

**FIRST INVESTMENT BANK AD****Consolidated statement of comprehensive income for the year ended 31 December 2013****Unaudited***In thousands**of BGN*

|   | <b>2013</b>    | <b>2012</b>    |
|---|----------------|----------------|
| Interest income   | 480,380        | 465,512        |
| Interest expense  | (298,669)      | (311,277)      |
| <b>Net interest income</b>  | <b>181,711</b> | <b>154,235</b> |
| Fee and commission income   | 103,596        | 83,995         |
| Fee and commission expense  | (11,821)       | (9,691)        |
| <b>Net fee and commission income</b>                                  | <b>91,775</b>  | <b>74,304</b>  |
| Net trading income  | 9,381          | 8,539          |
| Other operating income  | 6,662          | 2,819          |
| <b>TOTAL INCOME FROM BANKING OPERATIONS</b>                           | <b>289,529</b> | <b>239,897</b> |
| General administrative expenses                                       | (161,327)      | (160,022)      |
| Impairment losses   | (70,284)       | (36,709)       |
| Gain on bargain purchase of subsidiary                                | 152,498        | -              |
| Other expenses, net   | (22,003)       | (9,218)        |
| <b>PROFIT BEFORE TAX</b>  | <b>188,413</b> | <b>33,948</b>  |
| Income tax expense  | (3,475)        | (3,375)        |
| <b>GROUP PROFIT AFTER TAX</b>   | <b>184,938</b> | <b>30,573</b>  |
| <b>Other comprehensive income</b>                                     |                |                |
| <b>Items that will not be reclassified to profit or loss:</b>         |                |                |
| Revaluation reserve on land and buildings                             | -              | 4,500          |
| Statutory reserve   | 4              | -              |
| <b>Items that may be reclassified subsequently to profit or loss:</b> |                |                |
| Exchange differences on translating foreign operations                | (77)           | (77)           |
| Available for sale financial assets                                   | 2,383          | 269            |
| <b>Other comprehensive income for the period</b>                      | <b>2,310</b>   | <b>4,692</b>   |
| <b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>                      | <b>187,248</b> | <b>35,265</b>  |
| Profit attributable to:   |                |                |
| Owners of the Bank  | 184,954        | 30,504         |
| Non-controlling interests   | (16)           | 69             |
| Total comprehensive income attributable to:                           |                |                |
| Owners of the Bank  | 187,264        | 35,196         |
| Non-controlling interests   | (16)           | 69             |
| <b>Basic and diluted earnings per share (in BGN)</b>                  | <b>1.68</b>    | <b>0.28</b>    |

(signed)

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Vassil Christov  
Executive Director

(signed)

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Maya Oyfalosh  
Executive Director

**FIRST INVESTMENT BANK AD**  
**Consolidated statement of financial position as at 31 December 2013**  
**Unaudited**

*In thousands of BGN*

|  | <b>2013</b>      | <b>2012</b>      |
|--|------------------|------------------|
| <b>ASSETS</b>  |                  |                  |
| Cash and balances with central banks                   | 1,347,555        | 1,140,889        |
| Financial assets held for trading                      | 16,423           | 6,553            |
| Available for sale investments                         | 423,640          | 726,619          |
| Financial assets held to maturity                      | 178,658          | 118,770          |
| Loans and advances to banks and financial institutions | 120,126          | 45,939           |
| Loans and advances to customers                        | 6,020,792        | 4,540,389        |
| Property and equipment                                 | 115,964          | 120,840          |
| Intangible assets                                      | 20,263           | 18,339           |
| Derivative assets held for risk management             | 3,702            | 1,088            |
| Current tax assets                                     | 1,001            | 2,120            |
| Other assets   | 529,869          | 328,902          |
| <b>TOTAL ASSETS</b>                                    | <b>8,777,993</b> | <b>7,050,448</b> |
| <b>LIABILITIES AND CAPITAL</b>                         |                  |                  |
| Due to credit institutions                             | 5,302            | 2,580            |
| Due to other customers                                 | 7,535,756        | 6,189,721        |
| Liabilities evidenced by paper                         | 196,444          | 62,420           |
| Subordinated term debt                                 | 24,655           | 54,988           |
| Perpetual debt   | 99,792           | 99,584           |
| Hybrid debt  | 205,251          | 123,901          |
| Deferred tax liabilities                               | 3,137            | 3,565            |
| Derivative liabilities held for risk management        | 684              | 1,309            |
| Current tax liabilities                                | 584              | 255              |
| Other liabilities                                      | 13,873           | 6,858            |
| <b>TOTAL LIABILITIES</b>                               | <b>8,085,478</b> | <b>6,545,181</b> |
| Issued share capital                                   | 110,000          | 110,000          |
| Share premium  | 97,000           | 97,000           |
| Statutory reserve                                      | 39,865           | 39,861           |
| Revaluation reserve on available for sale investments  | 3,466            | 1,083            |
| Revaluation reserve on land and buildings              | 4,500            | 4,500            |
| Reserve from translation of foreign operations         | (2,854)          | (2,777)          |
| Retained earnings                                      | 438,209          | 253,255          |
| <b>SHAREHOLDERS' EQUITY</b>                            | <b>690,186</b>   | <b>502,922</b>   |
| Non-controlling interests                              | 2,329            | 2,345            |
| <b>TOTAL GROUP EQUITY</b>                              | <b>692,515</b>   | <b>505,267</b>   |
| <b>TOTAL LIABILITIES AND GROUP EQUITY</b>              | <b>8,777,993</b> | <b>7,050,448</b> |

(signed)

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Vassil Christov  
Executive Director

(signed)

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Maya Oyfalosh  
Executive Director

**FIRST INVESTMENT BANK AD**  
**Consolidated statement of cash flows for the year ended 31 December 2013**  
**Unaudited**

*In thousands of BGN*

|  | <b>2013</b>        | <b>2012</b>      |
|--|--------------------|------------------|
| <b>Cash flows from operating activities</b>  |                    |                  |
| Profit for the period  | 184,938            | 30,573           |
| <b>Adjustment for non-cash items</b>   |                    |                  |
| Impairment losses  | 70,284             | 36,709           |
| Depreciation and amortisation  | 20,735             | 21,125           |
| Income tax expense   | 3,475              | 3,375            |
| (Profit)/loss from sale and derecognition of tangible and intangible fixed assets, net | 9                  | (19)             |
| (Profit) from sale of other assets, net  | (200)              | (189)            |
|  | <b>279,241</b>     | <b>91,574</b>    |
| <b>Change in operating assets</b>  |                    |                  |
| (Increase)/decrease in financial instruments held for trading                          | (9,870)            | 2,106            |
| (Increase)/decrease in available for sale investments                                  | 305,627            | (62,312)         |
| (Increase)/decrease in loans and advances to banks and financial institutions          | (32,851)           | 26,098           |
| (Increase) in loans to customers   | (1,550,687)        | (394,862)        |
| Net (increase) in other assets   | (207,539)          | (246,010)        |
|  | <b>(1,495,320)</b> | <b>(674,980)</b> |
| <b>Change in operating liabilities</b>   |                    |                  |
| Increase in deposits from banks  | 2,722              | 798              |
| Increase in amounts owed to other depositors   | 1,346,035          | 801,411          |
| Net increase in other liabilities  | 6,233              | 3,265            |
|  | <b>1,354,990</b>   | <b>805,474</b>   |
| Income tax paid  | (3,682)            | (4,623)          |
| <b>NET CASH FLOWS FROM OPERATING ACTIVITIES</b>  | <b>135,229</b>     | <b>217,445</b>   |
| <b>Cash flows from investing activities</b>  |                    |                  |
| (Purchase) of tangible and intangible fixed assets                                     | (17,941)           | (17,020)         |
| Sale of tangible and intangible fixed assets   | 149                | 51               |
| Sale of other assets   | 5,204              | 2,698            |
| (Increase) of investments  | (59,888)           | (52,884)         |
| <b>NET CASH FLOWS FROM INVESTING ACTIVITIES</b>  | <b>(72,476)</b>    | <b>(67,155)</b>  |
| <b>Cash flows from financing activities</b>  |                    |                  |
| Increase in borrowings   | 185,249            | 35,815           |
| <b>NET CASH FLOWS FROM FINANCING ACTIVITIES</b>  | <b>185,249</b>     | <b>35,815</b>    |
| <b>NET INCREASE IN CASH AND CASH EQUIVALENTS</b>                                       | <b>248,002</b>     | <b>186,105</b>   |
| <b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF PERIOD</b>                            | <b>1,174,178</b>   | <b>988,073</b>   |
| <b>CASH AND CASH EQUIVALENTS AT THE END OF PERIOD</b>                                  | <b>1,422,180</b>   | <b>1,174,178</b> |

(signed)

Vassil Christov  
*Executive Director*

(signed)

Maya Oyfalosh  
*Executive Director*

**FIRST INVESTMENT BANK AD**  
**Consolidated statement of changes in equity for the year ended 31 December 2013**  
**Unaudited**

*In thousands of BGN*

|   | Share capital  | Share premium | Retained earnings | Revaluation reserve on available for sale investments | Revaluation reserve on land and buildings | Reserve from translation of foreign operations | Statutory reserve | Non-controlling interests | Total          |
|---|----------------|---------------|-------------------|---|---|--|-------------------|---------------------------|----------------|
| <b>Balance as at 1 January 2012</b>                   | <b>110,000</b> | <b>97,000</b> | <b>222,751</b>    | <b>814</b>  | -   | <b>(2,700)</b>                                 | <b>39,861</b>     | <b>2,276</b>              | <b>470,002</b> |
| <b>Total comprehensive income</b>                     |                |               |                   |   |   |  |                   |                           |                |
| Profit for the year ended 31 December 2012            | -              | -             | 30,504            | -   | -   | -  | -                 | 69                        | 30,573         |
| <b>Other comprehensive income</b>                     |                |               |                   |   |   |  |                   |                           |                |
| Revaluation reserve on available for sale investments | -              | -             | -                 | 269   | -   | -  | -                 | -                         | 269            |
| Revaluation reserve on land and buildings             | -              | -             | -                 | -   | 4,500                                     | -  | -                 | -                         | 4,500          |
| Reserve from translation of foreign operations        | -              | -             | -                 | -   | -   | (77)   | -                 | -                         | (77)           |
| <b>Balance as at 31 December 2012</b>                 | <b>110,000</b> | <b>97,000</b> | <b>253,255</b>    | <b>1,083</b>  | <b>4,500</b>                              | <b>(2,777)</b>                                 | <b>39,861</b>     | <b>2,345</b>              | <b>505,267</b> |
| <b>Total comprehensive income</b>                     |                |               |                   |   |   |  |                   |                           |                |
| Profit for the year ended 31 December 2013            | -              | -             | 184,954           | -   | -   | -  | -                 | (16)                      | 184,938        |
| <b>Other comprehensive income</b>                     |                |               |                   |   |   |  |                   |                           |                |
| Revaluation reserve on available for sale investments | -              | -             | -                 | 2,383   | -   | -  | -                 | -                         | 2,383          |
| Reserve from translation of foreign operations        | -              | -             | -                 | -   | -   | (77)   | -                 | -                         | (77)           |
| Statutory reserve                                     | -              | -             | -                 | -   | -   | -  | 4                 | -                         | 4              |
| <b>Balance as at 31 December 2013</b>                 | <b>110,000</b> | <b>97,000</b> | <b>438,209</b>    | <b>3,466</b>  | <b>4,500</b>                              | <b>(2,854)</b>                                 | <b>39,865</b>     | <b>2,329</b>              | <b>692,515</b> |

(signed)

\_\_\_\_\_  
Vassil Christov  
Executive Director

(signed)

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Maya Oyfalosh  
Executive Director

**ADDENDUM TO THE CONSOLIDATED FINANCIAL STATEMENTS OF FIRST INVESTMENT  
BANK AD  
AS AT 31.12.13**

**NOTES**

**1. Basis of preparation**

**(a) Statute**

First Investment Bank AD (the Bank) is incorporated in the Republic of Bulgaria and has its registered office in Sofia, at 37 Dragan Tzankov Blvd.

The Bank has a general banking license issued by the Bulgarian National Bank (BNB) according to which it is allowed to conduct all banking transactions permitted by Bulgarian legislation.

Following the successful Initial Public Offering of new shares at the Bulgarian Stock Exchange – Sofia, on June 13<sup>th</sup> 2007 the Bank was registered as a public company in the Register of the Financial Supervision Commission pursuant to the provisions of the Law on the Public Offering of Securities.

The consolidated financial statements of the Bank as at and for the year ended 31 December 2013 comprise the Bank and its subsidiaries (see note 37), together referred to as the “Group”.

The Group has foreign operations in Cyprus and Albania.

**(b) Statement of compliance**

The unconsolidated financial statements were drawn up in accordance with the International Financial Reporting Standards (IFRS) endorsed by the European Commission.

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Bank’s accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements, are disclosed in Note 2 (p).

**(c) Presentation**

The financial statements are presented in Bulgarian Leva (BGN) rounded to the nearest thousand.

The financial statements are prepared on a fair value basis for derivative financial instruments, financial assets and liabilities held for trading, and available-for-sale assets, except those for which a reliable measure of fair value is not available. Other financial assets and liabilities and non-financial assets and liabilities are stated at amortised cost or historical cost convention.

**(d) Change in accounting policy**

The Group has adopted the following new standards and amendments to standards, including any consequential amendments to other standards, with a date of initial application of 1 January 2013.

- Disclosures – Offsetting Financial Assets and Financial Liabilities (Amendments to IFRS 7)(i)
- IFRS 13 *Fair Value Measurement* (ii)
- *Presentation of Items of Other Comprehensive Income* (Amendments to IAS 1) (iii)
- IAS 19 *Employee Benefits* (2012) (iv)

**1. Basis of preparation, continued**

**(d) Change in accounting policy, continued**

**(i) *Offsetting of financial assets and financial liabilities***

As a result of the amendments to IFRS 7, the Group has expanded its disclosures about offsetting of financial assets and financial liabilities.

**(ii) *Fair value measurement principles***

IFRS 13 establishes a single framework for measuring fair value and making disclosures about fair value measurements, when such disclosures are required or permitted by other IFRSs. In particular, it unifies the definition of fair value as the price at which an orderly transaction to sell an asset or to transfer a liability would take place between market participants at the measurement date. It also replaces and expands the disclosure requirements about fair value measurements in other IFRSs, including IFRS 7. As a result the Group has included additional disclosures in this regard.

In accordance with the transitional provisions of IFRS 13, the Group has applied the new fair value measurement guidance prospectively and has not provided any comparative information for new disclosures. Notwithstanding the above, the change had no significant impact on the measurements of the Group's assets and liabilities.

**(iii) *Presentation of Items of Other Comprehensive Income***

As a result of the amendments to IAS 1, the Group has modified the presentation of items of other comprehensive income in its statement of profit or loss and other comprehensive income, to present separately items that would be reclassified to profit or loss in the future from those that would never be. Comparative information has also been re-presented accordingly.

**(iv) *Defined benefit plans***

As a result of IAS 19 Employee Benefits (2012), the Group has changed its accounting policy in respect of actuarial gains and losses arising from defined benefit plans from using the 'corridor' approach to recognising all actuarial gains and losses in other comprehensive income (OCI).

**2. Significant accounting policies**

**(a) Income recognition**

**(i) *Interest Income***

Interest income and expense is recognised in the profit or loss as it accrues, taking into account the effective yield of the asset (liability) or an applicable floating rate. Interest income and expense include the amortisation of any discount or premium or other differences between the initial carrying amount of an interest bearing instrument and its amount at maturity calculated on an effective interest rate basis.

**(ii) *Fee and Commission***

Fee and commission income arises on financial services provided by the Group and is recognised in profit or loss when the corresponding service is provided.

**(iii) *Net trading income***

Net gains (losses) on financial assets and liabilities held for trading includes those gains and losses arising from disposals and changes in the fair value of financial assets and liabilities held for trading as well as trading income in dealing with foreign currencies and exchange differences from daily revaluation of the net open foreign currency position of the Group.

## **2. Significant accounting policies, continued**

### **(a) Income recognition, continued**

#### **(iv) Dividend income**

Dividend income is recognised when the right to receive income is established. Usually this is the ex-dividend date for equity securities.

### **(b) Basis of consolidation of subsidiaries**

#### **(i) Business Combinations**

Business combinations are accounted for using the acquisition method as at the acquisition date – i.e. when control is transferred to the Group. Control is the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities. In assessing control, the Group takes into consideration potential voting rights that currently are exercisable.

## **2. Significant accounting policies, continued**

### **(b) Basis of consolidation of subsidiaries, continued**

#### **(i) Business combinations, continued**

The Group measures goodwill at the acquisition date as:

- the fair value of the consideration transferred; plus
- the recognised amount of any non-controlling interests in the acquiree; plus
- if the business combination is achieved in stages, the fair value of the pre-existing equity interest in the acquiree; less
- the net recognised amount (generally fair value) of the identifiable assets acquired and liabilities assumed.

When the excess is negative, a bargain purchase gain is recognised immediately in profit or loss.

The consideration transferred does not include amounts related to the settlement of pre-existing relationships. Such amounts are generally recognised in profit or loss.

Transaction costs, other than those associated with the issue of debt or equity securities, that the Group incurs in connection with a business combination are expensed as incurred.

Any contingent consideration payable is measured at fair value at the acquisition date. If the contingent consideration is classified as equity, then it is not remeasured and settlement is accounted for within equity. Otherwise, subsequent changes in the fair value of the contingent consideration are recognised in profit or loss.

If share-based payment awards (replacement awards) are required to be exchanged for awards held by the acquiree's employees (acquiree's awards) and relate to past services, then all or a portion of the amount of the acquirer's replacement awards is included in measuring the consideration transferred in the business combination. This determination is based on the market-based value of the replacement awards compared with the market-based value of the acquiree's awards and the extent to which the replacement awards relate to past and/or future service.

#### **(ii) Minority interests**

For each business combination, the Group elects to measure any non-controlling interests in the acquiree either:

- at fair value; or
- at their proportionate share of the acquiree's identifiable net assets, which are generally at fair value.

Changes in the Group's interest in a subsidiary that do not result in a loss of control are accounted for as transactions with owners in their capacity as owners. Adjustments to non-

controlling interests are based on a proportionate amount of the net assets of the subsidiary. No adjustments are made to goodwill and no gain or loss is recognised in profit or loss.

**(iii) Subsidiaries**

Subsidiaries are those enterprises controlled by the Group. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

**(iv) Special purpose entities**

Special purpose entities (SPEs) are entities that are created to accomplish a narrow and well-defined objective such as the securitisation of particular assets, or the execution of a specific borrowing or lending transaction. An SPE is consolidated if, based on an evaluation of the substance of its relationship with the Group and the SPE's risks and rewards, the Group concludes that it controls the SPE.

**2. Significant accounting policies, continued**

**(b) Basis of consolidation of subsidiaries, continued**

**(iv) Special purpose entities, continued**

The following circumstances may indicate a relationship in which, in substance, the Group controls and consequently consolidates an SPE:

- The activities of the SPE are being conducted on behalf of the Group according to its specific business needs so that the Group obtains benefits from the SPE's operation.
- The Group has the decision-making powers to obtain the majority of the benefits of the activities of the SPE or, by setting up an 'autopilot' mechanism, the Group has delegated these decision-making powers.
- The Group has rights to obtain the majority of the benefits of the SPE and therefore may be exposed to risks incident to the activities of the SPE.
- The Group retains the majority of the residual or ownership risks related to the SPE or its assets in order to obtain benefits from its activities.

The assessment of whether the Group has control over an SPE is carried out at inception and normally no further reassessment of control is carried out in the absence of changes in the structure or terms of the SPE, or additional transactions between the Group and the SPE. Day-to-day changes in market conditions normally do not lead to a reassessment of control. However, sometimes changes in market conditions may alter the substance of the relationship between the Group and the SPE and in such instances the Group determines whether the change warrants a reassessment of control based on the specific facts and circumstances. Where the Group's voluntary actions, such as lending amounts in excess of existing liquidity facilities or extending terms beyond those established originally, change the relationship between the Group and an SPE, the Group performs a reassessment of control over the SPE.

**(v) Loss of control**

On the loss of control, the Group derecognises the assets and liabilities of the subsidiary, any non-controlling interests and the other components of equity related to the subsidiary. Any surplus or deficit arising on the loss of control is recognised in profit or loss. If the Group retains any interest in the previous subsidiary, then such interest is measured at fair value at the date that control is lost. Subsequently that retained interest is accounted for as an equity-accounted investee or in accordance with the Group's accounting policy for financial instruments depending on the level of influence retained.

**(vi) Transactions eliminated on consolidation**

Intra-group balances and transactions, and any unrealised income and expenses (except for foreign currency transaction gains or losses) arising from intra-group transactions, are eliminated in preparing the consolidated financial statements. Unrealised losses are



eliminated in the same way as unrealised gains, but only to the extent that there is no evidence of impairment.

**(c) Foreign currency transactions**

**(i) Functional and presentation currency**

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The consolidated financial statements are presented in Bulgarian leva, which is the Group's functional and presentation currency.

**(ii) Transactions and balances**

Transactions in foreign currencies are translated into the respective functional currencies of the operations at the spot exchange rates at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are translated into the functional currency at the spot exchange rate at that date. Foreign currency differences arising on translation are difference between amortised cost in functional currency in the beginning of period, adjusted with effective interest and received payments during the period, and amortised cost in foreign currency at the spot exchange rate at the reporting date. Non-monetary assets and liabilities denominated in foreign currencies that are measured at fair value are retranslated into the functional currency at the spot exchange rate at the date that the fair value was determined.

**(iii) Foreign operations**

The assets and liabilities of foreign operations are translated to Bulgarian leva at exchange rates at the reporting date. The income and expenses of foreign operations are translated to Bulgarian leva at exchange rates at the dates of the transactions. Foreign currency differences are recognised in other comprehensive income. The functional currency of the foreign operations in Cyprus is determined by the management to be the Euro. The functional currency of the foreign operations in Albania is determined by the management to be the Albanian Lek.

**(d) Financial assets**

The Group classifies its financial assets in the following categories: financial assets at fair value through profit or loss; loans and receivables; held-to-maturity investments; and available-for-sale financial assets. Management determines the classification of its investments at initial recognition.

**(i) Financial assets at fair value through profit or loss**

This category has two sub-categories: financial assets held for trading, and those designated at fair value through profit or loss at inception. A financial asset is classified in this category if acquired principally for the purpose of selling in the short term or if so designated by management because its performance is assessed and monitored on the basis of its fair value. Derivatives are also categorised as held for trading unless they are designated as hedges.

**(ii) Loans and receivables**

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise when the Group provides money, goods or services directly to a debtor with no intention of trading the receivable.

**(iii) Held-to-maturity**

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Group's management has the positive intention and ability to hold to maturity. Were the Group to sell or re-classify other than an insignificant amount of held-to-maturity assets, the entire category would be tainted and reclassified as available for sale.

**(iv) Available-for-sale**

Available-for-sale investments are those intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices.

**(v) Recognition**

Purchases and sales of financial assets at fair value through profit or loss, held to maturity and available for sale are recognised on the date of the actual delivery of the assets. Loans are recognised when cash is advanced to the borrowers. Financial assets are initially recognised at fair value plus, in the case of a financial asset not at fair value through profit or loss, transaction costs.

**(vi) Measurement**

Available-for-sale financial assets and financial assets at fair value through profit or loss are subsequently carried at fair value. Loans and receivables and held-to-maturity investments are carried at amortised cost using the effective interest method. Gains and losses arising from changes in the fair value of the 'financial assets at fair value through profit or loss' category are recognised in profit or loss. Gains and losses arising from changes in the fair value of available-for-sale financial assets are recognised in other comprehensive income, until the financial asset is derecognised or impaired. At this time the cumulative gain or loss previously recognised in other comprehensive income is reclassified in profit or loss.

Interest calculated using the effective interest method is recognised in profit or loss. Dividends on equity instruments are recognised in profit or loss when the Group's right to receive payment is established.

**(vii) Fair value measurement principles**

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

When applicable, the Group measures the fair value of an instrument using the quoted price in an active market for that instrument. A market is regarded as active if transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

When there is no quoted price in an active market, the Group uses valuation techniques that maximise the use of relevant observable inputs and minimise the use of unobservable inputs. The chosen valuation technique incorporates all the factors that market participants would take into account in pricing a transaction.

**2. Significant accounting policies, continued**

**(d) Financial assets, continued**

**(vii) Fair value measurement principles, continued**

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

If an asset or a liability measured at fair value has a bid price and an ask price, the Group measures assets and long positions at a bid price and liabilities and short positions at an ask price.

Portfolios of financial assets and financial liabilities that are exposed to market risk and credit risk that are managed by the Bank on the basis of the net exposure to either market or credit risk, are measured on the basis of a price that would be received to sell a net long position (or paid to transfer a net short position) for a particular risk exposure. Those portfolio-level adjustments are allocated to the individual assets and liabilities on the basis of the relative risk adjustment of each of the individual instruments in the portfolio.

The Group recognises transfers between levels of the fair value hierarchy as of the end of the reporting period during which the change has occurred.

**(viii) Derecognition**

The Group derecognises a financial asset when the contractual rights to the cash flows from the financial asset expire, or when the Group transfers these rights in a transaction in which substantially all the risks and rewards of ownership of the financial assets are transferred to the buyer. Any interest in transferred financial assets that is created or retained by the Group is recognised as a separate asset or liability.

The Group derecognises a financial liability when its contractual obligations are discharged or cancelled or expire.

The Group enters into transactions whereby it transfers financial assets recognised in its statement of financial position, but retains either all or substantially all risks and rewards of the transferred asset. If all or substantially all risks and rewards are retained, then the transferred assets are not derecognised in the statement of financial position (an example of such transactions are repo deals).

In transactions in which the Group neither retains nor transfers substantially all the risks and rewards of ownership of a financial asset, it derecognises the asset if it does not retain control over the asset. The rights and obligations retained in the transfer are recognised separately as assets and liabilities as appropriate. In transfers in which, control over the asset is retained, the Group continues to recognise the asset to the extent of its continuing involvement, determined by the extent to which it is exposed to changes in the value of the transferred asset.

**2. Significant accounting policies, continued**

**(e) Cash and cash equivalents**

Cash and cash equivalents comprise cash balances on hand, cash deposited with the central bank and short-term highly liquid accounts and advances to banks with maturity of up to three months.

**(f) Investments**

Investments that the Group holds for the purpose of short-term profit taking are classified as financial assets for trading. Debt investments that the Group has the intent and ability to hold

to maturity are classified as held-to-maturity assets. Other investments are classified as available-for-sale assets.

**(g) Securities borrowing and lending business and repurchase transactions**

**(i) Securities borrowing and lending**

Investments lent under securities lending arrangements continue to be recognised in the statement of financial position and are measured in accordance with the accounting policy for assets held for trading or available-for-sale as appropriate. Cash collateral received in respect of securities lent is recognised as liabilities to either banks or customers. Investments borrowed under securities borrowing agreements are not recognised. Cash collateral placements in respect of securities borrowed are recognised under loans and advances to either banks or customers. Income and expenses arising from the securities borrowing and lending business are recognised on an accrual basis over the period of the transactions and are included in interest income or expense.

**(ii) Repurchase agreements**

The Group enters into purchases (sales) of investments under agreements to resell (repurchase) substantially identical investments at a certain date in the future at a fixed price. Investments purchased subject to commitments to resell them at future dates are not recognised. The amounts paid are recognised in loans to either banks or customers. The receivables are shown as collateralised by the underlying security. Investments sold under repurchase agreements continue to be recognised in the statement of financial position and are measured in accordance with the accounting policy for either assets held for trading or available-for-sale as appropriate. The proceeds from the sale of the investments are reported as liabilities to either banks or customers.

The difference between the purchase (sale) and resell (repurchase) considerations is recognised on an accrual basis over the period of the transaction and is included in interest income (expenses).

**(h) Borrowings**

Borrowings are recognised initially at 'cost', being their issue proceeds (fair value of consideration received) net of transaction costs incurred. Borrowings are subsequently stated at amortised cost and any difference between net proceeds and the redemption value is recognised in profit or loss over the period of the borrowings using the effective yield method.

If the Group purchases its own debt, it is removed from the statement of financial position and the difference between the carrying amount of a liability and the consideration paid is included in other operating income.

**(i) Offsetting**

Financial assets and liabilities are offset and the net amount is reported in the statement of financial position when the Group has a legally enforceable right to set off the recognised amounts and the transactions are intended to be settled on a net basis.

**(j) Impairment of Assets**

The carrying amounts of the Bank's assets are reviewed at each balance sheet date to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated. An impairment loss is recognised whenever the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. Impairment losses are recognised in profit or loss.

**(i) Loans and advances**

Impairment loss on loans and receivables is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the financial asset's original effective interest rate. If the interest rate for the loan is a floating interest rate, the loan is discounted at the current effective contractual interest rate. Short-term balances are not discounted. The calculation of the present value of estimated future cash flows reflects not only interest and principal payments, but also cash flows that may result from foreclosure less costs for obtaining and selling the collateral for a given exposure.

Loans and advances are presented net of specific and general allowances for impairment. The carrying amount of the asset is reduced through use of an allowance account. Individual allowances are allocated against the carrying amount of loans and advances for which objective evidence of impairment exists as a result of past events that occurred after the initial recognition of the asset. Objective evidence of impairment include significant financial difficulty of the issuer or obligor; a breach of contract, such as a default or delinquency in interest or principal payments; the borrower will probably enter bankruptcy; observable data indicating that there is a measurable decrease in the estimated cash flows from a group of financial assets. Portfolio allowances are maintained to reduce the carrying amount of portfolios of loans and advances with similar credit risk characteristics that are collectively assessed for impairment. The expected cash flows for portfolios of similar assets are estimated on the basis of historical loss experience for assets with characteristics similar to those in the group. Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment. Increases in the allowance account are recognised in profit or loss. When a loan is identified to be not recoverable, all the necessary legal procedures have been completed, and the final loss has been determined, the loan is written off directly.

If in a subsequent period the amount of an impairment loss decreases and the decrease can be linked objectively to an event occurring after the write down, the allowance reversal is recognised in profit or loss.

**(ii) Available for sale financial assets**

When a decline in the fair value of an available-for-sale financial asset has been recognised directly in equity and there is objective evidence that the asset is impaired, the cumulative loss that had been recognised directly in equity is removed from equity and recognised in profit or loss. The amount of the cumulative loss that is removed from equity and recognised in profit or loss is the difference between the acquisition cost (net of any principal repayment and amortisation) and current fair value, less any impairment loss on that financial asset previously recognised in profit or loss.

If, in a subsequent period, the fair value of a financial instrument classified as available for sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed, with the amount of the reversal recognised in profit or loss. Any subsequent increase in the fair value of impaired equity security, available for sale, is recognized directly in the comprehensive income.

**(k) Property and equipment**

Land and buildings are presented in the statement of financial position at their revalued amount which is the fair value of the asset as at the date of revaluation less any subsequent amortisation and depreciation and accumulated impairment losses. All others classes of items of property, plant and equipment are stated in the statement of financial position at their acquisition cost less accumulated depreciation and allowance for impairment.

Depreciation is calculated on a straight line basis at prescribed rates designed to decrease the cost or valuation of fixed assets over their expected useful lives. The annual rates of amortisation are as follows:

| <b>Assets</b>            | <b>%</b> |
|--------------------------|----------|
| • Buildings              | 3 - 4    |
| • Equipment              | 10 - 50  |
| • Fixtures and fittings  | 10 - 15  |
| • Motor vehicles         | 20       |
| • Leasehold Improvements | 2 - 50   |

Assets are not depreciated until they are brought into use and transferred from assets in the course of construction into the relevant asset category.

**(l) Intangible assets**

Intangible assets, which are acquired by the Group, are stated at cost less accumulated amortisation and any impairment losses.

Amortisation is calculated on a straight-line basis over the expected useful life of the asset. The annual rates of amortisation are as follows:

| <b>Assets</b>       | <b>%</b> |
|---------------------|----------|
| • Licences          | 10 - 15  |
| • Computer software | 8 - 50   |

**(m) Provisions**

A provision is recognised in the statement of financial position when the Group has a legal or constructive obligation as a result of a past event, it is probable that an outflow of economic benefits will be required to settle the obligation and an reliable assessment of the amount due can be made. If the effect is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability.

**(n) Acceptances**

An acceptance is created when the Group agrees to pay, at a stipulated future date, a draft drawn on it for a specified amount. The Group's acceptances primarily arise from documentary credits stipulating payment for the goods to be made a certain number of days after receipt of required documents. The Group negotiates most acceptances to be settled at a later date following the reimbursement from the customers. Acceptances are accounted for as liabilities evidenced by paper.

**(o) Taxation**

Tax on the profit for the year comprises current tax and the change in deferred tax. Current tax comprises tax payable calculated on the basis of the expected taxable income for the year, using the tax rates enacted by the statement of financial position date, and any adjustment of tax payable for previous years.

Deferred tax is provided using the balance sheet liability method on all temporary differences between the carrying amounts for financial reporting purposes and the amounts used for taxation purposes.

Deferred tax is calculated on the basis of the tax rates that are expected to apply to the period when the asset is realised or the liability is settled. The effect on deferred tax of any changes in tax rates is charged to profit or loss, except to the extent that it relates to items previously recognised either in other comprehensive income or directly in equity.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the unused tax losses and credits can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

**(p) Critical accounting estimates and judgements in applying accounting policies**

The Group makes estimates and assumptions that affect the reported amounts of assets and liabilities within the next financial year. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

**(i) Impairment losses on loans and advances**

The Group reviews its loan portfolios to assess impairment on a monthly basis. In determining whether an impairment loss should be recorded in profit or loss, the Group makes judgements as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans before the decrease can be identified with an individual loan in that portfolio. This evidence may include observable data indicating that there has been an adverse change in the payment status of borrowers in a group, or national or local economic conditions that correlate with defaults on assets in the group.

Management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio when scheduling its future cash flows. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

**(ii) Income taxes**

The Group is subject to income taxes in numerous jurisdictions. Significant estimates are required in determining the worldwide provision for income taxes. There are many transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. The Group recognises liabilities for anticipated tax audit issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made.

**(q) Employee benefits****Defined contribution plans**

A defined contribution plan is a post-employment benefit plan under which the Group pays fixed contributions into a separate entity and will have no legal or constructive obligation to pay further amounts. The Government of Bulgaria is responsible for providing pensions in Bulgaria under a defined contribution pension plan. The Group's contributions to the defined contribution pension plan are recognised as an employee benefit expense in profit or loss in the periods during which services are rendered by employees.

**Defined benefit plans**

A defined benefit plan is a post-employment benefit plan other than a defined contribution plan. The Group's net obligation in respect of defined benefit plans is calculated by estimating the amount of future benefit that employees have earned in return for their service in the current and prior periods; that benefit is discounted to determine its present value.

The Bank has an obligation to pay certain amounts to each employee who retires with the Bank in accordance with Art. 222, § 3 of the Labor Code.

According to these regulations in the LC, when a labor contract of a bank's employee, who has acquired a pension right, is ended, the Bank is obliged to pay him compensations amounted to two gross monthly salaries. Where the employee has been with the same employer for the past 10 years, this employee is entitled to a compensation amounting to six gross monthly salaries. As at balance sheet date, the Management of the Bank estimates the approximate amount of the potential expenditures for every employee using the projected unit credit method.

**Termination benefits**

Termination benefits are recognised as an expense when the Group is committed demonstrably, without realistic possibility of withdrawal, to a formal detailed plan to either terminate employment before the normal retirement date, or to provide termination benefits as a result of an offer made to encourage voluntary redundancy. Termination benefits for voluntary redundancies are recognised as an expense if the Group has made an offer of voluntary redundancy, it is probable that the offer will be accepted, and the number of acceptances can be estimated reliably. If benefits are payable more than 12 months after the

reporting period, then they are discounted to their present value.

#### Short-term employee benefits

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

A liability is recognised for the amount expected to be paid under short-term cash bonus or profit-sharing plans if the Group has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee, and the obligation can be estimated reliably. The Group recognises as a liability the undiscounted amount of the estimated costs related to annual leave expected to be paid in exchange for the employee's service for the period completed.

#### (r) **New standards and interpretations not yet effective**

A number of new standards, amendments to standards and interpretations endorsed by the European Commission may be applied early for the annual period ending on 31 December 2013, although they are not mandatory. These changes have not been applied early in preparing these financial statements. The Group does not plan to adopt these standards early.

#### **Standards, Interpretations and amendments to published Standards that are not yet effective and have not been early adopted – endorsed by the European Commission**

- IFRS 10 Consolidated Financial Statements shall be applied, at latest, as from the beginning of the first financial year starting on or after 1 January 2014. IFRS 10 introduces a single control model to determine whether an investee should be consolidated. The Group does not expect the new standard to have any impact on the consolidated financial statements, since the assessment of control over its current investees under the new standard is not expected to change previous conclusions regarding the Bank's control over its investees.
- IFRS 11 Joint Arrangements, shall be applied, at latest, as from the beginning of the first financial year starting on or after 1 January 2014. The Group does not expect IFRS 11 to have material impact on the financial statements since it is not a party to any joint arrangements.
- IFRS 12 Disclosures of Interests in Other Entities, shall be applied, at latest, as from the beginning of the first financial year starting on or after 1 January 2014. The Group does not expect the new Standard will have a material impact on the financial statements.
- IAS 27 Separate Financial Statements (2011) which supersedes IAS 27 (2008) shall be applied, at latest, as from the beginning of the first financial year starting on or after 1 January 2014. The Group does not expect the new Standard will have a material impact on the financial statements.
- IAS 28 Investments in Associates and Joint Ventures (2011) which supersedes IAS 28(2008) shall be applied, at latest, as from the beginning of the first financial year starting on or after 1 January 2014. The Group does not expect the amendments to Standard to have material impact on the financial statements since it does not have any investments in associates or joint ventures that will be impacted by the amendments.
- Amendments to IAS 32 Offsetting Financial Assets and Financial Liabilities shall be applied, at latest, as from the beginning of the first financial year starting on or after 1 January 2014. The Group does not expect the Amendments to have any impact on the financial statements since the Bank does not apply offsetting to any of its financial assets and financial liabilities and it has not entered into master netting arrangements.
- Amendments to IFRS 10, IFRS 12 and IAS 27 – Investment Entities shall be applied for annual periods beginning on or after 1 January 2014.
- The Group does not expect the new standard to have any impact on the financial statements, since the Group does not qualify as an investment entity.



- Amendments to IAS 36 – Recoverable Amount Disclosures for Non-Financial Assets shall be applied for annual periods beginning on or after 1 January 2014. The Group does not expect the new Standard will have a material impact on the financial statements.
- Amendments to IAS 39 – Novation of Derivatives and Continuation of Hedge Accounting shall be applied for annual periods beginning on or after 1 January 2014. The Group does not expect the new Standard will have a material impact on the financial statements.

**Standards, interpretations and amendments to standards issued by IASB/IFRICs not yet endorsed by the European Commission**

Management believes that it is appropriate to disclose that the following new or revised standards, new interpretations and amendments to current standards, which are already issued by the International Accounting Standards Board (IASB), are not yet endorsed for adoption by the European commission, and therefore are not taken into account in preparing these financial statements. . The effective dates for these will depend on the endorsement decision for adoption by the European Commission.

- IFRS 9 Financial Instruments (2009), additions to IFRS 9 (2010 and 2013) and Amendment to IFRS 9 and IFRS 7 Mandatory effective date and transitional disclosures (Effective date not yet determined; to be applied prospectively. Earlier application is permitted.)
- Amendments to IAS 19 – Defined Benefit Plans: Employee Contributions (Effective for annual periods beginning on or after 1 July 2014. Earlier application is permitted. The IFRIC 21 – Levies (Effective for annual periods beginning on or after 1 January 2014. Earlier application is permitted. The amendments apply retrospectively).

During the fourth quarter of 2013:

1. There were no unusual (in terms of amount, nature or timing) assets, liabilities, equity, net income and cash flows.
2. There were no unusual changes in contingent assets and liabilities since the last annual financial statements.
3. No dividends were accrued or paid.

**EXECUTIVE DIRECTOR:**

**EXECUTIVE DIRECTOR:**

**V. CHRISTOV**

**M. OYFALOSH**