

**UNIVERSAL INVESTMENT BANK  
AD - Skopje**

**INDEPENDENT AUDITOR'S REPORT  
AND  
FINANCIAL STATEMENTS  
FOR THE PERIOD ENDING  
31 DECEMBER 2018  
(According IFRS)**

**Skopje, April 2019**

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**INDEPENDENT AUDITOR'S REPORT  
TO THE  
SHAREHOLDERS OF  
UNIVERSAL INVESTMENT BANK AD - Skopje**

We have audited the accompanying financial statements of Universal Investment Bank AD - Skopje ("The Bank"), which comprise the Statement of Financial Position as at 31 December 2018, and the Income Statement, Statement of Comprehensive Income, Statement of changes in equity and Cash flow statement for the period then ended, and a summary of significant accounting policies and other explanatory notes.

*Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the International Financial Reporting Standards and for such internal control as management determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

*Auditor's Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Audit Law and International Standards on Auditing which are accepted and published in the Official gazette of the Republic of Macedonia (79/2010). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

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

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

**INDEPENDENT AUDITOR'S REPORT (Continued)  
TO THE  
SHAREHOLDERS OF  
UNIVERSAL INVESTMENT BANK AD - Skopje**

*Opinion*

In our opinion, the financial statements present fairly, in all material respects, the financial position of Universal Investment Bank AD - Skopje as of 31 December 2018, and of its financial performance and its cash flows for the period then ended in accordance with the International Financial Reporting Standards.

Skopje, 23 April 2019

**Certified Auditor**

Goce Hristov

**Manager and Certified Auditor**

Antonio Veljanov



Financial statements  
31 December 2018

## Statement of comprehensive income

		(In 000 MKD)	
		For the year ending	
	Notes	2018	2017
Interest income		957,420	812,207
Interest (expense)		(210,335)	(155,874)
<b>Net interest income</b>	5	<b>747,085</b>	<b>656,333</b>
Fee and commission income		313,638	283,450
Fee and commission (expense)		(177,869)	(158,424)
<b>Net fee and commission income</b>	6	<b>135,769</b>	<b>125,026</b>
Net foreign exchange gains		23,323	24,831
Other operating income	7	33,106	32,273
<b>Operating income</b>		<b>939,283</b>	<b>838,463</b>
(Additional) / Release of impairment provision on financial assets and special reserve, net	8,24	(56,838)	39,659
Personnel expenses	9	(281,633)	(263,043)
Amortization and depreciation	18,19	(55,080)	(63,197)
Other operating expenses	10	(250,871)	(286,732)
<b>Operating (expenses)</b>		<b>(644,422)</b>	<b>(573,313)</b>
<b>Profit before tax</b>		<b>294,861</b>	<b>265,150</b>
Income tax (expense)	11	(27,604)	(23,895)
<b>Net profit for the year</b>		<b>267,257</b>	<b>241,255</b>
<b>Other comprehensive income</b>			
Other comprehensive income for the year			-
<b>Total comprehensive income for the year</b>		<b>267,257</b>	<b>241,255</b>
<b>Earnings per share</b>			
Basic and diluted earnings per share (in Denars)	12	489	442

## Statement of financial position

	Notes	2018	(In 000 MKD) As at 31 December 2017
<b>Assets</b>			
Cash and cash equivalents	13	5,584,914	4,091,323
Loans and advances to banks	14	-	295,045
Loans and advances to customers	15	14,036,902	11,023,297
Investment securities	16	13,106	13,106
Foreclosed assets	17	31,065	119,592
Investment in subsidiaries	18	-	-
Intangible assets	19	81,999	84,722
Property and equipment	20	457,566	474,204
Other receivables	21	102,623	62,360
<b>Total assets</b>		<b>20,308,175</b>	<b>16,163,649</b>
<b>Liabilities</b>			
Due to banks	22	678,923	785,687
Due to customers	23	16,577,084	12,586,279
Borrowings	24	927,579	920,361
Provisions and special reserve	25	3,490	1,882
Current tax liabilities		6,215	10,944
Deferred tax liabilities	11	3,777	3,923
Other liabilities	26	126,282	137,005
<b>Total liabilities</b>		<b>18,323,350</b>	<b>14,446,081</b>
<b>Equity and reserves</b>			
Share capital	27	545,987	545,987
Share premium		510,387	510,387
Reserves		558,773	326,609
Retained earnings		369,678	334,585
<b>Total equity and reserves</b>		<b>1,984,825</b>	<b>1,717,568</b>
<b>Total liabilities, equity and reserves</b>		<b>20,308,175</b>	<b>16,163,649</b>
Commitments and contingencies	28	1,497,885	1,309,730

These financial statements have been authorized by the Bank's Supervisory Board on 23 April 2019.

Signed on behalf of the Board of Directors by:

**Delcho Krastev**  
 Member of the Managing  
 Board, Executive Officer

**Vladislav Hadjidinev**  
 Member of the Managing  
 Board, Executive Officer

**Milka Todorova**  
 Member of the Managing  
 Board, Executive Officer

See the accompanying Notes to the Financial Statements



## Statement of changes in equity

(In 000 MKD)	Share capital	Share premium	Reserves	Retained earnings / Accumulated (losses)	Total equity
<b>At 01 January 2017</b>	<b>545,987</b>	<b>510,387</b>	<b>191,064</b>	<b>228,875</b>	<b>1,476,313</b>
<i>Transactions with owners</i>					
Distribution to reserves	-	-	135,545	(135,545)	-
<i>Total transactions with owners</i>	-	-	135,545	(135,545)	-
Profit for the year	-	-	-	241,255	241,255
<i>Other comprehensive income</i>	-	-	-	-	-
Total comprehensive income	-	-	-	241,255	241,255
<b>At 31 December 2017</b>	<b>545,987</b>	<b>510,387</b>	<b>326,609</b>	<b>334,585</b>	<b>1,717,568</b>
<b>At 01 January 2018</b>	<b>545,987</b>	<b>510,387</b>	<b>326,609</b>	<b>334,585</b>	<b>1,717,568</b>
<i>Transactions with owners</i>					
Distribution to reserves	-	-	232,164	(232,164)	-
<i>Total transactions with owners</i>	-	-	232,164	(232,164)	-
Profit for the year	-	-	-	267,257	267,257
<i>Other comprehensive income</i>	-	-	-	-	-
Total comprehensive income	-	-	-	267,257	267,257
<b>At 31 December 2018</b>	<b>545,987</b>	<b>510,387</b>	<b>558,773</b>	<b>369,678</b>	<b>1,984,825</b>

## Statement of cash flows

	(In 000 MKD)	
	Year ended 31 December	
Notes	2018	2017
<b>Operating activities</b>		
Profit before taxation	294,861	265,150
Adjustment for:		
Amortization and depreciation	55,080	63,197
Additional / (Release of) impairment provision on financial assets, net	56,838	(39,659)
Impairment losses on foreclosed assets	13,322	6,165
Additional / (Release of) impairment provision and special reserve, net	-	-
Dividend income	(1,225)	(1,427)
(Gain) / loss from foreclosed assets sold	9,211	(4,681)
(Gain) from property and equipment sold	(1,758)	(492)
Interest income	(957,420)	(812,207)
Interest expense	210,335	155,874
Other corrections	(3,773)	5,635
(Loss) before changes in operating assets and liabilities	<b>(324,529)</b>	<b>(362,445)</b>
<i>Changes in operating assets and liabilities</i>		
Loans and advances to banks	295,000	(214,994)
Obligatory reserves in foreign currency	(72,385)	(479)
Loans and advances to customers	(3,056,953)	(1,390,669)
Foreclosed assets	69,560	20,392
Other receivables	34,614	(138,979)
Due to banks	(107,776)	444,315
Due to customers	3,952,346	1,045,765
Other liabilities	(10,577)	45,911
Profit/ (Loss) after changes in operating assets and liabilities	<b>779,300</b>	<b>(551,183)</b>
Proceeds from interest	950,385	808,197
Interests (paid)	(170,911)	(169,948)
Income tax (paid)	(32,479)	(20,462)
<b>Net cash (used in) / from operating activities</b>	<b>1,526,295</b>	<b>66,604</b>
<b>Investment activities</b>		
(Purchase) of property, plant and equipment and intangible assets, net	(33,961)	(36,327)
Sale of investment securities, net	-	1,225
Other inflows from investment activities	1,225	1,427
<b>Net cash from investments activities</b>	<b>(32,736)</b>	<b>(33,675)</b>
<b>Financial activities</b>		
Proceeds from borrowings	7,051,057	548,020
(Repayment of) borrowings	(7,043,731)	(424,448)
(Repayment of) subordinated liabilities	-	-
<b>Net cash from / (used in) financial activities</b>	<b>7,326</b>	<b>123,572</b>
<b>Net change in cash and cash equivalents</b>	<b>1,500,885</b>	<b>156,501</b>
Cash and cash equivalents, beginning of the year	<b>3,428,172</b>	<b>3,271,671</b>
<b>Cash and cash equivalents, end of the year</b>	<b>13 4,929,057</b>	<b>3,428,172</b>

See the accompanying Notes to the Financial Statements



# Notes to the Financial Statements

## 1 General information

Universal Investment Bank, Skopje (hereinafter “the Bank”) is a Shareholding Company incorporated in the Republic of North Macedonia. The address of its registered head office is: “St. Maksim Gorki” 6, 1000 Skopje, Republic of North Macedonia.

The Bank is licensed to perform all banking activities in accordance with the law. The main activities include commercial lending, receiving of deposits, payment operation services in the country and abroad, foreign exchange deals, trust activities and other services.

The Bank’s shares are quoted on the Macedonian Stock Exchange, at segment mandatory listing for companies with special reporting obligations. The quotation code is the following:

Code of shares	ISIN
UNI (ordinary share)	MKBLBA101011

The total number of employees in the Bank as at 31 December 2018 and 2017 is 395 and 387 employees, respectively.

## 2 Accounting policies

The principal accounting policies adopted in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless stated otherwise.

### 2.1 Basis for preparation

These financial statements have been prepared in accordance with the International Financial Reporting Standards (IFRS) that were issued by the International Accounting Standards Board (IASB). Financial statements have been prepared in accordance with the concept of historical cost convention, except for securities available for sale that are measured at fair value and foreclosed assets that are measured at the lower of cost or fair value less costs to sale. The basis for measuring each kind of asset, liability, income and expense are disclosed further within this Note.

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires the Bank’s Management to exercise judgment in the process of applying the Bank’s accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in Note 4: Critical accounting estimates and judgments.

The financial statements have been prepared as at and for the years ended 31 December 2018 and 2017. The financial statements are presented in Macedonian Denar (“MKD”), which is the Bank’s functional currency. Current and comparative data stated in these financial statements are expressed in Denar thousands. Where necessary, comparative figures have been adjusted to conform to the changes in presentation for the current year.

## **2.2 Changes in accounting policies and disclosures**

### **a) New and revised standards that are effective for annual periods beginning on or after 1 January 2018**

At the date of authorization of these financial statements, certain new standards and amendments and interpretations of existing standards have been published by the IASB. All relevant publications have been applied to the Bank's accounting policies in the first period beginning at the effective date of the publication. New standards, amendments and interpretations that have not been adopted or listed below are not expected to have a material impact on the Bank's financial statements.

#### **IFRS 9 "Financial Instruments"**

The IASB recently released IFRS 9 'Financial Instruments' (2014), representing the completion of its project to replace IAS 39 'Financial Instruments: Recognition and Measurement'. The new standard introduces extensive changes to IAS 39's guidance on the classification and measurement of financial assets and introduces a new 'expected credit loss' model for the impairment of financial assets. IFRS 9 also provides new guidance on the application of hedge accounting. The standard is effective for annual periods beginning on or after 1 January 2018.

As of the date of issuance of the current financial statements the Bank performed reclassification of financial instruments according to the requirements of IFRS 9. There were no changes in the measurement basis and no financial impact from the reclassification.

Based on the current developed model, which is subject to Bank's testing and verification, the Bank estimates that the implementation of IFRS 9 will not have a materially significant impact on the existing impairment allowance.

Since IFRS 9 is a comprehensive standard, the Bank continued with the implementation of an action plan adopted for the implementation of all activities arising from IFRS 9, and it has been fully adopted in 2018.

#### **IFRS 15 "Revenue from Contracts with Customers"**

IFRS 15 presents new requirements in the recognition of revenue, replacing IAS 18 'Revenue', IAS 11 'Construction Contracts', and several revenue-related Interpretations. The new standard establishes a control-based revenue recognition model and provides additional guidance in many areas not covered in detail under existing IFRSs, including how to account for arrangements with multiple performance obligations, variable pricing, customer refund rights, supplier repurchase options, and other common complexities.

IFRS 15 is effective for annual reporting periods beginning on or after 1 January 2018. This standard has no significant impact on the financial standing or performance of the Bank.

### **b) Standards, amendments to and interpretations of the existing standards that are not effective yet and have not been applied prior to the effective date by the Stock Exchange**

#### **IFRS 16 "Leases"**

IFRS 16 "Leases" was released in January 2016 and replaces IAS 17 "Leases" and related Interpretations. IFRS 16 contains the principles of recognition, measurement and disclosure of leases for both parties of the lease. IFRS 16 is effective for annual reporting periods beginning on or after 1 January 2019. The Bank considers the impact of this new standard on the financial statements for future periods.

Notes to the financial statements (continued)  
Accounting policies (continued)

### 2.3 Foreign currency transactions

Transactions in foreign currencies are translated to Macedonian Denars at the exchange rates at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are retranslated to Macedonian Denars at the spot exchange rate at that date. The foreign currency gain or loss on monetary items is the difference between amortized cost in Macedonian Denars at the beginning of the period, adjusted for effective interest and payments during the period, and the amortized cost in foreign currency translated at the exchange rate at the end of the period.

Non-monetary assets and liabilities denominated in foreign currencies that are measured at fair value are retranslated to Macedonian Denars at the spot exchange rate at the date that the fair value was determined. Foreign currency differences arising from retranslation are recognized in profit or loss.

The foreign currencies the Bank deals with are predominantly Euro (EUR) and United States Dollars (USD). The exchange rates used for translation at 31 December 2018 and 2017 were as follows:

	2018 MKD	2017 MKD
1 EUR	61.4950	61.4907
1 USD	53.6887	51.2722

### 2.4 Off-setting

Financial assets and liabilities are offset and reported in the Statement of financial position when there is a legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis, or realize the assets and settle the liability simultaneously.

### 2.5 Interest income and expenses

Interest income and expense are recognized in profit or loss using the effective interest rate method. The effective interest rate is the rate that exactly discounts the estimated future cash payments and receipts through the expected life of the financial asset or liability (or, where appropriate, a shorter period) to the carrying amount of the financial asset or liability. The effective interest rate is established on initial recognition of the financial asset and liability and is not revised subsequently.

The calculation of the effective interest rate includes all fees and points paid or received, (transaction costs, and discounts or premiums) that are an integral part of the effective interest rate. Transaction costs include incremental costs that are directly attributable to the acquisition or issue of a financial asset or liability.

Interest income and expense presented in profit or loss include:

- interest on financial assets and liabilities at amortized cost on an effective interest rate basis;
- interest on available-for-sale investment securities calculated on an effective interest rate basis.

Notes to the financial statements (continued)  
Accounting policies (continued)

## **2.6 Fees and commission income and expenses**

Fees and commission income and expenses that are integral to the effective interest rate on a financial asset or liability are included in the measurement of the effective interest rate.

Other fees and commission income, including financial services provided by the Bank in respect of foreign currency settlements, guarantees, letters of credit, domestic and foreign payment operations and other services, are recognized as the related services are performed.

Other fees and commission expenses relate mainly to financial service fees, which are expensed as the services are received.

## **2.7 Dividends**

Dividend income is recognized when the right to receive income is established. Dividends are reflected as a component of net trading income, or dividend income based on the underlying classification of the equity instrument.

## **2.8 Lease payments**

Payments made under operating leases are recognized in profit or loss on a straight-line basis over the term of the lease. Lease incentives received are recognized as an integral part of the total lease expense, over the term of the lease.

## **2.9 Current and deferred income tax**

Current tax expense at 10% rate is paid to profit for the year which is determined as the difference between total revenues and total expenses for the period, increased with the non – recognized expenses for tax purposes adjusted for tax credit and less declared revenue. The tax base is reduced for the amount of income from dividends realized through participation in the capital of another taxpayer - resident of the Republic Macedonia, stipulating they are subject to tax expense by the taxpayer who pays the dividend. Taxpayers that will pay dividends and other distributions from the retained earnings created in the period from 2009 to 2013 will also have the obligation to calculate and pay tax for those distributions.

Deferred tax expense is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying values for financial reporting purposes. The tax rates that are currently valid are used in determination of deferred tax expense. Deferred tax expense is charged or credited in the profits and losses except when it relates to items charged or credited directly to equity, in which case the deferred tax is also dealt with in equity.

Deferred tax assets are recognized to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilized.

Notes to the financial statements (continued)  
Accounting policies (continued)

## 2.10 Financial assets and liabilities

### Recognition

Regular purchases and sales of financial assets and liabilities are recognized on the trade date at which the Bank commits to purchase or sell the asset. All other financial assets and liabilities are initially recognized on the trade date at which the Bank becomes a party to the contractual provisions of the instrument.

A financial asset or financial liability is initially measured at fair value adjusted for (for an item not subsequently measured at fair value through profit or loss), transaction costs that are directly attributable to its acquisition or issue.

### Classification

The Bank classifies its financial assets into the following categories: loans and receivables, held to maturity and available for sale (see accounting policies 2.12, 2.13 and 2.14).

The Bank's financial liabilities include deposits, borrowings and other liabilities (see accounting policy 2.21).

### Derecognition

The Bank derecognizes a financial asset when the contractual rights to the cash flows from the financial asset expire, or when it transfers the financial asset in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred or in which the Bank neither transfers nor retains substantially all the risks and rewards of ownership and it does not retain control of the financial asset. Any interest in transferred financial assets that qualify for derecognition that is created or retained by the Bank is recognized as a separate asset or liability in the Statement of financial position. On derecognition of a financial asset, the difference between the carrying amount of the asset (or the carrying amount allocated to the portion of the asset transferred), and the sum of (i) the consideration received (including any new asset obtained less any new liability assumed) and (ii) any cumulative gain or loss that had been recognized in other comprehensive income is recognized in profit or loss.

In transactions in which the Bank neither retains nor transfers substantially all the risks and rewards of ownership of a financial asset and it retains control over the asset, the Bank continues to recognize 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.

The Bank derecognizes a financial liability when its contractual obligations are discharged or cancelled or expire.

### Measurement at amortized cost

The amortized cost of a financial asset or liability is the amount at which the financial asset or liability is measured at initial recognition, minus principal repayments, plus or minus the cumulative amortization using the effective interest method of any difference between the initial amount recognized and the maturity amount, minus any reduction for impairment.

Notes to the financial statements (continued)  
Accounting policies (continued)

Financial assets and liabilities (continued)

Fair value measurement

Fair value represents 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.

Fair value can be assessed differently, depending on whether or not the asset or liability is traded in an active market.

*Active market: Fair value*

A financial asset is considered to be traded in an active market if the published prices are readily and regularly available from the Stock Exchange, dealers, brokers, over the counter, industry groups or regulatory agencies and those prices represent the current and regular market transactions on normal, commercial basis. The appropriate quoted market price for an asset held or a liability that is to be issued is usually the current market (buying) price; for an asset that is about to be acquired or a liability held it is the current selling price.

*Absence of an active market: Valuation techniques*

If a market for a financial instrument is not active, the Bank establishes fair value using a valuation technique in the following order:

- Application of information on negotiated prices for recent (from the past 6 months), normal commercial transactions for the same financial instrument between informed, willing parties
- If the previous valuation technique cannot be applied (there is no information available on the negotiated prices for recent transactions concerning the same financial instrument) then to determine the fair value the current market price of another, basically same, instrument should be used (in regards to the currency or the same or similar maturity date);
- If the information for fair value of the previous two techniques is inappropriate or cannot be applied, the fair value of the financial instrument is determined through analysis of the discounted cash flows or other alternative models for price determination.

The analysis of discounted cash flows is an important and frequently applied technique for determining the fair value of many assets and liabilities. One of the most important factors in the application of this technique is the determination of an appropriate discount rate.

Discount rate should include:

- Uncertainties and risks from cash flow assessment, related to certain asset or liability, due to the fact that those risks and uncertainties will change
- The measurement purpose.

If the fair value of equity instruments not traded in an active market and the derivatives related to them which have to be settled with unquoted equity instruments cannot be reliably measured, those instruments should be carried at their cost.

Notes to the financial statements (continued)  
Accounting policies (continued)

### **2.11 Impairment of financial assets**

The Bank assesses, on a monthly basis, whether there is objective evidence that financial assets not carried at fair value through profit or loss are impaired. Financial assets are impaired when objective evidence demonstrates that a loss event has occurred after the initial recognition of the asset, and that the loss event has an impact on the future cash flows on the asset that can be estimated reliably.

The Bank analyses impairment evidence on loans, receivables and securities on individual basis. All individually significant loans and receivables are analyzed on an individual basis.

Objective evidence that financial assets (including equity securities) are impaired can include default or delinquency of payments by a borrower, restructuring of a loan or advance by the Bank on terms that the Bank would not otherwise consider, indications that a borrower or issuer will enter bankruptcy, the disappearance of an active market for a security, or other observable data such as adverse changes in the payment status of borrowers or issuers, or economic conditions that correlate with defaults.

Impairment losses on assets carried at amortized cost are measured as the difference between the carrying amount of the financial asset and the present value of estimated future cash flows discounted at the asset's original effective interest rate.

Impairment losses are recognized in profit or loss and reflected in an allowance account against loans and advances. Interest on the impaired assets continues to be recognized through the unwinding of the discount. When an event occurring after the impairment was recognized causes the amount of impairment loss to decrease, the decrease in impairment loss is reversed through profit or loss.

Impairment losses on available-for-sale investment securities as a difference between the cost and fair value are recognized in profit or loss. Changes in impairment provisions attributable to time value are reflected as a component of interest income.

If, in a subsequent period, the fair value of an impaired available-for-sale debt security increases and the increase can be objectively related to an event occurring after the impairment loss was recognized in profit or loss, the impairment loss is reversed, with the amount of the reversal recognized in profit or loss. However, any subsequent recovery in the fair value of an impaired available-for-sale equity security is recognized in other comprehensive income.

### **2.12 Cash and cash equivalents**

Cash and cash equivalents include cash balance on hand, demand deposits with banks, cash deposited with the National Bank of the Republic of North Macedonia ("NBRNM") and highly liquid financial assets with original maturities of three months or less, which are subject to insignificant risk of changes in their fair value, and are used by the Bank in the management of its short-term liabilities.

Cash and cash equivalents are carried at amortized cost in the statement of financial position.

Notes to the financial statements (continued)  
Accounting policies (continued)

### **2.13 Loans and advances**

Loans and advances are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and that the Bank does not intend to sell immediately or in the near future.

Loans and advances are initially measured at fair value plus incremental direct transaction costs, and subsequently measured at their amortized cost using the effective interest method.

### **2.14 Investment securities**

Investment securities are initially measured at fair value plus, in case of investment securities not at fair value through profit and loss, incremental direct transaction costs and subsequently accounted for depending on their classification as either held-to-maturity, fair value through profit or loss, or available-for-sale.

#### **Held-to-maturity**

Held-to-maturity investments are non-derivative assets with fixed or determinable payments and fixed maturity that the Bank has the positive intent and ability to hold to maturity, and which are not designated as at fair value through profit or loss or as available for sale.

Held-to-maturity investments are measured at amortized cost using the effective interest method. If the Bank buys debt securities classified as held-to-maturity, with discount or premium, the amount of the obtained discount or premium will be recorded on the discount or premium accounts within the appropriate group of accounts for investments in held-to-maturity securities. Other commissions and fees that are integral part of the effective interest rate, as well as transaction costs directly related to the transaction, are recorded on the accumulated amortization accounts within the appropriate group of investing accounts for held-to-maturity debt securities.

A sale or reclassification of a more than insignificant amount of held-to-maturity investments would result in the reclassification of all held-to-maturity investments as available for sale, and would prevent the Bank from classifying investment securities as held to maturity for the current and the following two financial years.

#### **Available-for-sale**

Available-for-sale investments are non-derivative investments that are designated as available for sale or are not classified as another category of financial assets. Available-for-sale investments are carried at fair value.

Interest income is recognized in profit or loss using the effective interest method. Dividend income is recognized in profit or loss when the Bank becomes entitled to the dividend. Foreign exchange gains or losses on available-for-sale debt security investments are recognized in profit or loss.

Other fair value changes are recognized in other comprehensive income until the investment is sold or impaired, whereupon the cumulative gains and losses previously recognized in other comprehensive income are reclassified to profit or loss as a reclassification adjustment.



Notes to the financial statements (continued)  
Accounting policies (continued)

### **2.15 Foreclosed assets**

Foreclosed assets include property and equipment acquired through foreclosure proceedings, in full or partial recovery of a related loan and is disclosed in assets acquired through foreclosure proceedings. These assets are initially measured at the lower of the appraised value, less estimated costs to sell, charged to the Bank and the cost of the foreclosed asset. The appraised value is determined by local certified appraiser on the date of foreclosure. The cost is the value stated in an enactment passed by a competent body from where the legal grounds for acquiring the right of the ownership arises.

After initial recognition, foreclosed assets are reviewed for impairment at least annually and are measured at the lower of their carrying amount and fair value less estimated costs to sell.

### **2.16 Property and equipment**

#### **Recognition and measurement**

Items of property and equipment are measured at cost less accumulated depreciation and accumulated impairment losses, if any.

Cost includes expenditures that are directly attributable to the acquisition of the asset. Purchased software that is integral to the functionality of the related equipment is capitalized as part of that equipment.

When parts of an item of property or equipment have different useful lives, they are accounted for as separate items (major components) of property and equipment.

#### **Subsequent costs**

The cost of replacing part of an item of property or equipment is recognized in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Bank and its cost can be measured reliably. The carrying amount of the replaced part is derecognized. The costs of the day-to-day servicing of property and equipment are recognized in profit or loss as incurred.

Notes to the financial statements (continued)  
Accounting policies (continued)

## 2.16 Property and equipment

### Depreciation

Depreciation is recognized in profit or loss on a straight-line basis over the estimated useful lives of each part of an item of property and equipment. No depreciation is charged for construction in progress. Depreciation rates, based on the estimated useful lives for the current and comparative period are as follows:

	2018	2017
Buildings	2,5%	2,5%
Equipment	14.3-25%	14.3-25%
Vehicle	25%	25%

Depreciation methods, useful lives and residual value are reviewed at each financial year-end and adjusted if appropriate.

## 2.17 Intangible assets

### Recognition and measurement

Intangible assets acquired by the Bank are stated at cost less accumulated amortization and accumulated impairment losses, if any.

### Subsequent expenditure

Subsequent expenditure on intangible assets is capitalized only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure is expensed in profit and loss as incurred.

### Amortization

Amortization is recognized in profit or loss on a straight-line basis over the estimated useful life of the intangible assets. No amortization is charged for assets under development. The annual amortization rates based on the estimated useful lives for the current and comparative period are as follows:

	2018	2017
Software	10%	10%
Rights and licenses	10%	10%

## 2.18 Impairment of non-financial assets

The carrying amounts of the Bank's non-financial assets are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists then the asset's recoverable amount is estimated. An impairment loss is recognized if the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. A cash-generating unit is the smallest identifiable asset group that continually generates cash flows that largely are independent from other assets and groups. Impairment losses are recognized in profit or loss. Impairment losses in respect of cash-generating units are allocated to reduce the carrying amount of the other assets in the unit (group of units) on a proportional basis. The recoverable amount of an asset or a cash generating unit (CGU) is the greater amount of its fair value less costs to sell and its value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or CGU.

Impairment losses recognized in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized.

Notes to the financial statements (continued)  
Accounting policies (continued)

### **2.19 Leased assets – lessee**

Leases in terms of which the Bank assumes substantially all the risks and rewards of ownership are classified as finance leases. Upon initial recognition, the leased asset is measured at an amount equal to the lower of its fair value and the present value of the minimum lease payments. Subsequent to initial recognition, the asset is accounted for in accordance with the accounting policy applicable to that asset.

Other leases are classified as operating leases and, except for the leased assets, they are not recognized in the Bank's Statement of financial position.

### **2.20 Deposits, borrowings and other liabilities**

Deposits, borrowings and other liabilities are the Bank's sources of debt funding. The Bank classifies capital instruments as financial liabilities or equity instruments in accordance with the substance of the contractual terms of the instrument.

The Bank classifies capital instruments as financial liabilities or equity instruments in accordance with the substance of the contractual terms of the instrument.

Deposits, borrowings and other liabilities are initially measured at fair value plus transaction costs, and subsequently measured at their amortized cost using the effective interest method.

### **2.21 Provisions**

A provision is recognized if, as a result of a past event, the Bank has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. 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.

A provision for onerous contracts is recognized when the expected benefits to be derived by the Bank from a contract are lower than the unavoidable cost of meeting its obligations under the contract. The provision is measured at the present value of the lower of the expected cost of terminating the contract and the expected net cost of continuing with the contract. Before a provision is established, the Bank recognizes any impairment loss on the assets associated with that contract.

### **2.22 Employee benefits**

#### **Defined contribution plans**

The Bank contributes to its employees' post retirement plans as prescribed by the national legislation. Contributions, based on salaries, are made to the national organizations responsible for the payment of pensions.

There is no additional liability in respect of these plans. Obligations for contributions to defined contribution pension plans are recognized as an expense in profit or loss when they are due.

#### **Short-term benefits**

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

Notes to the financial statements (continued)  
Accounting policies (continued)

## **2.22 Employee benefits (continued)**

A liability is recognized for the amount expected to be paid under short-term cash bonus or profit-sharing plans if the Bank 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.

### **Other long-term employee benefits**

In accordance with local regulations the Bank pays two average salaries to its employees at the moment of retirement and jubilee awards. The employee benefits are discounted to determine their present value. There is no additional liability in respect of post retirement.

## **2.23 Share capital and reserves**

### **Ordinary shares**

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of equity instruments are recognized as a deduction from equity.

### **Repurchase of share capital**

Repurchased shares are classified as treasury shares and are presented as a deduction from total equity. When treasury shares are sold subsequently the amount received is recognized as an increase on equity, and the resulting surplus or deficit of the transaction is transferred to/from share premium.

### **Reserves**

Reserves are generated throughout the period, based on distribution of profit in accordance with legal regulation and the Decisions made by the Bank's Assembly and changes if fair value of available for sale financial assets.

### **Dividends**

Dividends are recognized as a liability in the period in which they are declared.

## **2.24 Earnings per share**

The Bank presents basic and diluted earnings per share data for its ordinary shares. Basic earnings per share is calculated by dividing the profit or loss attributable to ordinary shareholders of the Bank by the weighted average number of ordinary shares outstanding during the period. Diluted earnings per share is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares, which comprise share options granted to employees.

## **2.25 Segment reporting**

A segment is a component of the Bank that can be distinguished and engaged in either the provision of products or services (operating/business segment) or the provision of products and services for certain economic areas (geographic segment) and is subjected to risks and rewards different from other segments. The Bank reports by primary operating segments.

## **2.26 Events after the reporting date**

Events after the reporting period that provide additional information about the Bank's position at the Statement of financial position date (adjusting events) are reflected in the financial statements. Events after the reporting period that are not adjusting events are disclosed in the notes when material

Notes to the financial statements (continued)

### **3 Financial risk management**

The Bank has exposure to the following risks from its use of financial instruments:

- credit risk
- liquidity risk
- market risks
- operational risks.

This note presents information about the Bank's exposure to each of the above risks, the Bank's objectives, policies and processes for measuring and managing risk, and the Bank's management of capital.

#### **Risk management framework**

The Managing Board has overall responsibility for the establishment and oversight of the Bank's risk management framework. The Managing Board has established the Asset and Liability Committee ("ALCO"), Credit Committee and Risk Management Committee established by the Supervisory Board which are responsible for developing and monitoring the Bank's risk management policies in their specified areas. All committees report regularly to the Managing Board and Supervisory Board respectively.

The Bank's risk management policies are established to identify and analyse the risks faced by the Bank, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions, products and services offered. The Bank, through its training and procedures and policies for management, aims to develop a constructive control environment, in which all employees understand their roles and obligations.

The Bank's Risk Management Committee is responsible for monitoring compliance with the Bank's risk management policies and procedures, and for reviewing the adequacy of the risk management framework in relation to the risks faced by the Bank and the Bank's compliance with the requirements of the NBRM related to risk management. In addition, the Internal Audit undertakes both regular and ad-hoc reviews of risk management controls and procedures, the results of which are reported to the Audit Committee.

#### **3.1 Credit risk**

Credit risk is the risk of financial loss to the Bank if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Bank's loans and advances to customers and other banks, issued guarantees and letters of credits and investment securities. For risk management reporting purposes, the Bank considers and consolidates all elements of credit risk exposure (such as individual debtor's default risk, country and sector's risk).

Notes to the financial statements (continued)  
Financial risk management (continued)

### 3.1 Credit risk

#### Management of credit risk

The Managing Board has delegated responsibility for the management of credit risk to its Credit Committee that approves all credit exposures up to EUR 500 thousand. All credit exposures over EUR 500 thousand must be approved by the Supervisory Board. Separate Bank's Credit departments (Department for Corporate Loans, Department for Retail loans and Credit Card Department) in close cooperation with the Risk Management Department are responsible for oversight of the Bank's credit risk, including:

- *Formulating credit policies*, covering collateral requirements, credit assessment, risk grading and reporting, documentary and legal procedures, and compliance with regulatory and statutory requirements.
- *Reviewing and assessing credit risk*. Credit departments assess all credit exposures in excess of designated limits, prior to facilities being committed to customers.
- *Limiting concentrations of exposure* to geographies and industries (for loans and advances), and by issuer, credit rating assessment by respective institutions, market liquidity and country (for investment securities).
- *Banks's credit risk grading* in order to categorize exposures according to the degree of risk of financial loss faced and to focus management on the risks. The risk grading system is used in determining where impairment losses may be required. The current risk grading framework consists of six grades reflecting various degrees of risk of default and the availability of collateral.
- *Reviewing compliance* with agreed exposure limits, including those for industries, country risk and product types. Regular reports for the credit exposure, risk grading and allowance for impairment are provided to the Risk Management Committee, and appropriate corrective action is taken.

Credit departments are required to implement credit policies and procedures and in assistance with the Risk Management Department are responsible for the quality and performance of its credit portfolio and for monitoring and controlling all credit risks in its portfolios.

Regular audits of Credit departments' processes are performed by the Internal Audit.

Notes to the financial statements (continued)  
Financial risk management (continued)

**3.1 Credit risk**

Analysis of maximum exposure to credit risk before collateral held

<i>in Denar thousand</i>	Cash and cash equivalents		Loans and advances to banks		Loans and advances to customers		Securities available for sale		Other receivables		Commitments and contingencies		Total	Total
	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
Neither, past due nor impaired	-	2,635,150	-	295,034	-	276,626	-	-	-	29,626	-	35,591	-	3,272,028
Past due, but not impaired:														
- Up to 30 days	-	-	-	11	-	313	-	-	-	-	-	-	-	324
- Up to 90 days	-	-	-	-	-	-	-	-	-	-	-	-	-	-
- Over 90 days	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Individually impaired	2,035,930	-	-	-	14,190,951	10,857,742	-	13,106	80,425	19,999	1,513,736	1,295,200	17,821,041	12,186,047
Net carrying value before provision for impairment	<b>2,035,930</b>	<b>2,635,150</b>	-	<b>295,045</b>	<b>14,190,951</b>	<b>11,134,681</b>	-	<b>13,106</b>	<b>80,425</b>	<b>49,626</b>	<b>1,513,736</b>	<b>1,330,791</b>	<b>17,821,041</b>	<b>15,458,399</b>
(Provision for impairment)	-	-	-	-	(154,049)	(111,385)	-	-	(10,459)	(7,684)	(3,490)	(1,882)	(167,999)	(120,951)
<b>Net carrying value less provision for impairment</b>	<b>2,035,930</b>	<b>2,635,150</b>	-	<b>295,045</b>	<b>14,036,902</b>	<b>11,023,297</b>	-	<b>13,106</b>	<b>69,966</b>	<b>41,941</b>	<b>1,510,246</b>	<b>1,328,909</b>	<b>17,653,042</b>	<b>15,337,448</b>

Notes to the financial statements (continued)  
Financial risk management (continued)

### 3.1 Credit risk

#### Impaired loans and securities

Impaired loans and securities are loans and securities for which the Bank determines that it is probable that it will be unable to collect all principal and interest due according to the contractual terms of the loan / securities agreement(s). These loans are graded A to E in the Bank's internal credit risk grading system.

#### Past due, but not impaired loans

Loans and securities where contractual interest or principal payments are past due, but the Bank believes that impairment is not appropriate on the basis of the level of security/ collateral available and/ or the stage of collection of amounts owed to the Bank.

#### Loans with renegotiated terms

Loans with renegotiated terms are loans that have been restructured due to deterioration in the borrower's financial position and where the Bank has made concessions that it would not otherwise consider. As at 31 December 2018 and 2017, there are no loans with renegotiated terms.

#### Allowances for impairment

The Bank establishes an allowance for impairment losses that represents its estimate of incurred losses in its loan portfolio.

The general indicators used in establishing the need for allowance for impairment losses include:

- information on the financial difficulties of the client;
- information on breach of contract, including default or late payment of due liabilities;
- certainty that the client will go under bankruptcy proceedings;
- disappearance of an active market for a particular claim or financial instrument, or
- data suggesting that there is a decrease of the estimated future cash flows for group of credit exposures, compared to initial recognition, although the decrease cannot be related to individual credit exposure, including:
  - adverse changes in the client's creditworthiness (e.g. increased number of late payments), or deterioration of the national or local economic conditions that affect the payment of liabilities by the client (e.g. an increase of the unemployment rate in the geographical area of the client, reduction of the price of property that serves as collateral), or

For determining the allowance for impairment, starting from 2018, the Bank has classified the credit exposures in one of the three groups:

#### Group 1

- every financial asset at the initial recognition (except those acquired with explicit expected credit losses)
  - financial assets with low credit risk
  - financial assets with no significant deterioration of the creditworthiness at initial recognition
- The allowance for impairment is equal to expected credit losses during the lifetime of the asset pondered with the probability that a certain default event occurs.



Notes to the financial statements (continued)  
Financial risk management (continued)

### 3.1 Credit risk (continued)

#### Group 2

- financial assets with significant deterioration of the creditworthiness after the initial recognition, but there is no objective evidence for impairment (transferred from Group 1), and
  - financial assets acquired or issued with explicit credit losses
- The allowance for impairment is equal to expected credit losses during the lifetime of the asset.

#### Group 3

- financial assets with objective evidence of impairment, and
  - financial assets acquired or issued with explicit credit losses
- The allowance for impairment is equal to expected credit losses during the lifetime of the asset.

A risk category includes credit exposure that meets the following criteria:

- claims on the European Central Bank and the central governments and central banks of countries whose claims pursuant to the methodology for determining the capital adequacy have a risk weight of 0% and that meet the criteria of indent 4 of this subitem;
- part of credit exposure that is secured by first-rate collateral instruments, if the instrument is activated within 60 days of the date of maturity of the exposure;
- financial position and cash flows of the client allows its further operation and opportunity to cover the current and future liabilities to the bank;
- liabilities based on credit exposure are settled within the maturity period or with a delay of 31 days, or
- in the last twelve months, no claim on the client has been restructured.

Notwithstanding paragraph 1, indent 4 of this subitem, the bank may classify in A risk category, any credit exposure settled with a delay of more than 31 days, if the total amount not collected for more than 31 days is lower than Denar 500 and the delay is no longer than 60 days.

B risk category includes credit exposure that meets the following criteria:

- the client shows financial weaknesses, but its cash flows are sufficient for regular settlement of due liabilities;
- liabilities based on credit exposure are commonly settled with a delay of 60 days, or 90 days as an exception, if the delay only occasionally ranges from 61 to 90 days, or
- in the last six months, the credit exposure has not been restructured.

C risk category includes credit exposure that meets the following criteria:

- cash inflows of client are unsuitable for regular settlement of liabilities;
- there is an inadequate maturity structure between the sources of funding of the program/project for which financial support has been requested from the bank and proceeds generated from the program/project;
- the bank does not hold the necessary and updated information to assess the creditworthiness of the client;
- the credit exposure is restructured;
- liabilities based on credit exposure are commonly settled with a delay of up to 120 days, or 180 days as an exception, if the delay only occasionally ranges from 121 to 180 days;

Notes to the financial statements (continued)  
Financial risk management (continued)

### 3.1 Credit risk (continued)

- the client - nonfinancial entity has claims based on financial loan on entity enjoying a credit rating equal to or lower than CCC+ (according to the rating of "Standard & Poor's" or "Fitch") or Caa1 (according to the rating of "Moody's") or on entity enjoying a higher credit rating, but its domicile country's credit rating equals to or is lower than CCC+(according to the rating of "Standard & Poor's" or "Fitch") or Caa1 (according to the rating of "Moody's"), or
- the client - nonfinancial entity has claims based on financial loan on entity for which no credit rating has been established, but its domicile country's credit rating equals to or is lower than B- (according to the rating of "Standard & Poor's" or "Fitch") or B3 (according to the rating of "Moody's") or its domicile country's credit rating has not been established yet.

Notwithstanding paragraph 1 of this subitem, the bank may not classify credit exposure to the client under paragraph 1, indents 6 and 7 of this subitem in C risk category, if:

- the exposure is based on a customs guarantee or bid guarantee;
- the financial loan does not exceed Denar 31,000,000 (in case of foreign currency financial loan, the Denar equivalent of the loan shall be taken into consideration), or
- the financial loan is equal to or greater than Denar 31,000,000, and the bank's exposure is greater than the amount of financial loan and the bank has calculated impairment or allocated special reserve, at least in the amount exceeding 20% of the amount of financial loan, whereby the credit exposure or the client meets the criteria for classification in another risk category.

D risk category includes credit exposure that meets the following criteria:

- the client is illiquid;
- the collection of credit exposure depends on the use of collateral;
- the liabilities based on credit exposure are commonly settled with a delay of up to 240 days, or 300 days, as an exception, if the delay only occasionally ranges from 241 to 300 days;
- the client (including governments and central banks) enjoys a credit rating equal to or lower than CCC+ (according to the rating of "Standard & Poor's" or "Fitch") or Caa1 (according to the rating of "Moody's");
- the client's credit rating is higher than the rating referred to in indent 4 of this subitem, but its domicile country's credit rating is equal to or lower than CCC+ (according to the rating of "Standard & Poor's" or "Fitch") or Caa1 (according to the rating of "Moody's"), or
- the client has not been given any credit rating, but its domicile country's credit rating is equal to or lower than B- (according to the rating of "Standard & Poor's" or "Fitch") or B3 (according to the rating of "Moody's") or its domicile country has not been given any credit rating yet.

Notwithstanding paragraph 1 of this subitem, the bank may not classify the credit exposure of paragraph 1, indents 4, 5 and 6 of this subitem in D risk category, in case of off-balance claim based on customs guarantee or bid guarantee.

E risk category includes credit exposure that meets the following criteria:

- liabilities based on credit exposure are commonly settled with a delay of over 241 days;
- the client has undergone bankruptcy or liquidation proceedings;
- the client denies the existence of credit exposure (in court or out-of-court proceedings), or
- the bank expects to collect only an insignificant portion of credit exposure to the client.

Notes to the financial statements (continued)  
Financial risk management (continued)

### 3.1 Credit risk

Set out below is an analysis of the gross and net (of allowances for impairment) amounts of individually impaired loans and advances to customers by internal rating grades:

<i>in Denar thousand</i>	Loans and advances to customers	
2018	Gross	Impairment provision
Credit risk exposure classified in Group 1	13,609,538	(22,274)
Credit risk exposure classified in Group 2	399,230	(23,565)
Credit risk exposure classified in Group 3	182,183	(108,210)
	14,190,951	(154,049)
2017		
Risk category A	10,358,725	(11,554)
Risk category B	334,333	(19,418)
Risk category C	84,182	(20,423)
Risk category D	24,129	(13,120)
Risk category E	56,373	(46,870)
	10,857,742	(111,385)

#### Write-off policy

The Bank writes off a loan/ investment debt security balance (and any related allowances for impairment) when the Supervisory Board determines that the loans/securities are uncollectible. This determination is reached after considering information such as the occurrence of significant changes in the borrower/issuer's financial position such that the borrower/ issuer can no longer pay the obligation, or that proceeds from collateral will not be sufficient to pay back the entire exposure. The Bank can also write off a loan/security balance (and any related allowances for impairment) on the base of a court decision when all other means for collection had expired.

#### Collateral

The Bank holds collateral against loans and advances to customers in the form of mortgage, movable property, and other registered securities over assets, cash deposits, lien over shares, guarantees, administrative blockage and other forms of collateral. Estimates of fair value are based on the value of collateral assessed at the time of lending.

According to the Credit policy, depending on pledged collateral the Bank has the following types of loans:

- Mortgage loans;
- Loans with lien of movable property;
- Lombard loans with pledged shares;
- Loans with pledged shares;
- Loans with guaranties from third parties;
- Loans with administrative blockage;
- Loans covered by cash deposit;
- Other types of loans, including rights of tangible and intangible assets with determined price.

Notes to the financial statements (continued)  
Financial risk management (continued)

**3.1 Credit risk (continued)**

Value of collateral (fair value) estimated for the purposes of protection against credit risk

*in Denar thousand*

	Loans and receivables from customers	Commitments and contingencies	Total
2018			
<b>Value of collateral for credit risk exposures subject to individual impairment</b>			
First-class security instruments			
- cash deposits (in a depot and/or limited to bank account)	302,355	62,402	364,756
-bank guarantees	14,424	-	14,424
-corporate guarantees	2,895	-	2,895
Property and equipment under pledge	15,292,776	927,137	16,219,912
Pledge of movable property	542,963	123,950	666,914
Other types of security	1,343,206	24,658	1,367,865
	<b>17,498,618</b>	<b>1,138,147</b>	<b>18,636,765</b>

*in Denar thousand*

	Loans and receivables from customers	Commitments and contingencies	Total
2017			
<b>Value of collateral for credit risk exposures subject to individual impairment</b>			
First-class security instruments			
- cash deposits (in a depot and/or limited to bank account)	262,972	88,809	351,781
-bank guarantees	14,424	-	14,424
-corporate guarantees	-	-	-
Property and equipment under pledge	12,283,684	962,150	13,245,834
Pledge of movable property	432,617	-	432,617
Other types of security	-	-	-
	<b>12,993,697</b>	<b>1,050,959</b>	<b>14,044,656</b>

Notes to the financial statements (continued)  
Financial risk management (continued)

**3.1 Credit risk**

Geographic sectors

The following table breaks down the Bank's main credit exposure at their carrying amounts, as categorized by geographic region as at 31 December 2018 and 2017:

<i>in Denar thousand</i>	Cash and cash equivalents		Loans and advances to Banks		Loans and advances to customers		Securities available for sale		Securities held to maturity		Other receivables		Commitments and contingencies		Total assets	
	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
	Republic of Macedonia	1,277,844	1,645,710	-	295,045	13,772,550	10,850,145	-	13,106	-	-	69,357	39,934	1,506,387	1,327,650	16,626,137
EU members	741,788	976,089	-	-	264,352	173,152	-	-	-	-	549	475	3,859	1,259	1,010,548	1,150,975
OECD member countries (without European countries members of OECD)	-	3,633	-	-	-	-	-	-	-	-	-	-	-	-	-	3,633
Other European countries	16,298	9,718	-	-	-	-	-	-	-	-	60	1,532	-	-	16,358	11,250
Other countries	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	2,035,930	2,635,150	-	295,045	14,036,902	11,023,297	-	13,106	-	-	69,966	41,941	1,510,246	1,328,909	17,653,043	15,337,448

Industrial sectors

The following table breaks down the Bank's main credit exposure at their carrying amounts, as categorized by industrial sector as at 31 December 2018 and 2017:

<i>In Denar thousand</i>	Loans and advances to customers		Loans and advances to banks		Securities available for sale		Securities held to maturity		Cash and cash equivalents		Other receivables		Commitments and contingencies		Total assets	
	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
	Non residents	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Agriculture, forestry and fishery	220,805	196,646	-	-	-	-	-	-	-	-	395	351	10,164	6,456	231,364	203,453
Mining	26,520	26,419	-	-	-	-	-	-	-	-	11	7	737	1,384	27,268	27,810
Food industry	215,427	189,564	-	-	-	-	-	-	-	-	81	94	22,029	23,370	237,537	213,028
Textile industry clothing and footwear manufacturing	250,712	244,297	-	-	-	-	-	-	-	-	121	220	63,139	69,930	313,972	314,447
Chemical industry, production of building materials, production and processing of fuel, pharmaceutical industry	153,416	132,479	-	-	-	-	-	-	-	-	60	86	12,589	11,372	166,065	143,937

Notes to the financial statements (continued)  
Financial risk management (continued)

<i>In Denar thousand</i>	Loans and advances to customers		Loans and advances to banks		Securities available for sale		Securities held to maturity		Cash and cash equivalents		Other receivables		Commitments and contingencies		Total assets	
	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
Production of metals, machinery, tools and equipment	162,616	91,861	-	-	-	-	-	-	-	-	106	84	12,297	15,593	175,019	107,538
Other manufacturing Industry	193,110	187,788	-	-	-	-	-	-	-	-	181	185	19,932	22,483	213,223	210,456
Supply of electricity, gas, steam and air conditioning	13,640	15,740	-	-	-	-	-	-	-	-	55	37	1,307	412	15,002	16,189
Water supply, waste water disposal, waste management and environment sanitation	18,213	21,266	-	-	-	-	-	-	-	-	94	80	58,776	418	77,083	21,764
Construction	987,277	728,287	-	-	-	-	-	-	-	-	287	221	294,843	361,004	1,282,407	1,089,512
Wholesale and retail trade, repair of motor vehicles and motor-cycles	1,256,300	1,061,919	-	-	-	-	-	-	-	-	1,122	1,135	320,137	190,726	1,577,559	1,253,780
Transport and storage Facilities for lodging and food service activities	369,908	271,429	-	-	-	-	-	-	-	-	358	297	122,051	93,145	492,317	364,871
Information and communication	390,563	230,573	-	-	-	-	-	-	-	-	233	222	22,557	15,931	413,326	246,726
Financial and insurance activities	50,341	48,226	-	-	-	-	-	-	-	-	1,481	1,201	17,709	21,776	69,531	71,203
Activities related to real estate	196,314	192,240	0	295,045	0	13,106	-	-	2,035,930	2,635,150	33,036	29,841	1,571	4,453	2,266,851	3,169,834
Technical and scientific activities	83,216	73,866	-	-	-	-	-	-	-	-	24	13	954	388	84,194	74,267
Administrative and auxiliary service activities	87,032	95,451	-	-	-	-	-	-	-	-	687	980	16,826	22,559	104,545	118,990
Public administration and defense, compulsory social insurance	101,041	68,244	-	-	-	-	-	-	-	-	150	88	6,539	5,594	107,784	73,926
Education	-	-	-	-	-	-	-	-	-	-	3	3	-	-	3	3
Health and social care activities	9,145	2,194	-	-	-	-	-	-	-	-	38	34	60	256	9,243	2,484
Art, entertainment, recreation	40,262	38,838	-	-	-	-	-	-	-	-	83	75	4,842	1,323	45,187	40,236
Other service activities	21,465	5,527	-	-	-	-	-	-	-	-	58	50	2,424	848	23,947	6,425
Individuals	27,395	27,261	-	-	-	-	-	-	-	-	112	89	217	580	27,724	27,930
<b>Total</b>	<b>9,162,211</b>	<b>7,073,182</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>31,190</b>	<b>6545</b>	<b>498,492</b>	<b>458,908</b>	<b>9,691,893</b>	<b>7,538,635</b>
	<b>14,036,902</b>	<b>11,023,297</b>	<b>-</b>	<b>295,045</b>	<b>-</b>	<b>13,106</b>	<b>-</b>	<b>-</b>	<b>2,035,930</b>	<b>2,635,150</b>	<b>69,966</b>	<b>41,941</b>	<b>1,510,246</b>	<b>1,328,909</b>	<b>17,653,043</b>	<b>15,337,448</b>

Notes to the financial statements (continued)  
Financial risk management (continued)

### **3.2 Liquidity risk**

Liquidity risk is the risk that the Bank will encounter difficulty in meeting obligations associated with its financial liabilities that are settled by delivering cash or another financial asset received.

#### **Management of liquidity risk**

The Bank's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Bank's reputation.

Treasury and Dealing Department receives information from other departments regarding the liquidity profile of their financial assets and liabilities and details of other projected cash flows arising from projected future business. Treasury and Dealing Department then maintains a portfolio of short-term liquid assets, largely made up of short-term liquid investment securities, to ensure that sufficient liquidity is maintained within the Bank.

The daily liquidity position and market conditions are regularly monitored. All liquidity policies and procedures are subject to review and approval by ALCO. Daily reports cover the liquidity position of the Bank. Liquidity reports are submitted monthly to the NBRM.

#### **Exposure to liquidity risk**

The Bank has access to a diverse funding base. Funds are raised using a broad range of instruments including deposits and share capital. This enhances funding flexibility, limits dependence on any one source of funds and generally lowers the cost of funds. The Bank strives to maintain a balance between continuity of funding and flexibility through the use of liabilities with a range of maturities. The Bank continually assesses liquidity risk by identifying and monitoring changes in funding, required meeting business goals and targets set in terms of the overall Bank strategy.

In addition, the Bank holds a portfolio of liquid assets as part of its liquidity risk management strategy.

Liquidity risk represents the risk for the Bank of becoming incapable of providing sufficient funds for settlement of its short-term liabilities when such liabilities fall due, or to provide such funds at much higher costs.

The Bank is exposed to daily withdrawals of funds from its available cash sources of current accounts, matured deposits, approved loans and other withdrawals.

The tables below analyses the Bank's liabilities and off balance sheet items, grouped according to their maturity based on the remaining period from the reporting date to the contracted maturity date at 31 December 2018 and 2017. The amounts are presented on a gross basis, i.e. not taking into account the amounts of accumulated amortization, impairment provision and allocated special reserve.

Notes to the financial statements (continued)  
Financial risk management (continued)

### 3.2 Liquidity risk

*in Denar thousand*

<b>31 December 2018</b>	Less than one month	From 1 to 3 months	From 3 to 12 months	From 1 to 5 years	Over 5 years	Total
<b>Financial liabilities</b>						
Due to banks	59,393	-	619,530	-	-	678,923
Due to customers	6,161,776	1,188,532	4,660,654	4,536,688	29,434	16,577,084
Borrowings	59,475	1,596	171,630	615,858	79,020	927,579
Other liabilities	108,539	413	-	-	14,716	123,668
	<b>6,389,183</b>	<b>1,190,541</b>	<b>5,451,814</b>	<b>5,152,546</b>	<b>123,170</b>	<b>18,307,254</b>
<b>Total assets (contractual maturities)</b>	<b>5,632,347</b>	<b>745,322</b>	<b>3,182,123</b>	<b>6,357,229</b>	<b>3,954,448</b>	<b>19,871,469</b>
<b>Off balance sheet items</b>						
Guarantees	16,983	108,067	305,610	159,702	8,500	598,862
Letter of credits	-	1,224	3,075	-	-	4,299
Other	79,579	206,168	610,000	2,467	-	898,214
	<b>96,562</b>	<b>315,459</b>	<b>918,685</b>	<b>162,169</b>	<b>8,500</b>	<b>1,501,375</b>

*in Denar thousand*

<b>31 December 2017</b>	Less than one month	From 1 to 3 months	From 3 to 12 months	From 1 to 5 years	Over 5 years	Total
<b>Financial liabilities</b>						
Due to banks	476,884	-	308,803	-	-	785,687
Due to customers	5,453,845	1,430,405	3,538,746	2,106,672	56,611	12,586,279
Borrowings	62,882	1,062	177,470	549,372	129,574	920,361
Other liabilities	116,336	206	-	-	14,716	131,258
	<b>6,109,947</b>	<b>1,107,635</b>	<b>4,296,399</b>	<b>2,521,973</b>	<b>117,292</b>	<b>14,423,584</b>
<b>Total assets (contractual maturities)</b>	<b>4,421,003</b>	<b>578,366</b>	<b>2,506,193</b>	<b>5,005,383</b>	<b>3,073,521</b>	<b>15,584,466</b>
<b>Off balance sheet items</b>						
Guarantees	5,862	123,466	251,433	188,970	8,500	578,231
Letter of credits	5,029	10,825	4,581	-	-	20,435
Other	71,926	141,324	495,486	4,211	-	712,947
	<b>82,817</b>	<b>275,615</b>	<b>751,500</b>	<b>193,181</b>	<b>8,500</b>	<b>1,311,612</b>



Notes to the financial statements (continued)  
Financial risk management (continued)

### 3.3 Market risks

Market risk is the risk that changes in market prices, such as interest rate, equity prices, foreign exchange rates and credit spreads (not relating to changes in the obligor's/issuer's credit standing) will affect the Bank's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimizing the return.

#### Exposure to interest rate risk – non-trading portfolios

The Bank's operations are subject to the risk of interest rate fluctuations to the extent that interest-bearing assets and interest-bearing liabilities mature or reprise at different times or in differing amounts. In the case of floating rate assets and liabilities, the Bank is also exposed to basis risk, which is the difference in reprising characteristics of the various floating rate indices, such as the savings rate, LIBOR and different types of interest.

Risk management activities are aimed at optimizing net interest income, given market interest rate levels consistent with the Bank's business strategies.

Asset-liability risk management activities are conducted in the context of the Bank's sensitivity to interest rate changes. In general, the Bank is sensitive to changes in interest rates because for the majority of the interest-bearing assets and liabilities, the Bank has the right to simultaneously change the interest rates. When interest rates are decreasing, margins earned will also narrow, as liabilities interest rates will decrease with a lower percentage compared to assets interest rates. However, the actual effect will depend on various factors, including stability of the economy, environment and level of the inflation.

The table below analyses the Bank's interest rate gap position as at 31 December 2018 and 2017. The interest bearing assets/ liabilities are grouped according to the remaining period until the next change in interest rates.

Notes to the financial statements (continued)  
Financial risk management (continued)

### 3.3 Market risks

Analysis of interest rate gap position (excluding portfolio held for trading and derivatives, if any)

*in Denar thousand*

As at 31 December 2018	Less than one month	From 1 to 3 months	From 3 to 12 months	From 1 to 5 years	Over 5 years	Total
<b>Assets</b>						
Cash and cash equivalents	2,064,639	-	-	-	-	2,064,639
Loans and advances to banks	-	-	-	-	-	-
Loans and advances to customers	490,856	917,811	6,577,162	5,193,453	788,739	13,968,021
Other receivables	-	-	-	-	-	-
	2,555,495	917,811	6,577,162	5,193,453	788,739	16,032,661
<b>Liabilities</b>						
Due to banks	59,393	-	617,035	-	-	676,427
Due to customers	5,912,179	752,098	6,300,250	3,476,539	-	16,441,066
Borrowings	313,598	1,476	130,722	425,036	54,963	925,794
Other liabilities	-	-	-	-	-	-
	6,285,169	753,574	7,048,007	3,901,574	54,963	18,043,287
<b>Net interest rate gap position</b>	<b>(3,729,674)</b>	<b>164,238</b>	<b>(470,845)</b>	<b>1,291,879</b>	<b>733,776</b>	<b>(2,010,626)</b>

As at 31 December 2017	Less than one month	From 1 to 3 months	From 3 to 12 months	From 1 to 5 years	Over 5 years	Total
<b>Assets</b>						
Cash and cash equivalents	2,660,242	-	-	-	-	2,660,242
Loans and advances to banks	295,000	-	-	-	-	295,000
Loans and advances to customers	477,908	575,651	4,019,652	5,122,190	804,103	10,999,503
Other receivables	-	-	-	-	-	-
	3,433,150	575,651	4,019,652	5,122,190	804,103	13,954,746
<b>Liabilities</b>						
Due to banks	476,750	-	307,454	-	-	784,204
Due to customers	4,700,965	292,705	7,283,547	211,504	-	12,488,720
Borrowings	102,971	1,968	172,501	528,457	112,633	918,528
Other liabilities	-	-	-	-	-	-
	5,280,685	294,673	7,763,501	739,961	112,633	14,191,452
<b>Net interest rate gap position</b>	<b>(1,847,535)</b>	<b>280,978</b>	<b>(3,743,848)</b>	<b>4,382,229</b>	<b>691,470</b>	<b>(236,707)</b>

#### *Sensitivity analysis*

The interest rate sensitivity analysis has been determined based on the exposure to interest rate risk at the reporting date. At 31 December 2018, if interest rates had been 200 basis points higher/lower with all other variables were held constant, the Bank's pre-tax profit for the twelve month period ended 31 December 2018 would respectively decrease/increase by approximately Denar 40,213 thousand (2017: Denar 4,734 thousand).

Notes to the financial statements (continued)  
Financial risk management (continued)

### 3.3 Market risks

#### Foreign currency risk

The Bank is exposed to currency risk through transactions in foreign currencies. The Bank ensures that the net exposure is kept to an acceptable level by buying or selling foreign currency at spot when necessary to address short-term imbalances. The Denar is pegged to the Euro and the monetary projections envisage stability of the exchange rate of the Denar against Euro.

The following tables summarize the net foreign currency risk position of the Bank at 31 December 2018 and 2017:

<i>in Denar thousand</i>	MKD	EUR	USD	Other currencies	Total
As at 31 December 2018					
<b>Assets</b>					
Cash and cash equivalents	4,044,318	967,399	184,079	389,118	5,584,914
Loans and advances to customers	8,105,972	5,702,171	134,515	94,244	14,036,902
Loans and advances to banks	-	-	-	-	-
Investment securities	13,106	-	-	-	13,106
Other receivables	72,277	29,626	654	66	102,623
<b>Total Assets</b>	<b>12,235,673</b>	<b>6,699,196</b>	<b>319,248</b>	<b>483,428</b>	<b>19,737,545</b>
<b>Liabilities</b>					
Due to banks	2,656	565,305	16,292	94,670	678,923
Due to customers	10,741,262	5,162,316	301,953	371,553	16,577,084
Tax liabilities	6,215	-	-	-	6,215
Borrowings	-	927,579	-	-	927,579
Other liabilities	73,885	47,907	477	4,013	126,282
<b>Total Liabilities</b>	<b>10,824,018</b>	<b>6,703,107</b>	<b>318,722</b>	<b>470,236</b>	<b>18,316,083</b>
<b>Net foreign currency position</b>	<b>1,411,655</b>	<b>(3,911)</b>	<b>526</b>	<b>13,192</b>	<b>1,421,462</b>
As at 31 December 2017					
Total Assets	<b>8,225,286</b>	<b>6,709,973</b>	<b>292,564</b>	<b>257,308</b>	<b>15,485,131</b>
Total Liabilities	<b>7,131,123</b>	<b>6,769,784</b>	<b>291,023</b>	<b>248,346</b>	<b>14,440,276</b>
<b>Net foreign currency position</b>	<b>1,090,436</b>	<b>(59,811)</b>	<b>1,541</b>	<b>8,962</b>	<b>1,044,855</b>

The following table shows the sensitivity of the Bank of an increase of the Denar compared to foreign currencies. The sensitivity analysis includes only the monetary items denominated in foreign currency at the end of the year, thus making adjustment of their value when the exchange rate of the foreign currencies is changed by 1% and/or 5%. Adverse amount below marks a decrease of the profit or the other equity which appears in case the Denar increases its value compared to the foreign currencies by 1% and/or 5%, When the value of the Denar compared to foreign currencies decreases by 1% and/or 5%, the effect on the profit or the other equity is equal but with reverse index as showed in the table below (in Denar thousands).

<i>in Denar thousand</i>	Change in 2018	Change in 2017	Profit or loss 2018	Profit or loss 2017
EUR	1%	1%	(39)	(598)
USD	5%	5%	26	77
Other currencies	1%	1%	132	90

Notes to the financial statements (continued)  
Financial risk management (continued)

### **3.4 Operating risk**

Operating risk is present in all activities, processes and organizational structures that are part of the business activities of the Bank.

An active management with operational risk requires identification of all operational risks on which the Bank is exposed and taking of adequate measures for their optimization. The Bank's departments and branches in cooperation with the Risk Management Department prepare lists with operational activities on a monthly basis.

All the operational activities are subject to registration in the centralized Register for the operational activities.

The Bank's operations are constantly subject to other risks which are defined as operating risks. These risks relate to deficiencies or errors in the operation of internal processes, systems or to human errors or are due to external events.

### **3.5 Segment reporting**

#### **Operating segments**

The Bank has two operational segments, as described below, which are the Bank's strategic business units. The strategic business units offer different products and services and are managed separately based on the Bank's management structure. The Supervisory Board reviews at least monthly the Management report that obtains information regarding the business. The following summary describes the operations in the Bank's reportable segments:

- Corporate Banking (legal entities) – Includes the following: different loans' products for corporate clients, issuing business credit cards, payment operations in the country and abroad for residential and non-residential legal entities, operations on foreign exchange market, inter-banking borrowings, brokerage services, trade with securities issued by the State etc.
- Retail Banking (individuals) – Includes the following activities: different types of loans for individuals, issuing debit and credit cards, payment operations in the country and abroad for residential and non-residential individuals, brokerage services, safe renting, operations on foreign exchange market etc.

Also, the Bank has activities regarding services of POS terminal network and ATMs that were not specified in the above mentioned activities.

Notes to the financial statements (continued)  
Financial risk management (continued)

### 3.5 Segment reporting

#### Operating segments (continued)

<i>in Denar thousand</i>	Retail banking		Corporate banking		Non-allocated		Total	
	2018	2017	2018	2017	2018	2017	2018	2017
<b>Income and expenses</b>								
Net interest income								
/(expenses) Net fee and commission income	520,038	396,794	227,047	259,539	-	-	747,085	656,333
Other operating income	98,044	91,472	37,725	33,554	-	-	135,769	125,026
Release of imp.prov. /Impairment (losses), net	39,506	38,429	16,923	20,352	-	-	56,429	58,781
Depreciation and amortization	-5,930	-1,908	-50,908	39,890	-	-	-56,838	37,982
Impairment losses on non-financial assets, net	-38,561	-39,491	-16,519	-23,706	-	-	-55,080	-63,197
Investment costs for property and equipment	-9,327	-3,852	-3,995	-2,313	-	-	-13,322	-6,165
Other expenses	-25,076	-21,063	-10,742	-12,644	-	-	-35,818	-33,707
	-338,838	-301,789	-144,526	-208,114	-	-	-483,364	-509,903
<b>Profit before tax per segment</b>	<b>239,856</b>	<b>158,592</b>	<b>55,005</b>	<b>106,558</b>	-	-	<b>294,861</b>	<b>265,150</b>
Income tax							-27,604	-23,895
<b>Profit for the year</b>							<b>267,257</b>	<b>241,255</b>
Total assets per segment	9,142,416	7,025,800	7,445,958	7,545,212	-	-	16,588,374	14,571,012
Non-allocated assets per segment	-	-	-	-	3,719,801	1,592,637	3,719,801	1,592,637
<b>Total assets</b>	<b>9,142,416</b>	<b>7,025,800</b>	<b>7,445,958</b>	<b>7,545,212</b>	<b>3,719,801</b>	<b>1,592,637</b>	<b>20,308,175</b>	<b>16,163,649</b>
Total liabilities per segment	10,609,366	9,096,922	7,755,214	5,416,280	-	-	18,364,580	14,513,202
Non-allocated liabilities per segment	-	-	-	-	-41,230	-67,121	-41,230	-67,121
<b>Total liabilities</b>	<b>10,609,366</b>	<b>9,096,922</b>	<b>7,755,214</b>	<b>5,416,280</b>	<b>-41,230</b>	<b>-67,121</b>	<b>18,323,350</b>	<b>14,446,081</b>

#### Geographic segments

<i>in Denar thousand</i>	Republic of Macedonia	EU member countries	Other countries	Non-allocated	Total
<b>2018</b>					
<b>Total income</b>	995,532	(64,194)	1599	6,346	<b>939,283</b>
<b>Total assets</b>	19,472,529	819,258	16,354	34	<b>20,308,175</b>
<b>2017</b>					
<b>Total income</b>	881,874	(48,307)	(1,413)	3,462	<b>835,616</b>
<b>Total assets</b>	14,971,548	1,177,219	14,879	3	<b>16,163,649</b>

Notes to the financial statements (continued)  
Financial risk management (continued)

### 3.6 Fair value estimation

Fair value represents 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.

#### *Financial instruments measured at fair value*

The Bank groups assets and liabilities into three levels on the basis of the significance of inputs used in measuring the fair value. The hierarchy according to the fair value is determined as follows:

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities;
- Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices); and
- Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The financial assets and liabilities measured at fair value in the Statement of financial position are grouped into the fair value hierarchy as follows:

31 December 2018	Level 1	Level 2	Level 3	Total
<b>Assets</b>				
Securities available for sale	13,106	-	-	13,106
31 December 2017	Level 1	Level 2	Level 3	Total
<b>Assets</b>				
Securities available for sale	13,106	-	-	13,106

#### *Financial instruments not measured at fair value*

The following table summarizes the carrying amounts and fair values to those financial assets and liabilities not presented in the Statement of Financial Position at their fair value.

	31 December 2018		31 December 2017	
	Net Carrying Amount	Fair Value	Net Carrying Amount	Fair Value
<b>Financial assets</b>				
Cash and cash equivalents	5,584,914	5,584,914	4,091,323	4,091,323
Loans and advances to banks	-	-	295,045	295,045
Loans and advances to customers	14,036,902	14,036,902	11,023,297	11,023,297
Other receivables	69,966	69,966	41,941	41,941
<b>Financial liabilities</b>				
Due to banks	678,923	678,923	785,687	785,687
Due to customers	16,577,084	16,577,084	12,586,279	12,586,279
Borrowings	927,579	927,579	920,361	920,361
Other liabilities	123,668	123,668	131,257	131,257

Notes to the financial statements (continued)  
Financial risk management (continued)

Fair value estimation (continued)  
Financial instruments not measured at fair value (continued)

**Cash and cash equivalents**

The carrying value of cash and cash equivalents approximates their fair value, considering that they include cash, bank accounts and bank deposits with short - term maturity.

**Loans and advances to customers**

Loans and advances are carried at amortized cost and are net of provisions for impairment. The loans and advances have predominantly floating interest rates and their fair value is determined by discounting of future cash flows using the market interest rate. The fair value approximates their carrying value.

**Investment securities**

Investment securities include short term interest bearing assets held to maturity. Their fair value approximates their carrying value.

**Other financial assets**

The fair value of other financial assets is considered to approximate their respective carrying values by definition and due to their short-term nature.

**Deposits and borrowings**

The estimated fair value of deposits with no stated maturity, which includes non-interest- bearing deposits, is the amount repayable on demand.

The fair value of the term deposits with variable interest rates approximates their carrying values as at the Statement of Financial Position date.

Borrowed funds carry predominantly floating rates and due to the interest rate reprising carrying value is not materially different from their fair value.

**Other liabilities**

Carrying value of other liabilities approximates their fair value with relation to their short-term maturity.

Notes to the financial statements (continued)  
Financial risk management (continued)

### 3.7 Financial instruments by categories

Net carrying amounts of the financial assets and liabilities of the Bank recognized at the date of the Statement of financial position for the presented periods are classified as follows:

<b>31 December 2018</b>					
<b>Financial assets</b>					
	<b>Assets held to maturity</b>	<b>Loans and receivables</b>	<b>Available for sale assets</b>	<b>Assets at fair value through profit or loss</b>	<b>Total</b>
Cash and cash equivalents	-	5,584,914	-	-	5,584,914
Loans and advances to banks	-	-	-	-	-
Loans and advances to customers	-	14,036,902	-	-	14,036,902
Investment securities	-	-	13,106	-	13,106
Other receivables	-	69,966	-	-	69,966
	-	<b>19,691,782</b>	<b>13,106</b>	-	<b>19,704,888</b>
<b>Financial liabilities</b>					
				<b>Other financial liabilities at amortized cost</b>	<b>Total</b>
Due to banks				678,923	678,923
Due to customers				16,577,084	16,577,084
Borrowings				927,579	927,579
Other liabilities				123,668	123,668
				<b>18,307,254</b>	<b>18,307,254</b>
<b>31 December 2017</b>					
<b>Financial assets</b>					
	<b>Assets held to maturity</b>	<b>Loans and receivables</b>	<b>Available for sale assets</b>	<b>Assets at fair value through profit or loss</b>	<b>Total</b>
Cash and cash equivalents	-	4,091,323	-	-	4,091,323
Loans and advances to customers	-	295,045	-	-	295,045
Investment securities	-	11,023,297	-	-	11,023,297
Investment securities	-	-	13,106	-	13,106
Other receivables	-	41,941	-	-	41,941
	-	<b>15,451,606</b>	<b>13,106</b>	-	<b>15,464,712</b>
<b>Financial liabilities</b>					
				<b>Other financial liabilities at amortized cost</b>	<b>Total</b>
Due to banks				785,687	785,687
Due to customers				12,586,279	12,586,279
Borrowings				920,361	920,361
Other liabilities				131,257	131,257
				<b>14,423,584</b>	<b>14,423,584</b>



### **3.8 Capital management**

#### **Regulatory capital**

The Bank's lead regulator NBRM sets and monitors capital requirements for the Bank as a whole. The Bank is directly supervised by the local regulators.

In implementing capital adequacy requirements, the Bank maintains a prescribed ratio of own funds to sum of total risk-weighted assets. Total risk-weighted assets are sum of credit risk-weighted assets, sum of capital requirements for currency risk and sum of capital requirements for operating risk.

The Bank's own funds are a sum of core capital, supplementary capital, less deductions, as follows:

- Core capital, which includes ordinary and non-cumulative preference shares, share premium, bank reserves allocated from net profit that serve for covering losses arising from risks the Bank faces in its operations, retained earnings not encumbered by any future obligations, stated in the Statement of financial position and confirmed by a Decision of the Bank's Shareholders' Assembly or accumulated loss from previous years, profit for the year if confirmed by the certified auditor, after deductions for loss for the year, licenses, patents, goodwill and other trademarks, treasury shares and the difference between the amount of the required allowance for impairment in accordance with the risk classification and allocated allowance for impairment and allowance for impairment calculated according the Decision for credit risk management.
- Supplementary capital, which includes cumulative preference shares, share premium less the amount of purchased treasury cumulative preference shares, hybrid capital instruments and subordinated liabilities issued by the Bank.
- The total of core capital and supplementary capital is reduced by the Bank's capital investments in banks and financial institutions exceeding 10% of the capital of such institutions, subordinated instruments and other investments in other banks or other financial institutions where the Bank holds more than 10% of the capital and other deductions.

When determining the amount of own funds, the Bank shall observe the following restrictions:

- The amount of the supplementary capital cannot exceed the amount of the core capital.
- The sum of the nominal value of subscribed and paid-in ordinary shares, the share premium of such shares and the amount of reserves and the retained earnings, less the deductions from the core capital and supplementary capital previously described, should exceed the sum of other positions which are part of the Bank's core capital.

The amount of subordinated instruments which are part of the supplementary capital shall not exceed 50% of the amount of core capital.

The Bank's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. The impact of the level of capital on shareholders' return is also recognized and the Bank recognizes the need to maintain a balance between the higher returns that might be possible with greater gearing and the advantages and security afforded by a sound capital position.

Notes to the financial statements (continued)  
Financial risk management (continued)

Capital management (continued)

The Bank has complied with all externally imposed capital requirements throughout the period. There were no significant changes in the Bank's approach to capital management during the year.

As at 31 December 2018 and 2017 the Bank capital adequacy ratio is in compliance with the prescribed ratio.

Capital allocation

The allocation of capital between specific operations and activities is, to a large extent, driven by optimization of the return achieved on the capital allocated. The amount of capital allocated to each operation or activity is based primarily upon the regulatory own capital. The process of allocating capital to specific operations and activities is monitored independently of those responsible for the operation, by the Supervisory Board.

Notes to the financial statements (continued)

#### **4 Critical accounting estimates and judgments**

The most important areas in need of estimates and judgments include:

##### **Allowance for impairment for loans and receivables**

Assets carried at amortized costs are evaluated for impairment losses as disclosed in Note 2.11.

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

##### **Allowance for impairment of available-for-sale equity investments**

The Bank determines that available for sale investments are impaired when there has been a significant or prolonged decline in the fair value below its cost. This determination of what is significant or prolonged requires judgment. In making this judgment, the Bank evaluates among other factors, the normal volatility in share price. In addition, impairment may be appropriate when there is evidence of deterioration in the financial health of the investor, industry and sector performance, changes in technology, and operational and financing cash flows.

##### **Determining fair value**

The determination of fair value for financial assets and liabilities for which there is no observable market price requires the use of valuation techniques as described in accounting policy 2.10. For financial instruments that trade infrequently and have little price transparency, fair value is less objective, and requires varying degrees of judgment depending on liquidity, concentration, uncertainty of market factors, pricing assumptions and other risks affecting the specific instrument.

##### **Useful lives of depreciable assets**

Management reviews its estimate of the useful lives of depreciable assets at each reporting date, based on the expected utility of the assets. Uncertainties in these estimates relate to technological obsolescence that may change the utility of certain software and IT equipment.

##### **Impairment of non-financial assets**

Impairment losses are recognized in the amount for which the carrying value of an asset or cash-generating unit exceeds its recoverable amount. In determining the recoverable amount, Management estimates expected prices, cash flows from each cash generating unit and determines the appropriate interest rate for calculating the present value of those cash flows.

Notes to the financial statements (continued)  
As at and for the year ended 31 December 2018  
(All amounts expressed in Denar thousand, unless otherwise stated)

## 5 Net interest income

Structure of interest income and expenses according to type of financial instruments

	2018	2017
<b>Interest income</b>		
Loans and advances to customers	922,934	776,370
Investment securities	28,923	29,536
Cash and cash equivalents	4,210	4,784
Loans and advances to banks	1,353	1,517
	<b>957,420</b>	<b>812,207</b>
<b>Interest expense</b>		
Due to customers	195,196	143,876
Borrowings	9,735	8,650
Due to banks	5,404	3,348
	<b>210,335</b>	<b>155,874</b>
<b>Net interest income</b>	<b>747,085</b>	<b>656,333</b>

## 6 Net fee and commission income

Structure of fees and commission income and expenses according to type of financial activities

	2018	2017
<b>Fee and commission income</b>		
Loans and credit cards	116,500	97,794
Payment operations		
- Domestic	107,827	99,189
- International	28,959	26,244
Visa and MasterCard	42,040	38,068
Letters of credit and guarantees	15,282	18,034
Money transfer	3,009	4,105
Other	21	16
	<b>313,638</b>	<b>283,450</b>
<b>Fee and commission expenses</b>		
Credit cards	149,283	131,472
Payment operations		
- Domestic	17,327	16,543
- International	10,861	9,680
Other	398	729
	<b>177,869</b>	<b>158,424</b>
<b>Net fee and commission income</b>	<b>135,769</b>	<b>125,026</b>

## 7 Other operating income

	2018	2017
Rent income	1,638	1,655
Gains form equipment sold	4,607	5,222
Dividends received	1,225	1,427
Release of impairment provisions and special reserve, net (Note 24)	-	-
Other income from payment operations	7,104	6,374
SWIFT	2,120	2,118
Collected written-off receivables	9,479	6,355
Income from release of impairment provision of non performing interest	-	4,524
Other	6,933	4,598
	<b>33,106</b>	<b>32,273</b>

Notes to the financial statements (continued)  
As at and for the year ended 31 December 2018  
(All amounts expressed in Denar thousand, unless otherwise stated)

## 8 Additional/ Release of impairment provision on financial assets, net

	2018	2017
(Charge) / recovery for:		
Loans and advances to customers (Note 15)	(50,428)	41,928
Other receivables (Note 21)	(4,802)	(3,946)
	<b>(55,230)</b>	<b>37,982</b>

## 9 Personnel expenses

	2018	2017
Net salaries and contributions	177,224	170,954
Social and health contributions	84,804	79,558
Other employee benefits	19,605	12,531
	<b>281,633</b>	<b>263,043</b>

## 10 Other operating expenses

	2018	2017
Materials and services	95,319	92,445
Rent expenses	44,464	54,466
Deposit insurance premiums	24,391	41,043
Impairment losses on foreclosed assets	13,322	6,165
Administrative and marketing expenses	30,973	31,853
Software license expenses	14,448	12,581
Property and employee insurance premiums	4,535	4,052
Impairment provisions and special reserve, net (Note 25)	-	-
Losses from sold foreclosed assets	-	-
Litigation expenses	340	358
Losses from sold equipment	-	-
Other expenses	21,620	16,811
Other	1,459	26,958
	<b>250,871</b>	<b>286,732</b>

## 11 Income tax expense

	2018	2017
Current income tax expense	27,750	23,996
Deferred income tax (income) / expense	(146)	(101)
	<b>27,604</b>	<b>23,895</b>

Reconciliation of the income tax expense as per the Statement of comprehensive income for the years ended 31 December 2018 and 2017 is as follows:

	In %	2018	In %	2017
Profit before taxation		294,862		265,150
<i>Income tax calculated at rate of 10% (2017: 10%)</i>	10	29,486	10%	26,515
Non-deductible expenses for tax purposes	0.79	2,316	0.60	1,598
Tax-exempt income	-1.42	(4,198)	(1.59)	(4,218)
		<b>27,604</b>		<b>23,895</b>
<b>Effective tax rate</b>	9,36		9,01	

Deferred tax liabilities are attributable to the following:

	Assets		Liabilities		Net	
	2018	2017	2018	2017	2018	2017
Loans and advances to customers	-	-	-	(2,595)	-	(2,595)
Other	146	2,696	-	-	146	2,696
	<b>146</b>	<b>2,696</b>	-	<b>(2,595)</b>	<b>146</b>	<b>101</b>

Notes to the financial statements (continued)  
As at and for the year ended 31 December 2018  
(All amounts expressed in Denar thousand, unless otherwise stated)

## 11 Income tax expense

Movement of temporary differences during the years is as follows:

	Loans and advances to customers
<b>At 31 December 2016/ 01 January 2017</b>	<b>4,024</b>
Recognized in profit or loss during 2017	(101)
<b>At 31 December 2017</b>	<b>3,923</b>
Recognized in profit or loss during 2018	(146)
<b>At 31 December 2018</b>	<b>3,777</b>

## 12 Earnings per share

The basic and diluted earnings per share are computed when the net profits for the year (belonging to the common shareholders) is divided with the weighted average number of shares during the year.

	2018	2017
Net-profit attributable to shareholders	267,257	241,255
Net-profit attributable to holders of ordinary shares	267,257	241,255
Issued ordinary shares at 1 January	545,987	545,987
Effect from change of ordinary shares during the year	-	-
Weighted average number of shares	545,987	545,987
<b>Basic and diluted earnings per share (in Denars)</b>	<b>489</b>	<b>442</b>

## 13 Cash and cash equivalents

	2018	2017
Current accounts and deposits with foreign banks	756,550	987,904
Account and balances with the NBRM, except for obligatory foreign currency reserves	2,655,100	655,960
Placement with banks with maturity up to 3 months	-	650,055
Cash in hand	240,188	261,575
Current accounts and deposits with domestic banks	136,406	28,363
Treasury bills which can be traded on the secondary market	-	-
Treasury bills held to maturity	1,140,813	844,315
<b>Included in cash and cash equivalents for the purpose of the Statement of cash flows</b>	<b>4,929,057</b>	<b>3,428,172</b>
Obligatory foreign currency reserves	604,946	532,561
Restricted deposits	50,911	130,590
	<b>5,584,914</b>	<b>4,091,323</b>

According to the Decision on obligatory reserve (Official Gazette of the Republic of Macedonia No.87/16), the basis for the reserve requirement is determined as an average of the Bank's liabilities for each calendar day of the preceding month. The reserve requirement for banks in Denars shall be calculated as a sum of 8% for liabilities in domestic currency, 50% for liabilities in domestic currency with FX clause and 30% for liabilities in foreign currency. The reserve requirement base for banks' liabilities denominated in domestic currency, shall be reduced by the amount of the claims on the basis of newly approved loans to nonfinancial companies and investments in debt securities in domestic currency issued by nonfinancial companies. The bank fulfills the reserve requirement in denars, if the average daily balance of the assets on the bank account with the National Bank and the funds of the Bank on the account for the Reserve Guarantee Fund of the Clearing House AD Skopje, for the period of fulfillment, is at least equal to the calculated reserve requirement. The banks' reserve requirement in foreign currency is set at 70% of the amount calculated as a sum of 15% for liabilities in foreign currency and 13% for liabilities to non-resident financial companies in foreign currency with contractual maturity up to one year). The daily balance of the bank's allocated funds on the foreign currency account of the National Bank abroad is at least equal to 95% of the calculated obligatory reserve in euros.

Notes to the financial statements (continued)  
As at and for the year ended 31 December 2018  
(All amounts expressed in Denar thousand, unless otherwise stated)

### 13 Cash and cash equivalents

The average daily balance of the bank's allocated funds on the Euro account in the MIPS, for the fulfillment period, is at least equal to 5% of the calculated obligatory reserve in euros.

The base from the foreign currency liabilities shall be presented in Euros and in Denars, as well, by applying the middle exchange rate of the National Bank valid on the last day of the calendar month.

The reserve requirement maintenance period is from 11th in the current month until 10th in the following month.

The National Bank shall not calculate reserve requirement remuneration in denars.

Remuneration shall be charged on reserve requirement in euro at a rate equal to the interest rate on the ECB's overnight deposit facility applicable as of the last day of the reserve maintenance period. If the average daily outstanding amount of bank's funds allocated to the foreign exchange account in euro in MIPS exceeds 5% of the calculated reserve requirement in euro for the entire reserve maintenance period, remuneration shall be charged on the excess allocated funds at a rate equal to the interest rate on the ECB's overnight deposit facility applicable as of the last day of the reserve maintenance period, less 0.15 percentage points.

As at 31 December 2018, treasury bills issued by the National Bank of the Republic of Macedonia mature within 35 days (2017: 28 days) and bear interest of 2.50% p.a. (2017: 3.25% p.a.), and are classified as held-to-maturity.

### 14 Loans and advances to banks

	2018	2017
Loans and advances to banks at amortized cost	-	295,045
	-	<b>295,045</b>

### 15 Loans and advances to customers

	2018	2017
Loans and advances to customers at amortized cost	14,036,902	11,023,297
	<b>14,036,902</b>	<b>11,023,297</b>

The structure of loans and advances to customers by type of debtor is as follows:

	2018		2017	
	Short-term	Long-term	Short-term	Long-term
Corporate customers	1,163,389	3,288,423	924,287	2,752,550
Public sector	57	-	57	-
Financial institution other than banks	510	204,660	432	167,678
Retail customers:				
Principal				
Housing	8,603	1,801,124	4,915	1,194,256
Consumer	127,739	5,258,671	51,041	3,986,969
Vehicle	65	10,111	91	7,930
Credit cards	532,173	-	432,652	-
Other	574,192	954,234	347,102	1,085,148
Nonresident customers	235,759	30745	114,996	61491
Other	2	493	32	3,055
	2,642,489	11,548,461	1,875,605	9,259,077
<i>Current maturity</i>	1,857,386	(1,857,386)	1,725,849	(1,725,849)
	4,499,875	9,691,075	3,601,454	7,533,228
Less: provision for impairment	(123,865)	(30,183)	(74,515)	(36,870)
	<b>4,376,010</b>	<b>9,660,892</b>	<b>3,526,939</b>	<b>7,496,358</b>

Notes to the financial statements (continued)  
As at and for the year ended 31 December 2018  
(All amounts expressed in Denar thousand, unless otherwise stated)

## 15 Loans and advances to customers

At 31 December 2018 non-performing loans amounted to Denar 182,660 thousand (2017: Denar 99,453 thousands). Unrecognized interest relating to such loans amounted to Denar 6,757 thousand (2017: Denar 4,294 thousand).

As at 31 December 2018 loans and advances to customers in amount of Denar 855,599 thousand (2017: Denar 460,446 thousand) are mortgaged as collateral for borrowings from MBDP (Note 24).

	2018	2017
<b>Movements of provision for impairment</b>		
Balance at 01 January	111,385	196,352
Charge/ (Release) of provision for impairment, net (Note 8)	50,428	(41,928)
Effect from foreign exchange differences	-	108
Write-off	(7,765)	(43,147)
<b>Balance as at 31 December</b>	<b>154,048</b>	<b>111,385</b>

## 16 Investment securities

	2018	2017
Available-for-sale investment securities	13,106	13,106
	<b>13,106</b>	<b>13,106</b>

The movement of the impairment provision for investment securities is as follows:

	2018	2017
<b>Movements of provision for impairment</b>		
Balance at 01 January	-	-
<b>Balance at 31 December</b>	<b>-</b>	<b>-</b>

## 17 Foreclosed assets

	2018	2017
Land	-	576
Buildings	14,415	87,585
Equipment	-	12,637
Residential facilities and apartments	16,650	18,794
Other	-	-
	<b>31,065</b>	<b>119,592</b>

As at 31 December 2018, the net carrying value of Bank's foreclosed assets amount to Denar 31,066 thousand (2017: Denar 119,592 thousand). As at 31 December 2018 their fair value less cost to sell is in the amount of Denar 77,083 thousand (2017: Denar 249,081 thousand).

The valuation of foreclosed assets was performed by independent appraisers using Level 2 inputs to market approach. The market approach reflects observed prices for recent market transactions for similar properties and incorporates adjustments for factors specific to the assets in question, including plot size, location, encumbrances, current use, etc.



Notes to the financial statements (continued)  
As at and for the year ended 31 December 2018  
(All amounts expressed in Denar thousand, unless otherwise stated)

## 18 Intangible assets

	Software	Rights and licenses	Assets under development	Total
<b>Cost</b>				
At 01 January 2017	141,133	75,953	24	217,110
Additions during the year	1,911	-	2,482	4,393
Transfers	2162	-	(2162)	-
<b>At 31 December 2017 / 01 January 2018</b>	<b>145,206</b>	<b>75,953</b>	<b>344</b>	<b>221,503</b>
Additions during the year	3,221	5869	6676	15,766
Transfers	320	-	(320)	-
<b>At 31 December 2018</b>	<b>148,747</b>	<b>81,822</b>	<b>6,700</b>	<b>237,269</b>
<b>Accumulated amortization</b>				
At 01 January 2017	77,511	41,073	-	118,584
Amortization for the year	11,902	6,295	-	18,197
<b>At 31 December 2017/01 January 2018</b>	<b>89,413</b>	<b>47,368</b>	<b>-</b>	<b>136,781</b>
Amortization for the year	12,211	6,278	-	18,489
<b>At 31 December 2018</b>	<b>101,624</b>	<b>53,646</b>	<b>-</b>	<b>155,270</b>
<b>Net carrying value</b>				
At 01 January 2017	63,622	34,880	24	98,526
At 31 December 2017	55,793	28,585	344	84,722
<b>At 31 December 2018</b>	<b>47,123</b>	<b>28,176</b>	<b>6,700</b>	<b>81,999</b>

At 31 December 2018 and 2017, all intangible assets are owned by the Bank. The Bank has no encumbrances over its intangible assets.

Notes to the financial statements (continued)  
As at and for the year ended 31 December 2018  
(All amounts expressed in Denar thousand, unless otherwise stated)

## 19 Property and equipment

	Buildings	Equipment	Construction in progress	Total
<b>Cost</b>				
At 01 January 2017	467,769	392,549	9,696	870,014
Additions during the year	3817	17,815	11,476	33,108
(Disposals and write offs)	-	(5,716)	-	(5,716)
Transfer	33,697	10,908	(18,895)	25,710
<b>At 31 December 2017/01 January 2018</b>	<b>505,283</b>	<b>415,556</b>	<b>2,277</b>	<b>923,116</b>
Additions during the year	1,527	16,165	2,280	19,972
(Disposals and write offs)	-	(12,496)	-	(12,496)
Transfers	992	3,168	(4,160)	-
<b>At 31 December 2018</b>	<b>507,802</b>	<b>422,393</b>	<b>397</b>	<b>930,592</b>
<b>Accumulated depreciation</b>				
At 01 January 2017	93,238	315,708	-	408,946
Depreciation for the year	12,413	32,587	-	45,000
(Disposals and write offs)	-	(5,034)	-	(5,034)
<b>At 31 December 2017/01 January 2018</b>	<b>105,651</b>	<b>343,261</b>		<b>448,912</b>
Depreciation for the year	12,678	23,913	-	36,591
(Disposals and write offs)	-	(12,477)	-	(12,477)
<b>At 31 December 2018</b>	<b>118,329</b>	<b>354,697</b>	<b>-</b>	<b>473,026</b>
<b>Net carrying value</b>				
At 01 January 2017	374,531	76,841	9,696	461,068
At 31 December 2017	399,632	72,295	2,277	474,204
<b>At 31 December 2018</b>	<b>389,473</b>	<b>67,696</b>	<b>397</b>	<b>457,566</b>

At 31 December 2018 and 2017, all property and equipment are owned by the Bank. The Bank has no mortgages or other encumbrances over its property, plant and equipment. As at 31 December 2018 the Bank leases under operating lease terms building with net carrying amount of Denar 6,385 thousand (2017: Denar 6,615 thousand). The leases are cancellable and typically run for a shorter period.

## 20 Other receivables

	2018	2017
Fee and commission receivables	17,573	15,567
Prepaid expenses	13,967	12,288
Credit card receivables	54,163	26,770
Receivables for court cases	3,702	2,693
Advances for intangible assets	15,394	4,364
Advances for property and equipment	71	71
Inventories	1,986	3,340
Other receivables from litigations	-	-
Receivables from leased assets	-	-
Money transfer	847	1,329
Trade receivables	5	4
Employee receivables	67	36
Other	5,307	3,582
	<b>113,082</b>	<b>70,044</b>
Less: provision for impairment	(10,459)	(7,684)
	<b>102,623</b>	<b>62,360</b>

Notes to the financial statements (continued)  
As at and for the year ended 31 December 2018  
(All amounts expressed in Denar thousand, unless otherwise stated)

## 20 Other receivables

	2018	2017
<b>Movements of provision for impairment</b>		
Balance at 01 January	7,684	5,614
Additional provision for impairment / (Release) of provision for impairment, net (Note 8)	4,802	4,110
Foreclosed assets from non-collectable receivables	-	(164)
Effect from foreign exchange differences	-	-
Write-off	(2,027)	(1,876)
<b>Balance at 31 December</b>	<b>10,459</b>	<b>7,684</b>

The major part of the prepaid expenses in the amount of Denar 2,716 thousand (2017: Denar 4,637 thousand) relate to the lease of the business premises for the Bank's branches in Strumica. The total rent according the lease agreement was paid in advance in 2000, covering lease period of 20 years.

## 21 Due to banks

	2018		2017	
	Short-term	Long-term	Short-term	Long-term
Current accounts of domestic banks	27,902	-	30,990	-
Current accounts of foreign banks	15,869	-	31,119	-
Term deposits of domestic banks	-	-	92,284	-
Term deposits of foreign banks	619,530	-	616,342	-
Restricted deposits of domestic banks	750	-	750	-
Other deposits	14,872	-	14,202	-
	<b>678,923</b>	<b>-</b>	<b>785,687</b>	<b>-</b>

Notes to the financial statements (continued)  
As at and for the year ended 31 December 2018  
(All amounts expressed in Denar thousand, unless otherwise stated)

## 22 Due to customers

	2018		2017	
	Short-term	Long-term	Short-term	Long-term
<i>Non-financial institutions</i>				
Current accounts	1,608,379	-	1,344,659	-
Term deposits	1,278,333	318,089	870,540	39,715
Restricted deposits	44,508	103,347	11,741	85,755
Other deposits	14,216	-	9,612	-
	<b>2,945,436</b>	<b>421,436</b>	<b>2,236,552</b>	<b>125,470</b>
<i>State</i>				
Current accounts	2,566	-	2,864	-
Demand deposits	-	-	1	-
Term deposits	10,021	-	-	-
	<b>12,587</b>	<b>-</b>	<b>2,865</b>	<b>-</b>
<i>Not-for-profit institutions</i>				
Current accounts	63,243	-	95,365	-
Term deposits	5,805	7,000	4,621	7,000
Restricted deposits	10	-	271	1,300
Other deposits	706	-	807	-
	<b>69,764</b>	<b>7,000</b>	<b>101,064</b>	<b>8,300</b>
<i>Financial institutions, other than banks</i>				
Current accounts	66,373	-	33,938	-
Term deposits	674,633	1,428,244	118,505	442,392
Restricted deposits	5,535	7,160	5,565	7,361
Other deposits	34	-	34	-
	<b>746,575</b>	<b>1,435,404</b>	<b>158,042</b>	<b>449,753</b>
<i>Citizens</i>				
Current accounts	2,568,386	-	2,076,506	-
Demand deposits	607,052	-	413,207	-
Term deposits	3,136,556	3,825,669	3,451,957	2,651,869
Restricted deposits	45,021	234,396	46,005	239,570
Other deposits	17,810	-	19,255	-
	<b>6,374,825</b>	<b>4,060,065</b>	<b>6,006,930</b>	<b>2,891,439</b>
<i>Nonresidents</i>				
Current accounts	416,319	-	503,137	-
Term deposits	22,913	22,626	76,160	8,958
Restricted deposits	25,215	4,913	81	6,049
Other deposits	12,006	-	11,479	-
	<b>476,453</b>	<b>27,539</b>	<b>590,857</b>	<b>15,007</b>
<i>Current maturity</i>	<b>1,385,322</b>	<b>(1,385,322)</b>	<b>1,326,686</b>	<b>(1,326,686)</b>
	<b>12,010,962</b>	<b>4,566,122</b>	<b>10,422,996</b>	<b>2,163,283</b>

Notes to the financial statements (continued)  
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### 23 Borrowings

Structure of borrowings by type of borrowing and creditor's sector

	2018		2017	
	Short-term	Long-term	Short-term	Long-term
<i>Banks</i>	1,785	919,890	1,832	916,736
<i>State</i>	1,476	4,428	1,476	317
Current maturity	229,440	(229,440)	238,107	(238,107)
	<b>232,701</b>	<b>694,878</b>	<b>241,415</b>	<b>678,946</b>

#### Borrowings by creditors

Borrowings by creditors

	2018		2017	
	Short-term	Long-term	Short-term	Long-term
<i>Domestic sources:</i>				
Macedonian Bank for Development Promotion in foreign currency	1,782	919,490	1,817	914,737
Macedonian Bank for Development Promotion in domestic currency	3	400	15	1,999
Ministry of Finance of RM	1,476	4,428	1,476	317
	<b>3,261</b>	<b>924,318</b>	<b>3,308</b>	<b>917,053</b>
Current maturity	229,440	(229,440)	238,107	(238,107)
	<b>232,701</b>	<b>694,878</b>	<b>241,415</b>	<b>678,946</b>

At 31 December 2018, based on already signed Frame contracts with the Macedonian Bank for Development Promotion AD, Skopje ("MBDP"), the Bank has liabilities for borrowing in amount of 921.675 thousand Denars (2017: 918,568 thousand Denars). During 2018, the bank has withdrawn funds from different credit line with year of maturity 2017-2029 and interest rate 0.75 - 1% per annum for borrowings in foreign currency and 0.5 – 3.5% for borrowings in domestic currency with foreign currency clause.

At 31 December 2018, the Bank has liabilities for borrowings in domestic currency with foreign currency clause based on signed borrowing agreement with the Ministry of Finance of the Republic of Macedonia – ZKDF in the amount of 5,904 thousand Denars (2017: 1,793 thousand denars). During 2018, based on already signed agreements, the Bank has withdrawn funds with maturity date as of 31.03.2019 and 31.03.2028 and interest rate 0.5%.

### 24 Provision and special reserve

	Commitments and contingencies
Balance at 01 January 2017	3,560
Additional provision for impairment, net (Note 10)	(1,677)
Foreign exchange gain	(1)
<b>Balance at 31 December 2017 (Note 25)</b>	<b>1,882</b>
Balance at 01 January 2018	1,882
(Release) provision for impairment, net (Note 7)	1,608
Foreign exchange gain	-
<b>Balance at 31 December 2018</b>	<b>3,490</b>

Notes to the financial statements (continued)  
As at and for the year ended 31 December 2018  
(All amounts expressed in Denar thousand, unless otherwise stated)

## 25 Other liabilities

	2018	2017
Non allocated inflows	181	240
Trade payables	42,708	54,815
Fee and commission	6,392	7,766
Other taxes and contributions	8,303	7,920
Accrued expenses	433	1,990
Payments for initial investment	1,848	2,403
Subscriptions	51,288	39,641
Other	15,129	22,230
	<b>126,282</b>	<b>137,005</b>

## 26 Share capital

At 31 December 2018 the authorized share capital comprised ordinary shares 545,987 (2017: 545,987). Ordinary shares have a par value of MKD 1,000 (2017: MKD 1,000). All issued shares are fully paid.

The holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at shareholders' meetings of the Bank. (2017: one vote per share). All shares rank equally with regard to the Bank's residual assets.

	<i>In Denars</i>		<i>Number of issued shares</i>				<i>Total subscribed capital</i>	
	ordinary shares	preference shares not for sale	ordinary shares	preference shares	2018	2017	2018	2017
At 1 January – fully paid	1,000	1,000	545,987	545,987	-	-	545,987	545,987
Changes during the year (conversion from preference to ordinary shares)	-	-	-	-	-	-	-	-
<b>At 31 December – fully paid</b>	<b>1,000</b>	<b>1,000</b>	<b>545,987</b>	<b>545,987</b>	<b>-</b>	<b>-</b>	<b>545,987</b>	<b>545,987</b>

Notes to the financial statements (continued)  
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## 26 Share capital

At 31 December 2018 and 2017, the following shareholders have ownership exceeding 5% of the total issued shares with a voting right:

	Share capital in Denar thousand		2018	Voting right 2017
	2018	2017		
Ivaylo Moutaftchiev, Republic of Bulgaria	198,994	198,994	36.45	36.45
Tzeko Minev, Republic of Bulgaria	198,994	198,994	36.45	36.45
	<b>397,988</b>	<b>397,988</b>	<b>72.90</b>	<b>72.90</b>

## 27 Commitments and contingencies

The Bank provides financial guarantees and letters of credit to guarantee the performance of customers to third parties. These agreements have fixed limits and generally extend for a period of up to one year. Expirations are not concentrated in any period.

The contractual amounts of commitments and contingent liabilities are set out in the following table by category:

	2018	2017
Guarantees		
in MKD	511,380	528,315
in foreign currency	87,482	49,916
Letters of credit in foreign currency	4,299	20,435
Unused overdrafts on current accounts	612,235	406,081
Unused credit limits non- cancellable	285,979	306,865
	<b>1,501,375</b>	<b>1,311,612</b>
Provision for impairment (Note 24)	-3,490	(1,882)
	<b>1,497,885</b>	<b>1,309,730</b>

### Litigations

At 31 December 2018, legal proceedings raised against the Bank amount in total Denar 161 thousand (2017: Denar 1,966 thousand). As at the Statement of financial position date, the Bank did not recognize provision, since professional legal advice show that there is no possibility of significant losses. In addition, various legal actions and claims may be asserted in the future against the Bank from litigations and claims incident to the ordinary course of business. Related risks have been analyzed as to likelihood of occurrence. Although the outcome of these matters cannot always be ascertained with precision, the management of the Bank believes that no material liabilities are likely to result.

### Taxation

The tax authorities may at any time inspect the books and records up to 5 years subsequent to the reported tax year, and may impose additional tax assessments and penalties. The Bank's management is not aware of any circumstances, which may give rise to a potential material liability in this respect.

### Capital commitments

As at the Statement of financial position date, there are no capital commitments that have not been recognized in the financial reports.

Notes to the financial statements (continued)  
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## 28 Fiduciary activities

The Bank manages assets for the benefit of third parties mainly intended for concluding loan agreements with legal entities. These assets are not owned by the Bank and have not been recognized in the Statement of financial position. The Bank is not exposed to credit risk from these placements. As at 31 December 2018, these assets amount to Denar 497,535 thousand (2017: Denar 497,535 thousand).

## 29 Pension plans

The Bank does not operate any defined contribution plans or share-based remuneration options as at 31 December 2018 and 2017. The management believes that the present value of the future obligations to employees with respect to retirement and other benefits and awards are not material to these financial statements as at 31 December 2018 and 2017.

## 30 Related party transactions

According to the Banking Law, related parties are considered: persons with special rights and responsibilities in the Bank and persons related to them; shareholders with a qualified contribution to the Bank (direct or indirect ownership of at least 5% of the total number of shares, or voting right shares), affiliates and entities under common ownership, control and management with the Bank, or whose activities the Bank has an ability to control.

The Bank grants loans, performs payment transfers and deposits funds of related enterprises and financial institutions. It is the opinion of the Bank's management that these transactions are carried out on normal commercial terms and conditions and during the regular course of business activities.

As at 31 December 2018 and 2017, the balances and volume of transactions with related entities and Key management personnel are as follows:

	Other related parties		Key management personnel		2018	Total 2017
	2018	2017	2018	2017		
<b>Assets</b>						
Current accounts	85,059	89,020	-	-	85,059	89,020
Other assets	581	1,518	60	2	641	1,520
Loans and other receivables	33	10,436	30,111	25,332	30,118	35,768
	<b>85,673</b>	<b>100,974</b>	<b>30,171</b>	<b>25,334</b>	<b>115,818</b>	<b>126,308</b>
<b>Liabilities</b>						
Deposits	758,222	782,813	92,571	49,139	850,793	831,952
Subordinated liabilities	-	-	-	-	-	-
Other liabilities	4,175	4,636	4	4	4,179	4,640
	<b>762,397</b>	<b>787,449</b>	<b>92,575</b>	<b>49,143</b>	<b>854,972</b>	<b>836,592</b>
<b>Income</b>						
Interest income	4	1,108	1,030	1,091	1,034	2,199
Fee and commission income	428	558	174	109	602	667
Other income	241	131	199	113	440	244
	<b>673</b>	<b>1,797</b>	<b>1,403</b>	<b>1,313</b>	<b>2,076</b>	<b>3,110</b>
<b>Expenses</b>						
Interest expenses	5,072	3,844	1,564	685	6,636	4,529
Fee and commission expenses	44,060	41,811	-	-	44,060	41,811
Other expenses	25,142	37,707	18,833	16,705	43,975	54,412
Short term benefits	-	-	69,606	60,837	69,606	60,837
	<b>74,274</b>	<b>83,362</b>	<b>90,003</b>	<b>78,227</b>	<b>164,277</b>	<b>161,589</b>



Notes to the financial statements (continued)  
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### **31 Events after the reporting period**

On 11 January 2019, the Shareholders Assembly of the Bank adopted a Decision on issuing a capital instrument by way of a private offer (first emission of perpetual bonds) in the amount of EUR 5,000,000. The bonds are non-cumulative, non-convertible, transferable, subordinated, unsecured, durable bonds with a fixed interest rate of 9% p.a. for the first 5 years from the date of issue, which after the expiration of the fifth year increases by 2 percentage points. Bonds do not have a maturity date. On 18 January 2019, the SEC issued a Decision for granting approval for the issuance of long-term securities by way of a private offer of the Bank. 5,000 bonds with a nominal value of 1,000 euros have been issued.