

Banks in Bulgaria

January – March 2012



BULGARIAN
NATIONAL
BANK

Banks in Bulgaria



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Abbreviations

| | | |
|----------|---|---------------------------------------------------------|
| BGN | – | The Abbreviation of the Redenominated lev |
| BNB | – | Bulgarian National Bank |
| Core ROA | – | Core Return on Assets |
| HHI | – | Herfindahl-Hirschman Index (Market Concentration Index) |
| ROA | – | Return on Assets |
| ROE | – | Return on Equity |
| RWA | – | Risk-weighted Assets |

I. State of the Banking System

(first quarter of 2012)

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1. The Banking System: Structure and Trends

1.1. Dynamics by Bank Group

By 31 March 2012 banking system assets totalled BGN 77.9 billion: up by 1.4 per cent (BGN 1.1 billion) on the fourth quarter of 2011. Funds attracted from individuals and households continued to grow at a robust pace. In March an increased lending activity was observed both in the corporate segment and retail exposures. Income from core operations declined on an annual basis due to investment in low-income, yet more liquid assets. This trend reduced banking system profitability.

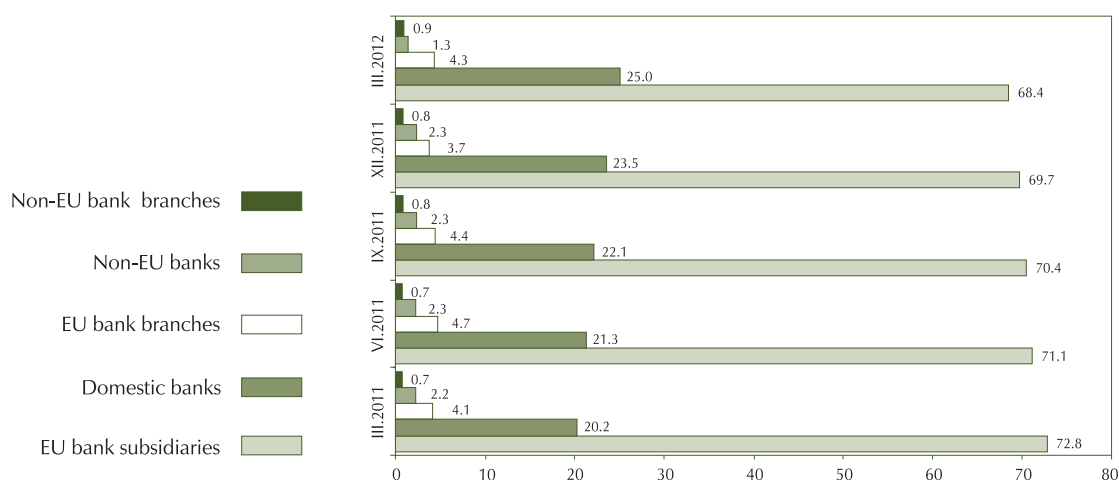
The share of Group I banks was 51.5 per cent by end-March (51.7 per cent by December 2011). Group II banks managed to retain their market positions (43.3 per cent), with increases in domestic banks' assets contributing most substantially to this. High asset growth at foreign bank branches led to an increase in Group III market share which came to 5.2 per cent at the end of March (4.5 per cent in December 2011).

By 31 March the share of *subsidiary EU banks* was 68.4 per cent, while that of *EU bank branches* 4.3 per cent. *Domestic credit institutions* occupied 25.0 per cent¹ of banking assets and *non-EU banks and branches* 1.3 per cent and 0.9 per cent respectively.

The market share of domestic banks continued to rise.

Chart 1

Market Shares of Domestic and Foreign Banks (%)



Note: The sum total may not add up to 100 per cent owing to rounding.

¹ The increased market share of the domestic banks was due partly to the fact that since early 2012 the Bulgarian-American Credit Bank (BACB) has been part of domestic credit institutions (it was included in the group of non-EU banks by the end of December 2011). The market share of BACB was 1 per cent of banking assets.

By end-March 2012 around half of the banking system attracted funds were formed by accumulated household deposits.

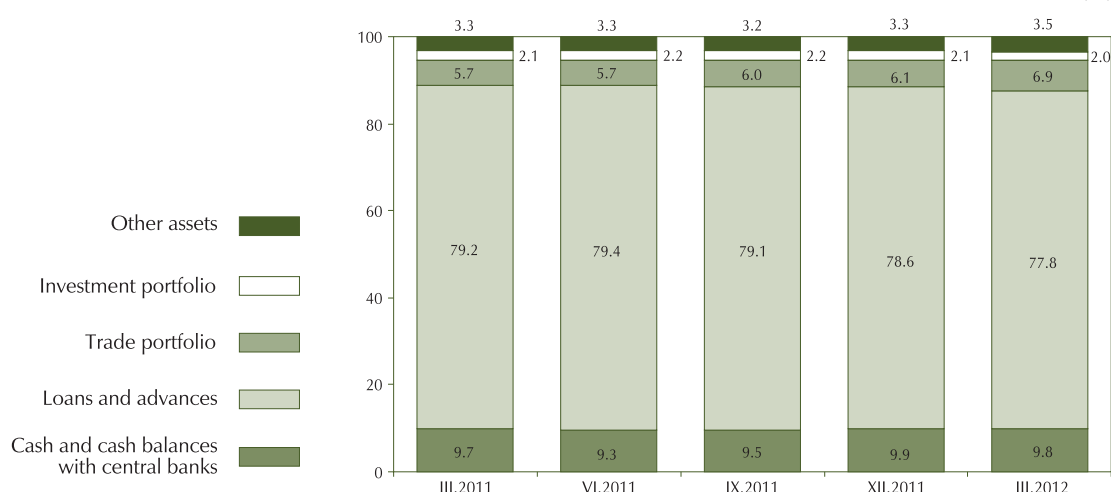
1.2. Structural Changes in the Banking System Balance Sheet

In the first quarter of 2012 the structure of banking system assets and liabilities underwent the following changes:

- The share of *loans and advances* in the structure of assets decreased insignificantly to 77.8 per cent. This was mainly attributable to the rising portfolios of debt instruments.
- *Cash* remained almost unchanged, with their share falling slightly to 9.8 per cent in March.
- The share of *securities* in bank balance sheets rose to 8.4 per cent following the dynamics of individual securities portfolios.

Chart 2

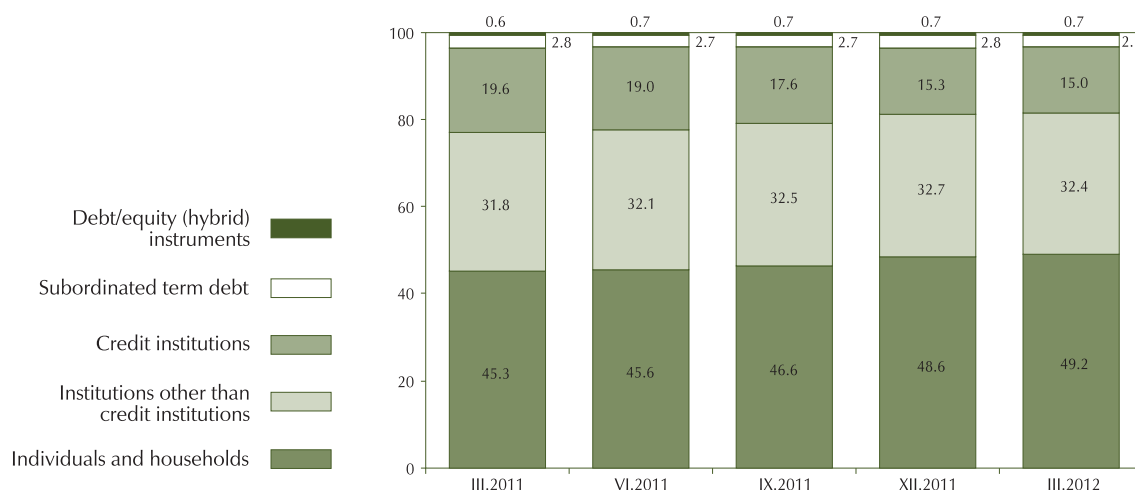
Structure of Assets (%)



Note: The sum total may not add up to 100 per cent owing to rounding.

- *Funds attracted from non-residents* rose by BGN 130 million.
- The share of deposits from *individuals and households* came to 49.2 per cent (45.3 per cent by March 2011) of total attracted funds at the expense of decreased funds attracted from *credit institutions* (from 19.6 per cent to 15.0 per cent between March 2011 and March 2012).
- Given the faster growth in funds attracted from individuals and firms, the *loans to attracted funds* ratio continued to improve steadily to 103 per cent (105 per cent by end-December 2011).

Chart 3
Structure of Attracted Funds
(%)



Note: The sum total may not add up to 100 per cent owing to rounding.

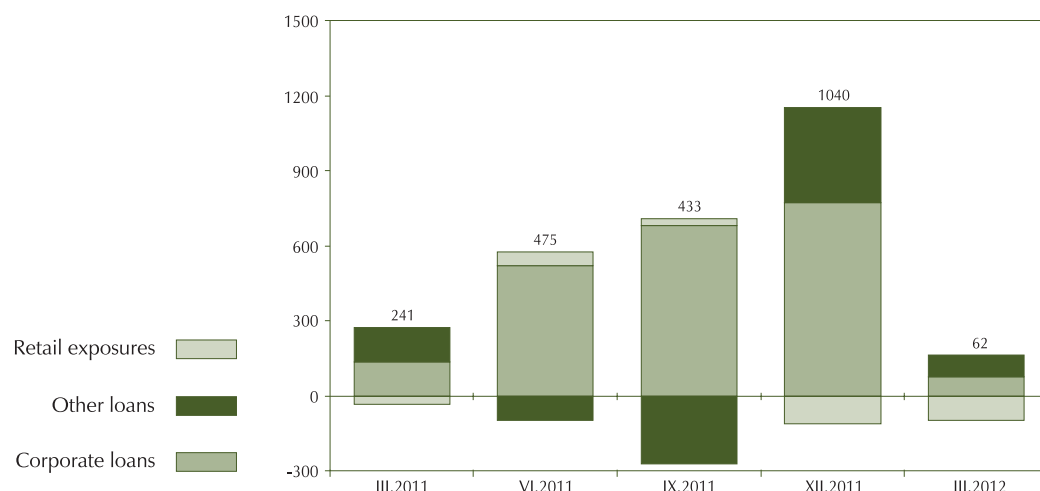
1.3. Credit Operations

The corporate lending increase in March offset the decrease in the first two months of 2012.

On the other hand, the weak households' demand for loans resulted in the BGN 131 million decline in these exposures for a year.

- In the first quarter of 2012 *gross loans (excluding those to credit institutions)* reported a slight increase of 0.1 per cent (BGN 62 million). The rise of BGN 441 million (0.8 per cent) in banks' credit portfolio in March entirely offset the decline reported in January and February.
- Between January and March *corporate loans* grew by 0.2 per cent (BGN 74 million), with an increase of BGN 335 million reported only in March. On an annual basis, corporate portfolio rose by BGN 2.0 billion (6.0 per cent).
- *Retail exposures* went down on end-2011 (0.5 per cent, BGN 99 million) as a result of the concurrent decline in consumer loans (0.6 per cent, BGN 54 million) and housing loans (0.5 per cent, BGN 45 million).
- *Claims on credit institutions* rose by 4.8 per cent (BGN 395 million), with funds mostly invested in non-resident institutions.
- The total volume of *loans to non-credit institutions* rose by 9.5 per cent (BGN 79 million).
- By end-March the share of loans and advances in euro rose to 61.7 per cent at the expense of that in levs (33.5 per cent), while the share of other currencies remained almost unchanged (4.7 per cent).

Chart 4
Quarterly Growth of Gross Loans
(Excluding Those to Credit Institutions)
 (million BGN)



Note: Total amounts in the chart show the overall change in gross loans (in million BGN).

1.4. Attracted Funds

Funds attracted from residents continued to rise steadily.

- In the first quarter of 2012 *attracted funds* increased by 1.6 per cent (BGN 1.0 billion) against 0.6 per cent (BGN 360 million) over the same period of 2011, reaching BGN 66.6 billion at the end of March.
- Resources from *individuals and households* rose by 2.8 per cent (BGN 898 million), with a growth rate higher than that in the first quarter of 2011.²
- Funds attracted from *institutions other than credit* went up 0.7 per cent (BGN 159 million).
- Compared with the end of 2011, the share of external financing in the total volume of attracted funds decreased slightly, reaching 19.1 per cent.
- The currency structure of attracted funds was marked by an increase in the lev component on account of the euro component. By end-March 45.9 per cent of attracted funds were denominated in levs, 47.3 per cent in euro and 6.8 per cent in other currencies.

² In the first quarter of 2011 funds attracted from individuals and households grew by 2.4 per cent (BGN 667 million).

Chart 5

Quarterly Growth of Attracted Funds (million BGN)



Note: Total amounts in the chart show the overall change in attracted funds (in million BGN).

1.5. Balance Sheet Equity

Over the first quarter balance sheet equity rose by 0.8 per cent to BGN 10.5 billion, with current year income and higher revaluation reserves contributing to the quarterly growth. Issued capital grew by BGN 16 million.

2. Banking System Risk Profile

Factors affecting banking system risk sharpness and banks' behaviour were sustained in the first quarter of 2012. No circumstances and developments which could have different effects on the banks' business model were established. The factors may be classified in the following categories:

– *Liquidity Risk Management and Attracted Funds Dynamics:*

- outstripping growth in investments from local sources;
- extension of liabilities maturity;
- a positive trend in the loans/attracted funds ratio;
- a sustained structure of liquid assets and a favourable level of the liquidity indicator (in the range between 25 per cent and 26 per cent).

– *Credit Risk Dynamics:*

- performing loans of banks' credit portfolio occupied a large share in the balance sheet structure;

- no instruments that are subject to market impairment in the balance sheet of the banking system and individual credit institutions.
- **State of Banking Buffers:**
 - the capital position of the banking system continued to be strong. The capital surplus level remained unchanged;
 - the liquidity position was stable and well structured;
 - provisioning (impairments and specific provisions for credit risk) were at an acceptable level.

3. Developments in Major Risks to the Banking System

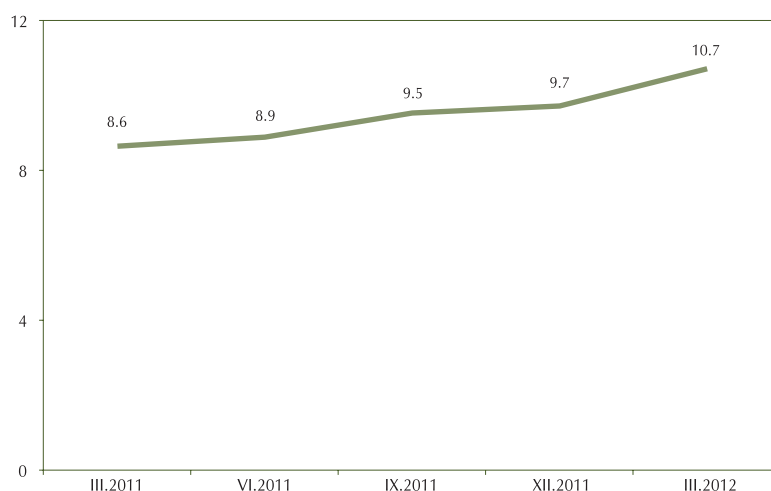
3.1. Risks to Asset Quality

In the first quarter of 2012 no changes occurred in the dynamics of non-performing exposures.

Non-performing loans continued to grow, with the amount of accumulated provisions remaining adequate.

Chart 6

**Share of Net Non-performing Loans in Net Loans
(Excluding Those to Credit Institutions)**
(%)



*Net non-performing loans over 90 days*³ reached BGN 5.6 billion, or 10.7 per cent of net credit portfolio against BGN 5.1 billion, or 9.7 per cent by end-2011.

³ Net non-performing loans are calculated by subtracting impairment costs from the gross value of loans.

The growing credit risk in the banks' balance sheet in the review quarter was accompanied by an increase in the provision buffer in the form of impairment costs and specific provisions for credit risk.

The quality of the other assets in the balance sheets of individual credit institutions remained good. The increased securities portfolio in the review quarter was again driven by the banks' investments in Bulgarian government securities and, to a lesser extent, by those in issuers' debt instruments assigned 0 per cent credit risk weight in compliance with Ordinance No. 8.

3.2. Effects on Earnings

Profitability of credit institutions and banking system as a whole was broadly affected by a number of factors associated with the crisis onset:

- worsening credit quality and related *impairment costs*, albeit lower than those over the same quarter of 2011;
- retained household propensity to save, leading to an *increase in costs* that credit institutions pay;
- existing reserves in the balance sheets of credit institutions for optimising *administrative costs*.

In the first quarter of 2012 banks reported lower interest income than in the same period of the previous year, coupled with lower impairment costs. Hence, the financial result by end-March was BGN 176 million, or BGN 18 million more than in March 2011. Based on the reported profit, the **ROA** indicator was 0.91 per cent (0.85 per cent a year earlier). Respectively, the **ROE** indicator reached 6.96 per cent (6.47 per cent in March 2011).

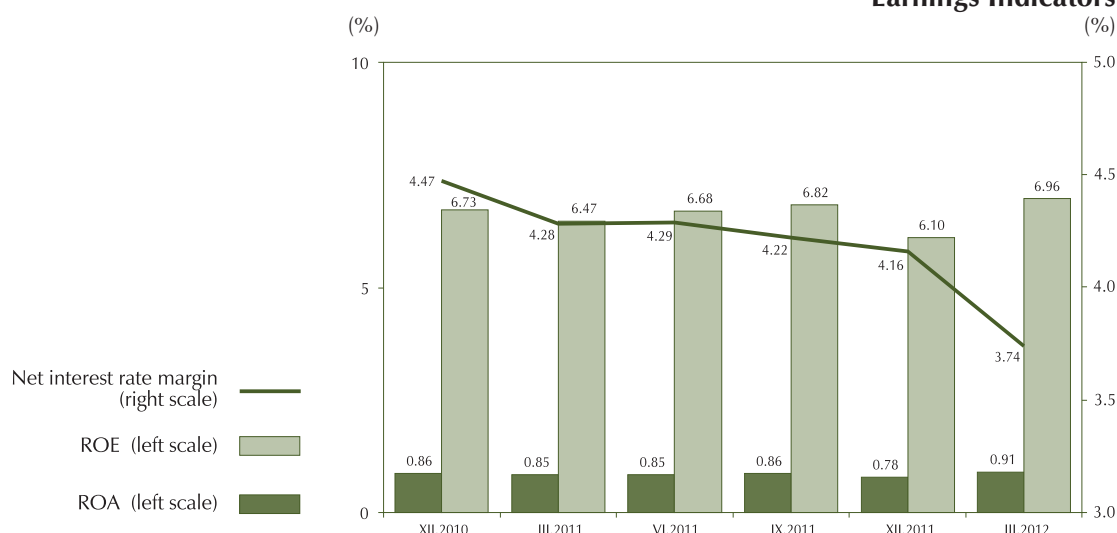
- **Net interest income** was BGN 665 million, exhibiting a fall on the same period of the previous year (BGN 722 million). This is due to the interest income reduction and the concurrent increase in deposit costs.
- The attained **net income from financial instruments** and **operating net income** had a positive effect on the banking system profitability over the review quarter.
- **Impairment costs**, worth BGN 245 million, were lower than in the first quarter of 2011 (BGN 299 million).

By end-March 2012 the financial result reported was higher than in the same period of the previous year...

... mostly owing to the decreased impairment costs.

Net interest income fell due mainly to lower interest income.

Chart 7
Earnings Indicators (%)



In the first quarter of 2012 major capital indicators of the banking system remained almost unchanged compared to end-2011.

3.3. Capital's Ability to Absorb Shocks

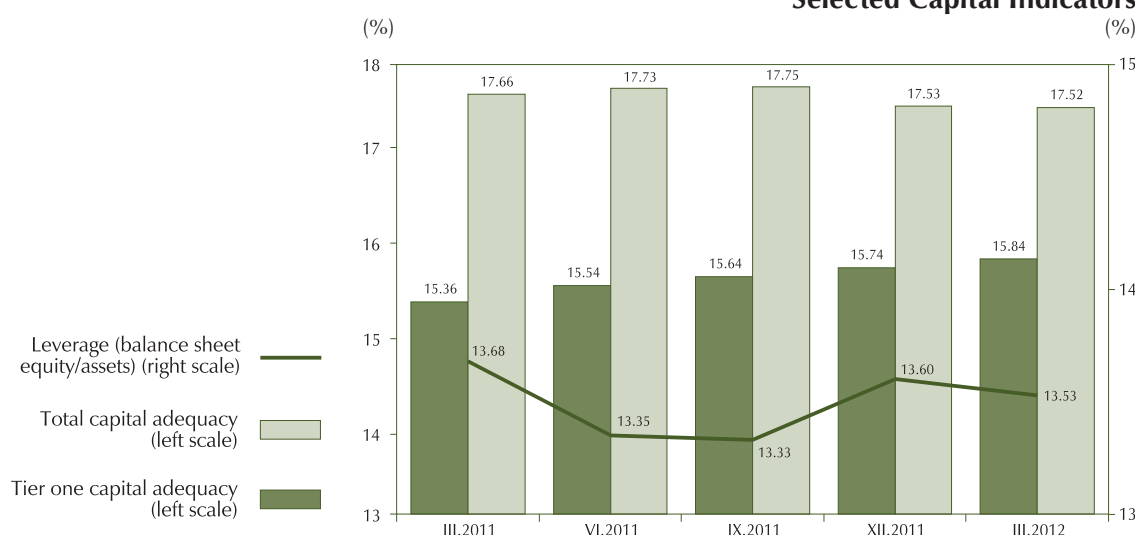
The level and quality of banking system own funds remained broadly stable. The size of the capital surplus was sustained. The following factors continued to exert their effects on the capital:

- impairments and specific provisions for credit risk;
- decreased total capital requirements.

The structure of the capital requirements for the different types of risks (credit, market and operational) experienced no significant change in the review quarter.

Over the first quarter of 2012 capital base fell by 0.2 per cent (BGN 15 million) and total capital requirements by 0.1 per cent (BGN 5 million). Between January and March tier one capital strengthened, while tier two capital decreased. By end-March **banking system capital adequacy** remained almost unchanged (17.52 per cent), while **core capital** rose to 15.84 per cent. Thus, the **capital surplus** in the banking system was sustained, totalling BGN 2897 million by end-March.

Chart 8
Selected Capital Indicators (%)



The most qualitative capital in the structure of own funds (tier one capital/capital base) continued to strengthen. In the first quarter of 2012 core capital increased in the part of reserves (BGN 154 million), other reserves (BGN 37 million) and shareholders' equity (BGN 16 million). Concurrently, tier two capital decreased due to the subordinated term debt (by a total of BGN 27 million).

3.4. Capacity to Meet Liquidity Pressure

Between January and March 2012 the share of placements (in assets) in the structure of banking sector assets and liabilities continued rising, while the funds attracted from credit institutions continued to fall. At the same time, the share of loans contracted and that of residents' resources increased. The quarter was characterised by the following trends:

- the banking system liquid position strengthened;
- attracted funds and assets rose, with individual and household deposits having the major contribution;
- the significance of interbank exposures decreased.

In the review quarter **liquid assets** rose by BGN 385 million (2.3 per cent), including marketable debt securities of BGN 318 million issued by central governments or central banks. Within the structure of liquid assets, the share of cash was 44.3 per cent by end-March and that of balances on current accounts with banks and interbank deposits of up to 7 days 38.9 per cent, while marketable debt securities accounted for 13.2 per cent.

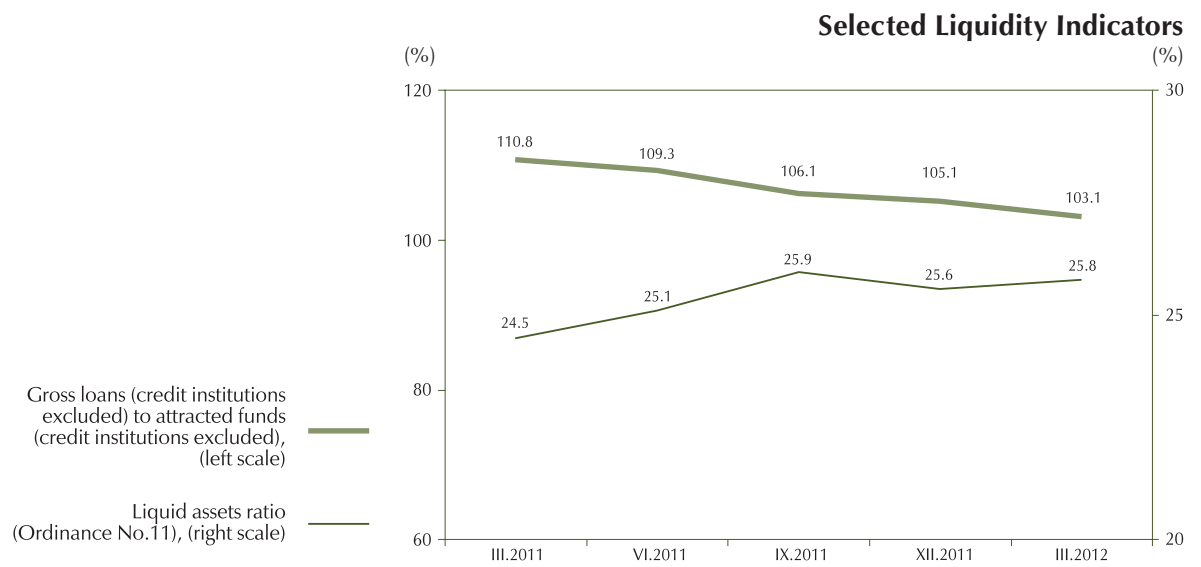
The **liquid assets ratio** improved to 25.75 per cent.

An increase in resident deposits in early 2012...

... was accompanied by a further reduction of resources from credit institutions.

The ratio of **gross loans (excluding those to credit institutions) to attracted funds (excluding those from credit institutions)** showed a stable trend toward an improvement. Over a one-year period, it decreased from 111 per cent to 103 per cent.

Chart 9



II. Methodological Notes

1. Data on individual banks are based on official quarterly reports presented by banks to the BNB.

2. A bank passport includes basic information on the structure of shareholder capital and management, which reflect the current state at the time of preparing the bulletin. Data on major items of the balance sheet and income statement are based on relevant total lines.

3. Banks are grouped by the Banking Supervision Department with a view to highlighting banking system developments. The group classification of banks does not imply elements of rating and it should not be interpreted as a financial performance evaluation. The position of the banks in individual groups depends on the amount of their assets and changes at the end of each reporting period. The first group consists of the five largest banks on the basis of their total assets in the reporting period, the second group includes the other Bulgarian banks and the third group comprises foreign bank branches in Bulgaria.

Group I: *UniCredit Bulbank, DSK Bank, United Bulgarian Bank, Raiffeisenbank (Bulgaria), and First Investment Bank.*

Group II: *Eurobank EFG Bulgaria, Corporate Commercial Bank, Société Générale Express-bank, Central Cooperative Bank, Piraeus Bank Bulgaria, Cibank, Allianz Bank Bulgaria, Bulgarian Development Bank, MKB Unionbank, Investbank, ProCredit Bank (Bulgaria), Municipal Bank, Bulgarian-American Credit Bank, International Asset Bank, D Commerce Bank, Emporiki Bank – Bulgaria, Tokuda Bank, Texim Private Entrepreneurial Bank, and TBI Bank (former NLB Banka Sofia).*

Group III: *Alpha Bank – Bulgaria Branch, ING Bank N.V. – Sofia Branch, Citibank N.A. – Sofia Branch, BNP Parisbas S.A. – Sofia Branch, T.C. Ziraat Bank – Sofia Branch, Regional Investment Bank – Bulgaria Branch, and İŞBANK GmbH – Sofia Branch.*

4. Appendices containing information on selected ratios are based on reports under BNB ordinances on the capital adequacy and liquidity.

5. On 1 January 2007 the BNB Banking Supervision Department introduced a new Framework for Consolidated Financial Reporting (FINREP) for supervisory purposes applicable to EU credit institutions. The new framework replaced the one which existed until 31 December 2006 and is based on the International Accounting Standards/International Financial Reporting Standards (IAS/IFRS) of the EU. The introduction of the common framework will contribute to the harmonization of EU credit institutions reporting standards. Thus, credit institutions will use common standardized reporting formats and definitions of data for both supervisory and public purposes. FINREP contains 'core' and 'non-core' financial information divided into 39 reporting forms. Each reporting form includes references to the IAS/IFRS, to ECB documents and to the Common Practice.

FINREP takes into account the IFRS 7 Financial Instruments: Disclosures which replaced the disclosures required by IAS 30 Disclosures in Financial Statements of Banks and Similar Financial Institutions and added new disclosure requirements to those provided for in the IAS 32 Financial Instruments: Disclosures and Presentation which results in significant differences between the old and new reporting frameworks. FINREP will be developed further, where necessary, to address issues that arise from its practical implementation, as well as new developments in the area of IAS/IFRS or harmonization and improvement of supervisory practices.

Data provided under the assets, liabilities, equity, income and expenditure items in the consolidated balance sheet and consolidated income statement is more detailed compared with former data.

Financial assets and liabilities, for example, fall into different categories such as financial assets and liabilities held for trading, financial assets and liabilities designated at fair value through profit or loss, loans and receivables, and financial liabilities measured at amortised cost, etc. Each of these captions is broken down by instrument (debt, equity, loans and advances). In the existing framework, part of this information was provided in memorandum items.

The framework introduced new asset items: hedge accounting (hedging at fair value, cash flow hedging, *etc.*), investments in associates, subsidiaries and joint ventures using the equity method, as well as non-current assets or disposal groups classified as held for sale.

As regards assets, the two frameworks differ most significantly in respect of interbank relations (repurchase agreements, interbank deposits, *etc.*). In the former framework, they were given separately from non-bank corporations and as a part of financial institutions. In the new framework, the financial institution term was replaced by credit institutions and institutions other than credit institutions. Credit institutions and non-bank corporations now fall together under the loans and receivables (including finance leases) item. Thus, the credit portfolio will show a conditional increase since it will include both bank and non-bank corporations.

Financial liabilities are broken down differently as well. Almost every liability item is further broken down, for example financial liabilities measured at amortised cost are subdivided into deposits from credit institutions; deposits from institutions other than credit institutions, debt certificates (including bonds); subordinated liabilities. Terms such as savings deposits, time deposits, short- and long-term borrowed funds are no longer in use. Instead, new terms such as deposits with agreed maturity and deposits redeemable at notice are introduced.

No significant changes were made to the equity items. New items were added such as other equity which comprises share-based payments and equity component of financial instruments, as well as treasury shares; items providing a detailed description of minority interest.

The new FINREP consolidated income statement and the former income statement differ a lot. FINREP consolidated income statement shows income and expenses from continuing operations separately from discontinued operations. Terms such as extraordinary income and expenses are no longer in use. Major captions are broken down into their component parts with reference to the new balance sheet categories of financial instruments.

The 'clean pricing' rule for reporting interest income/expenses is sustained, i.e. they are presented as interest income and interest expenses unlike the previous net income from the respective financial instruments. Fee and commission income, as well as other operating income and expenditure are presented separately and are no longer reported on a net basis. In contrast to the previously used method, administrative expenditure and depreciation are presented in a more detailed manner.

6. As from June 2011, the BNB commences publishing data on asset quality, impairment costs and specific provisions for credit risk. The change aims at supplementing the credit risk information already published until the end of 2010 in line with the criteria and requirements of BNB Ordinance No. 9 on the Evaluation and Classification of Risk Exposures of Banks and the Allocation of Specific Provisions for Credit Risk.

7. With the report for December 2011, changes were introduced in cash outflows under the BNB Ordinance No. 11 on Liquidity Management and Supervision of Banks. The changes were made in accordance with IFRS 7 Financial Instruments: Disclosures and affected only the degree of coverage by maturity interval. The calculation method of the liquid assets ratio did not change.

III. Banking Supervision Regulation

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CAPITAL ADEQUACY OF BANKS AS OF 31 MARCH 2012

(under Ordinance No. 8 of the BNB)

| | (BGN'000) | | |
|---------------------------------------------------------------------------------------------------|-------------------|-------------------|-------------------|
| | Group I | Group II | Banking system |
| TOTAL OWN FUNDS FOR SOLVENCY PURPOSES* | 5 274 269 | 3 924 580 | 9 198 849 |
| Original own funds | 5 303 748 | 4 419 482 | 9 723 230 |
| Eligible capital | 1 326 100 | 2 742 707 | 4 068 807 |
| Eligible reserves | 3 323 931 | 1 724 194 | 5 048 125 |
| Audited profit for the current year | 0 | 27 407 | 27 407 |
| Funds for general banking risks | 712 677 | 32 754 | 745 431 |
| (-) Intangible assets | -98 077 | -80 173 | -178 250 |
| Additional own funds | 1 112 789 | 648 088 | 1 760 877 |
| Core additional own funds | 465 800 | 170 174 | 635 974 |
| Hybrid instruments | 177 980 | 39 117 | 217 097 |
| Revaluation reserves (on bank premises) | 193 940 | 69 448 | 263 388 |
| Securities of indeterminate duration and other instruments | 93 880 | 61 609 | 155 489 |
| Supplementary additional own funds | 646 989 | 477 914 | 1 124 903 |
| Fixed-term cumulative preferential shares | 0 | 0 | 0 |
| Subordinated loan capital | 646 989 | 480 190 | 1 127 179 |
| (-) Excess on limits for supplementary additional own funds | 0 | -2 276 | -2 276 |
| (-) Excess on limits for additional own funds | 0 | 0 | 0 |
| (-) DEDUCTIONS FROM ORIGINAL AND ADDITIONAL OWN FUNDS | -1 142 268 | -1 142 990 | -2 285 258 |
| of which: (-) from original own funds | -647 312 | -755 484 | -1 402 796 |
| of which: (-) from additional own funds | -494 959 | -387 510 | -882 469 |
| Specific provisions for credit risk in case of use of the standardized approach | -952 687 | -954 609 | -1 907 296 |
| TOTAL ORIGINAL OWN FUNDS FOR GENERAL SOLVENCY PURPOSES* | 4 656 439 | 3 664 002 | 8 320 441 |
| TOTAL ADDITIONAL OWN FUNDS FOR GENERAL SOLVENCY PURPOSES* | 617 833 | 260 582 | 878 415 |
| CAPITAL REQUIREMENTS | 3 488 390 | 2 813 779 | 6 302 169 |
| Total capital requirements for credit, counterparty credit and dilution risks and free deliveries | 2 009 277 | 1 652 525 | 3 661 802 |
| Settlement/delivery risk | 0 | 0 | 0 |
| Total capital requirements for position, foreign exchange and commodity risks | 17 793 | 16 724 | 34 517 |
| Total capital requirements for operational risks (OpR) | 298 525 | 206 601 | 505 126 |
| Other capital requirements | 1 162 796 | 937 927 | 2 100 723 |
| Surplus (+)/deficit (-) of own funds | 1 785 879 | 1 110 801 | 2 896 680 |
| SOLVENCY RATIO (%) | 18.14 | 16.74 | 17.52 |
| ORIGINAL OWN FUNDS SOLVENCY RATIO (%) | 16.02 | 15.63 | 15.84 |

* Used in capital adequacy ratio calculations.

Source: BNB.

LIQUIDITY OF BANKS AS OF 31 MARCH 2012

(under Ordinance No. 11 of the BNB)

(BGN'000)

| Items | Total | Assets in pawn/ overdue assets of 30 or more days | At sight up to 7 days | From 8 days to 1 month | From 1 to 3 months | From 3 to 6 months | From 6 to 12 months | Over 1 year |
|-------------------------------------------------------|------------|------------------------------------------------------------|--------------------------|---------------------------|-----------------------|-----------------------|------------------------|----------------|
| Group I | | | | | | | | |
| Liquid assets | 8 808 878 | 896 937 | | | | | | |
| Assets, total inflow | 34 358 699 | 4 423 547 | 9 945 857 | 2 609 310 | 1 683 349 | 2 088 819 | 3 604 268 | 18 850 643 |
| Liabilities, total outflow | 33 902 058 | | 4 035 086 | 3 506 257 | 4 197 164 | 3 390 562 | 5 409 752 | 13 363 237 |
| Coefficient of liquid assets (%) | 25.98 | | | | | | | |
| Coefficient of liquidity by maturity intervals (%) | | | 246.48 | 237.04 | 153.71 | 122.23 | 70.60 | 122.43 |
| Group II | | | | | | | | |
| Liquid assets | 7 553 619 | 1 306 514 | | | | | | |
| Assets, total inflow | 28 239 714 | 4 158 915 | 8 843 890 | 1 194 455 | 2 311 610 | 1 622 594 | 2 871 194 | 15 554 886 |
| Liabilities, total outflow | 28 813 582 | | 2 560 867 | 1 907 930 | 2 907 962 | 2 760 850 | 4 318 533 | 14 357 440 |
| Coefficient of liquid assets (%) | 26.22 | | | | | | | |
| Coefficient of liquidity by maturity intervals (%) | | | 345.35 | 380.38 | 255.29 | 213.25 | 135.04 | 116.08 |
| Group III | | | | | | | | |
| Liquid assets | 857 641 | 7 408 | | | | | | |
| Assets, total inflow | 3 617 371 | 293 411 | 1 145 736 | 82 974 | 928 652 | 156 120 | 246 322 | 1 350 978 |
| Liabilities, total outflow | 4 146 695 | | 2 261 751 | 223 549 | 629 441 | 141 204 | 268 442 | 622 308 |
| Coefficient of liquid assets (%) | 20.68 | | | | | | | |
| Coefficient of liquidity by maturity intervals (%) | | | 50.66 | 4.67 | 38.03 | 8.99 | 13.00 | 57.80 |
| Banking system, total | | | | | | | | |
| Liquid assets | 17 220 138 | 2 210 859 | | | | | | |
| Assets, total inflow | 66 215 784 | 8 875 873 | 19 935 483 | 3 886 739 | 4 923 611 | 3 867 533 | 6 721 784 | 35 756 507 |
| Liabilities, total outflow | 66 862 335 | | 8 857 704 | 5 637 736 | 7 734 567 | 6 292 616 | 9 996 727 | 28 342 985 |
| Coefficient of liquid assets (%) | 25.75 | | | | | | | |
| Coefficient of liquidity by maturity intervals (%) | | | 225.06 | 250.07 | 167.96 | 136.55 | 82.74 | 115.42 |

Source: BNB.

IV. Balance Sheets, Income Statements and Memorandum Items of the Banking System and of Banks by Group

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BALANCE SHEET OF THE BANKING SYSTEM AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------|------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 7 630 067 | 5 074 321 | 2 438 956 | 116 790 |
| Financial assets held for trading | 1 443 417 | 492 599 | 851 462 | 99 356 |
| Derivatives held for trading | 145 446 | 20 316 | 94 055 | 31 075 |
| Equity instruments | 45 864 | 44 959 | 790 | 115 |
| Debt instruments | 1 252 107 | 427 324 | 756 617 | 68 166 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 868 120 | 358 462 | 477 259 | 32 399 |
| Equity instruments | 11 518 | 10 925 | 1 | 592 |
| Debt instruments | 628 438 | 324 537 | 284 244 | 19 657 |
| Loans and advances | 228 164 | 23 000 | 193 014 | 12 150 |
| Available-for-sale financial assets | 3 061 418 | 912 601 | 1 820 955 | 327 862 |
| Equity instruments | 197 729 | 180 194 | 5 892 | 11 643 |
| Debt instruments | 2 863 689 | 732 407 | 1 815 063 | 316 219 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Loans and receivables (including finance leases) | 60 604 761 | 19 745 583 | 37 836 745 | 3 022 433 |
| Debt instruments | 10 416 | 0 | 10 416 | 0 |
| Loans and advances | 60 594 345 | 19 745 583 | 37 826 329 | 3 022 433 |
| Held-to-maturity investments | 1 560 220 | 484 723 | 765 501 | 309 996 |
| Debt instruments | 1 560 220 | 484 723 | 765 501 | 309 996 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value hedges | 0 | 0 | 0 | 0 |
| Cash flow hedges | 0 | 0 | 0 | 0 |
| Hedges of a net investment in a foreign operation | 0 | 0 | 0 | 0 |
| Fair value hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Cash flow hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio | | | | |
| hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 1 475 669 | 1 475 062 | 607 | 0 |
| Property, plant and equipment | 1 350 955 | 1 350 348 | 607 | 0 |
| Investment property | 124 714 | 124 714 | 0 | 0 |
| Intangible assets | 188 001 | 188 001 | 0 | 0 |
| Goodwill | 0 | 0 | 0 | 0 |
| Other intangible assets | 188 001 | 188 001 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 291 190 | 221 539 | 69 651 | 0 |
| Tax assets | 55 237 | 55 138 | 99 | 0 |
| Current tax assets | 30 310 | 30 211 | 99 | 0 |
| Deferred tax assets | 24 927 | 24 927 | 0 | 0 |
| Other assets | 540 210 | 439 967 | 93 031 | 7 212 |
| Non-current assets and disposal groups classified as held for sale | 169 564 | 169 564 | 0 | 0 |
| TOTAL ASSETS | 77 887 874 | 29 617 560 | 44 354 266 | 3 916 048 |

(continued)

(continued)

(BGN'000)

| | Balance sheet value | Including | | |
|-----------------------------------------------------------------------------|------------------------|------------|------------|---------------------|
| | | BGN | EUR | Other currencies |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 127 974 | 13 742 | 86 968 | 27 264 |
| Derivatives held for trading | 127 974 | 13 742 | 86 968 | 27 264 |
| Short positions | 0 | 0 | 0 | 0 |
| Deposits from credit institutions | 0 | 0 | 0 | 0 |
| Deposits (other than from credit institutions) | 0 | 0 | 0 | 0 |
| Debt certificates (including bonds intended for repurchase in short term) | 0 | 0 | 0 | 0 |
| Other financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 229 101 | 44 006 | 125 344 | 59 751 |
| Deposits from credit institutions | 229 101 | 44 006 | 125 344 | 59 751 |
| Deposits (other than from credit institutions) | 0 | 0 | 0 | 0 |
| Debt certificates (including bonds) | 0 | 0 | 0 | 0 |
| Subordinated liabilities | 0 | 0 | 0 | 0 |
| Other financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 66 414 960 | 30 551 267 | 31 394 476 | 4 469 217 |
| Deposits from credit institutions | 9 634 163 | 1 257 954 | 8 072 065 | 304 144 |
| Deposits (other than from credit institutions) | 54 098 312 | 29 176 374 | 20 766 468 | 4 155 470 |
| Debt certificates (including bonds) | 468 922 | 0 | 468 922 | 0 |
| Subordinated liabilities | 1 949 792 | 52 772 | 1 897 020 | 0 |
| Other financial liabilities measured at amortised cost | 263 771 | 64 167 | 190 001 | 9 603 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 15 532 | 0 | 12 259 | 3 273 |
| Fair value hedges | 10 034 | 0 | 9 920 | 114 |
| Cash flow hedges | 0 | 0 | 0 | 0 |
| Hedges of a net investment in a foreign operation | 0 | 0 | 0 | 0 |
| Fair value hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Cash flow hedge of interest rate risk | 5 498 | 0 | 2 339 | 3 159 |
| Fair value changes of the hedged items in portfolio | | | | |
| hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 90 300 | 69 806 | 1 926 | 18 568 |
| Restructuring | 0 | 0 | 0 | 0 |
| Pending legal issues and tax litigation | 17 664 | 11 892 | 954 | 4 818 |
| Pensions and other post-retirement benefit obligations | 20 722 | 20 722 | 0 | 0 |
| Credit commitments and guarantees | 36 794 | 22 808 | 236 | 13 750 |
| Onerous contracts | 0 | 0 | 0 | 0 |
| Other provisions | 15 120 | 14 384 | 736 | 0 |
| Tax liabilities | 51 954 | 51 190 | 762 | 2 |
| Current tax liabilities | 5 568 | 4 804 | 762 | 2 |
| Deferred tax liabilities | 46 386 | 46 386 | 0 | 0 |
| Other liabilities | 422 053 | 257 855 | 140 910 | 23 288 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 67 351 874 | 30 987 866 | 31 762 645 | 4 601 363 |

(continued)

(continued)

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------|------------------------|------------|------------|---------------------|
| | | BGN | EUR | Other currencies |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 3 758 320 | 3 758 320 | | |
| Paid-in capital | 3 758 320 | 3 758 320 | | |
| Unpaid capital which has been called up | 0 | 0 | | |
| Share premium | 310 560 | 310 560 | | |
| Other equity | 174 | 174 | | |
| Equity component of financial instruments | 0 | 0 | | |
| Other equity instruments | 174 | 174 | | |
| Revaluation reserves and other valuation differences | 258 915 | 258 915 | | |
| Tangible assets | 282 018 | 282 018 | | |
| Intangible assets | 0 | 0 | | |
| Hedge of net investments in foreign operations (effective portion) | 0 | 0 | | |
| Foreign currency translation | 0 | 0 | | |
| Cash flow hedges (effective portion) | -4 415 | -4 415 | | |
| Available-for-sale financial assets | -18 688 | -18 688 | | |
| Non-current assets or disposal groups held for sale | 0 | 0 | | |
| Other items | 0 | 0 | | |
| Reserves (including retained earnings) | 6 032 345 | 6 032 345 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 175 686 | 175 686 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 0 | 0 | | |
| Other items | 0 | 0 | | |
| TOTAL EQUITY | 10 536 000 | 10 536 000 | | |
| TOTAL LIABILITIES AND EQUITY | 77 887 874 | 41 523 866 | 31 762 645 | 4 601 363 |

INCOME STATEMENT OF THE BANKING SYSTEM (March 2012)

(BGN'000)

| | Total amount | Including | | |
|-----------------------------------------------------------------------------------------------------------------------|-----------------|-----------|---------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 929 201 | 501 839 | 410 301 | 17 061 |
| Interest income | 1 222 364 | 536 477 | 643 576 | 42 311 |
| Cash and cash balances with central banks | 8 | 0 | 8 | 0 |
| Financial assets held for trading (if accounted for separately) | 27 728 | 6 898 | 14 980 | 5 850 |
| Financial assets designated at fair value through profit or loss (if accounted for separately) | 8 229 | 3 707 | 4 259 | 263 |
| Available-for-sale financial assets | 21 830 | 7 694 | 10 694 | 3 442 |
| Loans and receivables (including finance leases) | 1 144 787 | 512 379 | 604 514 | 27 894 |
| Held-to-maturity investments | 18 929 | 5 792 | 9 074 | 4 063 |
| Derivatives – hedge accounting, interest rate risk | 844 | 0 | 45 | 799 |
| Other assets | 9 | 7 | 2 | 0 |
| Interest expenses | 557 297 | 255 828 | 269 981 | 31 488 |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading (if accounted for separately) | 14 420 | 547 | 10 702 | 3 171 |
| Financial liabilities designated at fair value through profit or loss (if accounted for separately) | 337 | 46 | 219 | 72 |
| Financial liabilities measured at amortised cost | 540 419 | 255 231 | 258 804 | 26 384 |
| Derivatives – hedge accounting, interest rate risk | 2 112 | 0 | 256 | 1 856 |
| Other liabilities | 9 | 4 | 0 | 5 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 2 278 | 2 268 | 0 | 10 |
| Financial assets held for trading (if accounted for separately) | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss (if accounted for separately) | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 2 278 | 2 268 | 0 | 10 |
| Fee and commission income | 201 291 | 151 936 | 42 375 | 6 980 |
| Fee and commission expenses | 22 414 | 15 993 | 5 669 | 752 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 14 857 | 14 857 | | |
| Available-for-sale financial assets | 4 653 | 4 653 | | |
| Loans and receivables (including finance leases) | 10 304 | 10 304 | | |
| Held-to-maturity investments | -139 | -139 | | |
| Financial liabilities measured at amortised cost | 29 | 29 | | |
| Other | 10 | 10 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 34 325 | 34 325 | | |
| Equity instruments and related derivatives | -582 | -582 | | |
| Interest rate instruments and related derivatives | 13 182 | 13 182 | | |
| Foreign exchange trading | 21 695 | 21 695 | | |
| Credit risk instruments and related derivatives | 0 | 0 | | |
| Commodities and related derivatives | 29 | 29 | | |
| Other (including hybrid derivatives) | 1 | 1 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | -31 | -31 | | |
| Gains (losses) from hedge accounting, net | 48 | 48 | | |
| Exchange differences, net | 15 748 | 15 748 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 947 | 947 | | |
| Other operating income | 20 924 | 20 924 | | |
| Other operating expenses | 3 839 | 3 839 | | |

(continued)

(continued)

(BGN'000)

| | Total amount | Including | | |
|-----------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-----|---------------------|
| | | BGN | EUR | Other currencies |
| Administration costs | 422 912 | | | |
| Staff expenses | 179 556 | | | |
| General and administrative expenses | 243 356 | | | |
| Depreciation | 57 592 | | | |
| Property, plant and equipment | 43 377 | | | |
| Investment properties | 506 | | | |
| Intangible assets (other than goodwill) | 13 709 | | | |
| Provisions | 6 544 | | | |
| Impairment | 245 188 | | | |
| <i>Impairment on financial assets not measured at fair value through profit or loss</i> | <i>244 276</i> | | | |
| Financial assets measured at cost (unquoted equity) | 0 | | | |
| Available-for-sale financial assets | 83 | | | |
| Loans and receivables (including finance leases) | 244 193 | | | |
| Held-to-maturity investments | 0 | | | |
| <i>Impairment on non-financial assets</i> | <i>912</i> | | | |
| Property, plant and equipment | 278 | | | |
| Investment properties | 0 | | | |
| Goodwill | 0 | | | |
| Intangible assets (other than goodwill) | 0 | | | |
| Investments in associates and joint ventures accounted for using the equity method | 0 | | | |
| Other | 634 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | -48 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX FROM CONTINUING OPERATIONS | 196 917 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 21 231 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX FROM CONTINUING OPERATIONS | 175 686 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX AND DISCONTINUED OPERATIONS | 175 686 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT | 175 686 | | | |

MEMORANDUM ITEMS OF THE BANKING SYSTEM AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | | Dividend income/ Interest income |
|---------------------------------------------------------------------------------------------------------------------------------|------------------|------------------|------------------|------------------|-------------------------------------|
| | | BGN | EUR | Other currencies | |
| Equity instruments | 254 914 | 235 882 | 6 683 | 12 349 | 2 278 |
| incl. credit institutions | 8 637 | 5 367 | 58 | 3 212 | 0 |
| Debt instruments | 6 314 870 | 1 968 990 | 3 631 842 | 714 038 | 60 236 |
| <i>Domestic debt instruments</i> | <i>4 812 966</i> | <i>1 748 952</i> | <i>2 401 006</i> | <i>663 008</i> | <i>53 343</i> |
| Government securities | 4 203 299 | 1 730 032 | 1 814 593 | 658 674 | 45 180 |
| Municipal securities | 76 730 | 2 935 | 73 795 | 0 | 1 293 |
| Credit institutions | 38 126 | 0 | 38 126 | 0 | 795 |
| Other issuers | 494 811 | 15 985 | 474 492 | 4 334 | 6 075 |
| <i>Foreign debt instruments</i> | <i>1 501 904</i> | <i>220 038</i> | <i>1 230 836</i> | <i>51 030</i> | <i>6 893</i> |
| Issuers qualified for a 0% risk weight for credit risk under Chapter 4 <i>Standardised Approach</i> , Part 2 of Ordinance No. 8 | 848 642 | 191 035 | 639 439 | 18 168 | 3 289 |
| Credit institutions | 63 240 | 7 823 | 23 151 | 32 266 | 471 |
| Other issuers | 590 022 | 21 180 | 568 246 | 596 | 3 133 |
| Investments in associates, subsidiaries and joint ventures (accounted under the equity method – including goodwill) | 291 190 | 221 539 | 69 651 | 0 | 0 |
| incl. credit institutions | 69 636 | 0 | 69 636 | 0 | 0 |
| Compensation certificates | 197 | 197 | | | |

(BGN'000)

| | Total | Including | | | Impairment | Interest income |
|-------------------------------------------|-------------------|-------------------|-------------------|------------------|------------------|------------------|
| | | BGN | EUR | Other currencies | | |
| Loans and advances (gross value) | 64 809 389 | 21 737 975 | 39 999 700 | 3 071 714 | 4 215 044 | 1 144 595 |
| Central governments | 599 331 | 530 180 | 69 151 | 0 | 3 284 | 6 792 |
| Credit institutions | 8 703 255 | 1 591 600 | 5 576 315 | 1 535 340 | 1 180 | 29 601 |
| Non-credit institutions | 914 708 | 276 489 | 599 889 | 38 330 | 11 630 | 11 361 |
| Corporates (corporate customers) | 36 177 919 | 8 424 394 | 26 436 694 | 1 316 831 | 2 519 098 | 649 531 |
| Retail exposures | 18 414 176 | 10 915 312 | 7 317 651 | 181 213 | 1 679 852 | 447 310 |
| Residential mortgage loans to individuals | 9 322 845 | 3 856 704 | 5 328 529 | 137 612 | 561 501 | 188 318 |
| Consumer loans | 9 091 331 | 7 058 608 | 1 989 122 | 43 601 | 1 118 351 | 258 992 |

(continued)

(continued)

(BGN'000)

| | Total | | | | Interest expenses |
|---------------------------------------------|------------|------------|------------------|-----------|-------------------|
| | Including | | | | |
| | BGN | EUR | Other currencies | | |
| Attracted funds | 66 644 061 | 30 595 273 | 31 519 820 | 4 528 968 | 540 758 |
| Credit institutions | 10 003 359 | 1 350 282 | 8 279 579 | 373 498 | 50 965 |
| Deposits | 5 760 787 | 880 792 | 4 580 263 | 299 732 | 18 548 |
| Repo transactions | 554 439 | 59 597 | 453 503 | 41 339 | 664 |
| Short-term funding | 835 813 | 0 | 832 320 | 3 493 | 8 985 |
| Long-term funding | 2 852 320 | 409 893 | 2 413 493 | 28 934 | 22 768 |
| Institutions other than credit institutions | 21 602 277 | 12 765 428 | 7 451 016 | 1 385 833 | 127 943 |
| Deposits | 21 137 525 | 12 720 712 | 7 030 980 | 1 385 833 | 122 713 |
| Repo transactions | 5 231 | 1 610 | 3 621 | 0 | 55 |
| Short-term funding | 29 459 | 157 | 29 302 | 0 | 614 |
| Long-term funding | 430 062 | 42 949 | 387 113 | 0 | 4 561 |
| Individuals and households | 32 799 389 | 16 426 791 | 13 602 961 | 2 769 637 | 337 573 |
| Subordinated debt | 1 805 370 | 52 772 | 1 752 598 | 0 | 17 254 |
| Debt/equity (hybrid) instruments | 433 666 | 0 | 433 666 | 0 | 7 023 |

(BGN'000)

| | Gross value prior to impairment | | | | | Impairment (under IAS 39) | Specific provisions for credit risk (deductions from capital base) |
|-------------------------------------------|---------------------------------|-------------------|------------------|------------------|------------------|---------------------------|--------------------------------------------------------------------|
| | | | | | | | |
| | Total | Standard | Watch | Non-performing | Loss | Total | Total |
| Loans and advances | 64 809 389 | 51 324 485 | 4 390 188 | 2 013 912 | 7 080 804 | 4 215 044 | 1 907 296 |
| Central governments | 599 331 | 592 143 | 4 738 | 120 | 2 330 | 3 284 | 286 |
| Credit institutions | 8 703 255 | 8 703 255 | 0 | 0 | 0 | 1 180 | 0 |
| Non-credit institutions | 914 708 | 866 653 | 20 674 | 12 047 | 15 334 | 11 630 | 3 286 |
| Corporates (corporate customers) | 36 177 919 | 26 022 060 | 3 414 017 | 1 632 560 | 5 109 282 | 2 519 098 | 1 740 103 |
| Retail exposures | 18 414 176 | 15 140 374 | 950 759 | 369 185 | 1 953 858 | 1 679 852 | 163 621 |
| Residential mortgage loans to individuals | 9 322 845 | 7 374 676 | 601 944 | 230 058 | 1 116 167 | 561 501 | 108 293 |
| Consumer loans | 9 091 331 | 7 765 698 | 348 815 | 139 127 | 837 691 | 1 118 351 | 55 328 |

BALANCE SHEET OF GROUP I BANKS AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|----------------------------------------------------------------------------------------------------------------------------|------------------------|------------|------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 3 634 606 | 2 058 250 | 1 527 628 | 48 728 |
| Financial assets held for trading | 601 520 | 324 447 | 246 486 | 30 587 |
| Derivatives held for trading | 93 741 | 15 783 | 68 292 | 9 666 |
| Equity instruments | 3 085 | 3 015 | 47 | 23 |
| Debt instruments | 504 694 | 305 649 | 178 147 | 20 898 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 242 529 | 91 948 | 139 786 | 10 795 |
| Equity instruments | 11 518 | 10 925 | 1 | 592 |
| Debt instruments | 231 011 | 81 023 | 139 785 | 10 203 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 1 533 021 | 484 229 | 879 092 | 169 700 |
| Equity instruments | 39 442 | 33 560 | 348 | 5 534 |
| Debt instruments | 1 493 579 | 450 669 | 878 744 | 164 166 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Loans and receivables (including finance leases) | 32 137 708 | 11 463 291 | 19 378 989 | 1 295 428 |
| Debt instruments | 9 628 | 0 | 9 628 | 0 |
| Loans and advances | 32 128 080 | 11 463 291 | 19 369 361 | 1 295 428 |
| Held-to-maturity investments | 708 495 | 13 385 | 424 158 | 270 952 |
| Debt instruments | 708 495 | 13 385 | 424 158 | 270 952 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value hedges | 0 | 0 | 0 | 0 |
| Cash flow hedges | 0 | 0 | 0 | 0 |
| Hedges of a net investment in a foreign operation | 0 | 0 | 0 | 0 |
| Fair value hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Cash flow hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 819 129 | 818 648 | 481 | 0 |
| Property, plant and equipment | 817 861 | 817 380 | 481 | 0 |
| Investment property | 1 268 | 1 268 | 0 | 0 |
| Intangible assets | 98 077 | 98 077 | 0 | 0 |
| Goodwill | 0 | 0 | 0 | 0 |
| Other intangible assets | 98 077 | 98 077 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method – including goodwill) | 104 395 | 80 960 | 23 435 | 0 |
| Tax assets | 24 083 | 23 984 | 99 | 0 |
| Current tax assets | 16 201 | 16 102 | 99 | 0 |
| Deferred tax assets | 7 882 | 7 882 | 0 | 0 |
| Other assets | 198 754 | 188 806 | 7 497 | 2 451 |
| Non-current assets and disposal groups classified as held for sale | 30 826 | 30 826 | 0 | 0 |
| TOTAL ASSETS | 40 133 143 | 15 676 851 | 22 627 651 | 1 828 641 |

(continued)

(continued)

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------|------------------------|-------------------|-------------------|---------------------|
| | | BGN | EUR | Other currencies |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 83 672 | 11 919 | 63 515 | 8 238 |
| Derivatives held for trading | 83 672 | 11 919 | 63 515 | 8 238 |
| Short positions | 0 | 0 | 0 | 0 |
| Deposits from credit institutions | 0 | 0 | 0 | 0 |
| Deposits (other than from credit institutions) | 0 | 0 | 0 | 0 |
| Debt certificates (including bonds intended for repurchase in short term) | 0 | 0 | 0 | 0 |
| Other financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Deposits from credit institutions | 0 | 0 | 0 | 0 |
| Deposits (other than from credit institutions) | 0 | 0 | 0 | 0 |
| Debt certificates (including bonds) | 0 | 0 | 0 | 0 |
| Subordinated liabilities | 0 | 0 | 0 | 0 |
| Other financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 33 754 306 | 16 102 418 | 15 538 127 | 2 113 761 |
| Deposits from credit institutions | 3 966 477 | 641 085 | 3 224 772 | 100 620 |
| Deposits (other than from credit institutions) | 28 160 744 | 15 411 317 | 10 745 889 | 2 003 538 |
| Debt certificates (including bonds) | 178 803 | 0 | 178 803 | 0 |
| Subordinated liabilities | 1 358 399 | 0 | 1 358 399 | 0 |
| Other financial liabilities measured at amortised cost | 89 883 | 50 016 | 30 264 | 9 603 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 5 612 | 0 | 2 339 | 3 273 |
| Fair value hedges | 114 | 0 | 0 | 114 |
| Cash flow hedges | 0 | 0 | 0 | 0 |
| Hedges of a net investment in a foreign operation | 0 | 0 | 0 | 0 |
| Fair value hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Cash flow hedge of interest rate risk | 5 498 | 0 | 2 339 | 3 159 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 64 080 | 43 825 | 1 690 | 18 565 |
| Restructuring | 0 | 0 | 0 | 0 |
| Pending legal issues and tax litigation | 14 649 | 8 879 | 954 | 4 816 |
| Pensions and other post-retirement benefit obligations | 13 909 | 13 909 | 0 | 0 |
| Credit commitments and guarantees | 20 789 | 7 040 | 0 | 13 749 |
| Onerous contracts | 0 | 0 | 0 | 0 |
| Other provisions | 14 733 | 13 997 | 736 | 0 |
| Tax liabilities | 35 957 | 35 206 | 749 | 2 |
| Current tax liabilities | 3 009 | 2 258 | 749 | 2 |
| Deferred tax liabilities | 32 948 | 32 948 | 0 | 0 |
| Other liabilities | 196 204 | 127 193 | 61 458 | 7 553 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 34 139 831 | 16 320 561 | 15 667 878 | 2 151 392 |

(continued)

(continued)

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------|------------------------|------------|------------|---------------------|
| | | BGN | EUR | Other currencies |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 1 229 173 | 1 229 173 | | |
| Paid-in capital | 1 229 173 | 1 229 173 | | |
| Unpaid capital which has been called up | 0 | 0 | | |
| Share premium | 97 000 | 97 000 | | |
| Other equity | 0 | 0 | | |
| Equity component of financial instruments | 0 | 0 | | |
| Other equity instruments | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 203 313 | 203 313 | | |
| Tangible assets | 211 349 | 211 349 | | |
| Intangible assets | 0 | 0 | | |
| Hedge of net investments in foreign operations (effective portion) | 0 | 0 | | |
| Foreign currency translation | 0 | 0 | | |
| Cash flow hedges (effective portion) | -4 415 | -4 415 | | |
| Available-for-sale financial assets | -3 621 | -3 621 | | |
| Non-current assets or disposal groups held for sale | 0 | 0 | | |
| Other items | 0 | 0 | | |
| Reserves (including retained earnings) | 4 329 989 | 4 329 989 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 133 837 | 133 837 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 0 | 0 | | |
| Other items | 0 | 0 | | |
| TOTAL EQUITY | 5 993 312 | 5 993 312 | | |
| TOTAL LIABILITIES AND EQUITY | 40 133 143 | 22 313 873 | 15 667 878 | 2 151 392 |

INCOME STATEMENT OF GROUP I BANKS

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-----------------------------------------------------------------------------------------------------------------------|-----------------|-----------|---------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 548 114 | 308 483 | 227 323 | 12 308 |
| Interest income | 664 254 | 299 346 | 343 120 | 21 788 |
| Cash and cash balances with central banks | 8 | 0 | 8 | 0 |
| Financial assets held for trading (if accounted for separately) | 14 084 | 4 016 | 7 531 | 2 537 |
| Financial assets designated at fair value through profit or loss (if accounted for separately) | 2 858 | 905 | 1 929 | 24 |
| Available-for-sale financial assets | 9 876 | 4 789 | 3 353 | 1 734 |
| Loans and receivables (including finance leases) | 628 777 | 289 466 | 325 247 | 14 064 |
| Held-to-maturity investments | 8 642 | 163 | 5 050 | 3 429 |
| Derivatives – hedge accounting, interest rate risk | 0 | 0 | 0 | 0 |
| Other assets | 9 | 7 | 2 | 0 |
| Interest expenses | 268 931 | 120 842 | 135 771 | 12 318 |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading (if accounted for separately) | 8 162 | 0 | 6 808 | 1 354 |
| Financial liabilities designated at fair value through profit or loss (if accounted for separately) | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 260 297 | 120 838 | 128 818 | 10 641 |
| Derivatives – hedge accounting, interest rate risk | 468 | 0 | 145 | 323 |
| Other liabilities | 4 | 4 | 0 | 0 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 6 | 1 | 0 | 5 |
| Financial assets held for trading (if accounted for separately) | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss (if accounted for separately) | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 6 | 1 | 0 | 5 |
| Fee and commission income | 117 425 | 91 325 | 22 844 | 3 256 |
| Fee and commission expenses | 10 709 | 7 416 | 2 870 | 423 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 10 687 | 10 687 | | |
| Available-for-sale financial assets | 570 | 570 | | |
| Loans and receivables (including finance leases) | 10 117 | 10 117 | | |
| Held-to-maturity investments | 0 | 0 | | |
| Financial liabilities measured at amortised cost | 0 | 0 | | |
| Other | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 25 339 | 25 339 | | |
| Equity instruments and related derivatives | 0 | 0 | | |
| Interest rate instruments and related derivatives | 10 749 | 10 749 | | |
| Foreign exchange trading | 14 561 | 14 561 | | |
| Credit risk instruments and related derivatives | 0 | 0 | | |
| Commodities and related derivatives | 29 | 29 | | |
| Other (including hybrid derivatives) | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | -225 | -225 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 3 912 | 3 912 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 748 | 748 | | |
| Other operating income | 7 096 | 7 096 | | |
| Other operating expenses | 1 488 | 1 488 | | |

(continued)

(continued)

(BGN'000)

| | Total amount | Including | | |
|---------------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-----|---------------------|
| | | BGN | EUR | Other currencies |
| Administration costs | 213 421 | | | |
| Staff expenses | 88 814 | | | |
| General and administrative expenses | 124 607 | | | |
| Depreciation | 33 602 | | | |
| Property, plant and equipment | 24 752 | | | |
| Investment properties | 15 | | | |
| Intangible assets (other than goodwill) | 8 835 | | | |
| Provisions | 17 | | | |
| Impairment | 152 240 | | | |
| <i>Impairment on financial assets not measured at fair value through profit or loss</i> | <i>152 240</i> | | | |
| Financial assets measured at cost (unquoted equity) | 0 | | | |
| Available-for-sale financial assets | 83 | | | |
| Loans and receivables (including finance leases) | 152 157 | | | |
| Held-to-maturity investments | 0 | | | |
| <i>Impairment on non-financial assets</i> | <i>0</i> | | | |
| Property, plant and equipment | 0 | | | |
| Investment properties | 0 | | | |
| Goodwill | 0 | | | |
| Intangible assets (other than goodwill) | 0 | | | |
| Investments in associates and joint ventures accounted for using the equity method | 0 | | | |
| Other | 0 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX FROM CONTINUING OPERATIONS | 148 834 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 14 997 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX FROM CONTINUING OPERATIONS | 133 837 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX AND DISCONTINUED OPERATIONS | 133 837 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT | 133 837 | | | |

MEMORANDUM ITEMS OF GROUP I BANKS AS OF 31 MARCH 2012

| (BGN'000) | | | | | |
|---------------------------------------------------------------------------------------------------------------------------------|------------------|----------------|------------------|------------------|-------------------------------------|
| | Total | Including | | | Dividend income/ Interest income |
| | | BGN | EUR | Other currencies | |
| Equity instruments | 54 042 | 47 497 | 396 | 6 149 | 6 |
| incl. credit institutions | 15 | 15 | 0 | 0 | 0 |
| Debt instruments | 2 947 407 | 850 726 | 1 630 462 | 466 219 | 26 658 |
| <i>Domestic debt instruments</i> | <i>2 131 788</i> | <i>737 382</i> | <i>978 611</i> | <i>415 795</i> | <i>22 879</i> |
| Government securities | 1 950 622 | 733 962 | 800 865 | 415 795 | 19 762 |
| Municipal securities | 76 111 | 2 316 | 73 795 | 0 | 1 285 |
| Credit institutions | 13 497 | 0 | 13 497 | 0 | 350 |
| Other issuers | 91 558 | 1 104 | 90 454 | 0 | 1 482 |
| <i>Foreign debt instruments</i> | <i>815 619</i> | <i>113 344</i> | <i>651 851</i> | <i>50 424</i> | <i>3 779</i> |
| Issuers qualified for a 0% risk weight for credit risk under Chapter 4 <i>Standardised Approach</i> , Part 2 of Ordinance No. 8 | 688 901 | 110 440 | 560 591 | 17 870 | 2 200 |
| Credit institutions | 47 151 | 0 | 15 193 | 31 958 | 300 |
| Other issuers | 79 567 | 2 904 | 76 067 | 596 | 1 279 |
| Investments in associates, subsidiaries and joint ventures (accounted under the equity method – including goodwill) | 104 395 | 80 960 | 23 435 | 0 | 0 |
| incl. credit institutions | 23 420 | 0 | 23 420 | 0 | 0 |
| Compensation certificates | 3 | 3 | | | |

| (BGN'000) | | | | | | |
|-------------------------------------------|-------------------|-------------------|-------------------|------------------|------------------|-----------------|
| | Total | Including | | | Impairment | Interest income |
| | | BGN | EUR | Other currencies | | |
| Loans and advances (gross value) | 34 889 756 | 12 887 944 | 20 673 696 | 1 328 116 | 2 761 676 | 628 618 |
| Central governments | 105 047 | 81 289 | 23 758 | 0 | 593 | 1 163 |
| Credit institutions | 4 075 839 | 932 683 | 2 507 872 | 635 284 | 825 | 10 319 |
| Non-credit institutions | 459 746 | 109 076 | 349 661 | 1 009 | 4 161 | 5 291 |
| Corporates (corporate customers) | 17 678 037 | 3 834 612 | 13 192 187 | 651 238 | 1 472 692 | 311 066 |
| Retail exposures | 12 571 087 | 7 930 284 | 4 600 218 | 40 585 | 1 283 405 | 300 779 |
| Residential mortgage loans to individuals | 6 327 680 | 3 128 106 | 3 180 705 | 18 869 | 435 682 | 128 852 |
| Consumer loans | 6 243 407 | 4 802 178 | 1 419 513 | 21 716 | 847 723 | 171 927 |

(continued)

(continued)

(BGN'000)

| | Total | Including | | | Interest expenses |
|----------------------------------------------------|-------------------|-------------------|-------------------|------------------|-------------------|
| | | | | | |
| | | BGN | EUR | Other currencies | |
| Attracted funds | 33 754 306 | 16 102 418 | 15 538 127 | 2 113 761 | 260 297 |
| <i>Credit institutions</i> | <i>4 044 664</i> | <i>679 405</i> | <i>3 255 036</i> | <i>110 223</i> | <i>21 433</i> |
| Deposits | 2 074 493 | 534 519 | 1 439 354 | 100 620 | 6 233 |
| Repo transactions | 85 745 | 33 753 | 42 389 | 9 603 | 475 |
| Short-term funding | 437 687 | 0 | 437 687 | 0 | 4 355 |
| Long-term funding | 1 446 739 | 111 133 | 1 335 606 | 0 | 10 370 |
| <i>Institutions other than credit institutions</i> | <i>9 344 644</i> | <i>5 617 764</i> | <i>3 177 461</i> | <i>549 419</i> | <i>51 122</i> |
| Deposits | 9 327 053 | 5 600 173 | 3 177 461 | 549 419 | 51 052 |
| Repo transactions | 0 | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 | 0 |
| Long-term funding | 17 591 | 17 591 | 0 | 0 | 70 |
| <i>Individuals and households</i> | <i>18 827 796</i> | <i>9 805 249</i> | <i>7 568 428</i> | <i>1 454 119</i> | <i>171 642</i> |
| <i>Subordinated debt</i> | <i>1 213 977</i> | <i>0</i> | <i>1 213 977</i> | <i>0</i> | <i>10 526</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>323 225</i> | <i>0</i> | <i>323 225</i> | <i>0</i> | <i>5 574</i> |

(BGN'000)

| | Gross value prior to impairment | | | | | Impairment (under IAS 39) | Specific provisions for credit risk (deductions from capital base) |
|-------------------------------------------|---------------------------------|-------------------|------------------|------------------|------------------|---------------------------|--------------------------------------------------------------------|
| | | | | | | | |
| | Total | Standard | Watch | Non-performing | Loss | Total | Total |
| Loans and advances | 34 889 756 | 27 683 414 | 1 938 079 | 1 072 411 | 4 195 852 | 2 761 676 | 952 687 |
| Central governments | 105 047 | 102 829 | 2 218 | 0 | 0 | 593 | 44 |
| Credit institutions | 4 075 839 | 4 075 839 | 0 | 0 | 0 | 825 | 0 |
| Non-credit institutions | 459 746 | 442 782 | 9 732 | 48 | 7 184 | 4 161 | 1 |
| Corporates (corporate customers) | 17 678 037 | 12 761 598 | 1 267 480 | 847 396 | 2 801 563 | 1 472 692 | 880 370 |
| Retail exposures | 12 571 087 | 10 300 366 | 658 649 | 224 967 | 1 387 105 | 1 283 405 | 72 272 |
| Residential mortgage loans to individuals | 6 327 680 | 4 969 528 | 414 480 | 146 029 | 797 643 | 435 682 | 45 105 |
| Consumer loans | 6 243 407 | 5 330 838 | 244 169 | 78 938 | 589 462 | 847 723 | 27 167 |

BALANCE SHEET OF GROUP II BANKS AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------|------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 3 708 056 | 2 839 955 | 803 559 | 64 542 |
| Financial assets held for trading | 716 998 | 160 466 | 513 664 | 42 868 |
| Derivatives held for trading | 38 979 | 4 521 | 20 523 | 13 935 |
| Equity instruments | 42 779 | 41 944 | 743 | 92 |
| Debt instruments | 635 240 | 114 001 | 492 398 | 28 841 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 397 427 | 243 514 | 144 459 | 9 454 |
| Equity instruments | 0 | 0 | 0 | 0 |
| Debt instruments | 397 427 | 243 514 | 144 459 | 9 454 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 1 029 364 | 341 081 | 530 121 | 158 162 |
| Equity instruments | 157 937 | 146 284 | 5 544 | 6 109 |
| Debt instruments | 871 427 | 194 797 | 524 577 | 152 053 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Loans and receivables (including finance leases) | 25 682 945 | 7 861 883 | 16 139 782 | 1 681 280 |
| Debt instruments | 788 | 0 | 788 | 0 |
| Loans and advances | 25 682 157 | 7 861 883 | 16 138 994 | 1 681 280 |
| Held-to-maturity investments | 851 725 | 471 338 | 341 343 | 39 044 |
| Debt instruments | 851 725 | 471 338 | 341 343 | 39 044 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value hedges | 0 | 0 | 0 | 0 |
| Cash flow hedges | 0 | 0 | 0 | 0 |
| Hedges of a net investment in a foreign operation | 0 | 0 | 0 | 0 |
| Fair value hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Cash flow hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 622 969 | 622 969 | 0 | 0 |
| Property, plant and equipment | 499 523 | 499 523 | 0 | 0 |
| Investment property | 123 446 | 123 446 | 0 | 0 |
| Intangible assets | 80 173 | 80 173 | 0 | 0 |
| Goodwill | 0 | 0 | 0 | 0 |
| Other intangible assets | 80 173 | 80 173 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 186 795 | 140 579 | 46 216 | 0 |
| Tax assets | 15 818 | 15 818 | 0 | 0 |
| Current tax assets | 13 438 | 13 438 | 0 | 0 |
| Deferred tax assets | 2 380 | 2 380 | 0 | 0 |
| Other assets | 269 234 | 244 702 | 19 791 | 4 741 |
| Non-current assets and disposal groups classified as held for sale | 138 669 | 138 669 | 0 | 0 |
| TOTAL ASSETS | 33 700 173 | 13 161 147 | 18 538 935 | 2 000 091 |

(continued)

(continued)

(BGN'000)

| | Balance sheet value | Including | | |
|-----------------------------------------------------------------------------|------------------------|------------|------------|---------------------|
| | | BGN | EUR | Other currencies |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 29 329 | 388 | 18 768 | 10 173 |
| Derivatives held for trading | 29 329 | 388 | 18 768 | 10 173 |
| Short positions | 0 | 0 | 0 | 0 |
| Deposits from credit institutions | 0 | 0 | 0 | 0 |
| Deposits (other than from credit institutions) | 0 | 0 | 0 | 0 |
| Debt certificates (including bonds intended for repurchase in short term) | 0 | 0 | 0 | 0 |
| Other financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Deposits from credit institutions | 0 | 0 | 0 | 0 |
| Deposits (other than from credit institutions) | 0 | 0 | 0 | 0 |
| Debt certificates (including bonds) | 0 | 0 | 0 | 0 |
| Subordinated liabilities | 0 | 0 | 0 | 0 |
| Other financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 28 758 399 | 13 403 922 | 13 214 085 | 2 140 392 |
| Deposits from credit institutions | 3 693 242 | 488 525 | 3 022 529 | 182 188 |
| Deposits (other than from credit institutions) | 24 009 757 | 12 848 474 | 9 203 079 | 1 958 204 |
| Debt certificates (including bonds) | 290 119 | 0 | 290 119 | 0 |
| Subordinated liabilities | 591 393 | 52 772 | 538 621 | 0 |
| Other financial liabilities measured at amortised cost | 173 888 | 14 151 | 159 737 | 0 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 9 920 | 0 | 9 920 | 0 |
| Fair value hedges | 9 920 | 0 | 9 920 | 0 |
| Cash flow hedges | 0 | 0 | 0 | 0 |
| Hedges of a net investment in a foreign operation | 0 | 0 | 0 | 0 |
| Fair value hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Cash flow hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio | | | | |
| hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 25 854 | 25 615 | 236 | 3 |
| Restructuring | 0 | 0 | 0 | 0 |
| Pending legal issues and tax litigation | 2 889 | 2 887 | 0 | 2 |
| Pensions and other post-retirement benefit obligations | 6 651 | 6 651 | 0 | 0 |
| Credit commitments and guarantees | 16 005 | 15 768 | 236 | 1 |
| Onerous contracts | 0 | 0 | 0 | 0 |
| Other provisions | 309 | 309 | 0 | 0 |
| Tax liabilities | 15 916 | 15 903 | 13 | 0 |
| Current tax liabilities | 2 480 | 2 467 | 13 | 0 |
| Deferred tax liabilities | 13 436 | 13 436 | 0 | 0 |
| Other liabilities | 183 221 | 119 621 | 50 521 | 13 079 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 29 022 639 | 13 565 449 | 13 293 543 | 2 163 647 |

(continued)

(continued)

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------|------------------------|------------|------------|---------------------|
| | | BGN | EUR | Other currencies |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 2 529 147 | 2 529 147 | | |
| Paid-in capital | 2 529 147 | 2 529 147 | | |
| Unpaid capital which has been called up | 0 | 0 | | |
| Share premium | 213 560 | 213 560 | | |
| Other equity | 0 | 0 | | |
| Equity component of financial instruments | 0 | 0 | | |
| Other equity instruments | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 55 007 | 55 007 | | |
| Tangible assets | 70 232 | 70 232 | | |
| Intangible assets | 0 | 0 | | |
| Hedge of net investments in foreign operations (effective portion) | 0 | 0 | | |
| Foreign currency translation | 0 | 0 | | |
| Cash flow hedges (effective portion) | 0 | 0 | | |
| Available-for-sale financial assets | -15 225 | -15 225 | | |
| Non-current assets or disposal groups held for sale | 0 | 0 | | |
| Other items | 0 | 0 | | |
| Reserves (including retained earnings) | 1 839 054 | 1 839 054 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 40 766 | 40 766 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 0 | 0 | | |
| Other items | 0 | 0 | | |
| TOTAL EQUITY | 4 677 534 | 4 677 534 | | |
| TOTAL LIABILITIES AND EQUITY | 33 700 173 | 18 242 983 | 13 293 543 | 2 163 647 |

INCOME STATEMENT OF GROUP II BANKS

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-----------------------------------------------------------------------------------------------------------------------|-----------------|-----------|---------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 343 040 | 180 933 | 158 112 | 3 995 |
| Interest income | 521 470 | 230 233 | 271 439 | 19 798 |
| Cash and cash balances with central banks | 0 | 0 | 0 | 0 |
| Financial assets held for trading (if accounted for separately) | 11 011 | 2 726 | 5 453 | 2 832 |
| Financial assets designated at fair value through profit or loss (if accounted for separately) | 4 600 | 2 774 | 1 672 | 154 |
| Available-for-sale financial assets | 10 829 | 2 496 | 6 625 | 1 708 |
| Loans and receivables (including finance leases) | 483 899 | 216 608 | 253 620 | 13 671 |
| Held-to-maturity investments | 10 287 | 5 629 | 4 024 | 634 |
| Derivatives – hedge accounting, interest rate risk | 844 | 0 | 45 | 799 |
| Other assets | 0 | 0 | 0 | 0 |
| Interest expenses | 277 805 | 130 922 | 128 391 | 18 492 |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading (if accounted for separately) | 5 946 | 541 | 3 803 | 1 602 |
| Financial liabilities designated at fair value through profit or loss (if accounted for separately) | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 270 210 | 130 381 | 124 477 | 15 352 |
| Derivatives – hedge accounting, interest rate risk | 1 644 | 0 | 111 | 1 533 |
| Other liabilities | 5 | 0 | 0 | 5 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 2 272 | 2 267 | 0 | 5 |
| Financial assets held for trading (if accounted for separately) | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss (if accounted for separately) | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 2 272 | 2 267 | 0 | 5 |
| Fee and commission income | 77 030 | 56 324 | 17 730 | 2 976 |
| Fee and commission expenses | 10 991 | 8 033 | 2 666 | 292 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 3 310 | 3 310 | | |
| Available-for-sale financial assets | 3 223 | 3 223 | | |
| Loans and receivables (including finance leases) | 187 | 187 | | |
| Held-to-maturity investments | -139 | -139 | | |
| Financial liabilities measured at amortised cost | 29 | 29 | | |
| Other | 10 | 10 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 7 421 | 7 421 | | |
| Equity instruments and related derivatives | -582 | -582 | | |
| Interest rate instruments and related derivatives | 2 086 | 2 086 | | |
| Foreign exchange trading | 5 916 | 5 916 | | |
| Credit risk instruments and related derivatives | 0 | 0 | | |
| Commodities and related derivatives | 0 | 0 | | |
| Other (including hybrid derivatives) | 1 | 1 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 141 | 141 | | |
| Gains (losses) from hedge accounting, net | 48 | 48 | | |
| Exchange differences, net | 8 379 | 8 379 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 183 | 183 | | |
| Other operating income | 13 468 | 13 468 | | |
| Other operating expenses | 1 886 | 1 886 | | |

(continued)

(continued)

(BGN'000)

| | Total amount | Including | | |
|-----------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-----|---------------------|
| | | BGN | EUR | Other currencies |
| Administration costs | 184 654 | | | |
| Staff expenses | 80 939 | | | |
| General and administrative expenses | 103 715 | | | |
| Depreciation | 21 290 | | | |
| Property, plant and equipment | 16 259 | | | |
| Investment properties | 491 | | | |
| Intangible assets (other than goodwill) | 4 540 | | | |
| Provisions | 6 499 | | | |
| Impairment | 84 347 | | | |
| <i>Impairment on financial assets not measured at fair value through profit or loss</i> | <i>83 713</i> | | | |
| Financial assets measured at cost (unquoted equity) | 0 | | | |
| Available-for-sale financial assets | 0 | | | |
| Loans and receivables (including finance leases) | 83 713 | | | |
| Held-to-maturity investments | 0 | | | |
| <i>Impairment on non-financial assets</i> | <i>634</i> | | | |
| Property, plant and equipment | 0 | | | |
| Investment properties | 0 | | | |
| Goodwill | 0 | | | |
| Intangible assets (other than goodwill) | 0 | | | |
| Investments in associates and joint ventures accounted for using the equity method | 0 | | | |
| Other | 634 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | -48 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX FROM CONTINUING OPERATIONS | 46 202 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 5 436 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX FROM CONTINUING OPERATIONS | 40 766 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX AND DISCONTINUED OPERATIONS | 40 766 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT | 40 766 | | | |

MEMORANDUM ITEMS OF GROUP II BANKS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | | Dividend income/ Interest income |
|---------------------------------------------------------------------------------------------------------------------------------|------------------|------------------|------------------|------------------|-------------------------------------|
| | | BGN | EUR | Other currencies | |
| Equity instruments | 200 522 | 188 035 | 6 287 | 6 200 | 2 272 |
| incl. credit institutions | 8 622 | 5 352 | 58 | 3 212 | 0 |
| Debt instruments | 2 756 607 | 1 023 649 | 1 503 566 | 229 392 | 30 248 |
| <i>Domestic debt instruments</i> | <i>2 524 848</i> | <i>925 160</i> | <i>1 370 902</i> | <i>228 786</i> | <i>27 760</i> |
| Government securities | 2 111 773 | 909 660 | 977 661 | 224 452 | 22 911 |
| Municipal securities | 619 | 619 | 0 | 0 | 8 |
| Credit institutions | 24 629 | 0 | 24 629 | 0 | 422 |
| Other issuers | 387 827 | 14 881 | 368 612 | 4 334 | 4 419 |
| <i>Foreign debt instruments</i> | <i>231 759</i> | <i>98 489</i> | <i>132 664</i> | <i>606</i> | <i>2 488</i> |
| Issuers qualified for a 0% risk weight for credit risk under Chapter 4 <i>Standardised Approach</i> , Part 2 of Ordinance No. 8 | 107 586 | 75 434 | 31 854 | 298 | 1 088 |
| Credit institutions | 13 045 | 4 779 | 7 958 | 308 | 131 |
| Other issuers | 111 128 | 18 276 | 92 852 | 0 | 1 269 |
| Investments in associates, subsidiaries and joint ventures (accounted under the equity method – including goodwill) | 186 795 | 140 579 | 46 216 | 0 | 0 |
| incl. credit institutions | 46 216 | 0 | 46 216 | 0 | 0 |
| Compensation certificates | 194 | 194 | | | |

(BGN'000)

| | Total | Including | | | Impairment | Interest income |
|-------------------------------------------|-------------------|------------------|-------------------|------------------|------------------|-----------------|
| | | BGN | EUR | Other currencies | | |
| Loans and advances (gross value) | 26 993 270 | 8 407 373 | 16 888 034 | 1 697 863 | 1 311 113 | 483 866 |
| Central governments | 494 284 | 448 891 | 45 393 | 0 | 2 691 | 5 629 |
| Credit institutions | 4 096 646 | 624 481 | 2 612 632 | 859 533 | 0 | 18 297 |
| Non-credit institutions | 427 391 | 165 572 | 224 498 | 37 321 | 7 467 | 5 844 |
| Corporates (corporate customers) | 16 593 144 | 4 314 268 | 11 618 439 | 660 437 | 941 980 | 316 577 |
| Retail exposures | 5 381 805 | 2 854 161 | 2 387 072 | 140 572 | 358 975 | 137 519 |
| Residential mortgage loans to individuals | 2 679 293 | 726 326 | 1 834 239 | 118 728 | 103 086 | 54 959 |
| Consumer loans | 2 702 512 | 2 127 835 | 552 833 | 21 844 | 255 889 | 82 560 |

(continued)

(continued)

(BGN'000)

| | Total | Including | | | Interest expenses |
|----------------------------------------------------|-------------------|-------------------|-------------------|------------------|-------------------|
| | | BGN | EUR | Other currencies | |
| Attracted funds | 28 758 399 | 13 403 922 | 13 214 085 | 2 140 392 | 270 211 |
| <i>Credit institutions</i> | <i>3 755 150</i> | <i>498 527</i> | <i>3 074 435</i> | <i>182 188</i> | <i>27 761</i> |
| Deposits | 1 869 826 | 173 923 | 1 577 878 | 118 025 | 10 613 |
| Repo transactions | 81 617 | 25 844 | 24 037 | 31 736 | 120 |
| Short-term funding | 398 126 | 0 | 394 633 | 3 493 | 4 630 |
| Long-term funding | 1 405 581 | 298 760 | 1 077 887 | 28 934 | 12 398 |
| <i>Institutions other than credit institutions</i> | <i>10 856 482</i> | <i>6 462 047</i> | <i>3 717 554</i> | <i>676 881</i> | <i>74 787</i> |
| Deposits | 10 409 321 | 6 434 922 | 3 297 518 | 676 881 | 69 627 |
| Repo transactions | 5 231 | 1 610 | 3 621 | 0 | 55 |
| Short-term funding | 29 459 | 157 | 29 302 | 0 | 614 |
| Long-term funding | 412 471 | 25 358 | 387 113 | 0 | 4 491 |
| <i>Individuals and households</i> | <i>13 444 933</i> | <i>6 390 576</i> | <i>5 773 034</i> | <i>1 281 323</i> | <i>159 486</i> |
| <i>Subordinated debt</i> | <i>591 393</i> | <i>52 772</i> | <i>538 621</i> | <i>0</i> | <i>6 728</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>110 441</i> | <i>0</i> | <i>110 441</i> | <i>0</i> | <i>1 449</i> |

(BGN'000)

| | Gross value prior to impairment | | | | | Impairment (under IAS 39) | Specific provisions for credit risk (deductions from capital base) |
|-------------------------------------------|---------------------------------|-------------------|------------------|----------------|------------------|---------------------------|--------------------------------------------------------------------|
| | Total | Standard | Watch | Non-performing | Loss | Total | Total |
| Loans and advances | 26 993 270 | 21 170 547 | 2 370 466 | 915 609 | 2 536 648 | 1 311 113 | 954 609 |
| Central governments | 494 284 | 489 314 | 2 520 | 120 | 2 330 | 2 691 | 242 |
| Credit institutions | 4 096 646 | 4 096 646 | 0 | 0 | 0 | 0 | 0 |
| Non-credit institutions | 427 391 | 396 960 | 10 913 | 11 999 | 7 519 | 7 467 | 3 285 |
| Corporates (corporate customers) | 16 593 144 | 11 667 529 | 2 092 446 | 777 578 | 2 055 591 | 941 980 | 859 733 |
| Retail exposures | 5 381 805 | 4 520 098 | 264 587 | 125 912 | 471 208 | 358 975 | 91 349 |
| Residential mortgage loans to individuals | 2 679 293 | 2 196 746 | 169 342 | 73 011 | 240 194 | 103 086 | 63 188 |
| Consumer loans | 2 702 512 | 2 323 352 | 95 245 | 52 901 | 231 014 | 255 889 | 28 161 |

BALANCE SHEET OF GROUP III BANKS AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|-----------|-----------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 287 405 | 176 116 | 107 769 | 3 520 |
| Financial assets held for trading | 124 899 | 7 686 | 91 312 | 25 901 |
| Derivatives held for trading | 12 726 | 12 | 5 240 | 7 474 |
| Equity instruments | 0 | 0 | 0 | 0 |
| Debt instruments | 112 173 | 7 674 | 86 072 | 18 427 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 228 164 | 23 000 | 193 014 | 12 150 |
| Equity instruments | 0 | 0 | 0 | 0 |
| Debt instruments | 0 | 0 | 0 | 0 |
| Loans and advances | 228 164 | 23 000 | 193 014 | 12 150 |
| Available-for-sale financial assets | 499 033 | 87 291 | 411 742 | 0 |
| Equity instruments | 350 | 350 | 0 | 0 |
| Debt instruments | 498 683 | 86 941 | 411 742 | 0 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Loans and receivables (including finance leases) | 2 784 108 | 420 409 | 2 317 974 | 45 725 |
| Debt instruments | 0 | 0 | 0 | 0 |
| Loans and advances | 2 784 108 | 420 409 | 2 317 974 | 45 725 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Debt instruments | 0 | 0 | 0 | 0 |
| Loans and advances | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value hedges | 0 | 0 | 0 | 0 |
| Cash flow hedges | 0 | 0 | 0 | 0 |
| Hedges of a net investment in a foreign operation | 0 | 0 | 0 | 0 |
| Fair value hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Cash flow hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio | | | | |
| hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 33 571 | 33 445 | 126 | 0 |
| Property, plant and equipment | 33 571 | 33 445 | 126 | 0 |
| Investment property | 0 | 0 | 0 | 0 |
| Intangible assets | 9 751 | 9 751 | 0 | 0 |
| Goodwill | 0 | 0 | 0 | 0 |
| Other intangible assets | 9 751 | 9 751 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 15 336 | 15 336 | 0 | 0 |
| Current tax assets | 671 | 671 | 0 | 0 |
| Deferred tax assets | 14 665 | 14 665 | 0 | 0 |
| Other assets | 72 222 | 6 459 | 65 743 | 20 |
| Non-current assets and disposal groups classified as held for sale | 69 | 69 | 0 | 0 |
| TOTAL ASSETS | 4 054 558 | 779 562 | 3 187 680 | 87 316 |

(continued)

(continued)

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------|------------------------|------------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 14 973 | 1 435 | 4 685 | 8 853 |
| Derivatives held for trading | 14 973 | 1 435 | 4 685 | 8 853 |
| Short positions | 0 | 0 | 0 | 0 |
| Deposits from credit institutions | 0 | 0 | 0 | 0 |
| Deposits (other than from credit institutions) | 0 | 0 | 0 | 0 |
| Debt certificates (including bonds intended for repurchase in short term) | 0 | 0 | 0 | 0 |
| Other financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 229 101 | 44 006 | 125 344 | 59 751 |
| Deposits from credit institutions | 229 101 | 44 006 | 125 344 | 59 751 |
| Deposits (other than from credit institutions) | 0 | 0 | 0 | 0 |
| Debt certificates (including bonds) | 0 | 0 | 0 | 0 |
| Subordinated liabilities | 0 | 0 | 0 | 0 |
| Other financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 3 902 255 | 1 044 927 | 2 642 264 | 215 064 |
| Deposits from credit institutions | 1 974 444 | 128 344 | 1 824 764 | 21 336 |
| Deposits (other than from credit institutions) | 1 927 811 | 916 583 | 817 500 | 193 728 |
| Debt certificates (including bonds) | 0 | 0 | 0 | 0 |
| Subordinated liabilities | 0 | 0 | 0 | 0 |
| Other financial liabilities measured at amortised cost | 0 | 0 | 0 | 0 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value hedges | 0 | 0 | 0 | 0 |
| Cash flow hedges | 0 | 0 | 0 | 0 |
| Hedges of a net investment in a foreign operation | 0 | 0 | 0 | 0 |
| Fair value hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Cash flow hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 366 | 366 | 0 | 0 |
| Restructuring | 0 | 0 | 0 | 0 |
| Pending legal issues and tax litigation | 126 | 126 | 0 | 0 |
| Pensions and other post-retirement benefit obligations | 162 | 162 | 0 | 0 |
| Credit commitments and guarantees | 0 | 0 | 0 | 0 |
| Onerous contracts | 0 | 0 | 0 | 0 |
| Other provisions | 78 | 78 | 0 | 0 |
| Tax liabilities | 81 | 81 | 0 | 0 |
| Current tax liabilities | 79 | 79 | 0 | 0 |
| Deferred tax liabilities | 2 | 2 | 0 | 0 |
| Other liabilities | 42 628 | 11 041 | 28 931 | 2 656 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 4 189 404 | 1 101 856 | 2 801 224 | 286 324 |

(continued)

(continued)

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------|------------------------|-----------|-----------|---------------------|
| | | BGN | EUR | Other currencies |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 0 | 0 | | |
| Paid-in capital | 0 | 0 | | |
| Unpaid capital which has been called up | 0 | 0 | | |
| Share premium | 0 | 0 | | |
| Other equity | 174 | 174 | | |
| Equity component of financial instruments | 0 | 0 | | |
| Other equity instruments | 174 | 174 | | |
| Revaluation reserves and other valuation differences | 595 | 595 | | |
| Tangible assets | 437 | 437 | | |
| Intangible assets | 0 | 0 | | |
| Hedge of net investments in foreign operations (effective portion) | 0 | 0 | | |
| Foreign currency translation | 0 | 0 | | |
| Cash flow hedges (effective portion) | 0 | 0 | | |
| Available-for-sale financial assets | 158 | 158 | | |
| Non-current assets or disposal groups held for sale | 0 | 0 | | |
| Other items | 0 | 0 | | |
| Reserves (including retained earnings) | -136 698 | -136 698 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 1 083 | 1 083 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 0 | 0 | | |
| Other items | 0 | 0 | | |
| TOTAL EQUITY | -134 846 | -134 846 | | |
| TOTAL LIABILITIES AND EQUITY | 4 054 558 | 967 010 | 2 801 224 | 286 324 |

INCOME STATEMENT OF GROUP III BANKS

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-----------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 38 047 | 12 423 | 24 866 | 758 |
| Interest income | 36 640 | 6 898 | 29 017 | 725 |
| Cash and cash balances with central banks | 0 | 0 | 0 | 0 |
| Financial assets held for trading (if accounted for separately) | 2 633 | 156 | 1 996 | 481 |
| Financial assets designated at fair value through profit or loss (if accounted for separately) | 771 | 28 | 658 | 85 |
| Available-for-sale financial assets | 1 125 | 409 | 716 | 0 |
| Loans and receivables (including finance leases) | 32 111 | 6 305 | 25 647 | 159 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting, interest rate risk | 0 | 0 | 0 | 0 |
| Other assets | 0 | 0 | 0 | 0 |
| Interest expenses | 10 561 | 4 064 | 5 819 | 678 |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading (if accounted for separately) | 312 | 6 | 91 | 215 |
| Financial liabilities designated at fair value through profit or loss (if accounted for separately) | 337 | 46 | 219 | 72 |
| Financial liabilities measured at amortised cost | 9 912 | 4 012 | 5 509 | 391 |
| Derivatives – hedge accounting, interest rate risk | 0 | 0 | 0 | 0 |
| Other liabilities | 0 | 0 | 0 | 0 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Financial assets held for trading (if accounted for separately) | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss (if accounted for separately) | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 0 | 0 | 0 | 0 |
| Fee and commission income | 6 836 | 4 287 | 1 801 | 748 |
| Fee and commission expenses | 714 | 544 | 133 | 37 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 860 | 860 | | |
| Available-for-sale financial assets | 860 | 860 | | |
| Loans and receivables (including finance leases) | 0 | 0 | | |
| Held-to-maturity investments | 0 | 0 | | |
| Financial liabilities measured at amortised cost | 0 | 0 | | |
| Other | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 1 565 | 1 565 | | |
| Equity instruments and related derivatives | 0 | 0 | | |
| Interest rate instruments and related derivatives | 347 | 347 | | |
| Foreign exchange trading | 1 218 | 1 218 | | |
| Credit risk instruments and related derivatives | 0 | 0 | | |
| Commodities and related derivatives | 0 | 0 | | |
| Other (including hybrid derivatives) | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 53 | 53 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 3 457 | 3 457 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 16 | 16 | | |
| Other operating income | 360 | 360 | | |
| Other operating expenses | 465 | 465 | | |

(continued)

(continued)

(BGN'000)

| | Total amount | Including | | |
|-----------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-----|---------------------|
| | | BGN | EUR | Other currencies |
| Administration costs | 24 837 | | | |
| Staff expenses | 9 803 | | | |
| General and administrative expenses | 15 034 | | | |
| Depreciation | 2 700 | | | |
| Property, plant and equipment | 2 366 | | | |
| Investment properties | 0 | | | |
| Intangible assets (other than goodwill) | 334 | | | |
| Provisions | 28 | | | |
| Impairment | 8 601 | | | |
| <i>Impairment on financial assets not measured at fair value through profit or loss</i> | 8 323 | | | |
| Financial assets measured at cost (unquoted equity) | 0 | | | |
| Available-for-sale financial assets | 0 | | | |
| Loans and receivables (including finance leases) | 8 323 | | | |
| Held-to-maturity investments | 0 | | | |
| <i>Impairment on non-financial assets</i> | 278 | | | |
| Property, plant and equipment | 278 | | | |
| Investment properties | 0 | | | |
| Goodwill | 0 | | | |
| Intangible assets (other than goodwill) | 0 | | | |
| Investments in associates and joint ventures accounted for using the equity method | 0 | | | |
| Other | 0 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX FROM CONTINUING OPERATIONS | 1 881 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 798 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX FROM CONTINUING OPERATIONS | 1 083 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX AND DISCONTINUED OPERATIONS | 1 083 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT | 1 083 | | | |

MEMORANDUM ITEMS OF GROUP III BANKS AS OF 31 MARCH 2012

MEMORANDUM ITEM OF GROUP BALANCE AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | | Dividend income/ Interest income |
|---------------------------------------------------------------------------------------------------------------------------------|----------------|---------------|----------------|---------------------|-------------------------------------------|
| | | BGN | EUR | Other currencies | |
| | | | | | |
| Equity instruments | 350 | 350 | 0 | 0 | 0 |
| incl. credit institutions | 0 | 0 | 0 | 0 | 0 |
| Debt instruments | 610 856 | 94 615 | 497 814 | 18 427 | 3 330 |
| <i>Domestic debt instruments</i> | <i>156 330</i> | <i>86 410</i> | <i>51 493</i> | <i>18 427</i> | <i>2 704</i> |
| Government securities | 140 904 | 86 410 | 36 067 | 18 427 | 2 507 |
| Municipal securities | 0 | 0 | 0 | 0 | 0 |
| Credit institutions | 0 | 0 | 0 | 0 | 23 |
| Other issuers | 15 426 | 0 | 15 426 | 0 | 174 |
| <i>Foreign debt instruments</i> | <i>454 526</i> | <i>8 205</i> | <i>446 321</i> | <i>0</i> | <i>626</i> |
| Issuers qualified for a 0% risk weight for credit risk under Chapter 4 <i>Standardised Approach</i> , Part 2 of Ordinance No. 8 | 52 155 | 5 161 | 46 994 | 0 | 1 |
| Credit institutions | 3 044 | 3 044 | 0 | 0 | 40 |
| Other issuers | 399 327 | 0 | 399 327 | 0 | 585 |
| Investments in associates, subsidiaries and joint ventures (accounted under the equity method – including goodwill) | 0 | 0 | 0 | 0 | 0 |
| incl. credit institutions | 0 | 0 | 0 | 0 | 0 |
| Compensation certificates | 0 | 0 | | | |

| | | | | | | (BGN'000) |
|-------------------------------------------|-----------|-----------|-----------|------------------|------------|-----------------|
| | Total | Including | | | Impairment | Interest income |
| | | BGN | EUR | Other currencies | | |
| | | | | | | |
| Loans and advances (gross value) | 2 926 363 | 442 658 | 2 437 970 | 45 735 | 142 255 | 32 111 |
| Central governments | 0 | 0 | 0 | 0 | 0 | 0 |
| Credit institutions | 530 770 | 34 436 | 455 811 | 40 523 | 355 | 985 |
| Non-credit institutions | 27 571 | 1 841 | 25 730 | 0 | 2 | 226 |
| Corporates (corporate customers) | 1 906 738 | 275 514 | 1 626 068 | 5 156 | 104 426 | 21 888 |
| Retail exposures | 461 284 | 130 867 | 330 361 | 56 | 37 472 | 9 012 |
| Residential mortgage loans to individuals | 315 872 | 2 272 | 313 585 | 15 | 22 733 | 4 507 |
| Consumer loans | 145 412 | 128 595 | 16 776 | 41 | 14 739 | 4 505 |

(continued)

(continued)

(BGN'000)

| | Total | Including | | | Interest expenses |
|----------------------------------------------------|------------------|------------------|------------------|------------------|-------------------|
| | | BGN | EUR | Other currencies | |
| Attracted funds | 4 131 356 | 1 088 933 | 2 767 608 | 274 815 | 10 250 |
| <i>Credit institutions</i> | <i>2 203 545</i> | <i>172 350</i> | <i>1 950 108</i> | <i>81 087</i> | <i>1 771</i> |
| Deposits | 1 816 468 | 172 350 | 1 563 031 | 81 087 | 1 702 |
| Repo transactions | 387 077 | 0 | 387 077 | 0 | 69 |
| Short-term funding | 0 | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | <i>1 401 151</i> | <i>685 617</i> | <i>556 001</i> | <i>159 533</i> | <i>2 034</i> |
| Deposits | 1 401 151 | 685 617 | 556 001 | 159 533 | 2 034 |
| Repo transactions | 0 | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 | 0 |
| <i>Individuals and households</i> | <i>526 660</i> | <i>230 966</i> | <i>261 499</i> | <i>34 195</i> | <i>6 445</i> |
| <i>Subordinated debt</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |

(BGN'000)

| | Gross value prior to impairment | | | | | Impairment (under IAS 39) | Specific provisions for credit risk (deductions from capital base) |
|-------------------------------------------|---------------------------------|------------------|---------------|----------------|----------------|---------------------------|--------------------------------------------------------------------|
| | Total | Standard | Watch | Non-performing | Loss | Total | Total |
| Loans and advances | 2 926 363 | 2 470 524 | 81 643 | 25 892 | 348 304 | 142 255 | |
| Central governments | 0 | 0 | 0 | 0 | 0 | 0 | |
| Credit institutions | 530 770 | 530 770 | 0 | 0 | 0 | 355 | |
| Non-credit institutions | 27 571 | 26 911 | 29 | 0 | 631 | 2 | |
| Corporates (corporate customers) | 1 906 738 | 1 592 933 | 54 091 | 7 586 | 252 128 | 104 426 | |
| Retail exposures | 461 284 | 319 910 | 27 523 | 18 306 | 95 545 | 37 472 | |
| Residential mortgage loans to individuals | 315 872 | 208 402 | 18 122 | 11 018 | 78 330 | 22 733 | |
| Consumer loans | 145 412 | 111 508 | 9 401 | 7 288 | 17 215 | 14 739 | |

V. Balance Sheets, Income Statements and Loans and Attracted Funds of Individual Banks

53

Banks in Bulgaria • January – March 2012

| | |
|-------------------------------------------------|-----|
| Allianz Bank Bulgaria | 55 |
| Alpha Bank, Bulgaria Branch | 59 |
| BNP Paribas S.A. – Sofia Branch | 63 |
| Bulgarian-American Credit Bank | 67 |
| Bulgarian Development Bank | 71 |
| Central Cooperative Bank | 75 |
| CIBANK | 79 |
| Citibank N.A., Sofia Branch | 83 |
| Corporate Commercial Bank | 87 |
| D Commerce Bank | 91 |
| DSK Bank | 95 |
| Emporiki Bank – Bulgaria | 99 |
| Eurobank EFG Bulgaria | 103 |
| First Investment Bank | 107 |
| ING Bank N.V., Sofia Branch | 111 |
| International Asset Bank | 115 |
| Investbank | 119 |
| IŞBANK GmbH, Sofia Branch..... | 123 |
| MKB Unionbank | 127 |
| Municipal Bank | 131 |
| Piraeus Bank Bulgaria | 135 |
| ProCredit Bank, Bulgaria | 139 |
| Raiffeisenbank, Bulgaria | 143 |
| Regional Investment Bank, Bulgaria Branch | 147 |
| Société Générale Expressbank | 151 |
| TBI Bank | 155 |
| T.C. Ziraat Bank, Sofia Branch | 159 |
| Texim Private Entrepreneurial Bank | 163 |
| Tokuda Bank | 167 |
| UniCredit Bulbank | 171 |
| United Bulgarian Bank | 175 |

Note: Banks are arranged in alphabetical order, not according to the bank identification code.

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 199 083 | 94 624 | 101 323 | 3 136 |
| Financial assets held for trading | 20 974 | 7 247 | 12 639 | 1 088 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 43 575 | 27 139 | 16 368 | 68 |
| Loans and receivables (including finance leases) | 1 411 191 | 409 537 | 937 236 | 64 418 |
| Held-to-maturity investments | 135 535 | 63 269 | 56 997 | 15 269 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 12 062 | 12 062 | 0 | 0 |
| Intangible assets | 6 324 | 6 324 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 2 050 | 2 050 | 0 | 0 |
| Other assets | 41 125 | 40 464 | 444 | 217 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 1 871 919 | 662 716 | 1 125 007 | 84 196 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 1 671 692 | 885 002 | 709 855 | 76 835 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 172 | 172 | 0 | 0 |
| Tax liabilities | 2 235 | 2 235 | 0 | 0 |
| Other liabilities | 33 585 | 30 067 | 1 674 | 1 844 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 1 707 684 | 917 476 | 711 529 | 78 679 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 69 000 | 69 000 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 761 | 761 | | |
| Reserves (including retained earnings) | 91 948 | 91 948 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 2 526 | 2 526 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 164 235 | 164 235 | | |
| TOTAL LIABILITIES AND EQUITY | 1 871 919 | 1 081 711 | 711 529 | 78 679 |

INCOME STATEMENT

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 16 837 | 8 896 | 6 946 | 995 |
| Interest income | 24 631 | 10 460 | 13 011 | 1 160 |
| Interest expenses | 14 288 | 7 138 | 6 870 | 280 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 4 142 | 3 173 | 846 | 123 |
| Fee and commission expenses | 303 | 254 | 41 | 8 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | -138 | -138 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 552 | 552 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 209 | 209 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | 2 180 | 2 180 | | |
| Other operating expenses | 148 | 148 | | |
| Administration costs | 9 618 | | | |
| Depreciation | 897 | | | |
| Provisions | 0 | | | |
| Impairment | 3 515 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 2 807 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 281 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 2 526 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 2 526 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 2 526 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|----------------|----------------|----------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 1 473 179 | 445 121 | 963 425 | 64 633 |
| Central governments | 6 338 | 0 | 6 338 | 0 |
| Credit institutions | 401 500 | 9 902 | 383 618 | 7 980 |
| Non-credit institutions | 31 171 | 2 096 | 29 075 | 0 |
| Corporates (corporate customers) | 553 449 | 250 468 | 247 302 | 55 679 |
| Retail exposures | 480 721 | 182 655 | 297 092 | 974 |
| <i>Residential mortgage loans to individuals</i> | <i>406 065</i> | <i>132 920</i> | <i>272 656</i> | <i>489</i> |
| <i>Consumer loans</i> | <i>74 656</i> | <i>49 735</i> | <i>24 436</i> | <i>485</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 1 671 692 | 885 002 | 709 855 | 76 835 |
| <i>Credit institutions</i> | <i>115 186</i> | <i>45 599</i> | <i>46 739</i> | <i>22 848</i> |
| Deposits | 22 945 | 97 | 0 | 22 848 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 143 | 0 | 143 | 0 |
| Long-term funding | 92 098 | 45 502 | 46 596 | 0 |
| <i>Institutions other than credit institutions</i> | <i>735 224</i> | <i>497 877</i> | <i>221 709</i> | <i>15 638</i> |
| Deposits | 733 803 | 496 456 | 221 709 | 15 638 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 156 | 156 | 0 | 0 |
| Long-term funding | 1 265 | 1 265 | 0 | 0 |
| <i>Individuals and households</i> | <i>796 062</i> | <i>328 837</i> | <i>428 876</i> | <i>38 349</i> |
| <i>Subordinated debt</i> | <i>25 220</i> | <i>12 689</i> | <i>12 531</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 345 of 3 June 1997 of the BNB Governing Council. License updated by: Order No. 100-000276 of 31 July 1998 of the BNB Governor and amended by Order No. 100-00515 of 22 November 1999 and by Order No. RD 22-0469 of 20 June 2002 of the BNB Governor in accordance with the requirements of the Law on Banks; Order No. RD 22-0856 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions; Order No. RD 22-2258 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of 12 November 1997 of the Sofia City Court on Company file No. 12684 of 1997, lot No. 44383, vol. 487, p. 202; re-entered in the Commercial Register to the Registry Agency, UIC 128001319, certificate No. 20080513130424 of 13 May 2008</p> |
| Address of the head office | <p>79 Knyaginya Maria-Luiza Blvd., 1202 Sofia tel. 02/9215 522; 02/9215 487 Website: www.bank.allianz.bg</p> |
| Management | |
| Supervisory Board | <p>Dimitar Georgiev Zhelev – Chairman Maksim Stanev Sirakov Christoph Plein Michael Ehrnsperger Raymond Seymour Ross Leckie</p> |
| Management Board | <p>Svetoslav Veleslavov Gavriiski – Chairman and Executive Director Nikola Hristov Bakalov – Chief Executive Director Dorcho Dimitrov Ilchev – Executive Director Rosen Stoyadinov Stanimirov – Executive Director Christo Borisov Babbev Marieta Vassileva Petrova Kamelia Georgieva Gyuleva</p> |
| Procurator | <p>Orlin Tsenkov Penev</p> |
| Shareholders (shares over 10 per cent) | <p>Allianz Bulgaria Holding Ltd. – 79.9 per cent</p> |
| Auditor | <p>KPMG Bulgaria OOD</p> |



BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|-----------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 153 647 | 45 877 | 105 397 | 2 373 |
| Financial assets held for trading | 119 | 0 | 119 | 0 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 386 587 | 12 | 386 575 | 0 |
| Loans and receivables (including finance leases) | 1 486 904 | 158 801 | 1 327 029 | 1 074 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 30 112 | 30 112 | 0 | 0 |
| Intangible assets | 9 003 | 9 003 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 14 208 | 14 208 | 0 | 0 |
| Other assets | 26 281 | 3 099 | 23 173 | 9 |
| Non-current assets and disposal groups classified as held for sale | 69 | 69 | 0 | 0 |
| TOTAL ASSETS | 2 106 930 | 261 181 | 1 842 293 | 3 456 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 139 | 0 | 0 | 139 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 2 300 628 | 324 303 | 1 951 031 | 25 294 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 139 | 139 | 0 | 0 |
| Tax liabilities | 79 | 79 | 0 | 0 |
| Other liabilities | 15 170 | 4 257 | 10 798 | 115 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 2 316 155 | 328 778 | 1 961 829 | 25 548 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 0 | 0 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | -925 | -925 | | |
| Reserves (including retained earnings) | -202 725 | -202 725 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | -5 575 | -5 575 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | -209 225 | -209 225 | | |
| TOTAL LIABILITIES AND EQUITY | 2 106 930 | 119 553 | 1 961 829 | 25 548 |

**INCOME STATEMENT**

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 18 681 | 3 419 | 15 461 | -199 |
| Interest income | 25 049 | 4 642 | 20 401 | 6 |
| Interest expenses | 8 851 | 3 706 | 4 940 | 205 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 2 343 | 2 343 | 0 | 0 |
| Fee and commission expenses | 110 | 110 | 0 | 0 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 206 | 206 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 0 | 0 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 29 | 29 | | |
| Other operating income | 15 | 15 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 13 253 | | | |
| Depreciation | 2 295 | | | |
| Provisions | 17 | | | |
| Impairment | 8 691 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | -5 575 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | -5 575 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | -5 575 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | -5 575 | | | |



LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|------------------|----------------|------------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 1 623 290 | 179 723 | 1 442 488 | 1 079 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 1 724 | 0 | 765 | 959 |
| Non-credit institutions | 11 015 | 0 | 11 015 | 0 |
| Corporates (corporate customers) | 1 151 282 | 49 441 | 1 101 777 | 64 |
| Retail exposures | 459 269 | 130 282 | 328 931 | 56 |
| <i>Residential mortgage loans to individuals</i> | <i>315 047</i> | <i>2 012</i> | <i>313 020</i> | <i>15</i> |
| <i>Consumer loans</i> | <i>144 222</i> | <i>128 270</i> | <i>15 911</i> | <i>41</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 2 300 628 | 324 303 | 1 951 031 | 25 294 |
| <i>Credit institutions</i> | <i>1 616 010</i> | <i>47</i> | <i>1 615 963</i> | <i>0</i> |
| Deposits | 1 228 933 | 47 | 1 228 886 | 0 |
| Repo transactions | 387 077 | 0 | 387 077 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | <i>201 481</i> | <i>99 030</i> | <i>100 356</i> | <i>2 095</i> |
| Deposits | 201 481 | 99 030 | 100 356 | 2 095 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Individuals and households</i> | <i>483 137</i> | <i>225 226</i> | <i>234 712</i> | <i>23 199</i> |
| <i>Subordinated debt</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |

**STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS**

| | |
|--------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | Licensed by Resolution No. 31 of 2 February 1995 of the BNB Governing Council under Articles 9 and 10 of the Law on Banks and Credit Activity to conduct bank transactions through a branch in Sofia. License updated by Order No. 100-00564 of 22 December 1999 of the BNB Governing Council in accordance with the requirements of the Law on Banks. |
| Legal registration | Entered in the Commercial Register by Resolution No. 2 of 1 September 1995 of the Sofia City Court on company file No. 4005 of 1995, vol. 280, p. 156; re-entered in the Commercial Register to the Registry Agency, UIC 831694000, certificate No. 20080826102003 of 26 August 2008 |
| Address of the branch | 15–17 Vasil Levski Blvd., 1142 Sofia tel. 02/810 3500 Website: www.alphabank.bg |
| Management | Evangelos Lytras – Governor Evgenia Dimitrova Stoyanova – Governor Ioanis Evangelos Staikos – Governor Sevdalina Ivanova Vassileva – Governor Konstantinos Kormentzas – Governor |
| Shareholders (shares over 10 per cent) | Alpha Bank AE, Athens, Greece – 100 per cent |
| Auditor | KPMG Bulgaria OOD |



BNP PARIBAS

BNP PARIBAS S.A. – SOFIA BRANCH

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BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|----------------|----------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 21 080 | 20 826 | 106 | 148 |
| Financial assets held for trading | 314 | 12 | 197 | 105 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 10 219 | 6 776 | 3 443 | 0 |
| Loans and receivables (including finance leases) | 451 566 | 16 327 | 413 210 | 22 029 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 399 | 399 | 0 | 0 |
| Intangible assets | 43 | 43 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 127 | 127 | 0 | 0 |
| Other assets | 1 825 | 1 523 | 302 | 0 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 485 573 | 46 033 | 417 258 | 22 282 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 1 707 | 1 435 | 101 | 171 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 453 339 | 191 558 | 211 654 | 50 127 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 137 | 137 | 0 | 0 |
| Tax liabilities | 0 | 0 | 0 | 0 |
| Other liabilities | 8 873 | 2 171 | 6 594 | 108 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 464 056 | 195 301 | 218 349 | 50 406 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 0 | 0 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 4 | 4 | | |
| Reserves (including retained earnings) | 21 071 | 21 071 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 442 | 442 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 21 517 | 21 517 | | |
| TOTAL LIABILITIES AND EQUITY | 485 573 | 216 818 | 218 349 | 50 406 |

Balance Sheets, Income Statements and Loans and Attracted Funds of Individual Banks



BNP PARIBAS

BNP PARIBAS S.A. – SOFIA BRANCH

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Banks in Bulgaria • January – March 2012

INCOME STATEMENT

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 4 166 | 1 059 | 2 882 | 225 |
| Interest income | 2 984 | 183 | 2 629 | 172 |
| Interest expenses | 586 | 60 | 235 | 291 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 1 498 | 590 | 548 | 360 |
| Fee and commission expenses | 95 | 19 | 60 | 16 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 364 | 364 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | 1 | 1 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 3 567 | | | |
| Depreciation | 95 | | | |
| Provisions | 0 | | | |
| Impairment | 3 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 501 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 59 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 442 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 442 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 442 | | | |



BNP PARIBAS

BNP PARIBAS S.A. – SOFIA BRANCH

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Balance Sheets, Income Statements and Loans and Attracted Funds of Individual Banks

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|---------|-----------|---------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 454 657 | 16 354 | 416 274 | 22 029 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 233 565 | 4 179 | 207 374 | 22 012 |
| Non-credit institutions | 12 021 | 1 840 | 10 181 | 0 |
| Corporates (corporate customers) | 209 002 | 10 288 | 198 697 | 17 |
| Retail exposures | 69 | 47 | 22 | 0 |
| <i>Residential mortgage loans to individuals</i> | 47 | 47 | 0 | 0 |
| <i>Consumer loans</i> | 22 | 0 | 22 | 0 |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 453 339 | 191 558 | 211 654 | 50 127 |
| <i>Credit institutions</i> | 205 877 | 62 612 | 134 411 | 8 854 |
| Deposits | 205 877 | 62 612 | 134 411 | 8 854 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | 213 643 | 124 540 | 56 553 | 32 550 |
| Deposits | 213 643 | 124 540 | 56 553 | 32 550 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Individuals and households</i> | 33 819 | 4 406 | 20 690 | 8 723 |
| <i>Subordinated debt</i> | 0 | 0 | 0 | 0 |
| <i>Debt/equity (hybrid) instruments</i> | 0 | 0 | 0 | 0 |


BNP PARIBAS
BNP PARIBAS S.A. – SOFIA BRANCH
STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | By Order No. RD 22-2254 of the BNB Governor dated 28 November 2006 the BNP Paribas S.A., Paris, French Republic, was granted a permit to conduct bank transactions within Bulgaria through a branch in Sofia. |
| Legal registration | Entered in the Commercial Register by Resolution No. 1 of the Sofia City Court of 4 December 2006, company file No. 14557 of 2006, lot No. 111317, vol. 1504, reg. 10, p. 111; re-entered in the Commercial Register to the Registry Agency, UIC 175185891, certificate No. 20081112140056 of 11 June 2008 |
| Address of the head office | 2 Tsar Osvoboditel Blvd., 1000 Sofia tel. 02/9218 550 Website: www.bnpparibas.bg |
| Management | The branch is managed and represented jointly by two of the following persons: the Governor and Deputy Governors or by two of the Deputy Governors respectively: Ullrich-Günther Schubert – Governor Cyril Le Merrer – Deputy Governor Ivaylo Lubomirov Lubomirov – Deputy Governor |
| Shareholders (shares over 10 per cent) | BNP Paribas S.A., Republic of France – 100 per cent |
| Auditor | Deloitte Audit OOD |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|----------------|----------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 89 088 | 40 399 | 46 915 | 1 774 |
| Financial assets held for trading | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 26 085 | 9 873 | 7 144 | 9 068 |
| Loans and receivables (including finance leases) | 604 201 | 12 268 | 496 985 | 94 948 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 53 997 | 53 997 | 0 | 0 |
| Intangible assets | 455 | 455 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 14 385 | 14 385 | 0 | 0 |
| Tax assets | 455 | 455 | 0 | 0 |
| Other assets | 3 609 | 3 565 | 31 | 13 |
| Non-current assets and disposal groups classified as held for sale | 7 753 | 7 753 | 0 | 0 |
| TOTAL ASSETS | 800 028 | 143 150 | 551 075 | 105 803 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 601 083 | 199 162 | 294 495 | 107 426 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 0 | 0 | 0 | 0 |
| Tax liabilities | 0 | 0 | 0 | 0 |
| Other liabilities | 3 068 | 2 611 | 412 | 45 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 604 151 | 201 773 | 294 907 | 107 471 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 24 691 | 24 691 | | |
| Share premium | 37 050 | 37 050 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | -1 460 | -1 460 | | |
| Reserves (including retained earnings) | 134 357 | 134 357 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 1 239 | 1 239 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 195 877 | 195 877 | | |
| TOTAL LIABILITIES AND EQUITY | 800 028 | 397 650 | 294 907 | 107 471 |

INCOME STATEMENT
 (March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 8 513 | 5 263 | 4 309 | -1 059 |
| Interest income | 8 692 | 35 | 8 504 | 153 |
| Interest expenses | 7 919 | 2 446 | 4 250 | 1 223 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 2 266 | 2 266 | 0 | 0 |
| Fee and commission income | 165 | 84 | 68 | 13 |
| Fee and commission expenses | 21 | 6 | 13 | 2 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 16 | 16 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 408 | 408 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | -199 | -199 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | -13 | -13 | | |
| Other operating income | 5 201 | 5 201 | | |
| Other operating expenses | 83 | 83 | | |
| Administration costs | 3 048 | | | |
| Depreciation | 330 | | | |
| Provisions | 0 | | | |
| Impairment | 3 891 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | -6 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 1 238 | | | |
| Tax expense (income) related to profit or loss from continuing operations | -1 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 1 239 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 1 239 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 1 239 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|----------------|----------------|----------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 742 297 | 23 755 | 623 569 | 94 973 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 183 631 | 18 | 90 794 | 92 819 |
| Non-credit institutions | 9 603 | 0 | 9 603 | 0 |
| Corporates (corporate customers) | 517 441 | 23 659 | 492 470 | 1 312 |
| Retail exposures | 31 622 | 78 | 30 702 | 842 |
| <i>Residential mortgage loans to individuals</i> | <i>30 836</i> | <i>21</i> | <i>29 973</i> | <i>842</i> |
| <i>Consumer loans</i> | <i>786</i> | <i>57</i> | <i>729</i> | <i>0</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 601 083 | 199 162 | 294 495 | 107 426 |
| <i>Credit institutions</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| Deposits | 0 | 0 | 0 | 0 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | <i>226 353</i> | <i>108 437</i> | <i>106 180</i> | <i>11 736</i> |
| Deposits | 173 356 | 108 437 | 53 183 | 11 736 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 29 302 | 0 | 29 302 | 0 |
| Long-term funding | 23 695 | 0 | 23 695 | 0 |
| <i>Individuals and households</i> | <i>374 730</i> | <i>90 725</i> | <i>188 315</i> | <i>95 690</i> |
| <i>Subordinated debt</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 425 of 11 July 1996 of the BNB Governing Council in accordance with the requirements of the Law on Banks and Credit Activity.</p> <p>License updated by:</p> <p>Order No. 100-000476 of 30 December 1998 of the BNB Governor to conduct transactions under Article 1, paragraphs 1 and 2 of the Law on Banks in Bulgaria and abroad;</p> <p>Order No. RD 22-0861 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2271 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of 3 December 1996 of the Sofia City Court on company file No. 12587 of 1996, lot No. 35659, vol. 397, p. 180; re-entered in the Commercial Register to the Registry Agency, UIC 121246419, certificate No. 20080327112129 of 27 March 2008</p> |
| Address of the head office | <p>2 Slavyanska Str., 1000 Sofia</p> <p>tel. 02/965 8358; 02/965 8345</p> <p>Website: www.bacb.bg</p> |
| Management | |
| Supervisory Board | <p>Tzvetelina Borislavova Karagyzova – Chairman</p> <p>Evgeni Yakimov Ivanov</p> <p>Kiril Alexandrov Manov</p> <p>Martin Boychev Ganev</p> <p>Jason Lyle Cook</p> |
| Management Board | <p>Vassil Stefanov Simov – Chairman and Executive Director</p> <p>Tanya Ilieva Keremidchieva – Executive Director</p> <p>Silvia Kirilova Kirilova</p> <p>Ilian Petrov Georgiev</p> |
| Shareholders (shares over 10 per cent) | <p>CSIF AD – 61.43 per cent</p> <p>Gramercy Select Master Fund, Cayman Islands – 34.45 per cent</p> |
| Auditor | Deloitte Audit OOD |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------------|----------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 65 288 | 64 481 | 793 | 14 |
| Financial assets held for trading | 3 058 | 0 | 3 058 | 0 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 30 979 | 7 429 | 23 550 | 0 |
| Loans and receivables (including finance leases) | 1 653 272 | 890 201 | 719 380 | 43 691 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 14 287 | 14 287 | 0 | 0 |
| Intangible assets | 231 | 231 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 84 562 | 84 562 | 0 | 0 |
| Tax assets | 1 932 | 1 932 | 0 | 0 |
| Other assets | 1 217 | 1 129 | 88 | 0 |
| Non-current assets and disposal groups classified as held for sale | 7 142 | 7 142 | 0 | 0 |
| TOTAL ASSETS | 1 861 968 | 1 071 394 | 746 869 | 43 705 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 2 865 | 0 | 2 418 | 447 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 1 170 097 | 577 143 | 565 924 | 27 030 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 15 628 | 15 628 | 0 | 0 |
| Tax liabilities | 0 | 0 | 0 | 0 |
| Other liabilities | 2 053 | 734 | 1 319 | 0 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 1 190 643 | 593 505 | 569 661 | 27 477 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 601 774 | 601 774 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | -360 | -360 | | |
| Reserves (including retained earnings) | 64 232 | 64 232 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 5 679 | 5 679 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 671 325 | 671 325 | | |
| TOTAL LIABILITIES AND EQUITY | 1 861 968 | 1 264 830 | 569 661 | 27 477 |

INCOME STATEMENT

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 15 180 | 9 054 | 5 425 | 701 |
| Interest income | 22 026 | 11 439 | 9 718 | 869 |
| Interest expenses | 7 030 | 2 323 | 4 545 | 162 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 367 | 111 | 253 | 3 |
| Fee and commission expenses | 21 | 11 | 1 | 9 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 30 | 30 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 37 | 37 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | -9 | -9 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 20 | 20 | | |
| Other operating income | 83 | 83 | | |
| Other operating expenses | 323 | 323 | | |
| Administration costs | 2 518 | | | |
| Depreciation | 57 | | | |
| Provisions | 5 906 | | | |
| Impairment | 346 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | -43 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 6 310 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 631 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 5 679 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 5 679 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 5 679 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|----------------|----------------|----------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 1 719 452 | 911 865 | 763 139 | 44 448 |
| Central governments | 361 267 | 361 267 | 0 | 0 |
| Credit institutions | 794 078 | 427 861 | 363 154 | 3 063 |
| Non-credit institutions | 23 088 | 23 088 | 0 | 0 |
| Corporates (corporate customers) | 538 800 | 97 455 | 399 960 | 41 385 |
| Retail exposures | 2 219 | 2 194 | 25 | 0 |
| <i>Residential mortgage loans to individuals</i> | <i>1 474</i> | <i>1 449</i> | <i>25</i> | <i>0</i> |
| <i>Consumer loans</i> | <i>745</i> | <i>745</i> | <i>0</i> | <i>0</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 1 170 097 | 577 143 | 565 924 | 27 030 |
| <i>Credit institutions</i> | <i>472 692</i> | <i>29 536</i> | <i>419 513</i> | <i>23 643</i> |
| Deposits | 36 890 | 29 536 | 24 | 7 330 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 15 451 | 0 | 15 451 | 0 |
| Long-term funding | 420 351 | 0 | 404 038 | 16 313 |
| <i>Institutions other than credit institutions</i> | <i>695 895</i> | <i>546 614</i> | <i>145 896</i> | <i>3 385</i> |
| Deposits | 634 810 | 541 121 | 90 304 | 3 385 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 61 085 | 5 493 | 55 592 | 0 |
| <i>Individuals and households</i> | <i>1 510</i> | <i>993</i> | <i>515</i> | <i>2</i> |
| <i>Subordinated debt</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Order No. 100-000078 of 25 February 1999 of the BNB Governor to conduct bank transactions in Bulgaria and abroad and to conduct transactions under Article 1, paragraphs 1 and 2 of the Law on Banks.</p> <p>License updated by: Order No. RD 22-0842 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions; Order No. RD 22-2272 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of the Sofia City Court of 11 March 1999 on company file No. 3400 of 1999, lot No. 879, vol. 16, p. 38; re-entered in the Commercial Register to the Registry Agency, UIC 121856059, certificate No. 20080429100249 of 29 April 2008</p> |
| Address of the head office | <p>10 Stefan Karadzha Str., 1000 Sofia tel. 02/9306 333 Websites: www.nasbank.bg; www.bbr.bg</p> |
| Management | |
| Supervisory Board | <p>Rumen Andonov Porozhanov – Chairman Diana Toneva Dragneva-Ivanova Dorothea Ivanova Pandova-Gargova</p> |
| Management Board | <p>Assen Vasilev Yagodin – Chairman and Executive Director Vladimir Vladimirov Gyulev – Deputy Chairman and Executive Director Iliya Zapryanov Karanikolov – Executive Director Andrey Ivanov Genev Christo Vangelov Karamfilov</p> |
| Shareholders (shares over 10 per cent) | |
| | <p>Ministry of Finance – 100 per cent</p> |
| Auditor | <p>KPMG Bulgaria OOD</p> |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 874 437 | 760 240 | 105 775 | 8 422 |
| Financial assets held for trading | 66 905 | 49 815 | 4 344 | 12 746 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 208 526 | 56 993 | 148 433 | 3 100 |
| Loans and receivables (including finance leases) | 1 690 173 | 804 093 | 672 362 | 213 718 |
| Held-to-maturity investments | 122 550 | 49 069 | 73 481 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 58 669 | 58 669 | 0 | 0 |
| Intangible assets | 763 | 763 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 49 416 | 3 200 | 46 216 | 0 |
| Tax assets | 1 528 | 1 528 | 0 | 0 |
| Other assets | 73 916 | 72 419 | 1 035 | 462 |
| Non-current assets and disposal groups classified as held for sale | 2 038 | 2 038 | 0 | 0 |
| TOTAL ASSETS | 3 148 921 | 1 858 827 | 1 051 646 | 238 448 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 7 676 | 0 | 0 | 7 676 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 2 801 377 | 1 657 197 | 986 149 | 158 031 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 0 | 0 | 0 | 0 |
| Tax liabilities | 218 | 209 | 9 | 0 |
| Other liabilities | 3 123 | 2 865 | 245 | 13 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 2 812 394 | 1 660 271 | 986 403 | 165 720 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 113 154 | 113 154 | | |
| Share premium | 79 444 | 79 444 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | -2 367 | -2 367 | | |
| Reserves (including retained earnings) | 143 257 | 143 257 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 3 039 | 3 039 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 336 527 | 336 527 | | |
| TOTAL LIABILITIES AND EQUITY | 3 148 921 | 1 996 798 | 986 403 | 165 720 |

INCOME STATEMENT
 (March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 18 686 | 10 333 | 5 641 | 2 712 |
| Interest income | 41 923 | 22 799 | 16 169 | 2 955 |
| Interest expenses | 30 623 | 17 550 | 11 947 | 1 126 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 1 | 0 | 0 | 1 |
| Fee and commission income | 6 776 | 4 049 | 1 803 | 924 |
| Fee and commission expenses | 1 075 | 649 | 384 | 42 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 1 177 | 1 177 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 2 025 | 2 025 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | -1 733 | -1 733 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 3 | 3 | | |
| Other operating income | 212 | 212 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 16 491 | | | |
| Depreciation | 1 980 | | | |
| Provisions | 0 | | | |
| Impairment | -3 161 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 3 376 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 337 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 3 039 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 3 039 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 3 039 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|------------------|------------------|----------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 1 712 777 | 825 115 | 673 937 | 213 725 |
| Central governments | 12 630 | 12 630 | 0 | 0 |
| Credit institutions | 159 688 | 6 | 111 389 | 48 293 |
| Non-credit institutions | 95 307 | 45 040 | 30 633 | 19 634 |
| Corporates (corporate customers) | 1 186 872 | 544 402 | 496 821 | 145 649 |
| Retail exposures | 258 280 | 223 037 | 35 094 | 149 |
| <i>Residential mortgage loans to individuals</i> | <i>75 894</i> | <i>50 833</i> | <i>25 005</i> | <i>56</i> |
| <i>Consumer loans</i> | <i>182 386</i> | <i>172 204</i> | <i>10 089</i> | <i>93</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 2 801 377 | 1 657 197 | 986 149 | 158 031 |
| <i>Credit institutions</i> | <i>84 438</i> | <i>58 571</i> | <i>23 210</i> | <i>2 657</i> |
| Deposits | 27 904 | 18 134 | 7 113 | 2 657 |
| Repo transactions | 14 141 | 0 | 14 141 | 0 |
| Short-term funding | 1 956 | 0 | 1 956 | 0 |
| Long-term funding | 40 437 | 40 437 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | <i>932 379</i> | <i>567 632</i> | <i>333 857</i> | <i>30 890</i> |
| Deposits | 929 916 | 567 034 | 331 992 | 30 890 |
| Repo transactions | 1 865 | 0 | 1 865 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 598 | 598 | 0 | 0 |
| <i>Individuals and households</i> | <i>1 784 560</i> | <i>1 030 994</i> | <i>629 082</i> | <i>124 484</i> |
| <i>Subordinated debt</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Protocol No. 14 of 25 February 1991 of the BNB to conduct bank transactions in Bulgaria.</p> <p>License updated by:</p> <p>Order No. 100-000398 of 11 November 1998 of the BNB Governing Council to conduct bank transactions abroad;</p> <p>Order No. 100-00493 of 17 November 1999 of the BNB Governor in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-0849 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2256 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by resolution of 28 March 1991 of the Sofia City Court on company file No. 5227 of 1991, lot No. 334, vol. 4, p. 11; re-entered in the Commercial Register to the Registry Agency, UIC 831447150, certificate No. 20080718100200 of 18 July 2008</p> |
| Address of the head office | <p>103 Rakovski Str., 1086 Sofia</p> <p>tel. 02/926 62 66</p> <p>Website: www.ccbank.bg</p> |
| Management | |
| Supervisory Board | <p>Ivo Kamenov Georgiev – Chairman</p> <p>Marin Velikov Mitev</p> <p>Central Cooperative Union, represented by Petar Ivanov Stefanov</p> |
| Management Board | <p>Alexander Asenov Vodenicharov – Chairman</p> <p>Tsvetan Tsankov Botev – Deputy Chairman</p> <p>Georgi Dimitrov Konstantinov – Executive Director</p> <p>Ivaylo Lazarov Donchev – Executive Director</p> <p>Sava Marinov Stoynov – Executive Director</p> <p>Alexander Dimitrov Kerezov</p> <p>Biser Yordanov Slavkov</p> <p>Tsvetanka Donkova Krumova</p> |
| Procurator | Tihomir Angelov Atanasov |
| Shareholders (shares over 10 per cent) | CCB Group EAD – 68.56 per cent |
| Auditor | Deloitte Audit OOD |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 147 475 | 129 796 | 12 529 | 5 150 |
| Financial assets held for trading | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 112 129 | 78 077 | 34 042 | 10 |
| Loans and receivables (including finance leases) | 1 617 563 | 488 857 | 995 210 | 133 496 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 54 616 | 54 616 | 0 | 0 |
| Intangible assets | 1 464 | 1 464 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 18 726 | 18 726 | 0 | 0 |
| Tax assets | 560 | 560 | 0 | 0 |
| Other assets | 7 019 | 6 812 | 167 | 40 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 1 959 552 | 778 908 | 1 041 948 | 138 696 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 1 669 752 | 799 794 | 732 055 | 137 903 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 54 | 36 | 18 | 0 |
| Tax liabilities | 0 | 0 | 0 | 0 |
| Other liabilities | 11 328 | 5 340 | 4 897 | 1 091 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 1 681 134 | 805 170 | 736 970 | 138 994 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 227 933 | 227 933 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 5 048 | 5 048 | | |
| Reserves (including retained earnings) | 42 795 | 42 795 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 2 642 | 2 642 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 278 418 | 278 418 | | |
| TOTAL LIABILITIES AND EQUITY | 1 959 552 | 1 083 588 | 736 970 | 138 994 |

**INCOME STATEMENT**

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 23 593 | 14 791 | 9 305 | -503 |
| Interest income | 26 648 | 13 158 | 13 414 | 76 |
| Interest expenses | 14 557 | 7 186 | 6 497 | 874 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 9 530 | 6 662 | 2 569 | 299 |
| Fee and commission expenses | 327 | 142 | 181 | 4 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 396 | 396 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 546 | 546 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 1 | 1 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 54 | 54 | | |
| Other operating income | 1 328 | 1 328 | | |
| Other operating expenses | 26 | 26 | | |
| Administration costs | 16 604 | | | |
| Depreciation | 1 379 | | | |
| Provisions | 0 | | | |
| Impairment | 2 968 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 2 642 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 2 642 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 2 642 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 2 642 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|-----------|-----------|-----------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 1 757 937 | 542 185 | 1 082 254 | 133 498 |
| Central governments | 13 483 | 1 565 | 11 918 | 0 |
| Credit institutions | 459 451 | 35 | 326 427 | 132 989 |
| Non-credit institutions | 41 056 | 18 988 | 22 068 | 0 |
| Corporates (corporate customers) | 774 025 | 197 321 | 576 265 | 439 |
| Retail exposures | 469 922 | 324 276 | 145 576 | 70 |
| <i>Residential mortgage loans to individuals</i> | 223 562 | 86 603 | 136 953 | 6 |
| <i>Consumer loans</i> | 246 360 | 237 673 | 8 623 | 64 |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 1 669 752 | 799 794 | 732 055 | 137 903 |
| <i>Credit institutions</i> | 224 083 | 14 431 | 209 652 | 0 |
| Deposits | 152 371 | 11 431 | 140 940 | 0 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 71 712 | 3 000 | 68 712 | 0 |
| <i>Institutions other than credit institutions</i> | 566 067 | 469 519 | 65 593 | 30 955 |
| Deposits | 566 067 | 469 519 | 65 593 | 30 955 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Individuals and households</i> | 742 477 | 315 844 | 319 685 | 106 948 |
| <i>Subordinated debt</i> | 137 125 | 0 | 137 125 | 0 |
| <i>Debt/equity (hybrid) instruments</i> | 0 | 0 | 0 | 0 |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 26 of 27 January 1995 of the BNB Governing Council under Article 9, paragraph 1 of the Law on Banks and Credit Activity to conduct bank transactions in Bulgaria and abroad.</p> <p>License updated by:</p> <p>Order No. 100-00502 of 18 November 1999 of the BNB Governing Council in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-0858 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2255 of 16 November 2009 of the BNB Governing Council in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of 8 March 1995 of the Sofia City Court on company file No. 2757 of 1995, lot No. 665, vol. 12, reg. II, p. 126; re-entered in the Commercial Register to the Registry Agency, UIC 831686320, certificate No. 20080227204600 of 27 February 2008</p> |
| Address of the head office | <p>1 Tsar Boris III Blvd., 1612 Sofia tel. 02/9399 240; 02/9399 111 Website: www.cibank.bg</p> |
| Management | |
| Supervisory Board | <p>Marco Voljč – Chairman Guy Libot – Deputy Chairman Ronny Delchambre</p> |
| Management Board | <p>Peter Grozdev Andronov – Chairman and Chief Executive Director Alexander Dimitrov Dimitrov – Executive Director Frank Jansen – Executive Director Hristina Filipova – Executive Director Christof De Mil – Executive Director</p> |
| Shareholders (shares over 10 per cent) | <p>KBC BANK N.V., Kingdom Belgium – 100 per cent</p> |
| Auditor | <p>Ernst & Young Audit OOD</p> |



BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|----------------|----------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 64 984 | 64 577 | 285 | 122 |
| Financial assets held for trading | 63 825 | 4 630 | 52 259 | 6 936 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 89 317 | 80 345 | 8 972 | 0 |
| Loans and receivables (including finance leases) | 458 075 | 116 916 | 337 361 | 3 798 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 671 | 671 | 0 | 0 |
| Intangible assets | 0 | 0 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 379 | 379 | 0 | 0 |
| Other assets | 1 596 | 612 | 975 | 9 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 678 847 | 268 130 | 399 852 | 10 865 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 12 450 | 0 | 4 162 | 8 288 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 635 431 | 262 307 | 262 179 | 110 945 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 0 | 0 | 0 | 0 |
| Tax liabilities | 0 | 0 | 0 | 0 |
| Other liabilities | 11 209 | 2 833 | 6 161 | 2 215 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 659 090 | 265 140 | 272 502 | 121 448 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 0 | 0 | | |
| Share premium | 0 | 0 | | |
| Other equity | 174 | 174 | | |
| Revaluation reserves and other valuation differences | 604 | 604 | | |
| Reserves (including retained earnings) | 14 758 | 14 758 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 4 221 | 4 221 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 19 757 | 19 757 | | |
| TOTAL LIABILITIES AND EQUITY | 678 847 | 284 897 | 272 502 | 121 448 |


INCOME STATEMENT
(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 7 661 | 4 932 | 2 584 | 145 |
| Interest income | 3 420 | 1 233 | 2 167 | 20 |
| Interest expenses | 528 | 187 | 234 | 107 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 1 631 | 715 | 678 | 238 |
| Fee and commission expenses | 205 | 172 | 27 | 6 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 860 | 860 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | -534 | -534 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 3 357 | 3 357 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | -13 | -13 | | |
| Other operating income | 138 | 138 | | |
| Other operating expenses | 465 | 465 | | |
| Administration costs | 2 754 | | | |
| Depreciation | 64 | | | |
| Provisions | 0 | | | |
| Impairment | 132 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 4 711 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 490 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 4 221 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 4 221 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 4 221 | | | |



LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|---------|-----------|---------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 460 255 | 118 076 | 338 377 | 3 802 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 267 019 | 27 358 | 236 681 | 2 980 |
| Non-credit institutions | 1 | 1 | 0 | 0 |
| Corporates (corporate customers) | 193 235 | 90 717 | 101 696 | 822 |
| Retail exposures | 0 | 0 | 0 | 0 |
| <i>Residential mortgage loans to individuals</i> | 0 | 0 | 0 | 0 |
| <i>Consumer loans</i> | 0 | 0 | 0 | 0 |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 635 431 | 262 307 | 262 179 | 110 945 |
| <i>Credit institutions</i> | 111 691 | 31 735 | 69 118 | 10 838 |
| Deposits | 111 691 | 31 735 | 69 118 | 10 838 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | 522 619 | 230 493 | 192 081 | 100 045 |
| Deposits | 522 619 | 230 493 | 192 081 | 100 045 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Individuals and households</i> | 1 121 | 79 | 980 | 62 |
| <i>Subordinated debt</i> | 0 | 0 | 0 | 0 |
| <i>Debt/equity (hybrid) instruments</i> | 0 | 0 | 0 | 0 |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>By Order No. RD 22-319 of 22 June 2000 of the BNB Governor, Citibank N.A., New York, USA, was granted a permit to conduct bank transactions in the Republic of Bulgaria through a branch in Sofia. License amended by Order No. RD 22-319 of 11 December 2000 of the BNB Governor in accordance with the requirements of the Law on Banks.</p> <p>License updated by:</p> <p>Order No. RD 22-2279 of 25 October 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2273 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of 6 July 2000 of the Sofia City Court on company file No. 8611 of 2000, lot No. 57183, vol. 627, reg. I, p. 132, re-entered in the Commercial Register to the Registry Agency, UIC 130325402, certificate No. 20090430100728 of 30 April 2009</p> |
| Address of the branch | <p>2 Knyaginya Maria-Luiza Blvd., TSUM Business Centre, floor 5, 1000 Sofia tel. 02/9175 100; 9175 111 Website: www.citibank.com/bulgaria</p> |
| Management | <p>Plamen Nickolov Gonkov – Governor Borislava Stoianova Jereva-Naymushina – Governor Stanislava Petkova Taneva – Governor</p> |
| Shareholders (shares over 10 per cent) | <p>Citibank N.A., New York, USA – 100 per cent</p> |
| Auditor | <p>KPMG Bulgaria OOD</p> |



BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 507 071 | 374 043 | 122 268 | 10 760 |
| Financial assets held for trading | 352 127 | 35 241 | 313 515 | 3 371 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 173 472 | 74 298 | 99 174 | 0 |
| Loans and receivables (including finance leases) | 3 067 326 | 591 399 | 2 008 513 | 467 414 |
| Held-to-maturity investments | 76 176 | 72 972 | 3 204 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 85 737 | 85 737 | 0 | 0 |
| Intangible assets | 332 | 332 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 2 565 | 2 565 | 0 | 0 |
| Tax assets | 306 | 306 | 0 | 0 |
| Other assets | 16 148 | 14 568 | 1 576 | 4 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 4 281 260 | 1 251 461 | 2 548 250 | 481 549 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 3 872 910 | 1 815 434 | 1 566 946 | 490 530 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 256 | 256 | 0 | 0 |
| Tax liabilities | 3 313 | 3 313 | 0 | 0 |
| Other liabilities | 226 | 204 | 14 | 8 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 3 876 705 | 1 819 207 | 1 566 960 | 490 538 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 60 000 | 60 000 | | |
| Share premium | 48 500 | 48 500 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 30 144 | 30 144 | | |
| Reserves (including retained earnings) | 248 666 | 248 666 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 17 245 | 17 245 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 404 555 | 404 555 | | |
| TOTAL LIABILITIES AND EQUITY | 4 281 260 | 2 223 762 | 1 566 960 | 490 538 |


INCOME STATEMENT

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 32 136 | 3 930 | 27 534 | 672 |
| Interest income | 70 608 | 16 763 | 48 525 | 5 320 |
| Interest expenses | 46 210 | 19 561 | 21 799 | 4 850 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 3 453 | 1 940 | 1 304 | 209 |
| Fee and commission expenses | 726 | 223 | 496 | 7 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | -13 | -13 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | -1 071 | -1 071 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 5 961 | 5 961 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 67 | 67 | | |
| Other operating income | 448 | 448 | | |
| Other operating expenses | 381 | 381 | | |
| Administration costs | 10 322 | | | |
| Depreciation | 1 069 | | | |
| Provisions | 0 | | | |
| Impairment | 1 584 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 19 161 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 1 916 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 17 245 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 17 245 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 17 245 | | | |



LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|------------------|------------------|----------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 3 091 269 | 597 011 | 2 024 842 | 469 416 |
| Central governments | 1 969 | 1 969 | 0 | 0 |
| Credit institutions | 280 818 | 306 | 40 697 | 239 815 |
| Non-credit institutions | 53 305 | 40 634 | 3 073 | 9 598 |
| Corporates (corporate customers) | 2 739 343 | 551 977 | 1 967 395 | 219 971 |
| Retail exposures | 15 834 | 2 125 | 13 677 | 32 |
| <i>Residential mortgage loans to individuals</i> | <i>10 198</i> | <i>115</i> | <i>10 083</i> | <i>0</i> |
| <i>Consumer loans</i> | <i>5 636</i> | <i>2 010</i> | <i>3 594</i> | <i>32</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 3 872 910 | 1 815 434 | 1 566 946 | 490 530 |
| <i>Credit institutions</i> | <i>148 236</i> | <i>61 559</i> | <i>86 677</i> | <i>0</i> |
| Deposits | 39 652 | 21 065 | 18 587 | 0 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 108 584 | 40 494 | 68 090 | 0 |
| <i>Institutions other than credit institutions</i> | <i>2 034 915</i> | <i>1 013 782</i> | <i>705 143</i> | <i>315 990</i> |
| Deposits | 2 033 244 | 1 012 111 | 705 143 | 315 990 |
| Repo transactions | 1 610 | 1 610 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 61 | 61 | 0 | 0 |
| <i>Individuals and households</i> | <i>1 649 349</i> | <i>740 093</i> | <i>734 716</i> | <i>174 540</i> |
| <i>Subordinated debt</i> | <i>40 410</i> | <i>0</i> | <i>40 410</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |


STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 24 of 21 January 1994 of the BNB Governing Council. License updated by: Order No. 100-00499 of 18 November 1999 of the BNB Governor in accordance with the requirements of the Law on Banks; Order No. RD 22-0440 of 7 September 2000 of the BNB Governor in accordance with the requirements of the Law on Banks; Order No. RD 22-584 of 1 December 2000 of the BNB Governor in accordance with the requirements of the Law on Banks; Order No. RD 22-0859 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions; Order No. RD 22-2265 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by resolution of 6 May 1994 of the Sofia City Court on company file No. 3989 of 1994, lot No. 568, vol. 11, reg. II, p. 29; re-entered in the Commercial Register to the Registry Agency, UIC 831184677, certificate No. 20080204132305 of 4 February 2008</p> |
| Address of the head office | <p>10 Graf Ignatiev Str., 1000 Sofia tel. 02/980 93 62; 02/9375 601 Website: www.corpbank.bg</p> |
| Management | |
| Supervisory Board | <p>Tsvetan Radoev Vasilev – Chairman Zlatozar Krustev Surlekov Yancho Panayotov Angelov Warith Mubarak Said Al Kharusi Faysal Amur Mohamed Al Riyami</p> |
| Management Board | <p>Orlin Nikolov Rusev – Chairman and Executive Director Ilian Atanasov Zafirov – Executive Director Georgi Pankov Hristov – Executive Director</p> |
| Procurator | Alexander Miroslavov Pantaleev |
| Shareholders (shares over 10 per cent) | <p>Bromak EOOD – 50.29 per cent Bulgarian Acquisition Company II S.A.R.L – 30 per cent</p> |
| Auditor | KPMG Bulgaria OOD |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|----------------|----------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 53 077 | 21 709 | 30 536 | 832 |
| Financial assets held for trading | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 16 904 | 7 234 | 9 670 | 0 |
| Loans and receivables (including finance leases) | 377 532 | 90 414 | 259 580 | 27 538 |
| Held-to-maturity investments | 151 395 | 40 799 | 103 125 | 7 471 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 5 074 | 5 074 | 0 | 0 |
| Intangible assets | 344 | 344 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 220 | 220 | 0 | 0 |
| Other assets | 2 699 | 2 425 | 197 | 77 |
| Non-current assets and disposal groups classified as held for sale | 8 007 | 8 007 | 0 | 0 |
| TOTAL ASSETS | 615 252 | 176 226 | 403 108 | 35 918 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 548 815 | 267 982 | 245 577 | 35 256 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 161 | 161 | 0 | 0 |
| Tax liabilities | 52 | 52 | 0 | 0 |
| Other liabilities | 2 553 | 817 | 1 651 | 85 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 551 581 | 269 012 | 247 228 | 35 341 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 50 000 | 50 000 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 85 | 85 | | |
| Reserves (including retained earnings) | 12 946 | 12 946 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 640 | 640 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 63 671 | 63 671 | | |
| TOTAL LIABILITIES AND EQUITY | 615 252 | 332 683 | 247 228 | 35 341 |



INCOME STATEMENT

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 5 206 | 1 627 | 3 425 | 154 |
| Interest income | 8 848 | 2 496 | 6 020 | 332 |
| Interest expenses | 5 169 | 1 869 | 3 061 | 239 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 1 322 | 704 | 552 | 66 |
| Fee and commission expenses | 129 | 38 | 86 | 5 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | -40 | -40 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 237 | 237 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 3 | 3 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | 134 | 134 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 4 049 | | | |
| Depreciation | 395 | | | |
| Provisions | 0 | | | |
| Impairment | 51 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 711 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 71 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 640 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 640 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 640 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|----------------|----------------|----------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 380 935 | 91 501 | 261 895 | 27 539 |
| Central governments | 18 580 | 6 623 | 11 957 | 0 |
| Credit institutions | 99 932 | 21 868 | 64 949 | 13 115 |
| Non-credit institutions | 286 | 201 | 85 | 0 |
| Corporates (corporate customers) | 232 138 | 47 219 | 171 227 | 13 692 |
| Retail exposures | 29 999 | 15 590 | 13 677 | 732 |
| <i>Residential mortgage loans to individuals</i> | <i>4 087</i> | <i>0</i> | <i>4 087</i> | <i>0</i> |
| <i>Consumer loans</i> | <i>25 912</i> | <i>15 590</i> | <i>9 590</i> | <i>732</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 548 815 | 267 982 | 245 577 | 35 256 |
| <i>Credit institutions</i> | <i>46 974</i> | <i>20 128</i> | <i>26 846</i> | <i>0</i> |
| Deposits | 5 000 | 5 000 | 0 | 0 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 26 846 | 0 | 26 846 | 0 |
| Long-term funding | 15 128 | 15 128 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | <i>310 676</i> | <i>189 691</i> | <i>93 900</i> | <i>27 085</i> |
| Deposits | 310 090 | 189 105 | 93 900 | 27 085 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 586 | 586 | 0 | 0 |
| <i>Individuals and households</i> | <i>191 165</i> | <i>58 163</i> | <i>124 831</i> | <i>8 171</i> |
| <i>Subordinated debt</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 100-000101 of 12 March 1999 of the BNB Governor in accordance with the requirements of the Law on Banks.</p> <p>License updated by:</p> <p>Order No. RD 22-0862 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2264 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of 15 April 1999 of the Sofia City Court on company file No. 3936 of 1999, lot No. 50420, vol. 547, p. 178; re-entered in the Commercial Register to the Registry Agency, UIC 121884560, certificate No. 20080529100732 of 29 May 2008</p> |
| Address of the head office | <p>8 Tsar Osvoboditel Blvd., 1000 Sofia tel. 02/989 44 44; 02/935 71 71 Website: www.dbank.bg</p> |
| Management | |
| Supervisory Board | <p>Stoyan Iliev Alexandrov – Chairman Elenka Harizanova Manova Bahattin Gurbuz Emel Fuat Gyuven Valery Borisov Borisov</p> |
| Management Board | <p>Plamen Ivanov Petrov – Chairman and Executive Director Radka Boneva Nikodimova – Executive Director Angel Kirilov Gekov – Executive Director Gergana Chavdarova Beremska-Karadzhova Roumen Dimitrov Petrov</p> |
| Shareholders (shares over 10 per cent) | |
| | <p>Fuat Gyuven (Fuat Hyusniev Osmanov) – 100 per cent</p> |
| Auditor | <p>KPMG Bulgaria OOD</p> |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 691 918 | 647 574 | 34 460 | 9 884 |
| Financial assets held for trading | 34 830 | 19 531 | 15 299 | 0 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 156 238 | 89 378 | 35 984 | 30 876 |
| Loans and receivables (including finance leases) | 7 565 480 | 3 731 914 | 3 591 872 | 241 694 |
| Held-to-maturity investments | 22 008 | 7 345 | 13 225 | 1 438 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 289 009 | 289 009 | 0 | 0 |
| Intangible assets | 30 450 | 30 450 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 23 055 | 23 055 | 0 | 0 |
| Tax assets | 1 673 | 1 673 | 0 | 0 |
| Other assets | 44 218 | 43 683 | 413 | 122 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 8 858 879 | 4 883 612 | 3 691 253 | 284 014 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 823 | 823 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 7 387 790 | 4 584 279 | 2 513 844 | 289 667 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 6 588 | 6 588 | 0 | 0 |
| Tax liabilities | 9 206 | 9 206 | 0 | 0 |
| Other liabilities | 59 652 | 56 257 | 3 072 | 323 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 7 464 059 | 4 657 153 | 2 516 916 | 289 990 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 153 984 | 153 984 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 78 895 | 78 895 | | |
| Reserves (including retained earnings) | 1 090 764 | 1 090 764 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 71 177 | 71 177 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 1 394 820 | 1 394 820 | | |
| TOTAL LIABILITIES AND EQUITY | 8 858 879 | 6 051 973 | 2 516 916 | 289 990 |

INCOME STATEMENT
 (March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 165 389 | 116 455 | 47 168 | 1 766 |
| Interest income | 178 293 | 110 369 | 65 127 | 2 797 |
| Interest expenses | 49 881 | 30 891 | 17 959 | 1 031 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 1 | 1 | 0 | 0 |
| Fee and commission income | 25 721 | 25 721 | 0 | 0 |
| Fee and commission expenses | 2 295 | 2 295 | 0 | 0 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 10 092 | 10 092 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 2 744 | 2 744 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 172 | 172 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 106 | 106 | | |
| Other operating income | 1 097 | 1 097 | | |
| Other operating expenses | 661 | 661 | | |
| Administration costs | 45 171 | | | |
| Depreciation | 8 634 | | | |
| Provisions | -10 | | | |
| Impairment | 32 504 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 79 090 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 7 913 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 71 177 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 71 177 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 71 177 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|------------------|------------------|------------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 8 518 529 | 4 379 173 | 3 894 142 | 245 214 |
| Central governments | 13 403 | 10 103 | 3 300 | 0 |
| Credit institutions | 916 826 | 65 573 | 615 172 | 236 081 |
| Non-credit institutions | 57 607 | 11 231 | 46 376 | 0 |
| Corporates (corporate customers) | 2 073 174 | 633 541 | 1 431 252 | 8 381 |
| Retail exposures | 5 457 519 | 3 658 725 | 1 798 042 | 752 |
| <i>Residential mortgage loans to individuals</i> | <i>2 603 318</i> | <i>1 412 573</i> | <i>1 190 070</i> | <i>675</i> |
| <i>Consumer loans</i> | <i>2 854 201</i> | <i>2 246 152</i> | <i>607 972</i> | <i>77</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 7 387 790 | 4 584 279 | 2 513 844 | 289 667 |
| <i>Credit institutions</i> | <i>83 115</i> | <i>42 322</i> | <i>40 793</i> | <i>0</i> |
| Deposits | 49 061 | 22 072 | 26 989 | 0 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 1 956 | 0 | 1 956 | 0 |
| Long-term funding | 32 098 | 20 250 | 11 848 | 0 |
| <i>Institutions other than credit institutions</i> | <i>1 271 584</i> | <i>835 826</i> | <i>325 947</i> | <i>109 811</i> |
| Deposits | 1 271 584 | 835 826 | 325 947 | 109 811 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Individuals and households</i> | <i>5 343 775</i> | <i>3 706 131</i> | <i>1 457 788</i> | <i>179 856</i> |
| <i>Subordinated debt</i> | <i>689 316</i> | <i>0</i> | <i>689 316</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>State Savings Bank (SSB) was transformed into a commercial bank according to Ordinance No. 59 of 25 November 1998 of the Council of Ministers pursuant to the Law on Transformation of the SSB (Darjaven Vestnik, issue 48 of 28 April 1998). By Order No. RD 22-0082 of 26 September 2002 of the BNB Governor, DSK Bank was granted a permission to conduct bank transactions under Article 1, paragraphs 1 and 2 of the Law on Banks.</p> <p>License updated by: Order No. RD 22-0843 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions; Order No. RD 22-2251 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of 26 January 1999 of the Sofia City Court on company file No. 756 of 1999, lot No. 875, vol. 16, reg. II, p. 22; re-entered in the Commercial Register to the Registry Agency, UIC 121830616, certificate No. 20080408143126 of 8 April 2008</p> |
| Address of the head office | <p>19 Moskovska Str., 1036 Sofia tel. 02/9391 220 Website: www.dskbank.bg</p> |
| Management | |
| Supervisory Board | <p>Laszlo Bencsik – Chairman Csaba Nagy Frigyes Harshegyi Andras Takacs Laszlo Wolf Gabor Kuncze Zoltan Dencs</p> |
| Management Board | <p>Violina Marinova Spasova – Chairman and Chief Executive Director Diana Decheva Miteva – Executive Director Dorothea Nikolaeva Nikolova – Executive Director Andrey Iliev Nikolov – Executive Director Miroslav Stanimirov Vichev – Executive Director Nikolay Borisov Borisov – Executive Director</p> |
| Shareholders (shares over 10 per cent) | <p>OTP Bank RT, Hungary – 100 per cent</p> |
| Auditor | <p>KPMG Bulgaria OOD</p> |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|----------------|----------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 33 610 | 12 507 | 18 381 | 2 722 |
| Financial assets held for trading | 43 | 43 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 382 | 360 | 22 | 0 |
| Loans and receivables (including finance leases) | 427 727 | 53 149 | 331 720 | 42 858 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 7 591 | 7 591 | 0 | 0 |
| Intangible assets | 5 984 | 5 984 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 0 | 0 | 0 | 0 |
| Other assets | 4 726 | 3 969 | 755 | 2 |
| Non-current assets and disposal groups classified as held for sale | 21 000 | 21 000 | 0 | 0 |
| TOTAL ASSETS | 501 063 | 104 603 | 350 878 | 45 582 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 435 100 | 82 885 | 307 098 | 45 117 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 104 | 104 | 0 | 0 |
| Tax liabilities | 45 | 41 | 4 | 0 |
| Other liabilities | 8 070 | 2 303 | 5 394 | 373 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 443 319 | 85 333 | 312 496 | 45 490 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 83 876 | 83 876 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 148 | 148 | | |
| Reserves (including retained earnings) | -24 321 | -24 321 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | -1 959 | -1 959 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 57 744 | 57 744 | | |
| TOTAL LIABILITIES AND EQUITY | 501 063 | 143 077 | 312 496 | 45 490 |

INCOME STATEMENT

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 5 968 | 967 | 5 164 | -163 |
| Interest income | 8 550 | 1 239 | 7 281 | 30 |
| Interest expenses | 3 452 | 871 | 2 385 | 196 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 611 | 257 | 350 | 4 |
| Fee and commission expenses | 142 | 59 | 82 | 1 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 408 | 408 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | -23 | -23 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | -1 | -1 | | |
| Other operating income | 17 | 17 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 4 496 | | | |
| Depreciation | 707 | | | |
| Provisions | 0 | | | |
| Impairment | 2 724 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | -1 959 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | -1 959 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | -1 959 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | -1 959 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|----------------|---------------|----------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 455 767 | 62 017 | 350 892 | 42 858 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 61 655 | 67 | 19 693 | 41 895 |
| Non-credit institutions | 0 | 0 | 0 | 0 |
| Corporates (corporate customers) | 285 027 | 48 177 | 235 887 | 963 |
| Retail exposures | 109 085 | 13 773 | 95 312 | 0 |
| <i>Residential mortgage loans to individuals</i> | <i>86 505</i> | <i>0</i> | <i>86 505</i> | <i>0</i> |
| <i>Consumer loans</i> | <i>22 580</i> | <i>13 773</i> | <i>8 807</i> | <i>0</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 435 100 | 82 885 | 307 098 | 45 117 |
| <i>Credit institutions</i> | <i>212 230</i> | <i>60</i> | <i>181 214</i> | <i>30 956</i> |
| Deposits | 32 126 | 60 | 13 731 | 18 335 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 180 104 | 0 | 167 483 | 12 621 |
| <i>Institutions other than credit institutions</i> | <i>113 254</i> | <i>63 137</i> | <i>44 232</i> | <i>5 885</i> |
| Deposits | 113 254 | 63 137 | 44 232 | 5 885 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Individuals and households</i> | <i>92 224</i> | <i>19 688</i> | <i>64 260</i> | <i>8 276</i> |
| <i>Subordinated debt</i> | <i>17 392</i> | <i>0</i> | <i>17 392</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |

STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 337 of 2 November 1994 of the BNB Governing Council to conduct bank transactions in Bulgaria under the Law on Banks and Credit Activity. License updated by:</p> <p>Resolution No. 86 of 30 January 1997 of the BNB Governing Council and Order No. 100-01112 of 8 September 1997 of the BNB Governing Council in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-0860 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2266 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by resolution of the Sofia City Court on company file No. 21376 of 1994, lot No. 20768, vol. 253, p. 168; re-entered in the Commercial Register to the Registry Agency, UIC 831595828, certificate No. 20080804152653 of 4 August 2008</p> |
| Address of the head office | <p>2 Knyaginya Maria-Louisa Blvd., fl. 5, 1000 Sofia tel. 02/8951 204 Website: www.emporiki.bg</p> |
| Management | |
| Supervisory Board | <p>Christos Katsanis – Chairman François Pinchon Vincent Julita</p> |
| Management Board | <p>Athanasios Petropoulos – Chairman and Executive Director Galya Dimitrova Dimitrova – Executive Director Ioannis Vassilios Pilinis – Executive Director and Procurator Boyka Markova Vassileva Christos Panagiotis Pantazis</p> |
| Shareholders (shares over 10 per cent) | |
| | IUB Holding SAS, Republic of France – 100 per cent |
| Auditor | PricewaterhouseCoopers Bulgaria OOD |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 693 871 | 669 960 | 14 382 | 9 529 |
| Financial assets held for trading | 16 982 | 4 625 | 11 660 | 697 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 138 658 | 7 193 | 48 727 | 82 738 |
| Loans and receivables (including finance leases) | 4 870 955 | 1 600 473 | 3 116 693 | 153 789 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 66 116 | 66 116 | 0 | 0 |
| Intangible assets | 31 094 | 31 094 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 3 250 | 3 250 | 0 | 0 |
| Other assets | 28 335 | 25 047 | 2 088 | 1 200 |
| Non-current assets and disposal groups classified as held for sale | 7 651 | 7 651 | 0 | 0 |
| TOTAL ASSETS | 5 856 912 | 2 415 409 | 3 193 550 | 247 953 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 8 804 | 39 | 7 467 | 1 298 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 5 008 432 | 2 494 741 | 2 158 542 | 355 149 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 9 920 | 0 | 9 920 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 4 631 | 4 630 | 1 | 0 |
| Tax liabilities | 3 945 | 3 945 | 0 | 0 |
| Other liabilities | 30 011 | 22 714 | 4 150 | 3 147 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 5 065 743 | 2 526 069 | 2 180 080 | 359 594 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 452 753 | 452 753 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | -5 728 | -5 728 | | |
| Reserves (including retained earnings) | 341 847 | 341 847 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 2 297 | 2 297 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 791 169 | 791 169 | | |
| TOTAL LIABILITIES AND EQUITY | 5 856 912 | 3 317 238 | 2 180 080 | 359 594 |

INCOME STATEMENT

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 69 405 | 38 981 | 30 393 | 31 |
| Interest income | 109 384 | 53 107 | 50 521 | 5 756 |
| Interest expenses | 55 764 | 26 902 | 22 801 | 6 061 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 4 | 0 | 0 | 4 |
| Fee and commission income | 14 262 | 10 591 | 3 217 | 454 |
| Fee and commission expenses | 3 459 | 2 793 | 544 | 122 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 253 | 253 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 2 694 | 2 694 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 48 | 48 | | |
| Exchange differences, net | 13 | 13 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | -159 | -159 | | |
| Other operating income | 2 129 | 2 129 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 36 426 | | | |
| Depreciation | 3 536 | | | |
| Provisions | 264 | | | |
| Impairment | 26 606 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 2 573 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 276 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 2 297 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 2 297 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 2 297 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|------------------|------------------|------------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 5 142 694 | 1 740 159 | 3 239 448 | 163 087 |
| Central governments | 3 223 | 2 423 | 800 | 0 |
| Credit institutions | 796 015 | 21 782 | 767 604 | 6 629 |
| Non-credit institutions | 31 986 | 168 | 31 818 | 0 |
| Corporates (corporate customers) | 2 498 476 | 582 335 | 1 866 110 | 50 031 |
| Retail exposures | 1 812 994 | 1 133 451 | 573 116 | 106 427 |
| <i>Residential mortgage loans to individuals</i> | <i>864 816</i> | <i>295 667</i> | <i>479 030</i> | <i>90 119</i> |
| <i>Consumer loans</i> | <i>948 178</i> | <i>837 784</i> | <i>94 086</i> | <i>16 308</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 5 008 432 | 2 494 741 | 2 158 542 | 355 149 |
| <i>Credit institutions</i> | <i>97 966</i> | <i>37 269</i> | <i>36 427</i> | <i>24 270</i> |
| Deposits | 39 336 | 17 016 | 22 215 | 105 |
| Repo transactions | 24 165 | 0 | 0 | 24 165 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 34 465 | 20 253 | 14 212 | 0 |
| <i>Institutions other than credit institutions</i> | <i>1 567 313</i> | <i>743 421</i> | <i>796 971</i> | <i>26 921</i> |
| Deposits | 1 435 976 | 743 421 | 665 634 | 26 921 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 131 337 | 0 | 131 337 | 0 |
| <i>Individuals and households</i> | <i>3 220 162</i> | <i>1 688 992</i> | <i>1 227 212</i> | <i>303 958</i> |
| <i>Subordinated debt</i> | <i>122 991</i> | <i>25 059</i> | <i>97 932</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



A Member of Eurobank EFG Group

EUROBANK EFG BULGARIA

STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 21 of 14 March 1991 of the BNB Governing Council. License updated by: Resolution No. 15 of 15 April 1992 of the BNB Governing Council to conduct currency activity in accordance with the requirements of the Law on Banks and Credit Activity; Order No. 100-00488 of 17 November 1999 of the BNB Governor in accordance with the requirements of the Law on Banks; Order No. RD 22-0845 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions; Order No. RD 22-2252 of 16 November 2009 of the BNB Governor in accordance with the Law on Amendment to the Law on Credit Institutions</p> |
| Legal registration | <p>Entered in the Commercial Register by resolution of the Sofia City Court on company file No. 10646 of 1991, lot No. 414, vol. 4, p. 91; re-entered in the Commercial Register to the Registry Agency, UIC 000694749, certificate No. 20080311154207 of 11 March 2008</p> |
| Address of the head office | <p>14 Tsar Osvoboditel Blvd., 1048 Sofia tel. 02/8166 000 Website: www.postbank.bg</p> |
| Management | |
| Supervisory Board | <p>Piergiorgio Pradelli – Chairman Theodoros Karakasis – Deputy Chairman Evangelos Yoanis Kavvalos Nikolaos Aliprantis Christos Adam</p> |
| Management Board | <p>Anthony C. Hassiotis – Chairman and Chief Executive Director Petia Nikolova Dimitrova – Executive Director Yiannis Aristidis Vouyioukas Iordan Marinov Souvandjiev Ilian Konstantinov Raychev</p> |
| Procurator | <p>Milena Ivaylova Vaneva</p> |
| Shareholders (shares over 10 per cent) | <p>EFG New Europe Holding B.V., Kingdom Netherlands – 54.27 per cent EFG Eurobank Ergasias S.A., Greece – 34.56 per cent CEN Balkan Holdings Limited, Cyprus – 11.16 per cent</p> |
| Auditor | <p>PricewaterhouseCoopers Bulgaria OOD</p> |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 590 776 | 132 809 | 448 909 | 9 058 |
| Financial assets held for trading | 8 769 | 5 920 | 2 211 | 638 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 815 974 | 52 636 | 734 433 | 28 905 |
| Loans and receivables (including finance leases) | 4 527 700 | 876 725 | 3 227 128 | 423 847 |
| Held-to-maturity investments | 52 537 | 0 | 43 751 | 8 786 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 178 512 | 178 031 | 481 | 0 |
| Intangible assets | 13 823 | 13 823 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 36 371 | 12 936 | 23 435 | 0 |
| Tax assets | 7 139 | 7 040 | 99 | 0 |
| Other assets | 30 022 | 28 633 | 837 | 552 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 6 261 623 | 1 308 553 | 4 481 284 | 471 786 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 5 770 123 | 2 507 872 | 2 783 706 | 478 545 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 114 | 0 | 0 | 114 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 0 | 0 | 0 | 0 |
| Tax liabilities | 5 141 | 4 390 | 749 | 2 |
| Other liabilities | 2 649 | 2 435 | 205 | 9 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 5 778 027 | 2 514 697 | 2 784 660 | 478 670 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 110 000 | 110 000 | | |
| Share premium | 97 000 | 97 000 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 1 036 | 1 036 | | |
| Reserves (including retained earnings) | 269 299 | 269 299 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 6 261 | 6 261 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 483 596 | 483 596 | | |
| TOTAL LIABILITIES AND EQUITY | 6 261 623 | 2 998 293 | 2 784 660 | 478 670 |

INCOME STATEMENT
 (March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 55 329 | 9 949 | 41 872 | 3 508 |
| Interest income | 111 703 | 26 071 | 78 189 | 7 443 |
| Interest expenses | 75 708 | 28 997 | 42 131 | 4 580 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 18 064 | 11 102 | 6 253 | 709 |
| Fee and commission expenses | 2 379 | 1 876 | 439 | 64 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 483 | 483 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 1 663 | 1 663 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 289 | 289 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | 1 292 | 1 292 | | |
| Other operating expenses | 78 | 78 | | |
| Administration costs | 38 173 | | | |
| Depreciation | 5 101 | | | |
| Provisions | 0 | | | |
| Impairment | 5 064 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 6 991 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 730 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 6 261 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 6 261 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 6 261 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|------------------|------------------|------------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 4 663 197 | 955 349 | 3 282 657 | 425 191 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 381 903 | 10 | 278 278 | 103 615 |
| Non-credit institutions | 14 439 | 13 772 | 41 | 626 |
| Corporates (corporate customers) | 3 480 873 | 460 764 | 2 701 822 | 318 287 |
| Retail exposures | 785 982 | 480 803 | 302 516 | 2 663 |
| <i>Residential mortgage loans to individuals</i> | <i>344 622</i> | <i>144 156</i> | <i>199 455</i> | <i>1 011</i> |
| <i>Consumer loans</i> | <i>441 360</i> | <i>336 647</i> | <i>103 061</i> | <i>1 652</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 5 770 123 | 2 507 872 | 2 783 706 | 478 545 |
| <i>Credit institutions</i> | <i>81 166</i> | <i>38 824</i> | <i>31 454</i> | <i>10 888</i> |
| Deposits | 2 979 | 504 | 1 190 | 1 285 |
| Repo transactions | 45 456 | 13 069 | 22 784 | 9 603 |
| Short-term funding | 4 185 | 0 | 4 185 | 0 |
| Long-term funding | 28 546 | 25 251 | 3 295 | 0 |
| <i>Institutions other than credit institutions</i> | <i>993 243</i> | <i>623 203</i> | <i>297 703</i> | <i>72 337</i> |
| Deposits | 985 553 | 615 513 | 297 703 | 72 337 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 7 690 | 7 690 | 0 | 0 |
| <i>Individuals and households</i> | <i>4 499 153</i> | <i>1 845 845</i> | <i>2 257 988</i> | <i>395 320</i> |
| <i>Subordinated debt</i> | <i>52 139</i> | <i>0</i> | <i>52 139</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>144 422</i> | <i>0</i> | <i>144 422</i> | <i>0</i> |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 278 of 1 October 1993 of the BNB Governing Council to conduct bank transactions in Bulgaria in accordance with the requirements of the Law on Banks and Credit Activity. License amended by Resolution No. 273 of 14 September 1995 of the BNB Governing Council to conduct bank transactions abroad. License updated by:</p> <p>Order No. 100-00498 of 18 November 1999 of the BNB Governor in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-0857 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2257 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by resolution of the Sofia City Court on company file No. 18045 of 1993, lot No. 11941, vol. 163, p. 106; re-entered in the Commercial Register to the Registry Agency, UIC 831094393, certificate No. 20080421091311 of 21 April 2008</p> |
| Address of the head office | <p>37 Dragan Tsankov Blvd., 1797 Sofia tel. 02/91 001 Website: www.fibank.bg</p> |
| Management | |
| Supervisory Board | <p>Evgeni Krustev Lukanov – Chairman Maya Lyubenova Georgieva – Deputy Chairman Georgi Dimitrov Mutaftchiev Radka Veselinova Mineva Jordan Velichkov Skorchev</p> |
| Management Board | <p>Dimitar Kostov Kostov – Executive Director Vassil Hristov Hristov – Executive Director Svetoslav Stojanov Moldovanski – Executive Director Stanislav Ganey Bozhkov Maya Ivanova Oyfalosh</p> |
| Shareholders (shares over 10 per cent) | <p>Ivaylo Dimitrov Mutaftchiev – 28.94 per cent Tzako Todorov Minev – 28.94 per cent</p> |
| Auditor | KPMG Bulgaria OOD |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|----------------|----------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 42 813 | 42 237 | 320 | 256 |
| Financial assets held for trading | 60 641 | 3 044 | 38 737 | 18 860 |
| Financial assets designated at fair value through profit or loss | 228 164 | 23 000 | 193 014 | 12 150 |
| Available-for-sale financial assets | 158 | 158 | 0 | 0 |
| Loans and receivables (including finance leases) | 348 757 | 121 709 | 213 785 | 13 263 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 1 124 | 998 | 126 | 0 |
| Intangible assets | 517 | 517 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 446 | 446 | 0 | 0 |
| Other assets | 42 051 | 976 | 41 073 | 2 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 724 671 | 193 085 | 487 055 | 44 531 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 677 | 0 | 422 | 255 |
| Financial liabilities designated at fair value through profit or loss | 229 101 | 44 006 | 125 344 | 59 751 |
| Financial liabilities measured at amortised cost | 481 140 | 258 072 | 199 792 | 23 276 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 0 | 0 | 0 | 0 |
| Tax liabilities | 0 | 0 | 0 | 0 |
| Other liabilities | 6 300 | 1 115 | 4 972 | 213 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 717 218 | 303 193 | 330 530 | 83 495 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 0 | 0 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 437 | 437 | | |
| Reserves (including retained earnings) | 4 779 | 4 779 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 2 237 | 2 237 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 7 453 | 7 453 | | |
| TOTAL LIABILITIES AND EQUITY | 724 671 | 310 646 | 330 530 | 83 495 |

**INCOME STATEMENT**

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 6 746 | 2 755 | 3 449 | 542 |
| Interest income | 4 538 | 661 | 3 395 | 482 |
| Interest expenses | 489 | 74 | 361 | 54 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 1 174 | 586 | 459 | 129 |
| Fee and commission expenses | 287 | 228 | 44 | 15 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 1 822 | 1 822 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 53 | 53 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | -271 | -271 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | 206 | 206 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 4 294 | | | |
| Depreciation | 162 | | | |
| Provisions | 0 | | | |
| Impairment | -196 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 2 486 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 249 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 2 237 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 2 237 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 2 237 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|---------|-----------|---------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 349 349 | 121 845 | 214 240 | 13 264 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 16 082 | 45 | 2 773 | 13 264 |
| Non-credit institutions | 4 534 | 0 | 4 534 | 0 |
| Corporates (corporate customers) | 328 733 | 121 800 | 206 933 | 0 |
| Retail exposures | 0 | 0 | 0 | 0 |
| <i>Residential mortgage loans to individuals</i> | 0 | 0 | 0 | 0 |
| <i>Consumer loans</i> | 0 | 0 | 0 | 0 |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 710 241 | 302 078 | 325 136 | 83 027 |
| <i>Credit institutions</i> | 261 715 | 76 529 | 125 359 | 59 827 |
| Deposits | 261 715 | 76 529 | 125 359 | 59 827 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | 448 526 | 225 549 | 199 777 | 23 200 |
| Deposits | 448 526 | 225 549 | 199 777 | 23 200 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Individuals and households</i> | 0 | 0 | 0 | 0 |
| <i>Subordinated debt</i> | 0 | 0 | 0 | 0 |
| <i>Debt/equity (hybrid) instruments</i> | 0 | 0 | 0 | 0 |



**ING BANK N.V.,
SOFIA BRANCH**

STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | Licensed by Resolution No. 134 of 14 April 1994 of the BNB Governing Council in accordance with the requirements of the Law on Banks and Credit Activity. License amended by Resolution No. 199 of 16 June 1994 of the BNB Governing Council. License updated by Order No. 100-00563 of 22 December 1999 of the BNB Governor in accordance with the requirements of the Law on Banks. After the accession of the Republic of Bulgaria to the EU branches of banks from Member States licensed by the BNB prior the entry into force of the Law on Credit Institutions shall continue to perform their activities by virtue of the mutual recognition of the single European passport. |
| Legal registration | Entered in the Commercial Register by resolution of 26 July 1994 of the Sofia City Court on company file No. 11357 of 1994; re-entered in the Commercial Register to the Registry Agency, UIC 831553811, certificate No. 20080618132823 of 18 June 2008 |
| Address of the branch | 49B, Bulgaria Blvd., entr. A, seventh floor, 1404 Sofia tel. 02/9176 400 Website: www.ing.bg |
| Management | Arkadiy Gerasenko – Regional Executive Director Vladimir Boyanov Tchimov – Executive Director Jivko Ivanov Todorov – Finance Director |
| Shareholders (shares over 10 per cent) | ING Bank N.V., Kingdom Netherlands – 100 per cent |
| Auditor | Ernst & Young Audit OOD |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|----------------|----------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 60 265 | 21 913 | 36 159 | 2 193 |
| Financial assets held for trading | 617 | 524 | 37 | 56 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 8 320 | 4 740 | 1 746 | 1 834 |
| Loans and receivables (including finance leases) | 502 372 | 142 565 | 322 857 | 36 950 |
| Held-to-maturity investments | 105 754 | 33 719 | 62 426 | 9 609 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 20 371 | 20 371 | 0 | 0 |
| Intangible assets | 382 | 382 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 217 | 217 | 0 | 0 |
| Other assets | 20 829 | 20 011 | 800 | 18 |
| Non-current assets and disposal groups classified as held for sale | 840 | 840 | 0 | 0 |
| TOTAL ASSETS | 719 967 | 245 282 | 424 025 | 50 660 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 643 927 | 380 287 | 211 988 | 51 652 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 0 | 0 | 0 | 0 |
| Tax liabilities | 0 | 0 | 0 | 0 |
| Other liabilities | 8 588 | 3 207 | 4 673 | 708 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 652 515 | 383 494 | 216 661 | 52 360 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 20 050 | 20 050 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 0 | 0 | | |
| Reserves (including retained earnings) | 47 397 | 47 397 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 5 | 5 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 67 452 | 67 452 | | |
| TOTAL LIABILITIES AND EQUITY | 719 967 | 450 946 | 216 661 | 52 360 |

INCOME STATEMENT
 (March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 4 975 | 2 556 | 2 719 | -300 |
| Interest income | 8 827 | 3 412 | 5 248 | 167 |
| Interest expenses | 6 882 | 3 247 | 3 121 | 514 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 2 641 | 1 891 | 687 | 63 |
| Fee and commission expenses | 190 | 79 | 95 | 16 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 292 | 292 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | -16 | -16 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | 520 | 520 | | |
| Other operating expenses | 217 | 217 | | |
| Administration costs | 4 263 | | | |
| Depreciation | 218 | | | |
| Provisions | 0 | | | |
| Impairment | 474 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX FROM CONTINUING OPERATIONS | 20 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 15 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX FROM CONTINUING OPERATIONS | 5 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX AND DISCONTINUED OPERATIONS | 5 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT | 5 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|----------------|----------------|---------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 509 913 | 146 293 | 325 914 | 37 706 |
| Central governments | 5 840 | 5 840 | 0 | 0 |
| Credit institutions | 158 317 | 102 | 123 364 | 34 851 |
| Non-credit institutions | 0 | 0 | 0 | 0 |
| Corporates (corporate customers) | 324 954 | 132 989 | 189 251 | 2 714 |
| Retail exposures | 20 802 | 7 362 | 13 299 | 141 |
| <i>Residential mortgage loans to individuals</i> | <i>11 364</i> | <i>1 137</i> | <i>10 227</i> | <i>0</i> |
| <i>Consumer loans</i> | <i>9 438</i> | <i>6 225</i> | <i>3 072</i> | <i>141</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 643 927 | 380 287 | 211 988 | 51 652 |
| <i>Credit institutions</i> | <i>43 924</i> | <i>38 438</i> | <i>1 993</i> | <i>3 493</i> |
| Deposits | 0 | 0 | 0 | 0 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 5 486 | 0 | 1 993 | 3 493 |
| Long-term funding | 38 438 | 38 438 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | <i>308 466</i> | <i>196 972</i> | <i>94 575</i> | <i>16 919</i> |
| Deposits | 305 544 | 194 050 | 94 575 | 16 919 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 2 922 | 2 922 | 0 | 0 |
| <i>Individuals and households</i> | <i>272 257</i> | <i>144 877</i> | <i>96 140</i> | <i>31 240</i> |
| <i>Subordinated debt</i> | <i>19 280</i> | <i>0</i> | <i>19 280</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |

STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Protocol No. 42 of 25 October 1989 of the BNB Governing Council. By Protocol No. 93 of 20 December 1990 of the BNB was permitted to conduct transactions in Bulgaria.</p> <p>License updated by:</p> <p>Resolution No. 59 of 18 February 1993 of the BNB Governing Council to conduct bank transactions abroad;</p> <p>Order No. 100-00492 of 17 November 1999 of the BNB Governor in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-0847 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2263 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by resolution of 6 May 1991 of the Sofia City Court on company file No. 2367 of 1991, lot No. 53, vol. 1, p. 140; re-entered in the Commercial Register to the Registry Agency, UIC 000694329, certificate No. 20080609113132 of 9 June 2008</p> |
| Address of the head office | <p>81–83 Todor Alexandrov Blvd., 1303 Sofia tel. 02/8120 234; 02/8120 366 Website: www.iabank.bg</p> |
| Management | |
| Supervisory Board | <p>Ivan Minkov Dragnevsky – Chairman Georgi Stoinev Harizanov – Deputy Chairman Georgi Borislavov Georgiev Victor Georgiev Valkov</p> |
| Management Board | <p>Aleksey Asenov Tsvetanov – Chairman and Chief Executive Director Rumen Georgiev Sirakov – Deputy Chairman and Executive Director Maria Andreeva Guneva</p> |
| Shareholders (shares over 10 per cent) | |
| | <p>Dynatrade International – 33 per cent</p> |
| Auditor | <p>BDO Bulgaria OOD</p> |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|----------------|----------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 172 630 | 43 032 | 125 474 | 4 124 |
| Financial assets held for trading | 79 855 | 2 554 | 77 301 | 0 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 85 228 | 19 073 | 35 827 | 30 328 |
| Loans and receivables (including finance leases) | 727 463 | 207 953 | 501 743 | 17 767 |
| Held-to-maturity investments | 126 119 | 107 080 | 17 246 | 1 793 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 12 828 | 12 828 | 0 | 0 |
| Intangible assets | 371 | 371 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 2 489 | 2 489 | 0 | 0 |
| Tax assets | 2 082 | 2 082 | 0 | 0 |
| Other assets | 22 546 | 14 112 | 7 049 | 1 385 |
| Non-current assets and disposal groups classified as held for sale | 42 135 | 42 135 | 0 | 0 |
| TOTAL ASSETS | 1 273 746 | 453 709 | 764 640 | 55 397 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 1 159 485 | 608 119 | 496 134 | 55 232 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 0 | 0 | 0 | 0 |
| Tax liabilities | 664 | 664 | 0 | 0 |
| Other liabilities | 12 332 | 4 856 | 7 066 | 410 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 1 172 481 | 613 639 | 503 200 | 55 642 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 89 600 | 89 600 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | -11 539 | -11 539 | | |
| Reserves (including retained earnings) | 29 726 | 29 726 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | -6 522 | -6 522 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 101 265 | 101 265 | | |
| TOTAL LIABILITIES AND EQUITY | 1 273 746 | 714 904 | 503 200 | 55 642 |

INCOME STATEMENT
 (March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 7 072 | 1 948 | 5 141 | -17 |
| Interest income | 17 441 | 5 061 | 11 877 | 503 |
| Interest expenses | 12 893 | 4 763 | 7 551 | 579 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 3 787 | 2 804 | 919 | 64 |
| Fee and commission expenses | 544 | 435 | 104 | 5 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 32 | 32 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | -237 | -237 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | -80 | -80 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | 117 | 117 | | |
| Other operating expenses | 551 | 551 | | |
| Administration costs | 6 064 | | | |
| Depreciation | 580 | | | |
| Provisions | 0 | | | |
| Impairment | 6 979 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 29 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | -6 522 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | -6 522 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | -6 522 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | -6 522 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|----------------|----------------|----------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 764 479 | 215 174 | 531 236 | 18 069 |
| Central governments | 18 943 | 18 372 | 571 | 0 |
| Credit institutions | 23 116 | 4 209 | 3 821 | 15 086 |
| Non-credit institutions | 44 759 | 13 494 | 31 265 | 0 |
| Corporates (corporate customers) | 502 615 | 115 736 | 386 801 | 78 |
| Retail exposures | 175 046 | 63 363 | 108 778 | 2 905 |
| <i>Residential mortgage loans to individuals</i> | <i>47 283</i> | <i>12 648</i> | <i>34 574</i> | <i>61</i> |
| <i>Consumer loans</i> | <i>127 763</i> | <i>50 715</i> | <i>74 204</i> | <i>2 844</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 1 159 485 | 608 119 | 496 134 | 55 232 |
| <i>Credit institutions</i> | <i>79 970</i> | <i>71 746</i> | <i>8 223</i> | <i>1</i> |
| Deposits | 58 234 | 50 010 | 8 223 | 1 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 21 736 | 21 736 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | <i>396 024</i> | <i>299 526</i> | <i>87 357</i> | <i>9 141</i> |
| Deposits | 371 306 | 294 951 | 67 214 | 9 141 |
| Repo transactions | 1 756 | 0 | 1 756 | 0 |
| Short-term funding | 1 | 1 | 0 | 0 |
| Long-term funding | 22 961 | 4 574 | 18 387 | 0 |
| <i>Individuals and households</i> | <i>655 708</i> | <i>221 823</i> | <i>387 795</i> | <i>46 090</i> |
| <i>Subordinated debt</i> | <i>27 783</i> | <i>15 024</i> | <i>12 759</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |

STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 364 of 1 December 1994 of the BNB Governing Council to conduct bank transactions in Bulgaria and abroad under Article 9, para. 1 of the Law on Banks and Credit Activity.</p> <p>License updated by:</p> <p>Order No. 100-000574 of 27 December 1999 of the BNB Governor in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-0844 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2261 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of 16 December 1994 of the Sofia City Court on company file No. 23891 of 1994, lot No. 21604, vol. 261, reg. 1, p. 130; re-entered in the Commercial Register to the Registry Agency, UIC 831663282, certificate No. 20080526122145 of 26 May 2008</p> |
| Address of the head office | <p>85 Bulgaria Blvd., 1404 Sofia</p> <p>tel. 02/8186 112</p> <p>Website: www.ibank.bg</p> |
| Management | |
| Supervisory Board | <p>Petia Ivanova Barakova-Slavova – Chairman</p> <p>Festa Holding AD</p> <p>Black Sea Gold AD</p> |
| Management Board | <p>Plamen Yordanov Milkov – Chairman and Executive Director</p> <p>Stanimir Boyanov Mihailov – Deputy Chairman and Executive Director</p> <p>Tsanko Iliev Kolovsky – Executive Director</p> <p>Lyubomir Antonov Karimansky – Executive Director</p> |
| Shareholders (shares over 10 per cent) | <p>Festa Holding – 72.51 per cent</p> <p>Petia Ivanova Barakova-Slavova – 21.33 per cent</p> |
| Auditor | KPMG Bulgaria OOD |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|---------------|--------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 502 | 389 | 82 | 31 |
| Financial assets held for trading | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 0 | 0 | 0 | 0 |
| Loans and receivables (including finance leases) | 1 044 | 0 | 1 044 | 0 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 140 | 140 | 0 | 0 |
| Intangible assets | 77 | 77 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 0 | 0 | 0 | 0 |
| Other assets | 42 | 35 | 7 | 0 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 1 805 | 641 | 1 133 | 31 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 2 947 | 370 | 2 546 | 31 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 2 | 2 | 0 | 0 |
| Tax liabilities | 0 | 0 | 0 | 0 |
| Other liabilities | 14 | 0 | 14 | 0 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 2 963 | 372 | 2 560 | 31 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 0 | 0 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 0 | 0 | | |
| Reserves (including retained earnings) | -953 | -953 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | -205 | -205 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | -1 158 | -1 158 | | |
| TOTAL LIABILITIES AND EQUITY | 1 805 | -786 | 2 560 | 31 |

INCOME STATEMENT
(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-----|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 28 | -6 | 34 | 0 |
| Interest income | 16 | 0 | 16 | 0 |
| Interest expenses | 10 | 0 | 10 | 0 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 31 | 3 | 28 | 0 |
| Fee and commission expenses | 13 | 13 | 0 | 0 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 4 | 4 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 0 | 0 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | 0 | 0 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 216 | | | |
| Depreciation | 17 | | | |
| Provisions | 0 | | | |
| Impairment | 0 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | -205 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | -205 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | -205 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | -205 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|--------------|------------|--------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 1 044 | 0 | 1 044 | 0 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 187 | 0 | 187 | 0 |
| Non-credit institutions | 0 | 0 | 0 | 0 |
| Corporates (corporate customers) | 857 | 0 | 857 | 0 |
| Retail exposures | 0 | 0 | 0 | 0 |
| <i>Residential mortgage loans to individuals</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| <i>Consumer loans</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 2 947 | 370 | 2 546 | 31 |
| <i>Credit institutions</i> | <i>2 403</i> | <i>0</i> | <i>2 397</i> | <i>6</i> |
| Deposits | 2 403 | 0 | 2 397 | 6 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | <i>513</i> | <i>364</i> | <i>149</i> | <i>0</i> |
| Deposits | 513 | 364 | 149 | 0 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Individuals and households</i> | <i>31</i> | <i>6</i> | <i>0</i> | <i>25</i> |
| <i>Subordinated debt</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |

STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | IŞBANK GmbH – Sofia Branch is a branch of IŞBANK GmbH, Germany; the country is a member of the EU, therefore no license, granted by the BNB, is required. |
| Legal registration | Entered in the Commercial Register to the Registry Agency, UIC 201390377, certificate No. 20110114094254 of 14 January 2011 |
| Address of the branch | 2 Pozitano Square, Perform Business Centre, first floor, 1000 Sofia tel. 02/4022000; 02/4022010 |
| Management | Baki Mustafa Cankurt – Governor |
| Shareholders (shares over 10 per cent) | IŞBANK GmbH, Federal Republic of Germany – 100 per cent |
| Auditor | |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|----------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 204 762 | 89 788 | 112 944 | 2 030 |
| Financial assets held for trading | 12 478 | 4 047 | 0 | 8 431 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 48 463 | 11 679 | 33 412 | 3 372 |
| Loans and receivables (including finance leases) | 1 373 792 | 373 722 | 930 504 | 69 566 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 5 907 | 5 907 | 0 | 0 |
| Intangible assets | 6 374 | 6 374 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 540 | 540 | 0 | 0 |
| Other assets | 5 836 | 5 701 | 115 | 20 |
| Non-current assets and disposal groups classified as held for sale | 2 478 | 2 478 | 0 | 0 |
| TOTAL ASSETS | 1 660 630 | 500 236 | 1 076 975 | 83 419 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 1 449 077 | 563 513 | 802 475 | 83 089 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 351 | 133 | 217 | 1 |
| Tax liabilities | 457 | 457 | 0 | 0 |
| Other liabilities | 6 791 | 6 459 | 304 | 28 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 1 456 676 | 570 562 | 802 996 | 83 118 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 122 465 | 122 465 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 1 180 | 1 180 | | |
| Reserves (including retained earnings) | 80 298 | 80 298 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 11 | 11 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 203 954 | 203 954 | | |
| TOTAL LIABILITIES AND EQUITY | 1 660 630 | 774 516 | 802 996 | 83 118 |

INCOME STATEMENT
 (March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 18 522 | 8 082 | 10 520 | -80 |
| Interest income | 25 633 | 8 679 | 16 708 | 246 |
| Interest expenses | 13 523 | 5 107 | 7 931 | 485 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 5 025 | 2 881 | 1 967 | 177 |
| Fee and commission expenses | 535 | 293 | 224 | 18 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 967 | 967 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 881 | 881 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | -129 | -129 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 1 | 1 | | |
| Other operating income | 202 | 202 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 9 649 | | | |
| Depreciation | 893 | | | |
| Provisions | 148 | | | |
| Impairment | 7 797 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | -20 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 15 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 4 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 11 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 11 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 11 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|----------------|----------------|----------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 1 463 094 | 403 721 | 989 803 | 69 570 |
| Central governments | 674 | 674 | 0 | 0 |
| Credit institutions | 136 429 | 1 004 | 71 887 | 63 538 |
| Non-credit institutions | 1 721 | 7 | 1 714 | 0 |
| Corporates (corporate customers) | 961 511 | 337 382 | 618 101 | 6 028 |
| Retail exposures | 362 759 | 64 654 | 298 101 | 4 |
| <i>Residential mortgage loans to individuals</i> | <i>216 614</i> | <i>15 705</i> | <i>200 909</i> | <i>0</i> |
| <i>Consumer loans</i> | <i>146 145</i> | <i>48 949</i> | <i>97 192</i> | <i>4</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 1 449 077 | 563 513 | 802 475 | 83 089 |
| <i>Credit institutions</i> | <i>466 882</i> | <i>46 963</i> | <i>419 919</i> | <i>0</i> |
| Deposits | 24 109 | 6 457 | 17 652 | 0 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 348 244 | 0 | 348 244 | 0 |
| Long-term funding | 94 529 | 40 506 | 54 023 | 0 |
| <i>Institutions other than credit institutions</i> | <i>582 204</i> | <i>345 088</i> | <i>187 982</i> | <i>49 134</i> |
| Deposits | 563 744 | 342 755 | 171 855 | 49 134 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 18 460 | 2 333 | 16 127 | 0 |
| <i>Individuals and households</i> | <i>399 991</i> | <i>171 462</i> | <i>194 574</i> | <i>33 955</i> |
| <i>Subordinated debt</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 323 of 20 October 1994 of the BNB Governing Council to conduct bank transactions in Bulgaria in accordance with the requirements of the Law on Banks and Credit Activity.</p> <p>License updated by:</p> <p>Resolution No. 96 of 31 March 1995 of the BNB Governing Council and Resolution No. 10 of 4 January 1996 of the BNB Governing Council to conduct bank transactions abroad;</p> <p>Order No. 100-00494 of 17 November 1999 of the BNB Governor in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-0858 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2262 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by resolution of the Sofia City Court on company file No. 31533 of 1992, lot No. 648, vol. 12, p. 75; re-entered in the Commercial Register to the Registry Agency, UIC 831596033, certificate No. 20080311142437 of 11 March 2008</p> |
| Address of the head office | <p>30–32 General Tottleben Blvd., 1606 Sofia</p> <p>tel. 02/9153 333</p> <p>Website: www.unionbank.bg</p> |
| Management | |
| Supervisory Board | <p>Imre Balogh – Chairman</p> <p>Akos Bartha</p> <p>Sandor Szalai</p> <p>Roland Heinz Michaud</p> |
| Management Board | <p>Maria Dimova Ilieva – Chairman and Chief Executive Director</p> <p>Anna Ivanova Asparuhova – Deputy Chairman and Executive Director</p> <p>Peter Arpad Cserfalvi – Executive Director</p> |
| Shareholders (shares over 10 per cent) | <p>MKB Bank, Hungary – 94 per cent</p> |
| Auditor | <p>Deloitte Audit OOD</p> |



BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|----------------|----------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 77 626 | 70 377 | 4 738 | 2 511 |
| Financial assets held for trading | 8 060 | 7 104 | 648 | 308 |
| Financial assets designated at fair value through profit or loss | 367 010 | 232 050 | 133 935 | 1 025 |
| Available-for-sale financial assets | 5 052 | 5 044 | 0 | 8 |
| Loans and receivables (including finance leases) | 465 364 | 221 219 | 221 668 | 22 477 |
| Held-to-maturity investments | 57 625 | 57 625 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 42 612 | 42 612 | 0 | 0 |
| Intangible assets | 1 150 | 1 150 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 350 | 350 | 0 | 0 |
| Tax assets | 486 | 486 | 0 | 0 |
| Other assets | 5 472 | 5 109 | 363 | 0 |
| Non-current assets and disposal groups classified as held for sale | 1 345 | 1 345 | 0 | 0 |
| TOTAL ASSETS | 1 032 152 | 644 471 | 361 352 | 26 329 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 978 170 | 721 589 | 231 193 | 25 388 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 0 | 0 | 0 | 0 |
| Tax liabilities | 228 | 228 | 0 | 0 |
| Other liabilities | 5 575 | 4 618 | 855 | 102 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 983 973 | 726 435 | 232 048 | 25 490 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 34 838 | 34 838 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | -292 | -292 | | |
| Reserves (including retained earnings) | 14 121 | 14 121 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | -488 | -488 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 48 179 | 48 179 | | |
| TOTAL LIABILITIES AND EQUITY | 1 032 152 | 774 614 | 232 048 | 25 490 |

**INCOME STATEMENT**

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 10 432 | 7 249 | 3 015 | 168 |
| Interest income | 13 233 | 7 683 | 5 271 | 279 |
| Interest expenses | 5 758 | 3 114 | 2 502 | 142 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 2 689 | 2 396 | 258 | 35 |
| Fee and commission expenses | 371 | 355 | 12 | 4 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 357 | 357 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 7 | 7 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | -6 | -6 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 11 | 11 | | |
| Other operating income | 341 | 341 | | |
| Other operating expenses | 71 | 71 | | |
| Administration costs | 7 472 | | | |
| Depreciation | 664 | | | |
| Provisions | 0 | | | |
| Impairment | 2 784 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | -488 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | -488 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | -488 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | -488 | | | |



LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|----------------|----------------|----------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 503 295 | 240 484 | 240 334 | 22 477 |
| Central governments | 44 900 | 35 082 | 9 818 | 0 |
| Credit institutions | 130 795 | 20 257 | 94 735 | 15 803 |
| Non-credit institutions | 15 871 | 15 871 | 0 | 0 |
| Corporates (corporate customers) | 248 844 | 138 542 | 103 667 | 6 635 |
| Retail exposures | 62 885 | 30 732 | 32 114 | 39 |
| <i>Residential mortgage loans to individuals</i> | <i>11 463</i> | <i>4 622</i> | <i>6 841</i> | <i>0</i> |
| <i>Consumer loans</i> | <i>51 422</i> | <i>26 110</i> | <i>25 273</i> | <i>39</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 978 170 | 721 589 | 231 193 | 25 388 |
| <i>Credit institutions</i> | <i>29 449</i> | <i>22 865</i> | <i>6 166</i> | <i>418</i> |
| Deposits | 6 755 | 6 335 | 2 | 418 |
| Repo transactions | 16 530 | 16 530 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 6 164 | 0 | 6 164 | 0 |
| <i>Institutions other than credit institutions</i> | <i>548 602</i> | <i>475 413</i> | <i>65 691</i> | <i>7 498</i> |
| Deposits | 547 290 | 474 101 | 65 691 | 7 498 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 1 312 | 1 312 | 0 | 0 |
| <i>Individuals and households</i> | <i>379 440</i> | <i>223 311</i> | <i>138 657</i> | <i>17 472</i> |
| <i>Subordinated debt</i> | <i>20 679</i> | <i>0</i> | <i>20 679</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 121 of 4 March 1996 of the BNB Governing Council to conduct bank transactions in Bulgaria in accordance with the requirements of the Law on Banks and Credit Activity. License amended by Resolution No. 499 of 22 July 1996 of the BNB Governing Council and Resolution No. 249 of 11 April 1997 of the BNB Governing Council to conduct bank transactions abroad.</p> <p>License updated by:</p> <p>Order No. 100-00491 of 17 November 1999 of the BNB Governor in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-0851 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2259 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of 4 April 1996 of the Sofia City Court on company file No. 5197 of 1996, lot No. 737, vol. 13, reg. II, p. 138; re-entered in the Commercial Register to the Registry Agency, UIC 121086224, certificate No. 20091006100436 of 6 October 2009</p> |
| Address of the head office | <p>6 Vrabcha Str., 1000 Sofia tel. 02/9300 111 Website: www.municipalbank.bg</p> |
| Management | |
| Supervisory Board | <p>Stefan Lazarov Nenov – Chairman Petia Nikolova Dimitrova – Deputy Chairman Spas Simeonov Dimitrov</p> |
| Management Board | <p>Georgi Hristov Belovski – Executive Director Sasho Petrov Tchakalski – Executive Director Vasil Borisov Trenev Ivanka Toteva Popova Radoslav Todorov Milenkov</p> |
| Shareholders (shares over 10 per cent) | <p>Sofia Municipality – 67.51 per cent</p> |
| Auditor | <p>KPMG Bulgaria OOD</p> |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 214 685 | 192 834 | 19 034 | 2 817 |
| Financial assets held for trading | 16 572 | 8 498 | 0 | 8 074 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 1 409 | 1 407 | 0 | 2 |
| Loans and receivables (including finance leases) | 2 796 665 | 439 705 | 2 205 116 | 151 844 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 60 364 | 60 364 | 0 | 0 |
| Intangible assets | 5 134 | 5 134 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 1 363 | 1 363 | 0 | 0 |
| Tax assets | 1 624 | 1 624 | 0 | 0 |
| Other assets | 4 271 | 3 953 | 245 | 73 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 3 102 087 | 714 882 | 2 224 395 | 162 810 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 347 | 347 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 2 471 013 | 573 798 | 1 736 774 | 160 441 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 1 698 | 1 698 | 0 | 0 |
| Tax liabilities | 0 | 0 | 0 | 0 |
| Other liabilities | 10 500 | 6 715 | 673 | 3 112 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 2 483 558 | 582 558 | 1 737 447 | 163 553 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 316 797 | 316 797 | 0 | 0 |
| Share premium | 0 | 0 | 0 | 0 |
| Other equity | 0 | 0 | 0 | 0 |
| Revaluation reserves and other valuation differences | 2 | 2 | 0 | 0 |
| Reserves (including retained earnings) | 301 407 | 301 407 | 0 | 0 |
| Treasury shares | 0 | 0 | 0 | 0 |
| Income from current year | 323 | 323 | 0 | 0 |
| Interim dividends | 0 | 0 | 0 | 0 |
| Minority interest | 0 | 0 | 0 | 0 |
| TOTAL EQUITY | 618 529 | 618 529 | 0 | 0 |
| TOTAL LIABILITIES AND EQUITY | 3 102 087 | 1 201 087 | 1 737 447 | 163 553 |



INCOME STATEMENT

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 36 757 | 8 372 | 27 995 | 390 |
| Interest income | 54 171 | 11 218 | 41 427 | 1 526 |
| Interest expenses | 22 925 | 6 506 | 14 966 | 1 453 |
| Expenses on share capital repayable on demand | 0 | 0 | 0 | 0 |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 5 401 | 3 389 | 1 672 | 340 |
| Fee and commission expenses | 902 | 741 | 138 | 23 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 1 125 | 1 125 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | -41 | -41 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | -43 | -43 | | |
| Other operating expenses | 29 | 29 | | |
| Administration costs | 14 405 | | | |
| Depreciation | 3 817 | | | |
| Provisions | 0 | | | |
| Impairment | 18 167 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 368 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 45 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 323 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 323 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 323 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|------------------|----------------|------------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 2 968 936 | 500 909 | 2 313 231 | 154 796 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 136 762 | 35 049 | 30 851 | 70 862 |
| Non-credit institutions | 0 | 0 | 0 | 0 |
| Corporates (corporate customers) | 2 276 814 | 304 592 | 1 914 852 | 57 370 |
| Retail exposures | 555 360 | 161 268 | 367 528 | 26 564 |
| <i>Residential mortgage loans to individuals</i> | <i>400 186</i> | <i>64 183</i> | <i>309 591</i> | <i>26 412</i> |
| <i>Consumer loans</i> | <i>155 174</i> | <i>97 085</i> | <i>57 937</i> | <i>152</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 2 471 013 | 573 798 | 1 736 774 | 160 441 |
| <i>Credit institutions</i> | <i>1 082 890</i> | <i>3 348</i> | <i>1 029 873</i> | <i>49 669</i> |
| Deposits | 981 964 | 258 | 939 608 | 42 098 |
| Repo transactions | 7 571 | 0 | 0 | 7 571 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 93 355 | 3 090 | 90 265 | 0 |
| <i>Institutions other than credit institutions</i> | <i>422 339</i> | <i>240 004</i> | <i>159 942</i> | <i>22 393</i> |
| Deposits | 422 249 | 239 914 | 159 942 | 22 393 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 90 | 90 | 0 | 0 |
| <i>Individuals and households</i> | <i>845 955</i> | <i>330 446</i> | <i>427 130</i> | <i>88 379</i> |
| <i>Subordinated debt</i> | <i>71 021</i> | <i>0</i> | <i>71 021</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>48 808</i> | <i>0</i> | <i>48 808</i> | <i>0</i> |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 399 of 29 December 1993 of the BNB Governing Council under the Law on Banks and Credit Activity.</p> <p>License updated by:</p> <p>Resolution No. 63 of 2 March 1994 of the BNB Governing Council to conduct bank transactions in Bulgaria under the Law on Banks and Credit Activity;</p> <p>Order No. 100-00503 of 18 November 1999 of the BNB Governor in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-0855 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2260 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment of the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of 8 March 1994 of the Sofia City Court on company file No. 24013 of 1993, lot No. 15059, vol. 194, p. 174; re-entered in the Commercial Register to the Registry Agency, UIC 831633691, certificate No. 20080423143423 of 23 April 2008</p> |
| Address of the head office | <p>115 E Tsarigradsko Shose Blvd., 1784 Sofia</p> <p>tel. 0700 12002</p> <p>Website: www.piraeusbank.bg</p> |
| Management Board of Directors | <p>Ilias Milis – Chairman</p> <p>Athanasios Kutsopoulos – Deputy Chairman and Chief Executive Director</p> <p>Emil Angelov – Deputy Chief Executive Director</p> <p>Margarita Petrova-Karidi – Executive Director</p> <p>George Markos Mantakas</p> <p>Ioannis Delis</p> <p>Vassilios Koutentakis</p> <p>Krassimira Todorova Ivanova</p> |
| Shareholders (shares over 10 per cent) | <p>Piraeus Bank S.A., Athens, Greece – 99.98 per cent</p> |
| Auditor | KPMG Bulgaria OOD |



BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|----------------|----------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 91 548 | 66 481 | 22 570 | 2 497 |
| Financial assets held for trading | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 30 417 | 11 464 | 10 524 | 8 429 |
| Available-for-sale financial assets | 783 | 695 | 55 | 33 |
| Loans and receivables (including finance leases) | 1 040 512 | 421 583 | 593 568 | 25 361 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 29 450 | 29 450 | 0 | 0 |
| Intangible assets | 3 822 | 3 822 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 3 478 | 3 478 | 0 | 0 |
| Tax assets | 405 | 405 | 0 | 0 |
| Other assets | 15 188 | 11 265 | 3 919 | 4 |
| Non-current assets and disposal groups classified as held for sale | 11 092 | 11 092 | 0 | 0 |
| TOTAL ASSETS | 1 226 695 | 559 735 | 630 636 | 36 324 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 2 | 2 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 1 072 712 | 531 898 | 505 534 | 35 280 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 373 | 373 | 0 | 0 |
| Tax liabilities | 858 | 858 | 0 | 0 |
| Other liabilities | 13 265 | 7 375 | 4 699 | 1 191 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 1 087 210 | 540 506 | 510 233 | 36 471 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 113 142 | 113 142 | | |
| Share premium | 3 496 | 3 496 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 0 | 0 | | |
| Reserves (including retained earnings) | 18 621 | 18 621 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 4 226 | 4 226 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 139 485 | 139 485 | | |
| TOTAL LIABILITIES AND EQUITY | 1 226 695 | 679 991 | 510 233 | 36 471 |


INCOME STATEMENT

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 24 856 | 15 123 | 9 502 | 231 |
| Interest income | 27 557 | 13 658 | 13 720 | 179 |
| Interest expenses | 9 248 | 4 118 | 5 047 | 83 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 5 319 | 4 241 | 925 | 153 |
| Fee and commission expenses | 290 | 176 | 96 | 18 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 973 | 973 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 134 | 134 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 14 | 14 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 64 | 64 | | |
| Other operating income | 363 | 363 | | |
| Other operating expenses | 30 | 30 | | |
| Administration costs | 15 617 | | | |
| Depreciation | 1 203 | | | |
| Provisions | 0 | | | |
| Impairment | 3 395 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 4 641 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 415 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 4 226 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 4 226 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 4 226 | | | |



LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|----------------|----------------|----------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 1 087 543 | 445 634 | 616 529 | 25 380 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 54 655 | 99 | 37 907 | 16 649 |
| Non-credit institutions | 12 890 | 76 | 5 396 | 7 418 |
| Corporates (corporate customers) | 920 450 | 416 055 | 503 085 | 1 310 |
| Retail exposures | 99 548 | 29 404 | 70 141 | 3 |
| <i>Residential mortgage loans to individuals</i> | <i>83 818</i> | <i>15 699</i> | <i>68 119</i> | <i>0</i> |
| <i>Consumer loans</i> | <i>15 730</i> | <i>13 705</i> | <i>2 022</i> | <i>3</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 1 072 712 | 531 898 | 505 534 | 35 280 |
| <i>Credit institutions</i> | <i>41 888</i> | <i>10 083</i> | <i>30 567</i> | <i>1 238</i> |
| Deposits | 31 886 | 81 | 30 567 | 1 238 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 10 002 | 10 002 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | <i>416 014</i> | <i>191 289</i> | <i>214 226</i> | <i>10 499</i> |
| Deposits | 269 891 | 187 141 | 72 251 | 10 499 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 146 123 | 4 148 | 141 975 | 0 |
| <i>Individuals and households</i> | <i>545 273</i> | <i>330 526</i> | <i>191 204</i> | <i>23 543</i> |
| <i>Subordinated debt</i> | <i>7 904</i> | <i>0</i> | <i>7 904</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>61 633</i> | <i>0</i> | <i>61 633</i> | <i>0</i> |


STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Order No. RD 22-442 of 25 September 2001 of the BNB Governor to conduct bank transactions under the Law on Banks.</p> <p>License updated by:</p> <p>Order No. RD 22-1559 of 20 July 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2269 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of 28 September 2001 of the Sofia City Court on company file No. 9478 of 2001, lot No. 64228 , vol. 733, p. 116; re-entered in the Commercial Register to the Registry Agency, UIC 130598160, certificate No. 20080418121745 of 18 April 2008</p> |
| Address of the head office | <p>26 Todor Alexandrov Blvd., 1303 Sofia tel. 02/8135 100; 02/8135 808 Website: www.procreditbank.bg</p> |
| Management | |
| Supervisory Board | <p>Christoph Andreas Freytag – Chairman Claus-Peter Zeitinger – Deputy Chairman Hanns Martin Hagen Borislav Nikolov Kostadinov Birgit Storz</p> |
| Management Board | <p>Petar Slavchev Slavov – Chairman and Executive Director Mariana Dimitrova Petkova – Executive Director Rumiana Velichkova Todorova – Executive Director Emilia Hristova Tzareva – Executive Director</p> |
| Shareholders (shares over 10 per cent) | <p>ProCredit Holding AG – 80.92 per cent Commerzbank AG – 19.08 per cent</p> |
| Auditor | KPMG Bulgaria OOD |



BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 491 329 | 436 152 | 48 296 | 6 881 |
| Financial assets held for trading | 188 998 | 93 216 | 93 710 | 2 072 |
| Financial assets designated at fair value through profit or loss | 164 845 | 86 613 | 72 206 | 6 026 |
| Available-for-sale financial assets | 0 | 0 | 0 | 0 |
| Loans and receivables (including finance leases) | 5 024 826 | 1 178 147 | 3 708 211 | 138 468 |
| Held-to-maturity investments | 374 325 | 4 533 | 255 468 | 114 324 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 39 633 | 39 633 | 0 | 0 |
| Intangible assets | 15 188 | 15 188 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 8 751 | 8 751 | 0 | 0 |
| Tax assets | 0 | 0 | 0 | 0 |
| Other assets | 34 266 | 30 158 | 3 934 | 174 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 6 342 161 | 1 892 391 | 4 181 825 | 267 945 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 730 | 1 | 377 | 352 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 5 316 548 | 2 385 301 | 2 669 386 | 261 861 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 13 063 | 12 327 | 736 | 0 |
| Tax liabilities | 1 241 | 1 241 | 0 | 0 |
| Other liabilities | 52 533 | 15 265 | 31 301 | 5 967 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 5 384 115 | 2 414 135 | 2 701 800 | 268 180 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 603 448 | 603 448 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 0 | 0 | | |
| Reserves (including retained earnings) | 343 988 | 343 988 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 10 610 | 10 610 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 958 046 | 958 046 | | |
| TOTAL LIABILITIES AND EQUITY | 6 342 161 | 3 372 181 | 2 701 800 | 268 180 |


INCOME STATEMENT
(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 80 169 | 28 892 | 48 914 | 2 363 |
| Interest income | 100 205 | 33 719 | 64 163 | 2 323 |
| Interest expenses | 36 880 | 17 142 | 19 138 | 600 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 16 208 | 10 387 | 5 087 | 734 |
| Fee and commission expenses | 2 715 | 1 423 | 1 198 | 94 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 3 030 | 3 030 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | -34 | -34 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 108 | 108 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | 411 | 411 | | |
| Other operating expenses | 164 | 164 | | |
| Administration costs | 38 438 | | | |
| Depreciation | 5 505 | | | |
| Provisions | 319 | | | |
| Impairment | 24 083 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 11 824 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 1 214 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 10 610 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 10 610 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 10 610 | | | |



LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|------------------|------------------|------------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 5 391 581 | 1 291 433 | 3 959 873 | 140 275 |
| Central governments | 28 145 | 12 912 | 15 233 | 0 |
| Credit institutions | 400 089 | 8 399 | 309 301 | 82 389 |
| Non-credit institutions | 77 606 | 13 063 | 64 543 | 0 |
| Corporates (corporate customers) | 3 467 987 | 598 287 | 2 811 896 | 57 804 |
| Retail exposures | 1 417 754 | 658 772 | 758 900 | 82 |
| <i>Residential mortgage loans to individuals</i> | <i>471 874</i> | <i>78 622</i> | <i>393 236</i> | <i>16</i> |
| <i>Consumer loans</i> | <i>945 880</i> | <i>580 150</i> | <i>365 664</i> | <i>66</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 5 316 548 | 2 385 301 | 2 669 386 | 261 861 |
| <i>Credit institutions</i> | <i>868 434</i> | <i>78 850</i> | <i>782 540</i> | <i>7 044</i> |
| Deposits | 129 092 | 78 850 | 43 198 | 7 044 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 431 546 | 0 | 431 546 | 0 |
| Long-term funding | 307 796 | 0 | 307 796 | 0 |
| <i>Institutions other than credit institutions</i> | <i>2 078 436</i> | <i>1 292 151</i> | <i>660 725</i> | <i>125 560</i> |
| Deposits | 2 072 541 | 1 286 256 | 660 725 | 125 560 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 5 895 | 5 895 | 0 | 0 |
| <i>Individuals and households</i> | <i>2 190 875</i> | <i>1 014 300</i> | <i>1 047 318</i> | <i>129 257</i> |
| <i>Subordinated debt</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>178 803</i> | <i>0</i> | <i>178 803</i> | <i>0</i> |



Raiffeisen BANK

STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 198 of 16 June 1994 of the BNB Governing Council to conduct bank transactions in Bulgaria and abroad under Article 9, para. 1 of the Law on Banks and Credit Activity.</p> <p>License updated by:</p> <p>Order No. 100-00497 of 18 November 1999 of the BNB Governor in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-0850 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2254 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment of the Law on Credit Institutions</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of 1 August 1994 of the Sofia City Court on company file No. 14195 of 1994, lot No. 18414, vol. 230, p. 38; re-entered in the Commercial Register to the Registry Agency, UIC 831558413, certificate No. 20080311142522 of 11 March 2008</p> |
| Address of the head office | <p>18–20 Gogol Str., 1504 Sofia tel. 02/919 85 101 Website: www.rbb.bg</p> |
| Management | |
| Supervisory Board | <p>Herbert Stepic – Chairman Peter Lenkh Ferenc Berszán Klemens Haller Hubert Figl Paul Alan Kocher</p> |
| Management Board | <p>Momchil Ivanov Andreev – Chairman and Executive Director Tzenka Kalcheva Petkova – Executive Director Evelina Miltenova Velikova – Executive Director Ani Vasileva Angelova – Executive Director Monika Fuernsinn – Executive Director Nadezhda Ilieva Mihailova – Member of the Management Board and Procurator</p> |
| Procurators | <p>Mihail Tanev Petkov Emanuela Dimova Nikolova Borislav Ivanchev Popov</p> |
| Shareholders (shares over 10 per cent) | <p>Raiffeisen Bank International AG, Republic of Austria – 100 per cent</p> |
| Auditor | <p>KPMG Bulgaria OOD</p> |



BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|---------------|--------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 755 | 624 | 78 | 53 |
| Financial assets held for trading | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 0 | 0 | 0 | 0 |
| Loans and receivables (including finance leases) | 4 021 | 115 | 3 636 | 270 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 0 | 0 | 0 | 0 |
| Intangible assets | 0 | 0 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 0 | 0 | 0 | 0 |
| Other assets | 43 | 40 | 3 | 0 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 4 819 | 779 | 3 717 | 323 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 6 108 | 2 127 | 3 658 | 323 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 11 | 11 | 0 | 0 |
| Tax liabilities | 2 | 2 | 0 | 0 |
| Other liabilities | 609 | 551 | 58 | 0 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 6 730 | 2 691 | 3 716 | 323 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 0 | 0 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 0 | 0 | | |
| Reserves (including retained earnings) | -1 819 | -1 819 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | -92 | -92 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | -1 911 | -1 911 | | |
| TOTAL LIABILITIES AND EQUITY | 4 819 | 780 | 3 716 | 323 |

**INCOME STATEMENT**

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-----|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 65 | 65 | 0 | 0 |
| Interest income | 74 | 74 | 0 | 0 |
| Interest expenses | 27 | 27 | 0 | 0 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 12 | 12 | 0 | 0 |
| Fee and commission expenses | 1 | 1 | 0 | 0 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 7 | 7 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 0 | 0 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | 0 | 0 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 146 | | | |
| Depreciation | 0 | | | |
| Provisions | 11 | | | |
| Impairment | 0 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | -92 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | -92 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | -92 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | -92 | | | |



LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|-------|-----------|-------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 4 021 | 115 | 3 636 | 270 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 274 | 4 | 0 | 270 |
| Non-credit institutions | 0 | 0 | 0 | 0 |
| Corporates (corporate customers) | 3 705 | 111 | 3 594 | 0 |
| Retail exposures | 42 | 0 | 42 | 0 |
| <i>Residential mortgage loans to individuals</i> | 42 | 0 | 42 | 0 |
| <i>Consumer loans</i> | 0 | 0 | 0 | 0 |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 6 108 | 2 127 | 3 658 | 323 |
| <i>Credit institutions</i> | 4 052 | 1 330 | 2 722 | 0 |
| Deposits | 4 052 | 1 330 | 2 722 | 0 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | 732 | 453 | 8 | 271 |
| Deposits | 732 | 453 | 8 | 271 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Individuals and households</i> | 1 324 | 344 | 928 | 52 |
| <i>Subordinated debt</i> | 0 | 0 | 0 | 0 |
| <i>Debt/equity (hybrid) instruments</i> | 0 | 0 | 0 | 0 |


INVESTICIJU BANKA

 РЕГИОНАЛНА ИНВЕСТИЦИОННА БАНКА
 КЛОН БЪЛГАРИЯ

STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | The financial institution entered Bulgaria as a branch of Regional Investment Bank, Latvia; the country is a member of the EU, therefore, no license, granted by the BNB, is required. |
| Legal registration | Entered in the Commercial Register to the Registry Agency, UIC 200369469, certificate No. 20090522121127 of 22 May 2009 |
| Address of the branch | 4 Bratya Shkorpil Str., 9000 Varna tel. 052/668 482 Website: www.rib.lv |
| Management | Krasen Zhivkov Kostov – Governor |
| Shareholders (shares over 10 per cent) | Regional Investment Bank, Latvia – 100 per cent |
| Auditor | PricewaterhouseCoopers Bulgaria OOD |



BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 173 128 | 162 399 | 5 987 | 4 742 |
| Financial assets held for trading | 102 941 | 29 254 | 66 214 | 7 473 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 107 142 | 28 166 | 53 307 | 25 669 |
| Loans and receivables (including finance leases) | 2 666 101 | 975 763 | 1 590 581 | 99 757 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 78 048 | 78 048 | 0 | 0 |
| Intangible assets | 12 846 | 12 846 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 9 011 | 9 011 | 0 | 0 |
| Tax assets | 0 | 0 | 0 | 0 |
| Other assets | 12 182 | 10 240 | 723 | 1 219 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 3 161 399 | 1 305 727 | 1 716 812 | 138 860 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 9 612 | 0 | 8 860 | 752 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 2 676 687 | 1 032 373 | 1 422 419 | 221 895 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 2 130 | 2 128 | 0 | 2 |
| Tax liabilities | 3 165 | 3 165 | 0 | 0 |
| Other liabilities | 28 471 | 16 167 | 11 479 | 825 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 2 720 065 | 1 053 833 | 1 442 758 | 223 474 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 33 674 | 33 674 | | |
| Share premium | 45 070 | 45 070 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 34 189 | 34 189 | | |
| Reserves (including retained earnings) | 315 513 | 315 513 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 12 888 | 12 888 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 441 334 | 441 334 | | |
| TOTAL LIABILITIES AND EQUITY | 3 161 399 | 1 495 167 | 1 442 758 | 223 474 |


INCOME STATEMENT
 (March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-----|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 41 504 | 41 504 | 0 | 0 |
| Interest income | 45 698 | 45 698 | 0 | 0 |
| Interest expenses | 16 076 | 16 076 | 0 | 0 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 1 | 1 | 0 | 0 |
| Fee and commission income | 10 171 | 10 171 | 0 | 0 |
| Fee and commission expenses | 1 686 | 1 686 | 0 | 0 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 613 | 613 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 2 451 | 2 451 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 0 | 0 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 136 | 136 | | |
| Other operating income | 196 | 196 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 18 513 | | | |
| Depreciation | 3 116 | | | |
| Provisions | 181 | | | |
| Impairment | 5 374 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 14 320 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 1 432 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 12 888 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 12 888 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 12 888 | | | |



LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|------------------|----------------|----------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 2 775 695 | 1 064 069 | 1 611 817 | 99 809 |
| Central governments | 5 753 | 1 762 | 3 991 | 0 |
| Credit institutions | 124 232 | 68 337 | 10 853 | 45 042 |
| Non-credit institutions | 59 103 | 5 909 | 52 536 | 658 |
| Corporates (corporate customers) | 1 745 118 | 431 240 | 1 261 248 | 52 630 |
| Retail exposures | 841 489 | 556 821 | 283 189 | 1 479 |
| <i>Residential mortgage loans to individuals</i> | <i>196 617</i> | <i>40 189</i> | <i>155 685</i> | <i>743</i> |
| <i>Consumer loans</i> | <i>644 872</i> | <i>516 632</i> | <i>127 504</i> | <i>736</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 2 676 687 | 1 032 373 | 1 422 419 | 221 895 |
| <i>Credit institutions</i> | <i>595 321</i> | <i>28 420</i> | <i>547 130</i> | <i>19 771</i> |
| Deposits | 404 899 | 6 198 | 378 930 | 19 771 |
| Repo transactions | 11 944 | 2 048 | 9 896 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 178 478 | 20 174 | 158 304 | 0 |
| <i>Institutions other than credit institutions</i> | <i>811 365</i> | <i>434 486</i> | <i>336 695</i> | <i>40 184</i> |
| Deposits | 810 983 | 434 104 | 336 695 | 40 184 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 382 | 382 | 0 | 0 |
| <i>Individuals and households</i> | <i>1 181 616</i> | <i>569 467</i> | <i>450 209</i> | <i>161 940</i> |
| <i>Subordinated debt</i> | <i>88 385</i> | <i>0</i> | <i>88 385</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



SOCIETE GENERALE ЕКСПРЕСБАНК

STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 176 of 3 June 1993 of the BNB Governing Council to conduct bank transactions in Bulgaria and abroad under Article 17, para. 2, item 4 of the Law on Banks and Credit Activity.</p> <p>License updated by:</p> <p>Order No. 100-00490 of 17 November 1999 in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-0848 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions</p> <p>Order No. RD 22-2253 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions</p> |
| Legal registration | <p>Entered in the Register of Commercial Companies by Resolution No. 4024 of 24 June 1993 of the Varna Regional Court on company file No. 4024 of 1993, lot No. 33, vol. 30, p. 125; re-entered in the Commercial Register to the Registry Agency, UIC 813071350, certificate No. 20080411121833 of 11 April 2008</p> |
| Address of the head office | <p>92 Vladislav Varnenchik Blvd., 9000 Varna</p> <p>tel. 052/686 100; 02/937 04 76</p> <p>Website: www.sgeb.bg</p> |
| Management | |
| Supervisory Board | <p>Martin Mihailov Zaimov – Chairman</p> <p>Patrick Pierre Gelin</p> <p>Didier Colin</p> <p>Jean-Louis Mattei</p> |
| Management Board | <p>Philippe Charles Lhotte – Chairman and Chief Executive Director</p> <p>Ivan Victor Miroshnikov – Executive Director</p> <p>Elenka Petrova Bakalova – Executive Director</p> <p>Maria Koicheva Rouseva – Executive Director</p> <p>Yann-Roben Dumontheil – Executive Director</p> <p>Zhivka Stoyanova Sarachinova – Member of the Management Board and Procurator</p> <p>Daniela Dimitrova Hristova – Member of the Management Board and Procurator</p> <p>Slaveiko Slaveikov – Member of the Management Board and Procurator</p> |
| Shareholders (shares over 10 per cent) | <p>Société Générale, Republic of France – 99.74 per cent</p> |
| Auditor | <p>Deloitte Audit OOD</p> |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|---------------|---------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 2 987 | 2 546 | 345 | 96 |
| Financial assets held for trading | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 89 | 69 | 20 | 0 |
| Loans and receivables (including finance leases) | 72 614 | 17 807 | 54 676 | 131 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 547 | 547 | 0 | 0 |
| Intangible assets | 481 | 481 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 0 | 0 | 0 | 0 |
| Other assets | 143 | 77 | 66 | 0 |
| Non-current assets and disposal groups classified as held for sale | 2 179 | 2 179 | 0 | 0 |
| TOTAL ASSETS | 79 040 | 23 706 | 55 107 | 227 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 47 021 | 8 060 | 38 557 | 404 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 59 | 59 | 0 | 0 |
| Tax liabilities | 0 | 0 | 0 | 0 |
| Other liabilities | 993 | 852 | 136 | 5 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 48 073 | 8 971 | 38 693 | 409 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 52 400 | 52 400 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 0 | 0 | | |
| Reserves (including retained earnings) | -20 233 | -20 233 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | -1 200 | -1 200 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 30 967 | 30 967 | | |
| TOTAL LIABILITIES AND EQUITY | 79 040 | 39 938 | 38 693 | 409 |



INCOME STATEMENT

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-----|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 573 | 351 | 192 | 30 |
| Interest income | 1 112 | 387 | 701 | 24 |
| Interest expenses | 602 | 49 | 552 | 1 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 78 | 26 | 45 | 7 |
| Fee and commission expenses | 14 | 12 | 2 | 0 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 21 | 21 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 0 | 0 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | 5 | 5 | | |
| Other operating expenses | 27 | 27 | | |
| Administration costs | 1 550 | | | |
| Depreciation | 75 | | | |
| Provisions | 0 | | | |
| Impairment | 148 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | -1 200 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | -1 200 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | -1 200 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | -1 200 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|---------------|---------------|---------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 114 625 | 22 981 | 91 325 | 319 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 14 782 | 2 | 14 649 | 131 |
| Non-credit institutions | 2 798 | 0 | 2 798 | 0 |
| Corporates (corporate customers) | 82 221 | 9 298 | 72 735 | 188 |
| Retail exposures | 14 824 | 13 681 | 1 143 | 0 |
| <i>Residential mortgage loans to individuals</i> | <i>1 057</i> | <i>81</i> | <i>976</i> | <i>0</i> |
| <i>Consumer loans</i> | <i>13 767</i> | <i>13 600</i> | <i>167</i> | <i>0</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 47 021 | 8 060 | 38 557 | 404 |
| <i>Credit institutions</i> | <i>559</i> | <i>245</i> | <i>73</i> | <i>241</i> |
| Deposits | 559 | 245 | 73 | 241 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | <i>27 420</i> | <i>4 245</i> | <i>23 096</i> | <i>79</i> |
| Deposits | 26 625 | 3 450 | 23 096 | 79 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 795 | 795 | 0 | 0 |
| <i>Individuals and households</i> | <i>5 839</i> | <i>3 570</i> | <i>2 185</i> | <i>84</i> |
| <i>Subordinated debt</i> | <i>13 203</i> | <i>0</i> | <i>13 203</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Order No. RD 22-1067 of 13 August 2003 of the BNB Governor to conduct bank transactions in Bulgaria and abroad.</p> <p>License updated by:</p> <p>Order No. RD 22-1560 of 20 July 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2270 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions</p> <p>Order No. RD 22-1651 of 3 August 2011 of the BNB Deputy Governor heading the Banking Supervision Department permitting NLB Banka Sofia to change its name to TBI Bank.</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of 28 August 2003 of the Sofia City Court on company file No. 9270 of 2003, lot No. 78318, vol. 927, reg. I, p. 158; re-entered in the Commercial Register to the Registry Agency, UIC 131134023, certificate No. 20080317132719 of 17 March 2008</p> |
| Address of the head office | <p>36 Dragan Tsankov Blvd., 1040 Sofia</p> <p>Interpred World Trade Centre</p> <p>tel. 02/970 2427; 02/970 2420</p> <p>Website: www.tbibank.bg</p> |
| Management | |
| Supervisory Board | <p>Ariel Shalom Hasson</p> <p>Ivo Aleksandrov Georgiev</p> <p>Valentin Angelov Galabov</p> <p>Tsvetan Stefanov Petrinin</p> <p>Florentina-Virginia Tudor Mircea</p> <p>Zvi Ziv</p> |
| Management Board | <p>Bozhidar Ivanov Arshinkov – Executive Director</p> <p>Georgi Vatov Georgiev – Executive Director</p> <p>Venkat Anantapantula – Executive Director</p> <p>Nora Ivanova Petkova</p> <p>Ivan Stefanov Ivanov</p> |
| Shareholders (shares over 10 per cent) | <p>TBI Financial Services B.V., Kingdom Netherlands – 100 per cent</p> |
| Auditor | <p>Ernst & Young Audit OOD</p> |



BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|---------------|---------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 3 624 | 1 586 | 1 501 | 537 |
| Financial assets held for trading | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 12 752 | 0 | 12 752 | 0 |
| Loans and receivables (including finance leases) | 33 741 | 6 541 | 21 909 | 5 291 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 1 125 | 1 125 | 0 | 0 |
| Intangible assets | 111 | 111 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 176 | 176 | 0 | 0 |
| Other assets | 384 | 174 | 210 | 0 |
| Non-current assets and disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL ASSETS | 51 913 | 9 713 | 36 372 | 5 828 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 22 662 | 6 190 | 11 404 | 5 068 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 77 | 77 | 0 | 0 |
| Tax liabilities | 0 | 0 | 0 | 0 |
| Other liabilities | 453 | 114 | 334 | 5 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 23 192 | 6 381 | 11 738 | 5 073 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 0 | 0 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 475 | 475 | | |
| Reserves (including retained earnings) | 28 191 | 28 191 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 55 | 55 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 28 721 | 28 721 | | |
| TOTAL LIABILITIES AND EQUITY | 51 913 | 35 102 | 11 738 | 5 073 |



T.C. ZIRAAT BANK, SOFIA BRANCH

INCOME STATEMENT (March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-----|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 700 | 199 | 456 | 45 |
| Interest income | 559 | 105 | 409 | 45 |
| Interest expenses | 70 | 10 | 39 | 21 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 147 | 38 | 88 | 21 |
| Fee and commission expenses | 3 | 1 | 2 | 0 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 60 | 60 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 7 | 7 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | 0 | 0 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 607 | | | |
| Depreciation | 67 | | | |
| Provisions | 0 | | | |
| Impairment | -29 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 55 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 55 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 55 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 55 | | | |



LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|--------|-----------|--------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 33 747 | 6 545 | 21 911 | 5 291 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 11 919 | 2 850 | 8 031 | 1 038 |
| Non-credit institutions | 0 | 0 | 0 | 0 |
| Corporates (corporate customers) | 19 924 | 3 157 | 12 514 | 4 253 |
| Retail exposures | 1 904 | 538 | 1 366 | 0 |
| <i>Residential mortgage loans to individuals</i> | 736 | 213 | 523 | 0 |
| <i>Consumer loans</i> | 1 168 | 325 | 843 | 0 |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 22 662 | 6 190 | 11 404 | 5 068 |
| <i>Credit institutions</i> | 1 797 | 97 | 138 | 1 562 |
| Deposits | 1 797 | 97 | 138 | 1 562 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | 13 637 | 5 188 | 7 077 | 1 372 |
| Deposits | 13 637 | 5 188 | 7 077 | 1 372 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Individuals and households</i> | 7 228 | 905 | 4 189 | 2 134 |
| <i>Subordinated debt</i> | 0 | 0 | 0 | 0 |
| <i>Debt/equity (hybrid) instruments</i> | 0 | 0 | 0 | 0 |



T.C. ZIRAAT BANK, SOFIA BRANCH

STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>By Order No. 100-000218 of 26 June 1998 of the BNB Governor T.C. Ziraat Bank with main office Ankara, Republic of Turkey, was granted a permit to conduct bank activity in Bulgaria through a branch in Sofia.</p> <p>License updated by:</p> <p>Order No. RD 22-2280 of 25 October 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions</p> <p>Order No. RD 22-2274 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> <p>By Order No. RD 22-2274 of 14 June 2010 of the BNB Deputy Governor heading the Banking Supervision Department the Bank is allowed to provide payment services within the meaning of the Law on Payment Services and Payment Systems</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 1 of 3 July 1998 of the Sofia City Court on company file No. 8801 of 1998, lot No. 863, vol. 15, p. 173; re-entered in the Commercial Register to the Registry Agency, UIC 121704731, certificate No. 20080510122735 of 10 May 2008</p> |
| Address of the branch | <p>87 Tsar Samuil Str., 1301 Sofia tel. 02/980 00 87 Website: www.ziraatbank.bg</p> |
| Management | <p>Sezgin Bayar – President Fazilet Çavdar – Vice President Ozkan Demiroglu – Vice President</p> |
| Shareholders (shares over 10 per cent) | <p>T.C. Ziraat Bank, Ankara, Republic of Turkey – 100 per cent</p> |
| Auditor | <p>AFA OOD</p> |



BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|-----------------------------------------------------------------------|------------------------|---------------|---------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 12 311 | 7 583 | 4 554 | 174 |
| Financial assets held for trading | 0 | 0 | 0 | 0 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 22 003 | 1 448 | 18 623 | 1 932 |
| Loans and receivables (including finance leases) | 63 563 | 28 528 | 33 087 | 1 948 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio | | | | |
| hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 10 658 | 10 658 | 0 | 0 |
| Intangible assets | 2 422 | 2 422 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures | | | | |
| (accounted for using the equity method including goodwill) | 450 | 450 | 0 | 0 |
| Tax assets | 21 | 21 | 0 | 0 |
| Other assets | 1 220 | 1 202 | 18 | 0 |
| Non-current assets and disposal groups classified as held for sale | 11 065 | 11 065 | 0 | 0 |
| TOTAL ASSETS | 123 713 | 63 377 | 56 282 | 4 054 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 0 | 0 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 107 798 | 78 581 | 26 053 | 3 164 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio | | | | |
| hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 0 | 0 | 0 | 0 |
| Tax liabilities | 634 | 634 | 0 | 0 |
| Other liabilities | 604 | 594 | 10 | 0 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 109 036 | 79 809 | 26 063 | 3 164 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 10 000 | 10 000 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 4 849 | 4 849 | | |
| Reserves (including retained earnings) | 1 417 | 1 417 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | -1 589 | -1 589 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 14 677 | 14 677 | | |
| TOTAL LIABILITIES AND EQUITY | 123 713 | 94 486 | 26 063 | 3 164 |



TEXIM PRIVATE ENTREPRENEURIAL BANK

INCOME STATEMENT

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-----|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | -79 | -385 | 299 | 7 |
| Interest income | 982 | 369 | 578 | 35 |
| Interest expenses | 1 404 | 1 051 | 325 | 28 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 333 | 277 | 54 | 2 |
| Fee and commission expenses | 25 | 15 | 8 | 2 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 9 | 9 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 17 | 17 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | -27 | -27 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | 36 | 36 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 1 288 | | | |
| Depreciation | 210 | | | |
| Provisions | 0 | | | |
| Impairment | 12 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | -1 589 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | -1 589 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | -1 589 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | -1 589 | | | |



LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|---------------|---------------|---------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 68 071 | 31 984 | 34 139 | 1 948 |
| Central governments | 0 | 0 | 0 | 0 |
| Credit institutions | 39 408 | 13 539 | 23 924 | 1 945 |
| Non-credit institutions | 1 468 | 0 | 1 468 | 0 |
| Corporates (corporate customers) | 25 737 | 17 520 | 8 216 | 1 |
| Retail exposures | 1 458 | 925 | 531 | 2 |
| <i>Residential mortgage loans to individuals</i> | <i>451</i> | <i>451</i> | <i>0</i> | <i>0</i> |
| <i>Consumer loans</i> | <i>1 007</i> | <i>474</i> | <i>531</i> | <i>2</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 107 798 | 78 581 | 26 053 | 3 164 |
| <i>Credit institutions</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| Deposits | 0 | 0 | 0 | 0 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | <i>28 353</i> | <i>18 919</i> | <i>9 011</i> | <i>423</i> |
| Deposits | 28 353 | 18 919 | 9 011 | 423 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Individuals and households</i> | <i>79 445</i> | <i>59 662</i> | <i>17 042</i> | <i>2 741</i> |
| <i>Subordinated debt</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



TEXIM PRIVATE ENTREPRENEURIAL BANK

STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 243 of 4 March 1992 of the BNB Governing Council to conduct bank transactions in Bulgaria under the Law on Banks and Credit Activity. License amended by Resolution No. 277 of 1 October 1993 of the BNB Governing Council to conduct bank transactions abroad. License confirmed by Resolution No. 248 of 11 April 1997 of the BNB Governing Council.</p> <p>License updated by:</p> <p>Order No. 100-00570 of 23 December 1999 of the BNB Governor in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-0852 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2268 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions</p> |
| Legal registration | <p>Entered in the Commercial Register by resolution of the Sofia City Court on Company file No. 24103 of 1992, lot No. 4542, vol. 89, p. 180; re-entered in the Commercial Register to the Registry Agency, UIC 040534040, certificate No. 20080528152148 of 28 May 2008</p> |
| Address of the head office | <p>107 Knyaginya Maria-Luiza Blvd., 1202 Sofia tel. 02/9359 300; 02/9359 301 Website: www.teximbank.bg</p> |
| Management | |
| Supervisory Board | <p>Apostol Lachezarov Apostolov – Chairman Pavlina Georgieva Naydenova Milen Georgiev Markov</p> |
| Management Board | <p>Maria Petrova Vidolova – Chairman and Chief Executive Director Krasimir Georgiev Zhilov – Executive Director Madlena Dimova Dimova Rumiana Stoilova Ruskova Anatoliy Metodiev Velichkov Iglika Dimitrova Logofetova</p> |
| Shareholders (shares over 10 per cent) | <p>Finance Consulting AD – 19.24 per cent Pavlina Georgieva Naidenova – 17.53 per cent</p> |
| Auditor | <p>Deloitte Audit OOD</p> |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|----------------|----------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 35 114 | 15 243 | 18 852 | 1 019 |
| Financial assets held for trading | 36 386 | 11 514 | 24 248 | 624 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 165 | 164 | 1 | 0 |
| Loans and receivables (including finance leases) | 254 559 | 92 647 | 148 303 | 13 609 |
| Held-to-maturity investments | 76 571 | 46 805 | 24 864 | 4 902 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 4 035 | 4 035 | 0 | 0 |
| Intangible assets | 200 | 200 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 0 | 0 | 0 | 0 |
| Tax assets | 142 | 142 | 0 | 0 |
| Other assets | 2 753 | 2 634 | 112 | 7 |
| Non-current assets and disposal groups classified as held for sale | 13 944 | 13 944 | 0 | 0 |
| TOTAL ASSETS | 423 869 | 187 328 | 216 380 | 20 161 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 23 | 0 | 23 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 373 251 | 126 364 | 176 317 | 70 570 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 237 | 237 | 0 | 0 |
| Tax liabilities | 102 | 102 | 0 | 0 |
| Other liabilities | 2 085 | 1 123 | 870 | 92 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 375 698 | 127 826 | 177 210 | 70 662 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 53 000 | 53 000 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 347 | 347 | | |
| Reserves (including retained earnings) | -4 940 | -4 940 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | -236 | -236 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 48 171 | 48 171 | | |
| TOTAL LIABILITIES AND EQUITY | 423 869 | 175 997 | 177 210 | 70 662 |


INCOME STATEMENT

(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|-------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 2 904 | 2 291 | 587 | 26 |
| Interest income | 5 506 | 2 572 | 2 746 | 188 |
| Interest expenses | 3 482 | 1 045 | 2 241 | 196 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 958 | 677 | 241 | 40 |
| Fee and commission expenses | 231 | 66 | 159 | 6 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 8 | 8 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | -4 295 | -4 295 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 4 441 | 4 441 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 0 | 0 | | |
| Other operating income | -1 | -1 | | |
| Other operating expenses | 0 | 0 | | |
| Administration costs | 2 261 | | | |
| Depreciation | 164 | | | |
| Provisions | 0 | | | |
| Impairment | 693 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | -8 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | -222 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 14 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | -236 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | -236 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | -236 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|---------|-----------|---------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 261 312 | 97 395 | 150 305 | 13 612 |
| Central governments | 684 | 684 | 0 | 0 |
| Credit institutions | 41 382 | 38 | 32 316 | 9 028 |
| Non-credit institutions | 2 979 | 0 | 2 966 | 13 |
| Corporates (corporate customers) | 179 309 | 67 901 | 107 046 | 4 362 |
| Retail exposures | 36 958 | 28 772 | 7 977 | 209 |
| <i>Residential mortgage loans to individuals</i> | 7 003 | 4 003 | 3 000 | 0 |
| <i>Consumer loans</i> | 29 955 | 24 769 | 4 977 | 209 |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 373 251 | 126 364 | 176 317 | 70 570 |
| <i>Credit institutions</i> | 12 462 | 9 266 | 213 | 2 983 |
| Deposits | 5 196 | 2 000 | 213 | 2 983 |
| Repo transactions | 7 266 | 7 266 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Institutions other than credit institutions</i> | 133 619 | 55 995 | 25 498 | 52 126 |
| Deposits | 132 820 | 55 196 | 25 498 | 52 126 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 799 | 799 | 0 | 0 |
| <i>Individuals and households</i> | 227 170 | 61 103 | 150 606 | 15 461 |
| <i>Subordinated debt</i> | 0 | 0 | 0 | 0 |
| <i>Debt/equity (hybrid) instruments</i> | 0 | 0 | 0 | 0 |


TOKUDA BANK AD
STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by Resolution No. 365 of 1 December 1994 of the BNB Governing Council to conduct bank transactions in Bulgaria under Article 9, para. 1 of the Law on Banks and Credit Activity.</p> <p>License updated by:</p> <p>Order No. 100-00571 of 23 December 1999 of the BNB Governor in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-147 of 30 January 2003 of the BNB Governor to conduct bank transactions abroad;</p> <p>Order No. RD 22-0854 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2267 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment of the Law on Credit Institutions</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 748 of 29 January 2002 of the Plovdiv Regional Court on company file No. 4463 of 2001, lot No. 31, vol. 23, p. 122; re-entered in the Commercial Register to the Registry Agency, UIC 813155318, certificate No. 20080326092111 of 26 March 2008</p> |
| Address of the head office | <p>3, Graf Ignatiev Str., 1000 Sofia</p> <p>tel. 02/981 0167; 02/980 3300</p> <p>Website: www.tcebank.com</p> |
| Management | |
| Supervisory Board | <p>International Hospital Services Co. – Japan, represented by Eiji Yoshida</p> <p>Arthur Stern</p> <p>Katsuyuki Noso</p> |
| Management Board | <p>Vanya Georgieva Vasileva – Chairman and Executive Director</p> <p>Lyubomir Stoyanchov Manolov – Executive Director</p> <p>Kiril Dimitrov Pendev – Executive Director</p> |
| Shareholders (shares over 10 per cent) | |
| | <p>International Hospital Services Co. – 99.4 per cent</p> |
| Auditor | <p>Deloitte Audit OOD</p> |

BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 849 956 | 493 516 | 347 995 | 8 445 |
| Financial assets held for trading | 206 719 | 104 173 | 93 022 | 9 524 |
| Financial assets designated at fair value through profit or loss | 77 684 | 5 335 | 67 580 | 4 769 |
| Available-for-sale financial assets | 405 538 | 323 785 | 52 316 | 29 437 |
| Loans and receivables (including finance leases) | 9 953 590 | 3 272 898 | 6 422 414 | 258 278 |
| Held-to-maturity investments | 259 625 | 1 507 | 111 714 | 146 404 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 235 993 | 235 993 | 0 | 0 |
| Intangible assets | 30 426 | 30 426 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 27 499 | 27 499 | 0 | 0 |
| Tax assets | 7 152 | 7 152 | 0 | 0 |
| Other assets | 42 393 | 40 786 | 686 | 921 |
| Non-current assets and disposal groups classified as held for sale | 147 | 147 | 0 | 0 |
| TOTAL ASSETS | 12 096 722 | 4 543 217 | 7 095 727 | 457 778 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 80 549 | 9 525 | 63 138 | 7 886 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 9 827 473 | 4 113 961 | 4 982 907 | 730 605 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 5 498 | 0 | 2 339 | 3 159 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 38 241 | 18 722 | 954 | 18 565 |
| Tax liabilities | 18 311 | 18 311 | 0 | 0 |
| Other liabilities | 76 882 | 49 467 | 26 255 | 1 160 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 10 046 954 | 4 209 986 | 5 075 593 | 761 375 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 285 777 | 285 777 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 118 266 | 118 266 | | |
| Reserves (including retained earnings) | 1 601 846 | 1 601 846 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 43 879 | 43 879 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 2 049 768 | 2 049 768 | | |
| TOTAL LIABILITIES AND EQUITY | 12 096 722 | 6 259 754 | 5 075 593 | 761 375 |

INCOME STATEMENT
 (March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 161 286 | 88 053 | 68 185 | 5 048 |
| Interest income | 162 708 | 59 760 | 95 349 | 7 599 |
| Interest expenses | 57 448 | 19 022 | 34 795 | 3 631 |
| Expenses on share capital repayable on demand | 0 | 0 | 0 | 0 |
| Dividend income | 0 | 0 | 0 | 0 |
| Fee and commission income | 37 345 | 27 928 | 8 220 | 1 197 |
| Fee and commission expenses | 1 939 | 1 233 | 589 | 117 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 108 | 108 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 13 694 | 13 694 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | -191 | -191 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | 3 571 | 3 571 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 632 | 632 | | |
| Other operating income | 2 880 | 2 880 | | |
| Other operating expenses | 74 | 74 | | |
| Administration costs | 55 530 | | | |
| Depreciation | 9 033 | | | |
| Provisions | 9 | | | |
| Impairment | 47 910 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 48 804 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 4 925 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 43 879 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 43 879 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 43 879 | | | |

LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|------------------|------------------|------------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 10 660 340 | 3 550 556 | 6 828 437 | 281 347 |
| Central governments | 51 999 | 46 774 | 5 225 | 0 |
| Credit institutions | 2 123 505 | 855 432 | 1 249 629 | 18 444 |
| Non-credit institutions | 223 123 | 70 732 | 152 008 | 383 |
| Corporates (corporate customers) | 5 838 580 | 1 545 832 | 4 067 263 | 225 485 |
| Retail exposures | 2 423 133 | 1 031 786 | 1 354 312 | 37 035 |
| <i>Residential mortgage loans to individuals</i> | <i>1 643 398</i> | <i>613 435</i> | <i>1 012 829</i> | <i>17 134</i> |
| <i>Consumer loans</i> | <i>779 735</i> | <i>418 351</i> | <i>341 483</i> | <i>19 901</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 9 827 473 | 4 113 961 | 4 982 907 | 730 605 |
| <i>Credit institutions</i> | <i>2 111 034</i> | <i>437 565</i> | <i>1 597 888</i> | <i>75 581</i> |
| Deposits | 1 217 181 | 412 260 | 729 340 | 75 581 |
| Repo transactions | 24 660 | 5 055 | 19 605 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 869 193 | 20 250 | 848 943 | 0 |
| <i>Institutions other than credit institutions</i> | <i>3 836 197</i> | <i>2 028 453</i> | <i>1 603 631</i> | <i>204 113</i> |
| Deposits | 3 832 191 | 2 024 447 | 1 603 631 | 204 113 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 4 006 | 4 006 | 0 | 0 |
| <i>Individuals and households</i> | <i>3 662 900</i> | <i>1 647 943</i> | <i>1 564 046</i> | <i>450 911</i> |
| <i>Subordinated debt</i> | <i>217 342</i> | <i>0</i> | <i>217 342</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Established by Decree No. 7 of 20 February 1964 of the Council of Ministers to conduct foreign exchange and credit transactions in Bulgaria and abroad. Licensed by Resolution No. 13 of 25 February 1991 of the BNB Governing Council.</p> <p>License updated by:</p> <p>Order No. 100-00485 of 17 November 1999 of the BNB Governor in accordance with the requirements of the Law on Banks;</p> <p>Order No. RD 22-0841 of 7 May 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions;</p> <p>Order No. RD 22-2249 of 16 November 2009 of the BNB Governor in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions.</p> |
| Legal registration | <p>Entered under No. 17 of 21 February 1964 of the Sofia Regional Court on company file No. 9 of 1964 and in the Commercial Register under No. 503, vol. 5, p. 99 on company file No. 2010 of 1990 of the Sofia City Court, re-entered in the Commercial Register to the Registry Agency, UIC 831919536, certificate No. 20080218090731 of 18 February 2008</p> |
| Address of the head office | <p>7 Sveta Nedelya Sq., 1000 Sofia tel. 02/9232 111 Website: www.unicreditbulbank.bg</p> |
| Management | |
| Supervisory Board | <p>Robert Zadrazil – Chairman Alberto Devoto – Deputy Chairman Dimitar Georgiev Zhelev Heinz Meidlinger Friderike Kots Simone Marcucci Mauro Maschio</p> |
| Management Board | <p>Levon Karekin Hampartsumyan – Chairman and Chief Executive Director Andrea Casini – Deputy Chairman and Executive Director Emiliya Stefanova Palibachiyska – Chief Financial Officer Alexander Kalinov Krustev Michele Amadei Pasquale Giamboi</p> |
| Shareholders (shares over 10 per cent) | <p>UniCredit Bank Austria AG, Republic of Austria – 96.53 per cent</p> |
| Auditor | <p>KPMG Bulgaria OOD</p> |



BALANCE SHEET AS OF 31 MARCH 2012

(BGN'000)

| | Balance sheet value | Including | | |
|--------------------------------------------------------------------------------------------------------------------------|------------------------|------------------|------------------|---------------------|
| | | BGN | EUR | Other currencies |
| ASSETS | | | | |
| Cash and cash balances with central banks | 1 010 627 | 348 199 | 647 968 | 14 460 |
| Financial assets held for trading | 162 204 | 101 607 | 42 244 | 18 353 |
| Financial assets designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Available-for-sale financial assets | 155 271 | 18 430 | 56 359 | 80 482 |
| Loans and receivables (including finance leases) | 5 066 112 | 2 403 607 | 2 429 364 | 233 141 |
| Held-to-maturity investments | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Tangible assets | 75 982 | 75 982 | 0 | 0 |
| Intangible assets | 8 190 | 8 190 | 0 | 0 |
| Investments in associates, subsidiaries and joint ventures (accounted for using the equity method including goodwill) | 8 719 | 8 719 | 0 | 0 |
| Tax assets | 8 119 | 8 119 | 0 | 0 |
| Other assets | 47 855 | 45 546 | 1 627 | 682 |
| Non-current assets and disposal groups classified as held for sale | 30 679 | 30 679 | 0 | 0 |
| TOTAL ASSETS | 6 573 758 | 3 049 078 | 3 177 562 | 347 118 |
| LIABILITIES | | | | |
| Deposits from central banks | 0 | 0 | 0 | 0 |
| Financial liabilities held for trading | 1 570 | 1 570 | 0 | 0 |
| Financial liabilities designated at fair value through profit or loss | 0 | 0 | 0 | 0 |
| Financial liabilities measured at amortised cost | 5 452 372 | 2 511 005 | 2 588 284 | 353 083 |
| Financial liabilities associated with transferred financial assets | 0 | 0 | 0 | 0 |
| Derivatives – hedge accounting | 0 | 0 | 0 | 0 |
| Fair value changes of the hedged items in portfolio hedge of interest rate risk | 0 | 0 | 0 | 0 |
| Provisions | 6 188 | 6 188 | 0 | 0 |
| Tax liabilities | 2 058 | 2 058 | 0 | 0 |
| Other liabilities | 4 488 | 3 769 | 625 | 94 |
| Share capital repayable on demand (e.g. cooperative shares) | 0 | 0 | 0 | 0 |
| Liabilities included in disposal groups classified as held for sale | 0 | 0 | 0 | 0 |
| TOTAL LIABILITIES | 5 466 676 | 2 524 590 | 2 588 909 | 353 177 |
| EQUITY AND MINORITY INTEREST | | | | |
| Issued capital | 75 964 | 75 964 | | |
| Share premium | 0 | 0 | | |
| Other equity | 0 | 0 | | |
| Revaluation reserves and other valuation differences | 5 116 | 5 116 | | |
| Reserves (including retained earnings) | 1 024 092 | 1 024 092 | | |
| Treasury shares | 0 | 0 | | |
| Income from current year | 1 910 | 1 910 | | |
| Interim dividends | 0 | 0 | | |
| Minority interest | 0 | 0 | | |
| TOTAL EQUITY | 1 107 082 | 1 107 082 | | |
| TOTAL LIABILITIES AND EQUITY | 6 573 758 | 3 631 672 | 2 588 909 | 353 177 |



**UNITED
BULGARIAN
BANK**

A Member of NBG Group

INCOME STATEMENT
(March 2012)

(BGN'000)

| | Total amount | Including | | |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------|-----------|--------|---------------------|
| | | BGN | EUR | Other currencies |
| CONTINUING OPERATIONS | | | | |
| Financial and operating income and expenses | 85 941 | 65 134 | 21 184 | -377 |
| Interest income | 111 345 | 69 427 | 40 292 | 1 626 |
| Interest expenses | 49 014 | 24 790 | 21 748 | 2 476 |
| Expenses on share capital repayable on demand | 0 | 0 | | |
| Dividend income | 5 | 0 | 0 | 5 |
| Fee and commission income | 20 087 | 16 187 | 3 284 | 616 |
| Fee and commission expenses | 1 381 | 589 | 644 | 148 |
| Realised gains (losses) on financial assets and liabilities not measured at fair value through profit or loss, net | 4 | 4 | | |
| Gains (losses) on financial assets and liabilities held for trading, net | 4 208 | 4 208 | | |
| Gains (losses) on financial assets and liabilities designated at fair value through profit or loss, net | 0 | 0 | | |
| Gains (losses) from hedge accounting, net | 0 | 0 | | |
| Exchange differences, net | -228 | -228 | | |
| Gains (losses) on derecognition of assets other than held for sale, net | 10 | 10 | | |
| Other operating income | 1 416 | 1 416 | | |
| Other operating expenses | 511 | 511 | | |
| Administration costs | 36 109 | | | |
| Depreciation | 5 329 | | | |
| Provisions | -301 | | | |
| Impairment | 42 679 | | | |
| Negative goodwill immediately recognised in profit or loss | 0 | | | |
| Share of the profit or loss of associates and joint ventures accounted for using the equity method | 0 | | | |
| Profit or loss from non-current assets and disposal groups classified as held for sale not qualifying as discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS BEFORE TAX | | | | |
| FROM CONTINUING OPERATIONS | 2 125 | | | |
| Tax expense (income) related to profit or loss from continuing operations | 215 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| FROM CONTINUING OPERATIONS | 1 910 | | | |
| Profit or loss after tax from discontinued operations | 0 | | | |
| TOTAL PROFIT OR LOSS AFTER TAX | | | | |
| AND DISCONTINUED OPERATIONS | 1 910 | | | |
| Profit or loss attributable to minority interest | 0 | | | |
| PROFIT OR LOSS ATTRIBUTABLE | | | | |
| TO EQUITY HOLDERS OF THE PARENT | 1 910 | | | |



LOANS AND ATTRACTED FUNDS AS OF 31 MARCH 2012

(BGN'000)

| | Total | Including | | |
|----------------------------------------------------|------------------|------------------|------------------|------------------|
| | | BGN | EUR | Other currencies |
| LOANS | | | | |
| Loans and advances (gross value) | 5 656 109 | 2 711 433 | 2 708 587 | 236 089 |
| Central governments | 11 500 | 11 500 | 0 | 0 |
| Credit institutions | 253 516 | 3 269 | 55 492 | 194 755 |
| Non-credit institutions | 86 971 | 278 | 86 693 | 0 |
| Corporates (corporate customers) | 2 817 423 | 596 188 | 2 179 954 | 41 281 |
| Retail exposures | 2 486 699 | 2 100 198 | 386 448 | 53 |
| <i>Residential mortgage loans to individuals</i> | <i>1 264 468</i> | <i>879 320</i> | <i>385 115</i> | <i>33</i> |
| <i>Consumer loans</i> | <i>1 222 231</i> | <i>1 220 878</i> | <i>1 333</i> | <i>20</i> |
| ATTRACTED FUNDS | | | | |
| Attracted funds | 5 452 372 | 2 511 005 | 2 588 284 | 353 083 |
| <i>Credit institutions</i> | <i>900 915</i> | <i>81 844</i> | <i>802 361</i> | <i>16 710</i> |
| Deposits | 676 180 | 20 833 | 638 637 | 16 710 |
| Repo transactions | 15 629 | 15 629 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 209 106 | 45 382 | 163 724 | 0 |
| <i>Institutions other than credit institutions</i> | <i>1 165 184</i> | <i>838 131</i> | <i>289 455</i> | <i>37 598</i> |
| Deposits | 1 165 184 | 838 131 | 289 455 | 37 598 |
| Repo transactions | 0 | 0 | 0 | 0 |
| Short-term funding | 0 | 0 | 0 | 0 |
| Long-term funding | 0 | 0 | 0 | 0 |
| <i>Individuals and households</i> | <i>3 131 093</i> | <i>1 591 030</i> | <i>1 241 288</i> | <i>298 775</i> |
| <i>Subordinated debt</i> | <i>255 180</i> | <i>0</i> | <i>255 180</i> | <i>0</i> |
| <i>Debt/equity (hybrid) instruments</i> | <i>0</i> | <i>0</i> | <i>0</i> | <i>0</i> |



**UNITED
BULGARIAN
BANK**

A Member of NBG Group

STATUS, MANAGEMENT AND MAJOR SHAREHOLDERS

| | |
|--------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| License granted by the BNB | <p>Licensed by resolution of 25 February 1991 of the BNB Governing Council. License updated by: Resolution No. 340 of the BNB Central Management to conduct bank transactions in Bulgaria and abroad; Order No. 100-00487 of 17 November 1999 of the BNB Governor in accordance with the requirements of the Law on Banks; Order No. RD 22-1558 of 20 July 2007 of the BNB Governor in accordance with the requirements of the Law on Credit Institutions; Order No. RD 22-2250 of 16 November 2009 in accordance with the requirements of the Law on Amendment to the Law on Credit Institutions</p> |
| Legal registration | <p>Entered in the Commercial Register by Resolution No. 376 of 1992 of the Sofia City Court on company file No. 31848 of 1992, lot No. 376, vol. 8, p. 105; re-entered in the Commercial Register to the Registry Agency, UIC 000694959, certificate No. 20080522125029 of 22 May 2008</p> |
| Address of the head office | <p>5 Sv. Sofia Str., 1040 Sofia tel. 02/811 2500; 02/811 2800 Website: www.ubb.bg</p> |
| Management Board of Directors | <p>Stilian Petkov Vatev – Chief Executive Director Radka Ivanova Toncheva – Executive Director Alexandros Georgios Tourkolias Agis Ioannis Leopoulos Anthimos Konstantinos Thomopoulos Teodor Valentinov Marinov Anastasios Nikiforos Lizos Dimitrios Anagnostopoulos Konstantinos Bratos</p> |
| Shareholders (shares over 10 per cent) | <p>National Bank of Greece – 99.91 per cent</p> |
| Auditor | <p>Deloitte Audit OOD</p> |