-	-	-	-
- impairment of financial assets on net basis	-	-	-	-	-	-
- changes in the fair value on net basis	-	-	-	-	-	-
Trading assets malassified in loops and manipulate from hones						
Trading assets, reclassified in loans andreceivables from banks - Interest income						
- impairment of financial assets on net basis	-	-	_	-	-	_
- impairment of imalicial assets on het basis						
Trading assets, reclassified in loans and receivables from other customers						
- Interest income	-	-	-	-	-	-
- impairment of financial assets on net basis	-	-	-	-	-	-

## 19. TRADING ASSETS (continued)

### B. Reclassified trading assets (continued)

# B.3 Profit or loss recognized in the Income Statement if assets have not been reclassified In thousands of Denars

	Reclassified in 2014 (Current year) Income Statement 2014 (Current year)	Reclassified in 2013 (previous year)			
		Income Statement 2014 (Current year)	Income Statement 2013 (Current year)		
Trading assets, reclassified in financial assets available-					
for-sale					
- Net income from trading	-	-	-		
Trading assets, reclassified in loans and receivables from					
banks					
- Net income from trading	-	-	-		
Trading assets, reclassified in loans and receivables from					
other customers					
- Net income from trading					

# 20. FINANCIAL ASSETS AT FAIR VALUE THROUGH THE INCOME STATEMENT, DETERMINED AS SUCH AT INITIAL RECOGNITION

	In thousands of Denar		
	current	previous	
	year	year	
	2014	2013	
Debt securities			
Treasury bills	-	=	
Government bills	-	-	
Other instruments in the money market	-	=	
Government bonds	-	-	
Corporate bonds	-	-	
Other debt instruments			
	-		
Quoted	-	-	
Unquoted	-	-	
Equity instruments			
Equity instruments issued by banks	_	_	
Other equity instruments	_	_	
Quoted	_	-	
Unquoted	_	-	
Placements with and loans to banks	-	-	
Placements with and loans to other clients			
Total financial assets at fair value through the income statement determined as such at initial recognition	-	-	

# 21. DERIVATIVE ASSETS AND LIABILITIES HELD FOR RISK MANAGEMENT

		current year 2014		In thousan previous y	nds of Denars year2013
	_	derivative assets	(derivative liabilities)	derivative assets	(derivative liabilities)
<b>A.</b>	Derivatives for protection against risk/Derivatives held for risk management	_		_	
A.1	by type of variable				
	Derivatives held for risk management				
	Agreements dependant on interest rate change	-	-	-	-
	Agreements dependant on exchange rate change	-	-	-	-
	Agreements dependant on changes in price of securities	-	-	-	-
	Other agreements that meet the IAS 39				
	criteria		<u> </u>		
	Total derivatives held for risk management _				
A.2	by type of protection against risk				
	Protection against risk to fair value	-	-	-	-
	Protection against risk to cash flows	-	-	-	-
	Protection against risk to net investment in international operations				
	Total derivatives held for risk management				
В	Inherent derivatives				
	Agreements dependant on interest rate change	-	-	-	-
	Agreements dependant on exchange rate change	-	-	-	-
	Agreements dependant on changes in price of securities	-	-	-	-
	Other agreements that meet the IAS 39 criteria	_	_	_	-
	Total inherent derivatives	-		-	_
	Total derivatives held for risk management			<u>-</u>	

#### 22. LOANS AND PLACEMENTS

#### 22.1 PLACEMENTS WITH AND LOANS TO BANKS

	current ye	ar 2014	In thousan previous y	ds of Denars ear2013
	short-term	long-term	short-term	long-term
Loans to banks				
domestic banks	206	_	205	_
foreign banks	31,160	_	80,249	_
Time deposits at maturity period of	31,100		00,247	
over 3 months				
domestic banks	_	_	_	_
foreign banks	96,971	145,434	145,769	110,454
Repo	,	- 12,121	- 12,1 02	,
domestic banks	_	_	_	_
foreign banks	_	_	-	_
Other receivables				
domestic banks	-	_	544	_
foreign banks	-	-	-	_
Receivables based on interests	420	-	154	-
Current maturity	<u>-</u>	_		_
Total placements with and loans to				
banks before allowance for				
impairment	128,757	145,434	226,921	110,454
(Allovance for impairment)	(22,526)		(26,721)	
Total placements with and loans to				
banks less allowance for				
impairment	106,231	145,435	200,200	110,454
			In thousands	of Denars previous
			year	year
			2014	2013
Movements of allowance for impairm As at January 1	nent		26,721	23,519
Allowance for impairment for the year			22 100	2.507
Additional allowance for impairmen			22,199	3,597
(Release of allowance for impairment			(26,394)	(395)
(Foreclosed assets based on outstandin	g receivables)		-	-
Effect of foreign exchange differences (Written off receivables)			-	-
As at December 31			22,526	26,721
115 W. December of				20,121

Part of loans and advances with banks amounting to 20,945 thousand of Denars (2013: 65,609 thousand of Denars) are limited and represent funds with banks in Republic of Serbia, for which bankruptcy proceedings were initiated in January 2002.(Note 34.1).

In time deposits in foreign banks are included restricted accounts totalling 145,434 thousand of Denars (2013: 112,841 thousand of Denars), which represent deposits with Barclays' Bank, London and Midland bank London, Great Britain, as collateral for VISA and Master credit card transactions. These funds are not available in Bank's daily operations.

# 22. LOANS AND PLACEMENTS (continued)

## 22.2 PLACEMENTS WITH AND LOANS TO CUSTOMERS

## A. Structure of placements with and loans to customers by type of debtor

	current v	ear 2014	In thousands of Den previous year2013		
	short-term	long-term	short-term	long-term	
Non-finance companies					
receivables upon principal	13,397,225	9,756,282	11,756,317	9,925,892	
interest receivables	87,558	-	68,785	-	
Government	07,550		00,702		
receivables upon principal	1,153	_	1,145	1,097	
interest receivables	-,	_	5	-,027	
Non-profit institutions that serve			_		
households					
receivables upon principal	221	2,625	805	3,337	
interest receivables	20	-	25	-	
Financial companies, besides banks					
receivables upon principal	29	941	_	-	
interest receivables	25	_	_	-	
Households					
receivables upon principal					
housing loans	308,438	8,399,187	215,482	8,014,495	
consumer loans	1,023,538	14,042,593	882,298	11,938,727	
auto loans	64,289	256,052	69,852	466,371	
mortgage loans	-	-	-	-	
credit cards	875,515	7,486,979	791,046	7,781,817	
other loans	156,594	1,582,561	143,795	1,525,232	
interest receivables	108,724	-	108,544	-	
Non-residents, besides banks					
receivables upon principal	-	-	-	-	
interest receivables	-	-	-	-	
Current maturity	5,781,773	(5,781,773)	5,949,904	(5,949,904)	
Total placements with and loans to					
customers before allowance for					
impairment	21,805,102	35,745,447	19,988,003	33,707,064	
(Allowance for impairment)	(100,046)	(6,042,208)	(80,280)	(5,557,683)	
Total placements with and loans to					
customers less allowance for					
impairment	21,705,056	29,703,239	19,907,723	28,149,381	

# 22. LOANS AND PLACEMENTS (continued)

## 22.2 PLACEMENTS WITH AND LOANS TO CUSTOMERS (continued)

# A. Structure of placements with and loans to customers by type of debtor (continued)

	In thousands of Dena		
<u>-</u>	current year 2014	previous year 2013	
Movement of allowance for impairment on a separate basis			
As at 1 January	5,605,535	4,913,612	
Allowance for impairment for the year			
Additional allowance for impairment	888,430	1,538,968	
(Release of allowance for impairment)	(260,629)	(581,035)	
(Foreclosed assets based on outstanding receivables)	-	-	
Exchange rate gains/losses effects	-	-	
(Written off receivables)	(127,006)	(266,010)	
As at 31 December	6,106,330	5,605,535	
Movement of allowance for impairment on a group basis			
As at 1 January	32,428	102,334	
Allowance for impairment for the year			
Additional allowance for impairment	32,309	42,534	
(Release of allowance for impairment)	(28,813)	(112,440)	
(Foreclosed assets based on outstanding receivables)	-	-	
Exchange rate gains/losses effects	-	-	
(Written off receivables)	-	-	
As at 31 December	35,924	32,428	
Total allowance for impairment for placements with and loans			
to customers	6,142,254	5,637,963	

# 22. LOANS AND PLACEMENTS (continued)

# 22.2 PLACEMENTS WITH AND LOANS TO CUSTOMERS (continued)

# B. Structure of placements with and loans to customers by type of security

	In thousands of Denars		
	current	previous	
	year	year	
	2014	2013	
(current carrying amount of placements and loans)			
First-class security instruments:			
cash deposits (in depot and/or restricted in accounts with the			
Bank)	1,178,756	1,166,067	
government securities	1,759	2,317	
government unconditional guarantees	1,593,028	1,761,460	
bank guarantees	65,926	159,081	
Guarantees from insurance companies and insurance policies	-	-	
Corporate guarantees (except for bank and insurance company			
guarantees)	1,156,647	861,681	
Guarantees from individuals	-	-	
Property pledge:			
private property (flats, houses)	11,990,038	11,657,569	
commercial property	12,302,246	11,368,124	
Pledge over movables	1,892,261	2,143,416	
Other types of collateral	1,142,969	1,416,294	
Unsecured	20,084,665	17,521,095	
Total placements with and loans to customers less allowance			
for impairment	51,408,295	48,057,104	

#### 22. LOANS AND PLACEMENTS (continued)

#### 22.2 PLACEMENTS WITH AND LOANS TO CUSTOMERS (continued)

#### Risks and uncertainties

The Management of the Bank has recorded provisions for impairment losses for all known and estimated risks as of the date of the financial statements. The Bank's portfolio contains a number of debtors whose ability to service and repay their debts has been influenced by the economic developments in the Republic of Macedonia. The portfolio also contains a number of debtors that are involved in restructuring processes that are expected to lead to either partial or complete recovery of the Bank's receivables. The receivables from such debtors were classified on the bases of the latest available information and expectations of the restructuring process effects.

The Bank continues to be collateralized primarily by real estate, industrial land, buildings and equipment and in the case of retail services the loans collateralization depends on the type of loan product. Depending on the classification of loans, the Management is placing maximal efforts for prompt realization of the collateral. In case this proves to be unsuccessful, it will be needed to make additional provisions for impairment losses in future.

The Bank's operation could be influenced by the financial trends in case of deterioration of the overall global and local economic environment. In 2013 and 2014, when the global financial crisis have commenced to influence the local economy, the Bank did not face any liquidity problems given the fact that it undertook measures of strengthening its capital base by retaining the income.

The Management of the Bank has adequately reacted to any developments on the market and the entire economy. Some of the undertaken measures are: limiting the long-term financing as compared to the short-term financing, developing new loan products with higher interest margins, strengthening the monitoring of large customers and industrial sectors to which the Bank is mostly exposed, providing appropriate balance between the lending and borrowing interest rates, reassessment of the relationships with the corresponding banks and other participants in the local financial market, whereat it is possible to have increase the collateral limits. The aforementioned is focusing on protection and development of the current and future customer/borrower/depositor base heading to achievement of the Bank's goals and objectives for 2014 and beyond.

Presently, the influence of the adverse economic trends at the global level and in the country has limited impact on the Bank's operations; however, the future unfavourable developments in certain industries may influence the customer's ability to service their liabilities, which may consequently impact the level of impairment of loans. Based on the aforementioned, any additional impairment, if any, cannot be determined at this stage with rational accuracy.

## 23. INVESTMENTS IN SECURITIES

### 23.1 INVESTMENT IN FINANCIAL ASSETS AVAILABLE-FOR-SALE

# A. Structure of investments in financial assets available-for-sale by type of financial instrument

	In thousands of Denars		
	Current	Previous	
	year	year	
	2014	2013	
Debt securities			
Treasury bills	_	_	
Government bills	6,771,110	9,607,885	
Other instruments in the money market			
Government bonds	4,784,677	1,633,780	
Corporate bonds	-	-	
Other debt instruments			
	11,555,787	11,241,665	
Quoted	_	_	
Unquoted	11,555,787	11,241,665	
	11,000,707	11,2 11,000	
Equity instruments			
Equity instruments issued by banks	3,476	3,476	
Other equity instruments	349,704	334,872	
	353,180	338,348	
Quoted	52,681	43,632	
Unquoted	300,499	294,716	
Total investment in financial instruments available for sale	·		
before allowance for impairment	11,908,967	11,580,013	
(Allowance for impairment)	(276,092)	(270,308)	
Total investment in financial instruments available for sale reduced by the allovance for impairment	11,632,875	11,309,705	
reduced by the difference for impairment	11,032,073	11,507,705	
	In thousar	nds of Denars	
	Current	Previous	
	year	year	
	2014	2013	
Movements of allowance for impairment			
Balance on January 1	270,308	283,361	
Allowance for impairment for the year:			
Additional allowance for impairment	-	-	
(release of the allowance for impairment)	-	-	
(foreclosed assets based on outstanding receivables)	- - 704	(12.052)	
Exchange rate gains/losses effects (Written off receivables)	5,784	(13,053)	
(Without off feccivables)			
Balance on December 31	276,092	270,308	
	<del></del>		

### 23. INVESTMENTS IN SECURITIES(continued)

### 23.1 INVESTMENT IN FINANCIAL ASSETS AVAILABLE-FOR-SALE (continued)

#### B. Reclassified financial assets available-for-sale

#### B.1 Balance of the reclassified financial assets available-for-sale

				In thous	ands of Denars	
	Reclassified	Current y	ear2014	Previous year2013		
	amount (on the date of reclassificati on)	Book value on 31.12.2014	Fair value on 31.12.2014	Book value on 31.12.2014	Fair value on 31.12.2014	
Assets available-for-sale reclassified in 2014 (current year) in:					_	
<ul> <li>loans and receivables from banks</li> </ul>	-	-	-	-	-	
- loans and receivables from other customers						
	-	-	-	-	-	
Assets available-for-sale reclassified in 2013 (previous year) in:						
<ul> <li>loans and receivables from banks</li> </ul>	-	-	-	-	-	
- loans and receivables from other customers						

#### B.2 Profit and loss from reclassified assets available–for-sale

			In the	ousands of Denars
	Income Statement 2014	Other profit /(loss) 2014	Income Statement 2014	Other profit /(loss)2014
Period before reclassification				
Assets available-for-sale reclassified in loans and				
receivables from banks				
- interest income	-	-	-	-
- impairment of financial assets on net basis	-	-	-	-
- changes in the fair value on net basis	-	-	-	-
Assets available-for-sale reclassified in loans and				
receivablesfrom other customers				
- interest income	-	-	-	-
- impairment of financial assets on net basis	-	-	-	-
- changes in the fair value on net basis	-	-	-	-
Period after reclassification				
Assets available-for-sale reclassified in loans and				
receivables from banks				
- interest income	-	-	-	-
- impairment of financial assets on net basis	-	-	-	-
- amount reposted from Revaluation reserves	-	-	-	-
Assets available-for-sale reclassified in loans and				
receivables from other customers				
- interest income	-	-	-	-
- impairment of financial assets on net basis	-	-	-	-
- amount reposted from Revaluation reserves	-	-	-	-

- 23. INVESTMENT IN SECURITIES (continued)
- 23.1 INVESTMENT IN FINANCIAL ASSETS AVAILABLE-FOR-SALE (continued)
- B. Reclassified financial assets available-for-sale (continued)
- B.3 Profit or loss that would have been recognized if assets were not reclassified

		1	In thousands of Denars Income			
	Income Statement 2014 (current year)	Other profit /(loss)2014	Statement 2013 (previous year)	Other profit /(loss) 2013		
Assets available-for-sale reclassified in loans and receivables from banks - interest income	-	-	-	-		
- impairment of financial assets on net basis	-	-	-	-		
- change of the fair value on net-basis Assets available-for-sale reclassified in loans and receivables from other customers	-	-	-	-		
- interest income	-	-	-	-		
- impairment of financial assets on net basis	-	-	-	-		
- change of the fair value on net-basis	-	-	-	-		

### 23. INVESTMENT IN SECURITIES (continued)

#### 23.2 INVESTMENT IN HOLD-TO-MATURITY SECURITIES

	In thousands of Denars		
	Current	Previous	
	year	year	
	2014	2013	
Debt securities			
Treasury bills	_	-	
Government bills	_	_	
Other instruments in the money market	_	_	
Government bonds	132,275	667,319	
Corporate bonds	· -	· -	
Other debt instruments	_	-	
	132,275	667,319	
Quoted	132,275	667,319	
Unquoted	<u> </u>		
Total investment in financial instruments hold to maturity			
beforeallowance for impairment	132,275	667,319	
(Allowance for impairment)	-	-	
Total investment in financial instruments hold to maturity			
reduced by the allowance for impairment	132,275	667,319	
	In thousand	ds of Denars	
	Current	Previous	
	year	year	
	<u> 2014</u>	2013	
Movements of allowance for impairment			
Balance on January 1	_	_	
Allowance for impairment for the year:			
additional allowance for impairment	_	_	
(release of the allowance for impairment)	-	_	
(foreclosed assets based on outstanding receivables)	-	_	
Exchange rate gains/losses effects	_	_	
(Written off receivables)			
Balance on December 31			

Part of the government bonds in amount of MKD 132,275 thousand (2013: MKD 667,319 thousand) are bonds issued by the Republic of Macedonia in exchange for the Bank's receivables from four major debtors in accordance with the Law for guaranteeing the investment of strategic investors and taking over of receivables from end beneficiaries by the Republic of Macedonia in the Bank. These bonds bear an interest rate of three month EURIBOR plus 1 p.p. and are repayable in 56 equal quarterly instalments commencing from 2001 to 2014.

### 24. INVESTMENT IN ASSOCIATES

## A. Bank's participation percentage in subsidiaries and associates

		Share perconnection owner	0	Percentage shar	U
		Current	Previous	Current	Previous
Name of subsidiaries and associates		year	year	year	year
	Country	2014	2013	2014	2013

## B. Financial data of associates – 100 %

Name of associates	Total assets	Total liabilities	Total equity and reserves	In thousand Income	ls of Denars Profit/(loss) for the fin. year
Current year 2014 Previous year 2013	-	-	-	-	-

# 25. OTHER RECEIVABLES

26.

OTTEN NEGET (TIBEE)	In thousand	ds of Denars
	Current	Previous
	year	year
	2014	2013
Trade receivables	46,675	101,361
Prepaid expenses	5,017	7,493
Diferred income	1,108	368
Fees and commissions receivables	54,022	52,390
Receivables from the employees	1,268	1,267
Advances for intangible assets	-	_
Advances for property and equipment	1,662	7,204
Other:		
Materials in stocks	7,197	9,124
Numismatic collections	9,723	9,730
Arka sub-branch (judicial process)	11,500	11,500
Receivables for disbursements to foreign VISA cards	74,495	75,535
Other	10,847	14,143
Total other receivables before allowance for impairment	223,514	290,115
(Allowance for impairment)	(81,728)	(76,379)
Total other receivables reduced for the allowance for impairment	141,786	213,736
		ds of Denars Previous
	Current year	year
	year	year
	2014	2013
Movements of allowance for impairment	76.270	77.000
Balance on January 1	76,379	77,090
Allowance for impairment for the year:	26,692	42 400
Additional allowance for impairment	26,682	42,488
(release of the allowance for impairment)	(21,264)	(42,488)
(foreclosed assets based on outstanding receivables)	-	-
Exchange rate gains/losses effects (Written off receivables)	(69)	(711)
(Withten off fecervables)	(09)	(/11)
Balance on December 31	81,728	76,379
COLLATERALIZED ASSETS		
	In thousand	ds of Denars
	Current	<b>Previous</b>
	year	year
	2014	2013
Debt securities		
	-	-
Equity instruments	<u> </u>	
Total collateralized assets	-	_

#### 27. ASSETS ACQUIRED THROUGH FORECLOSURE PROCEEDINGS

				Residential	In thousand	ds of Denars
-	<u>Land</u>	Buildings	Equipment	facilities and apartments	Other valuables	Total
Cost						
Balance on 1st January 2013	6,345	862,273	34,959	177,503	1,558	1,082,638
Assets acquired during the year	-	46,597	-	1,252	-	47,849
(Sold during the year)	- (2)	(82,905)	-	(12,429)	-	(95,334)
(Transferred to own assets)	(2)	(13,131)	(6)	13,139		1 025 152
Balance on 31st December 2013	6,343	812,834	34,953	179,465	1,558	1,035,153
Balance on 1st January 2014	6,343	812,834	34,953	179,465	1,558	1,035,153
Assets acquired during the year	44	42,516	_	145	_	42,705
(Sold during the year)	-	(59,792)	(12)	(5,365)	(216)	(65,385)
(Transferred to own assets)				<u> </u>	<u> </u>	
Balance on 31st December 2014	6,387	795,558	34,941	174,245	1,342	1,012,473
Impairment	4.005	269.749	22.255	90.007	1 200	207 422
Balance on 1st January 2013	4,025	268,748	33,355	89,006	1,288	396,422
Impairment loss during the year (Sold during the year)	602	127,660	328	24,007	54	152,651
(Transferred to own assets)	-	(28,734)	-	(3,010)	-	(31,744)
Balance on 31 <sup>st</sup> December 2013	4,627	367,674	33,683	110,003	1,342	517,329
Datance on 31 December 2013	4,027	307,074	33,003	110,003	1,542	317,327
Balance on 1st January 2014	4,627	367,674	33,683	110,003	1,342	517,329
Impairment loss during the year	359	97,885	252	13,028	-	111,524
(Sold during the year)	-	(29,934)	-	(1,682)	-	(31,616)
(Transferred to own assets)			<u> </u>			
Balance on 31 <sup>st</sup> December 2014	4,986	435,625	33,935	121,349	1,342	597,237
C						
Current carrying amount Balance on 1st January 2013	2,320	593,525	1,604	88,497	270	686,216
Balance on 1 January 2015	2,320	393,323	1,004	00,497	270	080,210
Balance on 31st December 2013	1,716	445,160	1,270	69,462	216	517,824
Balance on 31st December 2014	1,401	359,933	1,006	52,896	-	415,236
=						

Assets acquired on the basis of outstanding claims consist of assets that are not used in the regular operations of the Bank, except in rare cases when the Bank uses them for its own activities. During 2014, the Bank recorded impairment losses on these assets in the total amount of Denar 111,524 thousand (2013: Denar 152,651 thousand).

During this period, the Bank sold 21 assets (2013: 17 assets) totaling MKD 22,361 thousand (2013: Denar 59,664 thousand), and tookover two objects (2013: 2 objects) value totaling Denar 13,871 thousand (2013: Denar 38,146 thousand). Activities are undertaken for the preparation for sale of the assets taken over in 2014 because the Bank's general policy is these facilities to be sold within a period of 3 years.

# 28. INTANGIBLE ASSETS

## A. Reconsiliation of the current book value

		Software	Other			In thousands	of Denars
	Internally developed software	bought from external suppliers	internally developed intangible assets	Other intangible assets	Intangible assets in preparation	Investments in leased intangible assets	Total
Cost							
Balance at 1 January 2013	-	558,296	-	-	9,844	-	568,140
increases through new purchases	-	34,410	-	-	(7,652)	-	26,758
increases through internal development increases through business combinations	-	-	-	-	-	-	-
(disposals )	-	(228)	-	-	-	-	(228)
(sale through business combinations)	-	-	-	-	-	-	-
(transfer in non-current assets held for sale)	-	-	-	-	-	-	-
Transfer from non-current assets held for	_	_	_	_	_	_	_
sale							
Balance at 31 December 2013	-	592,478	-	-	2,192	-	594,670
Balance at 1 January 2014	-	592,478	-	-	2,192	-	594,670
increases through new purchases	-	41,608	-	-	(366)	-	41,242
increases through internal development	-	-	-	-	-	-	-
increases through business combinations	-	-	-	-	-	-	-
(disposals ) (sale through business combinations)	-	-	-	-	-	-	-
(transfer in non-current assets held for sale)	_	-	-	_	_	_	_
Transfer from non-current assets held for							
sale	<del>-</del>	<u> </u>					
Balance at 31 December 2014	<u> </u>	634,086			1,826		635,912
Depreciation and impairment							
Balance at 1 January 2013	-	483,087	-	-	-	-	483,087
Depreciation for the year	-	39,497	-	-	-	-	39,497
Impairment loss during the year	-	-	-	-	-	-	-
(release of the impairment loss during the	-	-	-	-	-	-	-
year) (disposals)	_	(228)	_	_	_	_	(228)
Balance at 31 December 2013							(220)
	<u> </u>	522,356	<u> </u>				522,356
Balance at 1 January 2014	_	522,356	_	_	_	_	522,356
Depreciation for the year	-	26,732	-	-	-	-	26,732
Impairment loss during the year	-	-	-	-	-	-	-
(release of the impairment loss during the	_	-	_	_	_	_	_
year)							
(disposals)  Balance at 31 December 2014	<del></del> -	549,088	<del>-</del>	<del></del>	<del></del>		549,088
Daiante at 31 Determiter 2014		J77,000	<u> </u>		<u> </u>		J-7,000
Current book value at							
January 1, 2013	<u> </u>	75,209	-		9,844		85,053
December 31, 2013	<u> </u>	70,122	-		2,192		72,314
December 31, 2014	<del></del>	84,998		<u> </u>	1,826		86,824

### 28. INTANGIBLE ASSETS (continued)

# B. Carrying value of intangible assets where there is a limitations of ownership and / or pledged as collateral for the liabilities to the bank

	Internall developed software	Software bought from external suppliers	Other internally developed intangible assets	Other intangibl e assets	Intangible assets in preparation	In tho  Investment s in leased intangible assets	usands of Denars
Current book value at							
December 31, 2013	-	-	-	-	-	-	-
December 31, 2014	-	-	-	-	-	-	-

On December 31, 2014 and 2013, the Bank has no intangible assets for which there is limitations of ownership and /or pledged as collateral for the liabilities to the Bank.

# 29. REAL ESTATE AND EQUIPMENT

# A. Reconciliation of the present carrying amount

m	housands	OI	Denar

	Land	Building facilities	Transport vehicles	Furniture and office equipme nt	Other equipme nt	Other items of propert y and equipme nt	Real estate and equipme nt in progress	Investmen t in leased real estate and equipme nt	Total_
Cost									
On 1 January 2013	-	1,185,544	23,940	1,126,688	68,793	57,759	28,985	135,092	2,626,801
Increases increases through business combinations	-	9,121	-	46,608	9	-	1,674	593	58,005
(Disposals)	_	(11,901)	(18,099)	(74,866)	(2,336)	-	-	-	(107,202)
(entering through business combinations)	-	-	-	-	-	-	-	-	-
Transfer to non-current assets held for sale (Transfer from non-current assets held for	-	-	-	-	-	-	-	-	-
sale)	-	-	-	-	-	-	-	-	-
other transfers		(9,961)	<u>-</u>	9,961	-	57,759	20.650	135,685	2 577 604
On December 31, 2013		1,172,803	5,841	1,108,391	66,466	51,139	30,659	135,085	2,577,604
On 1 January 2013	-	1,172,803	5,841	1,108,391	66,466	57,759	30,659	135,685	2,577,604
Increases increases through business combinations	-	27,437	-	39,954	469	90	21,945	3,261	93,156
(Disposals)	-	(31,755)	-	(21,688)	-	-	-	(10,298)	(63,741)
(entering as expenditure through business									
combinations) Transfer to non-current assets held for sale	_	-	-	-	_	_	-	-	-
(Transfer from non-current assets held for									
sale) other transfers	-	-	-	-	-	-	-	-	-
On December 31,2014		1,168,485	5,841	1,126,657	66,935	57,849	52,604	128,648	2,607,019
Depresiation and impairment									
<b>Depreciation and impairment</b> On 1 January 2013	_	443,805	23,885	1,029,975	53,511	20,168	_	102,828	1,674,172
Depreciation for the year	-	28,682	55	54,415	2,197	1,444	-	14,904	101,697
Impairment loss during the year (release of the impairment loss during the	-	-	-	-	-	-	-	-	-
year)	-	-	-	-	-	-	-	-	-
(Disposals)	-	(3,341)	(18,099)	(74,866)	(2,336)	-	-	-	(98,642)
Transfer to non-current assets held for sale (Transfer from non-current assets held for	-	-	-	-	-	-	-	-	-
sale)	-	-	-	-	-	-	-	-	-
other transfers		(9,961) <b>459,185</b>	5,841	9,961 <b>1,019,485</b>	53,372	21,612		117,732	1,677,227
On December 31, 2013		459,165	5,041	1,019,405	55,512	21,012	<u>-</u>	117,732	1,077,227
On 1 January 2013	-	459,185	5,841	1,019,485	53,372	21,612	-	117,732	1,677,227
Depreciation for the year Impairment loss during the year	-	29,968	-	41,225	1,799	1,445	-	10,571	85,008
(release of the impairment loss during the									
year) (Disposals)	-	(4,979)	-	(19,823)	-	-	-	(10,158)	(34,960)
Transfer to non-current assets held for sale	-	(4,979)	-	(19,623)	-	-	-	(10,136)	(34,900)
(Transfer from non-current assets held for									
sale) other transfers	-	-	-	-		-	-	-	-
On December 31,2014		484,174	5,841	1,040,887	55,171	23,057		118,145	1,727,275
Current comming or court									
Current carrying amount On January 1, 2013	_	741,739	55	96,713	15,282	37,591	28,985	32,264	952,629
On December 31, 2013		713,618		88,906	13,094	36,147	30,659	17,953	900,377
On December 31, 2014		684,311		85,770	11,764	34,792	52,604	10,503	879,744

In thousands of Donors

## 29. REAL ESTATE AND EQUIPMENT (continued)

# B. Carrying amount of tangible assets for which there is a limit on ownership and / or pledged as collateral for the liabilities to the bank

								ili ulousalius	of Deliais
	Land	Building facilities	Transport vehicles	Furniture and office equipme nt	Other equipme nt	Other items of propert y and equipme nt	Real estate and equipme nt in progress	Investmen t in leased real estate and equipme nt	Total
Current carrying amount									
On December 31, 2013	-	-	-	-	-	-	-	-	-
On December 31, 2014	-	-	-	-	-	-	-	-	-

Building facilitiess of the Bank as of December 31, 2014 includes assets with a net book value of Denar 39,658 thousand (2013: Denar 126.226 thousand) for which the Bank does not have the relevant documents of ownership due to incomplete cadastral records.

The Bank has no real estate and equipment that are pledged as collateral in favour of third parties.

#### 30. CURRENT AND DEFERRED TAX ASSETS AND LIABILITIES

#### 30.1 Current tax assets and current tax liabilities

	In thousands of Denars		
	Curent	Previous	
	year	year 2013	
	2014		
111 (			
Income tax receivable (current)	-	-	
Income tax payable (current)	172,665	888	

## 30. CURRENT AND DEFERRED TAX ASSETS AND LIABILITIES (continued)

### 30.2 Deferred tax assets and deferred tax liabilities

## A. Recognized deferred tax assets and deferred tax liabilities

	31 December 2014			In thousands of Denars 31 December 2013		
	Deferred tax assets	Deferred tax liabilities	Net basis	Deferred tax assets	Deferred tax liabilities	Net basis
Derivative assets held for risk management	_	_	_	_	_	_
Loans to and receivables on banks Loans to and receivables on other.	-	-	-	-	-	-
customers Investments in securities	-	-	-	-	-	-
Intangible assets Real estate and equipment	-	-	-	-	-	-
Other receivables	-	-	-	-	-	-
Derivative liabilities held for risk						
management Other liabilities	-	-	-	-	-	-
Unused tax losses and unused tax loans Other	-	-	-	-	-	-
Deferred tax assets / liabilities recognized in the income statement	-	-	-	-	-	
Investments in financial assets available						
for sale Hedging of cash flows						
Deferred tax assets / liabilities recognized in the equity	_	-	-	-	-	-
Total recognized deferred tax assets / liabilities						

## B. Unrecognized deferred tax assets

	In the	In thousands of Denars		
	Curent	<b>Previous</b>		
	year	year		
	2014	2013		
Tax losses	_	-		
Tax credits				
Total unrecognized deferred tax assets				

# 30. CURRENT AND DEFERRED TAX ASSETS AND LIABILITIES (continued)

### 30.2 Deferred tax assets and deferred tax liabilities(continued)

C. Reconsiliation of movements in deferred tax assets and deferred tax liabilities during the year

			In thousan	ds of Denars
	Balance at	Recognized	Recognized	Balance at
	January 1	in Income	in equity	December
		Statement		31
<b>31 December 2013</b>				
Derivative assets held for risk management	-	-	-	-
Placements with and loans to banks	-	-	-	-
Placements with and loans to other clients	-	-	-	-
Investments in securities	-	-	-	-
Intangible assets	-	-	-	-
Property and equipment	-	-	-	-
Other receivables	-	-	-	-
Derivative liabilities held for risk management	_	-	-	-
Other liabilities	-	-	-	-
Unutilized tax losses and unutilized tax credits	-	-	-	-
Other	-	-	-	-
Investments in financial assets available-for-sale	-		-	-
Cash flow risk mitigation				
Total recognized deferred tax				
assets/(liabilities)	-			

## 30. CURRENT AND DEFERRED TAX ASSETS AND LIABILITIES (continued)

### 30.2 Deferred tax assets and deferred tax liabilities (continued)

# C. Reconsiliation of movements in deferred tax assets and deferred tax liabilities during the year (continued)

			In thou	usands of Denars
	Balance at January 1	Recognized in Income Statement	Recognized in equity	Balance at December 31
31 December 2014				
Derivative assets held for risk management	-	-	-	-
Placements with and loans to banks	-	-	-	-
Placements with and loans to other clients	-	-	-	-
Investments in securities	-	-	-	-
Intangible assets	-	-	-	-
Property and equipment	-	-	-	-
Other receivables	-	-		-
Derivative liabilities held for risk management	-	-	-	-
Other liabilities	-	-	-	-
Unutilized tax losses and unutilized tax credits	-	-	-	-
Other	-		-	-
Investments in financial assets available-for-sale	-		-	-
Cash flow risk mitigation				
Total recognized deferred tax				
assets/(liabilities)				

#### 31. NON-CURRENT ASSETS HELD FOR SALE AND GROUPS FOR DISPOSAL

#### A. Non-current assets held for sale

	In thousands of Denars		
	Curent		
	year	year	
	2014	2013	
Intangible assets	-	-	
Property and equipment			
Total non-current assets held for sale		-	

# 31. NON-CURRENT ASSETS HELD FOR SALE AND GROUPS FOR DISPOSAL (continued)

## B. Group for disposal

	In thousa	In thousands of Denars		
	Curent	Previous		
	year	year		
	2014	2013		
Group of assets for disposal				
Financial assets	-	-		
Intangible assets	-	-		
Property and equipment	-	-		
Investments in associates	-	-		
Income tax receivables	-	-		
Other assets	-	-		
Total group of assets for sale	-	-		
Liabilities directly related to the group of assets for disposal				
Financial liabilities	-	-		
Special reserve	-	-		
Income tax payable	-	-		
Other liabilities	-	-		
Total liabilities directly related to the group of assets for				
disposal	-	-		
•				

# C. Profit/ (loss) recognized from sale of assets held for sale and group for disposal

	In thousands of Denars	
	Curent	Previous
	year	year
_	2014	2013
Profit/(loss) recognized from sale of held for sale assets and		
group for disposal	<u> </u>	

# 32. TRADING LIABILITIES

	In thousands of Denar	
	Curent	Previous
	year	year
	2014	2013
Deposits from banks		
Current accounts, sight deposits and overnight deposits	_	_
Time deposits	_	_
Other deposits	-	-
1		_
Deposits fromother clients		
Current accounts, sight deposits and overnight deposits	-	-
Time deposits	-	-
Other deposits	<u> </u>	
	-	-
Issued debt securities		
Money market instruments	-	-
Deposit certificates	-	-
Issued bonds Other	-	-
Other	<del></del>	<del>-</del>
	-	-
Other financial liabilities	-	-
Derivatives for trading		
Agreements depending on the change of interest rate	_	_
Agreements depending on changes in the exchange rate	_	_
Agreements depending on the change of the price of securities	-	-
Other agreements that meet the criteria of IAS 39		
Total liabilities held for trading		

# 33. FINANCIAL LIABILITIES AT FAIR VALUE THROUGH THE INCOME STATEMENT, DETERMINED AS SUCH AT INITIAL RECOGNITION

			In thousan	ds of Denars	
	Curent year 2014		Previous year 2013		
		Agreed	•	Agreed	
	Current	amount,	Current	amount,	
	carrying	payable at	carrying	payable at	
	amount	maturity	amount	maturity	
Deposits from banks	<u> </u>		umount	muuniy	
Current accounts, sight deposits and					
overnight deposits					
Time deposits	_	_	_	_	
	-	-	-	-	
Other deposits		<del></del>	<u>-</u>	<u>-</u>	
	-	-	-	-	
Deposits from other clients					
Current accounts, sight deposits and					
overnight deposits	-	-	-	-	
Term deposits	-	-	-	-	
Other deposits		<u> </u>		-	
	-	-	-	-	
Issued debt securities					
Money market instruments	-	-	-	-	
Deposit certificates	-	-	-	-	
Issued bonds	-	-	-	_	
Other	_	_	_	_	
Subordinated debt	_	_	_	_	
Other liabilities	_	_	_	_	
Total financial liabilities at fair					
value via the Income Statement,					
determined as such at initial					
recognition					
		<u> </u>		-	

### 34. DEPOSITS

#### 34.1 DEPOSITS FROM BANKS

	Curent year 2014		In thousands of Denars Previous year 2013	
	short-term	long-term	short-term	long-term
Current accounts				
with domestic banks	2,589	_	6,123	_
with foreign banks	16,790	_	28,773	_
Demand deposits	-,		- ,	
with domestic banks	_	_	_	_
with foreign banks	_	_	-	-
Time deposits				
with domestic banks	-	-	-	-
with foreign banks	252,803	-	89,256	-
Restricted deposits				
with domestic banks	-	-	-	-
with foreign banks	20,945	-	65,609	-
Other deposits				
with domestic banks	-	-	-	-
with foreign banks	-	-	-	-
Interest payable on deposits				
with domestic banks	-	-	-	-
with foreign banks	54	-	3	-
Current maturity				
Total deposits from banks	293,181	<u>-</u>	189,764	

The restricted deposits with foreign banks in the amount of Denar 20,945 thousand (2013: Denar 65,609 thousand) represent deposits from banks in Serbia who went into bankruptcy in January 2002 (Note 22.1).

# **34. DEPOSITS** (continued)

# 34.2 DEPOSITS FROM OTHER CLIENTS

	Curent year 2014		In thousands of Denar Previous year 2013	
	short-term	long-term	short-term	long-term
NI C' 'I '				
Non-financial companies Current accounts	7,056,062		6,709,521	
Demand deposits	28,360	-	90,691	-
Time deposits	2,313,901	1,393,606	3,777,946	1,123,070
Restricted deposits	337,510	557,819	264,790	428,635
Other deposits	58,793	-	6,139	-
Interest payable on deposits	52,476	_	61,890	_
interest payable on deposits	9,847,102	1,951,425	10,910,977	1,551,705
State	,,,,,,,,	-,,,,,,,		-,,
Current accounts	119,307	_	115,020	_
Demand deposits		-	, -	-
Time deposits	-	-	48,450	-
Restricted deposits	86	-	41	783
Other deposits	-	-	-	-
Interest payable on deposits	-	-	348	-
	119,393	_	163,859	783
Non-profit institutions serving the households				
Current accounts	410,634	-	414,493	-
Demand deposits	-	-	14	-
Time deposits	227,682	97,782	223,546	95,482
Restricted deposits	3,036	1,411	4,019	-
Other deposits	-	-	-	-
Interest payable on deposits	1,964	<u>-</u>	2,493	
	643,316	99,193	644,565	95,482
Financial companies, except banks				
Current accounts	43,633	-	43,374	-
Demand deposits	<del>-</del>	-	<del>-</del>	-
Time deposits	213,400	406,685	454,605	292,421
Restricted deposits	222	35,257	707	166
Other deposits	-	-	-	-
Interest payable on deposits	13,992		9,722	
**	271,247	441,942	508,408	292,587
Households	11.752.000		10.222.200	
Current accounts	11,753,980	-	10,223,309	-
Demand deposits	28,970	14.460.020	12,400	11 010 074
Time deposits	23,212,406	14,469,820	24,107,459	11,812,074
Restricted deposits Other deposits	848,543	1,339,639	487,651	1,499,437
	05 221	-	75.049	-
Interest payable on deposits	95,321 35,939,220	15,809,459	75,048 34,905,867	13,311,511
Non-residents, except banks	33,939,220	13,609,439	34,903,007	13,311,311
Current accounts	259,131	_	273,247	_
Demand deposits	102		1	
Time deposits	227,668	213,154	257,102	180,240
Restricted deposits	54,961	26,078	45,018	26,048
Other deposits		20,070	-	20,010
Interest payable on deposits	3,167	-	977	-
· · · · · · · · · · · · · · · · · · ·	545,029	239,232	576,345	206,288
	2 13,027	237,232	270,313	200,200
Current maturity	7,844,120	(7,844,120)	7,319,911	(7,319,911)
Total deposits from other clients	55,209,427	10,697,131	55,029,932	8,138,445

# 35. ISSUED DEBT SECURITIES

	In thousa	In thousands of Denars		
	Curent	Previous		
	year	year		
	2014	2013		
Money market instruments	_	_		
Deposit certificates	-	-		
Issued bonds	-	-		
Other	-	-		
Interest payable on deposits				
Total issued debt securities				

## **36.** BORROWINGS

# A. Borrowings structure according to the type of liability and sector of the creditor

	Current ye	ar2014	In thousands of Denars Current year2013		
	short-term	long-term	short-term	long-term	
Banks					
Residents					
Loans payable	_	681,218	_	763,995	
Repo-transactions	_	, -	_	, -	
Interest payable	1,449	_	1,181	_	
Non-residents	,		,		
Loans payable	_	_	_	_	
Repo-transactions	_	_	_	_	
Interest payable	_	_	_	_	
Non-financial companies					
Loans payable	_	_	_	_	
Repo-transactions	_	_	_	_	
Interest payable	_	_	_	_	
Government					
Loans payable	15,689	149,399	15,689	157,261	
Repo-transactions	13,007	147,377	13,007	137,201	
Interest payable	1,136	_	59		
Non-profit institutions serving to	1,130		37		
households					
Loans payable	_	_	_	_	
Interest payable	_	_	_	_	
Financial companies, except banks	_	_	_	_	
Loans payable	_	_	_	_	
Repo-transactions	_	_	_	_	
Interest payable	_	_	9		
Non-residents, except banks	_	_	,	_	
Non-financial companies					
Loans payable	_	5,957	_	5,957	
Repo-transactions	_	5,757	_	3,737	
Interest payable	_	_	_	_	
Government	_	-	-	-	
Loans payable					
Repo-transactions	_	-	-	-	
Interest payable	_	-	-	-	
Non-profit institutions serving to	_	_	_	_	
households					
Loans payable					
Interest payable	_	-	-	-	
Financial companies, except banks	_	-	-	-	
Loans payable	_	_	_	_	
Repo-transactions					
Interest payable	-	-	-	-	
Government	-	-	-	-	
	-	-	-	-	
Households					
Loans payable	-	-	-	-	
Interest payable	214 102	(214.102)	216 116	(216.116)	
Current maturity	214,103	(214,103)	216,116	(216,116)	
Total loans payable	232,377	622,471	233,054	711,097	

# **36.** BORROWINGS (continued)

# B. Borrowings according to the creditor

			In thousa	nds of Denars
_	Current year2014		Current ye	ar2013
_	short-term	long-term	short-term	long-term
Domestic sources:	_			
Asset Management Agency - long-term loans amounting to Denar 149,399 thousand (2013: Denar 149,399 thousand) matures and is payable in January 2020 on one-off basis. Related fees for these loans are	1,136	149,399	6	149,399
1.5% per annum				
Agency for underdeveloped regions – matures in 2013 and the interest rate is equal to 3.9% per annum (2010: 3.9% p.a.).	15,689	-	15,689	-
Macedonian Bank for Promotion and Development – with maturity deadline in 2019 and interest rate of 1.0% at annual level (2013: 1 %.)	1,449	681,218	1,180	759,262
_	18,274	830,617	16,875	908,661
Foreign sources:	,	323,321	,	, , , , , , ,
Council of Europe Social Development Fund - matures in 2014 and bears fixed interest rate of 6.73% per annum	-	-	54	7,860
ICDF Taiwan - to be repaid in 20 equal semi-annual instalments until 2014 and bears interest rate of six month LIBOR decreased by 0.5% per annum.	-	-	9	4,735
Other banks		5.057		5.057
Outer values	<del>-</del>	5,957 5,957	63	5,957 18,552
Curent maturities	214,103	(214,103)	216,116	(216,116)
Total loans payable	232,377	622,471	233,054	711,097
	202,011			1119071

#### 37. SUBORDINATED DEBT

	<b>.</b>			ands of Denars
	Maturity	Interest rate	current year 2014	previous year 2013
Liabilities under subordinated deposits				
Principal payables			-	-
Interest payables				
			-	-
Liabilities under subordinated loans				
NDG 1.1		3 month		
NBG Athens, Greece		EURIBOR		
(principal EUR 20 million)	27.12.2016	+0.85% p.a.	1,229,628	1,230,224
NDG 1.1		3 month		
NBG Athens, Greece		EURIBOR		
(principal EUR 25 million)	05.11.2018	+3.7% p.a.	1,537,035	1,537,784
Interest payables			9,307	9,755
			2,775,970	2,777,763
Liabilities under subordinated issued debt securities	l			
Principal payables			_	-
Interest payables				
Redeemable preferred shares				
Total subordinated debt			2,775,970	2,777,763

The received funds are aimed for strengthening the guarantee capital of the Bank, realization of the Bank's projected goals in accordance with the Business Plan of the Bank, increasing the competitive position and market share of the Bank, its profitability as well as for increasing the Tier 2 two coefficient of the capital adequacy and other qualitative and quantitative indicators of the Bank.

Interest is paid quarterly. It is agreed with the creditor that the subordinated debt shall:

- be unconditionally irrevocable;
- be fully and timely available for covering the Bank's risks and operating losses;
- not be covered by other type of collateral by the Bank or a person related to the Bank;
- in the case of bankruptcy or liquidation of the Bank, the subordinated debt will be paid before settling the liabilities to the Bank's shareholders
- not be used for claims and contingent liabilities of the Bank
- not be treated as deposit.

#### 38. SPECIAL RESERVE AND PROVISIONS

In thousands of Denars

	Special reserves for off- balance sheet credit exposures	Provisions for contingent liabilities based on court disputes	Provisions for pensions and other employees benefits	Provisions for restructuri ng	Provisions for unfavoura ble agreement s	Other provisions	Total
Balance as at January 1, 2013	104,008	14,939	20,439	-	-	-	139,386
Additional provisions during the year	51,967	34,297	3,271	-	-	-	89,535
(utilized provisions during the year)	-	(1,115)	-	-	-	-	(1,115)
(provisions recovery during the year)	(44,785)	(2,032)	(783)	-	-	-	(47,600)
Balance at31 December 2013	111,190	46,089	22,927				180,206
Balance as at January 1, 2014	111,190	46,089	22,927	-	_	-	180,206
additional provisions during the year	48,161	11,184	3,245	-	-	-	62,590
(utilized provisions during the year)	-	(374)	-	-	-	-	(374)
(provisions recovery during the year)	(45,535)	(9,315)	(2,412)	-	-	-	(57,262)
Balance as at31 December 2014	113,816	47,584	23,760				185,160

The present value of provisions for pensions and other benefits to employees is determined by discounting the estimated future cash outflows.

The basic used actuarial assumptions are as following:

	<u>2014</u>	<u>2013</u>
Interest rate	4,35%	4.60%
Average salary increase	4,50%	4.50%
Inflation rate	2,50%	2.00%

### Mortality rate:

By the study of mortality rates in the past years, we have established the representation of the expected rate of mortality in the Republic of Macedonia. We used a mortality table of Switzerland, which is a reasonable approximation of long-term mortality rate in the country.

#### 39. OTHER LIABILITIES

	In thousands of Denars		
	Current	<b>Previous</b>	
	year 2014	year 2013	
Trade payables	15,262	9,630	
Received advances	-	-	
Fees and commissions liabilities	4,659	26	
Accrued expenses	243,939	165,869	
Deferred income from previous year	27,604	25,757	
Short-term liabilities to employees	-	-	
Short-term liabilities for employees benefits	-	-	
Other:			
Preferred cumulative shares	90,978	90,978	
Liabilities for dividend on preferred shares	4,716	5,587	
Disputed VISA cards transactions	14,596	16,197	
Unallocated inflows upon deposits and other inflows	845,798	554,211	
Premature repayment of loans and other liabilities	64,163	79,814	
Total other liabilities	1,311,715	948,069	

As at December 31, 2014 the Bank has 227,444 non-redeemable cumulative preferred shares with a nominal value of Denar 400.

The priority non-redeemable cumulative shares give right to priority in payment of dividends and no voting rights. Preferred shares do not participate equally in the distribution of the rest of the bankruptcy i.e. liquidation equity of the Bank.

On 31 December 2014, the Bank allocated an amount of Denar 3,639 thousand as dividends to the holders of the non-redeemable cumulative prefered shares in 2014 (2013: Denar 4,549 thousand).

#### 40. SUBSCRIBED CAPITAL

### A. Subscribed capital

	In D	enars	1	Number of issu	ed shares		In the	housands of Denars
_	Share nor	ninal value	Common	n shares	Non-red preferre		Total su cap	bscribed ital
	Common shares	Non- redeemable preferred shares	Current year 2014	Previous year 2013	Current year 2014	Previous year 2013	Current year 2014	Previous year 2013
Balance as at 1 January – paid in full Subscribed shares during the	201,1	400	17,460,180	17,460,180	227,444	227,444	3,602,220	3,602,220
year Realization of stock options	-	-	-	-	-	_	-	-
Division/accumulation of share nominal value Other changes during the year	- -	- -	- -	<u>-</u>	<u>-</u>	- -	<u>-</u>	- -
Balance as at 31 Decem	ıber – paid	in full	17,460,180	17,460,180	227,444	227,444	3,602,220	3,602,220

#### B. Dividends

#### B.1 Announced dividends and paid dividends by the Bank

	In thousands of Denars		
	Current	<b>Previous</b>	
	year	year	
	2014	2013	
Announced dividends and paid dividends for the year	4,396	5,211	

Announced dividends and paid dividends for the year in the amount of Denar 4,396 thousand are allocated for the holders of the preferred shares of the net profit in 2013 (2013: Denar 5,211 thousand of net profit for 2012).

	Current year 2014	In MKD Previous year 2013
Dividend per ordinary share	-	-
Dividend per preferred share	19,00	23,00

# B.1 Announced dividends after the Balance Sheet date (liabilities for dividends are not presented in the Balance Sheet)

In thousan	ds of Denars
Current	Previous
year	year
2014	2013

Announced dividends after 31 December

#### 40. SUBSCRIBED CAPITAL(continued)

#### B. Dividend (continued)

# **B.1** Announced dividends after the Balance Sheet date (liabilities for dividends are not presented in the Balance Sheet) (continued)

		In Denars
	Current	Previous
	year	year
	2014_	2013
Dividend per ordinary share	-	-
Dividend per preferred share	-	-

#### C. Shareholders whose stake exceeds 5% of the voting shares

The structure of shareholders whose stake exceeds 5% of the issued voting shares on December 31, 2014 and 2013 was officially announced and accepted by the Central Securities Depository of the Republic of Macedonia, as follows:

	In thousand	s of Denars	In %		
	current	previous	current	previous	
	year	year	year	year	
	2014	2013	2014	2013	
	Subscribed	Subscribed			
	capital	capital			
	(nominal	(nominal	Voting	Voting	
Shareholder	<u>value)</u>	value)	right _	right	
National Bank of Greece	3,323,094	3,323,094	94.64%	94.64%	
Other	188,148	188,148	5.36%	5.36%	
Total	3,511,242	3,511,242	100.00%	100.00%	

The share capital of the Bank as at December 31, 2014 consists of 17,460,180 fully paid up ordinary shares with a nominal value of Denar 201.1.

The holders of ordinary shares are entitled to dividends when it will be released and have the right to one vote in the Shareholders Assembly of the Bank for the equivalent of one ordinary share, as well as the right to participate equally in the distribution of the rest of the bankruptcy or liquidation equity of the Bank.

#### 40. SUBSCRIBED CAPITAL(continued)

#### Revaluation reserve for available-for-sale assets

These revaluation reserves consist of unrealized gains and losses arising from changes in fair value of investment in securities available for sale until they are sold or it is determined that they are impaired, whereat the cumulative unrealized gain or loss previously recognized within the revaluation reserves are recognized in the net profit or loss for the period.

#### Statutory reserves

In accordance with the local regulations, the Bank is required to calculate and set aside at least 5% of the net profit for the year to statutory reserve until the level of the statutory reserve reaches an amount equal to one-tenth of the share capital. While the legal reserve shall not exceed the minimum amount it can only be used to cover losses. When the legal reserve exceeds the minimum level and after the recovery of all losses of annual financial statements, with the decision of the Shareholders Assembly, the excess can be used for distribution of dividend, if within that business year it had not reached the minimum amount prescribed by the Companies Act or of the Statute of the Bank.

#### Other reserves

Other reserves represent a fund that is determined on the basis of the Bank's internal policy and is used for various purposes, classified as restrictive.

# 41. EARNINGS PER SHARE

## A. Basic earnings per share

В.

	In thousan current year 2014	nds of Denars previous year 2013
Net profit attributable to ordinary shareholders Net profit for the year Dividend on non-redeemable prefered shares	1,512,343	989,945
Adjustments to the net profit attributable to ordinary shareholders	1,512,343	989,945
Net profit attributable to ordinary shareholders	1,512,343	989,945
	Num current year 2014	ber of shares previous year 2013
Weighted average number of ordinary shares Issued ordinary shares at 1 January Effects of changes in the number of ordinary shares during the year	17,460,180	17,460,180
Weighted average number of ordinary shares at 31 December	17,460,180	17,460,180
Basic earnings per share ( in MKD)	86,61	56,70
Diluted earnings per share		
	In thousan current year	nds of Denars previous year
Not a sing to subject the holders of common above and subject of	2014	2013
Net gains to which the holders of common shares are entitled (diluted)  Net gains for the year to which the holders of common shares are entitled  Adjustment of net gains to which the holders of common shares are entitled for the effects on all issued potential common shares	1,512,343	989,945
Net gains to which the holders of common shares are entitled (diluted)	1,512,343	989,945

# 41. EARNINGS PER SHARE (continued)

## **B.** Diluted earnings per share (continued)

	In thousar current	nds of Denars previous
	year 2014	year 2013
Weighted average number of common shares (diluted) Common shares issued on 1 January Effects from issuance of potential common shares	17,460,180	17,460,180
Weighted average number of common shares (diluted) on 31 December	17,460,180	17,460,180
Diluted earnings per share (in MKD)	86,61	56,70

## 42. COMMITMENTS AND CONTINGENCIES

### **42.1 COMMITMENTS**

	In thousands of Dena		
	current	previous	
	year	year	
	2014	2013	
Uncovered payment guarantees			
in MKD	917,792	1,243,560	
	800,220		
in foreign currency	,	633,792	
in MKD with FC Clause	524,100	136,706	
Uncovered performance guarantees			
in MKD	322,307	635,454	
in foreign currency	198,083	218,211	
in MKD with FC Clause	597,399	66,054	
Uncovered letters of credit			
in MKD	-	-	
in foreign currency	202,929	253,406	
in MKD with FC Clause	-	-	
Unutilized overdrafts under current accounts	1,522,502	1,409,712	
Unutilized limits under credit cards	5,753,667	5,400,783	
Taken liabilities for financing and unutilized credit limits	353,428	588,851	
Other uncovered contingent liabilities	897	2,537	
Issued covered letters of guarantee	434,226	269,699	
Covered letters of credit	57,762	784	
Other covered contingent liabilities	-	-	
Total contingent liabilities before special reserve	11,685,312	10,859,549	
(Provisions)	(113,816)	(111,190)	
Total contingent liabilities reduced by special	<u> </u>		
reserve	11,571,496	10,748,359	

#### 42. COMMITMENTS AND CONTINGENCIES (continued)

#### **42.1 COMMITMENTS (continued)**

Bank's contingent liabilities consist of liabilities in respect of guarantees, letters of credit, and unused overdrafts on current accounts, unused limits on credit cards and unused credit limits granted to legal entities.

From the total potential liabilities on the basis of covered and uncovered guarantees issued with maturity up to one year in the amount of Denar 1,545,449 thousand (2013: Denar 1,924,397 thousand). The covered and non-covered letters of credit are with maturity of up to 1 year (2013: 1year). The unused overdrafts on current accounts are short-term overdrafts.

Contingent liabilities in respect of unused overdrafts on current accounts and unused limits on credit cards are unsecured and are revocable in the event of deterioration of the creditworthiness of the debtor. The interest rates on current accounts and credit cards in 2014 are ranged from 10.13% to 11.25%.

Contingent liabilities of the Bank towards legal entities on the basis of guarantees and letters of credit are irrevocable, and unused credit limits granted to legal entities are subject to annual revision. Apart from the covered guarantees and letters of credit that are secured by deposit, the remaining uncovered guarantees and letters of credit, and unused credit limits granted to legal entities are secured by real estate mortgage, pledge on movable property, guarantees, etc.

#### Litigation

The Bank is involved in litigation from its regular operations. The amount of litigation cases against the Bank as of 31 December 2014, for which additional analyzes were made on the basis of which the Bank's management believes that the final outcome of these disputes will be resolved to the detriment of the Bank for that material losses could result in respect of these disputes amounted to Denar 47,584 thousand (2013: Denar 46,089 thousand). This amount includes the penalty interests, as well. Accordingly, in 2014, the Bank made provisions for impairment losses on the basis of litigations in the amount of Denar 1,495 thousand (2013: Denar 31,149 thousand).

#### 42.2 CONTINGENCIES

	In thousand	ds of Denars
	current year	previous
		year
	2014	2013
	<u> </u>	
Total contingent assets	<u> </u>	

## 43. OPERATIONS ON BEHALF AND FOR ACCOUNT OF THIRD PARTIES

	Current year2014				In thousands of Denars Previous year2013			
	Assets	Liabilities	Net position	Assets	Liabilities	Net position		
Administration of assets								
on behalf and for account								
of third parties								
MKD deposits	-	-	-	-	-	-		
FC deposits	-	-	-	-	-	-		
MKD loans	268,081	268,081	-	226,114	226,114	-		
FC loans	237,594	237,594	-	225,291	225,291	-		
Other MKD receivables	965,903	965,903	-	970,262	970,262	-		
Other FC receivables	318,371	318,371	-	315,257	315,257	-		
Asset management on								
behalf and for account								
of third parties								
MKD deposits	-	-	-	-	-	-		
FC deposits	-	-	-	-	-	-		
MKD loans	-	-	-	-	-	-		
FC loans	-	-	-	-	-	-		
Other MKD claims	-	-	-	-	-	-		
Other FC claims	-	-	-	-	-	-		
Custody accounts	25,378	25,382	(4)	69,288	69,291	(3)		
Other	_			-				
Total	1,815,327	1,815,331	(4)	1,806,212	1,806,215	(3)		

## 44. RELATED PARTY TRANSACTIONS

## A. Balance Sheet

					In thousands	of Denars
	Parent company	Subsidiari es	Associates	Managem ent personnel of the Bank	Other related parties	Total
31 December 2014						
Assets						
Current accounts	1,359	-	-	-	2,713	4,072
Trading assets	-	-	-	-	-	-
Loans and receivables						
mortgage loans	-	-	-	12,614	-	12,614
consumer loans	-	-	-	-	-	-
receivables under financial						
leasing	-	-	-	-	-	-
receivables under factoring						
and forfeiting other loans and receivables	-	-	-	-	733,995	733,995
Investments in securities	_	_	-	-	133,993	133,993
(Allowance for impairment)	_	_	_	_	_	_
Other assets	20,708	_	_	_	2	20,710
Total	22,067			12,614	736,710	771,391
	,			,	,	,
Liabilities						
Trading liabilities	-	-	-	-	-	-
Deposits	-	-	-	30,242	254,188	284,430
Issued securities	-	-	-	-	-	-
Borrowings liabilities	-	-	-	-	-	-
Subordinated debt	2,775,970	-	-	-	-	2,775,970
Other liabilities						
Total	2,775,970	-	-	30,242	254,188	3,060,400
G						
Contingent liabilities Issued letters of guarantee						
Issued letters of guarantee	-	-	-	-	-	-
Other contingent liabilities	-	-	-	-	-	-
(Special reserve)	_	_	-	-	_	-
Total				<del></del>	<del></del>	<u>-</u>
Contingent assets						
Received letters of guarantee	-	-	-	-	-	-
Other contingent assets						
Total						

# 44. RELATED PARTY TRANSACTIONS (continued)

# A. Balance Sheet (continued)

				3.6	In thousands	of Denars
	Parent company	Subsidiari es	Associates	Managem ent personnel of the Bank	Other related parties	Total
31 December 2013						
Assets						
Current accounts	2,624	-	-	-	1,987	4,611
Trading assets	-	-	-	-	-	-
Loans and receivables						
mortgage loans	-	-	-	13,406	-	13,406
consumer loans	-	-	-	-	-	-
receivables under financial						
leasing	-	-	-	-	-	-
receivables under factoring						
and forfeiting	-	-	-	-	-	-
other loans and receivables	-	-	-	-	871,411	871,411
Investments in securities	-	-	-	-	-	-
(Allowance for impairment)	-	-	-	-	-	-
Other assets	10,647					10,647
Total	13,271	-	-	13,406	873,398	900,075
Liabilities						
Trading liabilities	-	-	-	-	_	_
Deposits	-	-	-	24,988	94,921	119,909
Issued securities	-	-	-	-	_	_
Borrowings liabilities	-	-	-	-	_	_
Subordinated debt	2,777,763	-	-	-	-	2,777,763
Other liabilities	636	-	-	-	2	638
Total	2,778,399	-		24,988	94,923	2,898,310
Contingent liabilities						
Issued letters of guarantee	_	_	_	_	_	_
Issued letters of credit	_	_	_	_	_	_
Other contingent liabilities	_	_	_	_	_	_
(Special reserve)	_	_	_	_	_	_
Total						-
Contingent assets						
Received letters of guarantee	_	_	_	_	_	_
Other contingent assets	_	_	_	_	_	_
Total						
10001	_	=	=	=	=	=

# 44. RELATED PARTY TRANSACTIONS (continued)

# B. Income and expenses arising from the related party transactions

					In thousands	s of Denars
	Parent company	Subsidiari es	Associates	Managem ent personnel of the Bank	Other related parties	Total
2014current year						
Income						
Interest income	1	-	-	749	1,574	2,324
Income from fees and						
commissions	-	-	-	-	9	9
Net gains from trading	-	-	-	-	-	-
Dividend income	-	-	-	-	-	-
Capital gains from sale of non-						
current assets	-	-	-	-	-	-
Other income	-	-	-	-	-	-
Transfers between entities						
Total	1	-	-	749	1,583	2,333
Expenses						
Interest expenses	75,014	-	-	-	268	75,282
Expenses for fees and					10	10
commissions	-	-	-	-	19	19
Net losses from trading	-	-	-	-	-	-
Expenses for procurement of non-current assets						
	-	-	-	-	-	-
Allowance for impairment of financial assets, on net basis	_	_	_	_	_	_
Other expenses	33,741	_	_	28,715	_	62,456
Transfers between entities	-	_	_	-	_	-
Total	108,755			28,715	287	137,757

# 44. RELATED PARTY TRANSACTIONS (continued)

## B. Income and expenses arising from the related party transactions (continued)

					In thousands of Denars	
	Parent company	Subsidiari es	Associates	Managem ent personnel of the Bank	Other related parties	Total
2013previous year						
Income						
Interest income	1	-	-	756	1,164	1,921
Income from fees and						
commissions	-	-	-	-	-	-
Net gains from trading	-	-	-	-	-	-
Dividend income	-	-	-	-	-	-
Capital gains from sale of non-						
current assets	-	-	-	-	-	-
Other income	-	-	-	-	-	-
Transfers between entities						
Total	1	-	-	756	1,164	1,921
Expenses						
Interest expenses	74,430	-	-	-	613	75,043
Expenses for fees and						
commissions	-	-	-	-	-	-
Net losses from trading	-	-	-	-	-	-
Expenses for procurement of						
non-current assets	-	-	-	-	-	-
Allowance for impairment of						
financial assets, on net basis	22.245	-	-	24.210	20	-
Other expenses	33,345	-	-	24,218	20	57,583
Transfers between entities	105.555			24.210		122 (2)
Total	107,775	-	-	24,218	633	132,626

## C. Remuneration for the management personnel of the Bank

	In thousands of Denars		
	current	previous	
	year 2014	year 2013	
_	2014	2013	
Short-term benefits for employees	26,118	22,064	
Benefits after employment termination	-	-	
Benefits due to employment termination	-	-	
Payments to employees on the basis of shares, settled by equity instruments	_	_	
Payments to employees on the basis of shares, settled by monetary funds	_	_	
Other _	2,597	2,154	
Total _	28,715	24,218	

In thousands of Denars

#### 44. RELATED PARTIES TRANSACTIONS (continued)

Related parties include the major shareholders, associates and jointly controlled entities, control/management with the Bank, or whose activities the Bank has an ability to control. All transactions with related parties arise in the normal course of the Bank's business and their value is not materially different from the terms and conditions that would prevail in arms-length transactions.

#### 45. LEASES

#### A. Lessor

#### A.1 Financial leases receivables

**Maturity period for financial leases** receivables Total financial leases from 1 to 5 receivables over 5 years up to 1 year years 31 December 2014 (current year) Current value of minimum payment for the leasehold 31 December 2013 (previous year) Current value of minimum payment for the leasehold

#### A.2 Irrevocable operating lease receivables

		In thousands of Dena Maturity period of period for financial lease receivables		
	Total financial leases receivables	up to 1 year	from 1 to 5 years	over 5 years
31 December 2014 (current year) Net present value of minimum lease payments	2,005	2,005		
31 December 2013 (previous year) Net present value of minimum lease payments	3,116	3,116	<u>-</u>	

# NOTES TO THE FINANCIAL REPORTS December 31, 2014

- 45. LEASES (continued)
- A. Lessor (continued)
- A.2 Irrevocable operating lease receivables(continued)

						In th	ousands of
						Other items of	Denars
	Lond	D-:114:	transporta	Furniture and office	Other	property and	Total
Value of the property given under operating lease:	Land	Buildings	tion	equipment	equipment	equipment	Total
31 December 2014	_	77,007	_	-	_	_	77,007
31 December 2013	-	91,150	-	-	-	-	91,150
Total							

Agreed lease receivables are related to part of the property taken over for recovery of arrears and a smaller part of own property which the Bank in the past period used for their own needs but is no longer used and it is rented to third parties. Lease agreements contain a clause for reconsideration of the agreed price of the rent according to the market conditions, in case the lessee has exercised its right to renew the lease. Future lease incomes are approximate to the level of current rental income.

#### B. LEASEE

#### **B.1** Financial lease liabilities

	Total	In thousands of Denars Maturity period for financial lease liabilities				
-	financial lease liabilities	up to 1 year	from 1 to 5 years	over 5 years		
Balance as at 31 December 2014 (current year)	<u> </u>					
Balance as at 31 December 2013 (previous year)	<u>-</u>					

# 45. LEASES (continued)

## B. Leasee (continued))

# **B.1** Financial lease liabilities(continued)

	Land	Buildings	Means of transporta tion	Furniture and office equipment	Other equipment	In thousand Other items of property and equipment	s of Denars
Value of the property taken under financial lease:	<u> </u>	Dunungo		<u>equipment</u>	<u>cqpo</u>	<u>oquipinoni</u>	
Cost							
Balance as at 1 January 2013	-	-	-	-	-	-	-
increases	-	-	-	-	-	-	-
(disposal of and entering as							
expenditure) other	-	-	-	-	-	-	-
Balance as at31 December 2013	-	-	-	-	-	-	-
Dalamas as at 1 January 2014							
Balance as at 1 January2014	-	-	-	-	-	-	-
increases (disposal of and entering as	-	-	-	-	-	-	-
expenditure)							
other	_	_	_	_	_	_	_
Balance as at31 December2014							
Building up 1 December 2011	-	-	-	-	-	-	-
Accumulated depreciation and impairment							
Balance as at 1 January2013	-	_	_	_	_	-	-
depreciation for the year	_	-	_	_	_	_	-
impairment loss during the year	_	_	_	_	_	_	-
(release of impairment loss during							
the year)	-	-	-	-	-	-	-
(disposal of and entering as expenditure)							
other	-	-	-	-	-	-	-
Balance as at31 December 2013							
Balance as at 31 December 2013	-	-	-	-	-	-	-
Balance as at 1 January2014							
depreciation for the year	_	_	_	_	_	_	_
impairment loss during the year	_	_			_	_	_
(release of impairment loss during	_	_	_	_	_	_	_
the year)	_	-	_	_	_	_	-
(disposal of and entering as							
expenditure)	-	-	-	-	-	-	-
other							
Balance as at31 December 2014	-	-	-	-	-	-	-
Current carrying amount							
на 1 January2013		_					
On 31 December 2013							
On 31 December 2014							

# NOTES TO THE FINANCIAL REPORTS December 31, 2014

- 45. LEASES (continued)
- **B.** Leasee (continued)
- **B.2** Irrevocable operating leaseliabilities (continued)

In thousands of Denars
Maturity period for operational lease
liabilities

	Total operational lease liabilities	up to 1 year	from 1 to 5	over 5 years
Balance as at 31 December 2014 (current year)				
Balance as at 31 December 2013 (previous year)				

### 46. SHARE BASED PAYMENTS

	In thousands of Denars		
	current previ		
	year	year	
	2014	2013	
Date of giving the option	-	-	
Date of option expiry	-	-	
Price of option realization	-	-	
Price of the share on the date of giving the option	-	-	
Variance	-	-	
Expected dividend yield	-	-	
Interest rate	-	-	
Fair value on the date of giving the option	-	-	

	current	year 2014	previous year 2013		
	number of options for shares	weighted average price of options for shares	number of options for shares	weighted average price of options for shares	
Balance as at 1 January	-	-	-	-	
Changes during the year:					
options given to the members of					
Supervisory Board	-	-	-	-	
options given to the members of					
Board of Directors	-	-	-	-	
other given options	-	-	-	-	
forfeited options	-	-	-	-	
options with expired deadline					
Balance as at 31 December					

#### 47. TAXATION RISK

Financial statements and accounting records of the Bank are subject to tax audit by the tax authorities for a period of 5 years subsequent to the reported tax year, and may impose additional tax liabilities. According to the estimates of the Bank's management they are not aware of any additional conditions that may cause potentially materially significant liabilities on this basis.

#### 48. EVENTS AFTER THE DATE OF THE BALANCE SHEET

After the date of the balance sheet there are no events that require adjustments to the financial statements or appropriate disclosure.

#### 49. EXCHANGE RATES

Official exchange rates used in the conversion of the balance sheet items denominated in foreign currency are as follows:

	<u>2014</u>	In MKD 2013
1 USD	50,5604	44,6284
1 EUR	61,4814	61,5113