

## Investbank AD

Financial Statements

For the year ended 31 December 2005
with independent auditor's report thereon



# REPORT OF THE INDEPENDENT AUDITOR TO THE SHAREHOLDERS OF INVESTBANK AD

Sofia, 28 February 2006

We have audited the accompanying balance sheet of Investbank AD ("the Bank") as of 31 December 2005 and the related statements of income and cash flows for the year then ended. These financial statements are the responsibility of the Bank's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with International Standards on Auditing. Those Standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statements presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements give a true and fair view of the financial position of the Bank as of 31 December 2005, and of the results of its operations and its cash flows for the year then ended in accordance with International Accounting Standards, in accordance with the national accounting legislation, applicable to the banks in Bulgaria.

Registered and ton

Krassimir Hadjivinev

Registered auditor Authorised representative

KPMG Bulgaria OOD 37 Fridtjof Nansen Str

1142 Sofia

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# Income statement for the year ended 31 December 2005

In thousands of BGN	Note	2005	2004
Interest and similar income		14,072	10,732
Interest expense and similar charges		(7,970)	(5,018)
Net interest income	3	6,102	5,714
Fee and commission income		4,572	2,787
Fee and commission expense		(935)	(450)
Net fee and commission income	4	3,637	2,337
Net trading income	5	1,799	955
Other operating income/(expense), net	6	697	45
Total income from banking operations		12,235	9,051
General administrative expenses	7	(10,439)	(8,136)
Impairment losses	8	(747)	(731)
Profit before taxes		1,049	184
Income tax expense	9	(126)	(41)
Profit after tax		923	143

The income statement is to be read in conjunction with the notes to and forming part of the financial statements set out on pages 6 to 29.

Stefan Stoev Stoey

Executive Director

KPMG Bulgaria OOD COOK

Krassimin Hadjidinev
Registered auditor
Authorised representative

Vladimir Ivanov Vladimirov Executive Director

Margarita Goleva 202
Registered auditor

# **Balance** sheet as at 31 December 2005

In thousands of BGN	Note	2005	2004
ASSETS			
Cash and balances with Central Bank Due from other banks Trading securities Loans and advances to customers Investments Non-current assets Other assets Total Assets	10 11 12 13 14 15	30,277 58,987 10,737 166,229 48,798 4,263 994	20,689 10,590 21,340 96,429 3,846 4,068 598
LIABILITIES  Deposits from banks Deposits from customers Other liabilities	17 18 19	38,217 258,909 1,482	34,780 105,431 595
Total Liabilities	_	298,608	140,806
Shareholders' equity			
Issued share capital Reserves	20 20	20,000 1,677	16,000 754
Total shareholders' equity	<del>-</del>	21,677	16,754
Total liabilities and shareholders' equity	_	320,285	157,560

The balance sheet is to be read in conjunction with the notes to and forming part of the financial statements seet out on

The financial statements have been approved by the Executive Directors on 23 February 2006:

Stefan Stoev Stoev Executive Director Vladimir Ivanov Vladimirov Executive Director

KPMG Bulgaria QQD/0 ANTOPCAD REGIONALITA Krassimir Hadjidinev Registered auditor Authorised representative

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Margarita Goleva Registered auditor

# Cash flow statement for the year ended 31 December 2005

	Note	2005	2004
In thousands of BGN Net cash flow from operating activities			
Profit/(loss) after tax		923	143
Impairment losses	8	747	731
Depreciation	7	1,113	945
Tax expense		126	41
		2,909	1,860
Change in operating assets			
(Increase)/decrease in dealing securities		10,603	(4,398)
(Increase) in loans to customers		(70,547)	(30,493)
Decrease in loans and advances to other banks		(4,587)	(11,728)
(Increase)/decrease in other assets		(396)	241
Change in operating liabilities			
Net increase in deposits from banks		3,437	17,588
Net increase in deposits from customers		153,478	40,444
Net increase/(decrease) in other liabilities		887	(2,653)
Tax paid		(126)	(41)
Net cash flow from operating activities		95,658	10,820
Cash flow from investing activities			
(Purchase) of property, plant and equipment		(1,308)	(2,938)
(Purchase) of investments		(44,952)	(3,277)
Net cash flow from investing activities		(46,260)	(6,215)
Cash flow from financing activities			
Increase of registered capital		4,000	-
Net cash flow from financing activities		4,000	-

# Statement of cash flows, continued

For the year ended 31 December 2005

In thousands of BGN	Note	2005	2004
Net increase in cash and cash equivalents	21	53,398	4,605
Cash and cash equivalents at 1 January		15,039	10,434
Cash and cash equivalents at 31 December	21	68,437	15,039

The cash flow statement is to be read in conjunction with the notes to and forming part of the financial statements set out

on pages 6 to 29.

Stefan Stoev Stoev Executive Director

KPMG Bulgaria OOD

Krassimir Hadjidinev Registered auditor Control No. 145
Authorised representative

България

Vladimir Ivanov Vladimirov Executive Director

Margarita Goleva Registered auditor

# Statement of Changes in Equity for the year ended 31 December 2005

In thousands of BGN	Note	Share capital	Reserves	Total
Balance at 01 January 2004	20	16,000	631	16,631
Net profit for the year		-	143	143
Other movements in reserves		-	(20)	(20)
Balance at 01 January 2005		16,000	754	16,754
Increase of share capital		4,000	-	4,000
Net profit for the year		-	923	923
Balance at 31 December 2005	20	20,000	1,677	21,677

The statement of changes in equity is to be read in conjunction with the notes to and forming part of the financial statements set out on pages 6 to 25.

Stefan Stoev Stoev Executive Director

уманрано одит KPMG Bulgaria OOD

Krassimir Hadjidinev Registered andidion 045 Authorised representative

• България

Vladimir Ivanov Vladimirov Executive Director

Margarita Goleva Registered quaitor

#### 1. BASIS OF PREPARATION

#### (a) Statute

Investbank AD (the Bank) is a bank, incorporated in the Republic of Bulgaria and has its registered office in the city of Sofia, 155 G.S. Rakovski Str.

The enterprise is a licensed Bank under the local legislation. Its principle activities include all types of banking operations on the domestic and foreign markets.

# (b) Statement of compliance

The financial statements have been prepared in accordance with the national accounting legislation, applicable to banks in Bulgaria. According to the Bulgarian Accounting Act, effective 1 January 2005, the standards applicable on the territory of Bulgaria are the International Financial Reporting Standards (IFRS), adopted by the EU Commission. They must be officially translated, approved by the Council of Ministers of the Republic of Bulgaria and published in State Gazette. As at the date of issue of these financial statements, the IFRS adopted by the EU commission, were not translated in Bulgarian, approved by the Council of Ministers of the Republic of Bulgaria and published in State Gazette. Despite of this, these financial statements are prepared in compliance with International Accounting Standards (IAS), adopted in Bulgaria through Ordinance of the Council of Ministers №21/4.02.2003 and published in the State Gazette, issue 13/2003.

In addition, the Banking Act requires banks to assess periodically the credit exposures, other risk assets, including their off balance sheet liabilities, and to book impairment losses for covering risks of losses in accordance with Bulgarian National Bank (BNB) criteria. According to the Banking Act, these impairment losses are recognised as expenses and allowance to the book value of the assets. Therefore, these financial statements include allowances for impairment losses of the assets formed in accordance with Regulation 9 of BNB for valuation and classification of risk exposures and allowance for impairment losses.

The management of the Bank has not identified significant differences in the financial position and financial results as reported in these financial statements and the financial position and financial results as would be reported had the IFRS adopted by the EU Commission and applicable for 2005 as published in the Official Journal of the European Union in English were applied, and found no significant differences.

#### (c) Basis of preparation

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

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

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### (a) Income recognition

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

Fee and commission income arises on financial services provided by the Bank and is recognised when the corresponding service is provided.

Net trading income includes gains and losses arising from disposals and changes in the fair value of financial assets and liabilities held for trading.

#### (b) Foreign currency transactions

Transactions in foreign currencies are translated at the foreign exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies, which are stated at historical cost, are translated at the foreign exchange rate ruling at that date. Foreign exchange differences arising on translation are recognized in the income statement.

Non-monetary assets and liabilities denominated in foreign currencies, which are stated at historical cost, are translated at the foreign exchange rate ruling at the date of the transaction. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are translated to the reporting currency at the foreign exchange rates ruling at the dates that the values were determined.

## (c) Financial instruments

# (i) Classification

*Trading instruments* are those that the Bank principally holds for the purpose of short-term profit taking. These include investments, certain purchased loans and derivative contracts that are not designated and effective hedging instruments, and liabilities from short sales of financial instruments. All trading derivatives in a net receivable position (positive fair value), as well as options purchased, are reported as trading assets. All trading derivatives in a net payable position (negative fair value), as well as options written, are reported as trading liabilities.

*Originated loans and receivables* are loans and receivables created by the Bank providing money to a debtor other than those created with the intention of short-term profit taking. Originated loans and receivables comprise loans and advances to banks and customers other than purchased loans as well as bonds purchased at original issuance.

Held-to-maturity assets are financial assets with fixed or determinable payments and fixed maturity that the Bank has the intent and ability to hold to maturity. These include certain purchased loans and advances to banks and customers and certain debt investments.

Available-for-sale assets are financial assets that are not held for trading purposes, originated by the Bank, or held to maturity. Available-for-sale instruments include money market placements and certain debt and equity investments.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### (c) Financial instruments, continued

#### (ii) Recognition

The Bank recognises financial assets held for trading and available-for-sale assets on the date it commits to purchase the assets. From this date any gains and losses arising from changes in fair value of the assets are recognised.

Held-to-maturity loans and originated loans and receivables are recognised on the day they are transferred to the Bank.

#### (iii) Measurement

Financial instruments are measured initially at cost, including transaction costs.

Subsequent to initial recognition all trading instruments and all available-for-sale assets are measured at fair value, except that any instrument that does not have a quoted market price in an active market and whose fair value cannot be reliably measured is stated at cost, including transaction costs, less impairment losses.

All non-trading financial liabilities, originated loans and receivables and held-to-maturity assets are measured at amortised cost less impairment losses. Amortised cost is calculated on the effective interest rate method. Premiums and discounts, including initial transaction costs, are included in the carrying amount of the related instrument and amortised based on the effective interest rate of the instrument.

# (iv) Fair value measurement principles

The fair value of financial instruments is based on their quoted market price at the balance sheet date without any deduction for transaction costs. If a quoted market price is not available, the fair value of the instrument is estimated using pricing models or discounted cash flow techniques.

Where discounted cash flow techniques are used, estimated future cash flows are based on management's best estimates and the discount rate is a market related rate at the balance sheet date for an instrument with similar terms and conditions. Where pricing models are used, inputs are based on market related measures at the balance sheet date.

The fair value of derivatives that are not exchange-traded is estimated at the amount that the Bank would receive or pay to terminate the contract at the balance sheet date taking into account current market conditions and the current creditworthiness of the counterparties.

# (v) Gains and losses on subsequent measurement

Gains and losses arising from a change in the fair value of available-for-sale and trading instruments are recognised directly in the income statement.

#### (d) Cash and cash equivalents

Cash and cash equivalents comprise cash balances on hand, cash deposited with central banks and short-term highly liquid investments with maturities of three months or less when purchased, including treasury bills and other bills eligible for rediscounting with the central bank.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

#### (e) Investments

Investments that the Bank holds for the purpose of short-term profit taking are classified as trading instruments. Debt investments that the Bank has the intent and ability to hold to maturity are classified as held-to-maturity assets. Other investments are classified as available-for-sale assets.

#### (f) Loans and advances to banks and customers

Loans and advances originated by the Bank are classified as originated loans and receivables.

Purchased loans that the Bank has the intent and ability to hold to maturity are classified as held-to-maturity assets. Purchased loans that the Bank does not intend to hold until maturity are classified as available-for-sale instruments.

Loans and advances are reported net of allowances to reflect the estimated recoverable amounts (refer accounting policy j).

#### (g) Derecognition

A financial asset is derecognised when the Bank loses control over the contractual rights that comprise that asset. This occurs when the rights are realised, expire or are surrendered. A financial liability is derecognised when it is extinguished.

Available-for-sale assets and assets held for trading that are sold are derecognised and corresponding receivables from the buyer for the payment are recognised as of the date the Bank commits to sell the assets. The Bank uses the specific identification method to determine the gain or loss on derecognition.

Held-to-maturity instruments and originated loans and receivables are derecognised on the day they are transferred by the Bank.

#### (h) Securities borrowing and lending agreements and repurchase transactions

## (i) Securities borrowing and lending

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

#### (ii) Repurchase agreements

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

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

## (h) Securities borrowing and lending agreements and repurchase transactions, continued

## (ii) Repurchase agreements, continued

The difference between the sale and repurchase considerations is recognised on an accrual basis over the period of the transaction and is included in interest.

# (i) Offsetting

Financial assets and liabilities are offset and the net amount is reported in the balance sheet when the Bank has a legally enforceable right to set off the recognised amounts and the transactions are intended to be settled on a net basis.

## (j) Impairment

Financial assets are reviewed at each balance sheet date to determine whether there is objective evidence of impairment. If any such indication exists, the asset's recoverable amount is estimated.

## (i) Originated loans and advances and held-to-maturity loans

The Bank evaluates and classifies its risk exposures, i.e. credits and receivables, when there is objective evidence of deterioration. Loans are evaluated and classified based on the credit risk, delayed payments, evaluation of the debtor's financial standing and sources for repayment in accordance with the requirements of BNB Regulation No 9. When the bank has more than one credit exposition to third parties, who could be regarded as common risk bearers, these expositions are classified in the group of the party bearing the highest risk.

The bank forms specific allowance for impairment losses, which are set up for particular expositions as well as on a portfolio-basis.

The bank allocates specific allowance for impairment losses for particular expositions for the difference between the book value of the exposition from the previous accounting period and its recoverable amount for the reporting period. The recoverable amount of the risk exposition is determined by reducing the contracted cash flows with risk loss percentage according to the classification group and the expected cash flows are then discounted by applying the respective effective interest rate. The amount of the specific allowance for impairment losses on a risk exposition, secured with high liquid collateral, equals the difference between the carrying amount and the recoverable amount of the risk exposition for the reporting period, which remains uncovered by the net realizable value of the collateral.

The Bank's credit expositions are classified according to the requirements of BNB Regulation No 9 in four groups, as follows:

Classification group % of impairment loss

• Standard Up to 10%

• Watch At least 10%, for individuals at least 20%

• Substandard At least 50%, for individuals at least 75%

• Non-performing At least 100%

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

## (j) Impairment, continued

## (i) Originated loans and advances and held-to-maturity loans, continued

According to the requirements of Regulation No 9, reclassification of a credit exposure to a lower risk group is possible, if the credit exposure meets the requirements of that lower risk group for at least six months.

Specific allowance for impairment losses on a portfolio basis are formed for exposures classified as standard for covering considerable impairment losses, which cannot be attributed to individual credit exposures, in accordance with the credit policy of the bank.

The Bank's policy for specific allowance for impairment losses on a portfolio basis determines the rules for reducing the carrying amount of a portfolio of identical credits to their recoverable amount at the balance sheet date. The expected cash flows for portfolios of similar assets are estimated based on previous experience and considering the credit rating of the underlying customers and late payments of interest or penalties.

Loans and advances to customers are presented net of specific and general allowances, so that the carrying amount is reduced by the impairment expenses. Increases in the allowance account are recognised in the income statement. The Bank reverses impairment losses through the income statement, due to partial or entire repayment of the credit exposure, as well as due to reclassification of the credit exposure in a lower risk group.

## (ii) Financial assets remeasured to fair value directly through equity

The recoverable amount of an equity instrument is its fair value. The recoverable amount of debt instruments and purchased loans remeasured to fair value is calculated as the present value of expected future cash flows discounted at the current market rate of interest.

Where an asset remeasured to fair value directly through equity is impaired, and a write down of the asset was previously recognised directly in equity, the write down is transferred to the income statement and recognised as part of the impairment loss. Where an asset measured to fair value directly through equity is impaired, and an increase in the fair value of the asset was previously recognised in equity, the increase in fair value of the asset recognised in equity is reversed to the extent the asset is impaired. Any additional impairment loss is recognised in the income statement.

If in a subsequent period the amount of an impairment loss decreases and the decrease can be linked objectively to an event occurring after the write-down, the write-down is reversed through the income statement.

# (k) Property, plant and equipment

Property and equipment are stated at cost less accumulated depreciation.

Depreciation is provided on a straight line basis at prescribed rates designed to write-off the cost of the assets over their expected useful lives. The following are approximations of the annual rates used:

Ass	sets	%
•	Buildings	4
•	Equipment	30
•	Hardware	50
	Fixtures and fittings	15
	Vehicles	25

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

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

## (l) Intangible assets

Other intangible assets, which are acquired by the Bank, are stated at cost less accumulated amortisation and any impairment losses.

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

Ass	sets	%
•	Computer software	50
	Other intangible assets	15

#### (m) Provisions

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

## (n) Taxation

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

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

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

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

# 3. NET INTEREST INCOME

In thousands of BGN	2005	2004
Net interest income		
Interest and similar income		
Interest and similar income arise from:		
<ul> <li>Loans and advances to banks</li> </ul>	600	141
<ul> <li>Loans and advances to customers</li> </ul>	11,662	9,861
- Trading instruments	515	730
<ul> <li>Held to maturity instruments</li> </ul>	1,295	-
	14,072	10,732
Interest expense and similar charges		
Interest expense and similar charges arise from:		
<ul> <li>Deposits from banks</li> </ul>	(21)	(76)
<ul> <li>Deposits from other customers</li> </ul>	(7,897)	(4,745)
- Trading instruments	(52)	(197)
	(7,970)	(5,018)
Net interest income	6,102	5,714

# 4. NET FEE AND COMMISSION INCOME

In thousands of BGN	2005	2004
Fee and commission income		
- Credit related	626	393
<ul> <li>Contingent liabilities fees and commissions</li> </ul>	338	488
- Deposit accounts maintenance	2,006	1,357
- Other	1,602	549
	4,572	2,787
Fee and commission expense		
<ul> <li>Deposit accounts maintenance</li> </ul>	(91)	(109)
- Other	(844)	(341)
	(935)	(450)
Net fee and commission income	3,637	2,337

# 5. NET TRADING INCOME

In thousands of BGN	2005	2004
Net trading income:		
- Debt instruments and related derivatives	261	(28)
- Investments for sale	591	325
<ul> <li>Investments held to maturity</li> </ul>	479	-
- Foreign exchange rate fluctuations	468	658
Net trading income	1,799	955

# 6. OTHER OPERATING INCOME/(EXPENSE), NET

In thousands of BGN	2005	2004
Income from dividends	76	1
Other non-financial services provided	185	71
Other income/(expense) - net	413	(37)
Gain on sale of property, plant and equipment	23	10
Total operating income/(expense), net	697	45

# 7. GENERAL ADMINISTRATIVE EXPENSES

In thousands of BGN	2005	2004
General and administrative expenses arise from:		
- Personnel cost	4,227	3,103
<ul> <li>Depreciation and amortization</li> </ul>	1,113	945
- Administration, marketing and other costs	5,099	4,088
Total	10,439	8,136

Personnel costs include salaries, social and health security contributions and contributions to the unemployment fund under the provisions of the local legislation.

According to Deposit Guarantee Act all Bulgarian banks should make annual instalments of 0.5% of the total deposit base from the previous year, determined on an average daily basis. Annual instalments are accounted for as expenses in the year of payment. In 2005 Investbank AD made an annual instalment to deposit guarantee fund at the amount of BGN 393 thousand.

# 8. IMPAIRMENT LOSSES

	In thousands of BGN	2005	2004
	Write downs  Loans and advances to customers	1,684	2,073
	Reversals of write downs Loans and advances to customers	1,684 (937)	2,073 (142)
	Other off-balance sheet items	(937)	(1,200) (1,342)
	Net impairment losses =	747	731
9.	TAXATION		
	Income tax expense		
	In thousands of BGN	2005	2004
	Current taxes	(126)	(41)
	Total income tax expense in income statement	(126)	(41)
10.	CASH AND BALANCES WITH CENTRAL BANK		
	In thousands of BGN	2005	2004
	Cash on hand Cash in transit	8,606 844	4,449
	Balances with the Central Bank	20,827	16,240
	Total	30,277	20,689

The current account with the Bulgarian National Bank is used for direct participation in the money and treasury bill markets and for settlement purposes.

# 11. **DUE FROM OTHER BANKS**

In thousands of BGN	2005	2004
Current accounts and amounts with local banks	263	280
Current accounts and amounts with foreign banks	3,351	2,333
Deposits with Bulgarian banks	54,190	7,956
Deposits with foreign banks	1,183	21
Total	58,987	10,590

# 12. TRADING SECURITIES

In thousands of BGN	2005	2004
Financial assets held for trading: Government securities – Republic of Bulgaria		
<ul> <li>Short- and medium-term denominated in Bulgarian Leva</li> </ul>	6,049	17,204
<ul> <li>Short- and medium-term denominated in foreign currency</li> </ul>	1,717	-
- Long-term denominated in Bulgarian leva	2,185	-
<ul> <li>Long-term denominated in foreign currency</li> </ul>	786	4,136
Total	10,737	21,340

# 13. LOANS AND ADVANCES TO CUSTOMERS

# (a) Analysis by type of borrower

Other financial institutions       5,958       851         Individuals       15,406       10,529         Public sector       1,570       -         Government enterprise       154       -         Private companies       146,453       87,881         Total loans and advances       169,541       99,261         Less allowance for impairment       (3,312)       (2,832)         Total       166,229       96,429	In thousands of BGN	2005	2004
Public sector         1,570         -           Government enterprise         154         -           Private companies         146,453         87,881           Total loans and advances         169,541         99,261           Less allowance for impairment         (3,312)         (2,832)	Other financial institutions	5,958	851
Government enterprise         154         -           Private companies         146,453         87,881           Total loans and advances         169,541         99,261           Less allowance for impairment         (3,312)         (2,832)	Individuals	15,406	10,529
Private companies         146,453         87,881           Total loans and advances         169,541         99,261           Less allowance for impairment         (3,312)         (2,832)	Public sector	1,570	-
Total loans and advances         169,541         99,261           Less allowance for impairment         (3,312)         (2,832)	Government enterprise	154	-
Less allowance for impairment (3,312) (2,832)	Private companies	146,453	87,881
<u> </u>	Total loans and advances	169,541	99,261
Total 166,229 96,429	Less allowance for impairment	(3,312)	(2,832)
	Total	166,229	96,429

<b>(b)</b>	Analysis by sector of economy		
	In thousands of BGN	2005	2004
	Manufacturing Construction	24,572 13,573	10,858 4,178
	Agriculture	9,311	10,022
	Transport and communications Trade and services	7,486 87,925	4,955 47,194
	Other industries	26,674	22,054
		169,541	99,261
	Less allowance for impairment	(3,312)	(2,832)
	Total	166,229	96,429
(c)	Impairment allowances		
	In thousands of BGN	2005	2004
	At 1 January	2,832	969
	Increase/(decrease) impairment losses	747	1,931
	Written off	(267)	(68)
	Total	3,312	2,832
14.	INVESTMENTS		
	In thousands of BGN	2005	2004
	Available for sale Equity investments	3,031	338
	Other equity investments	2.627	402
	- Bulgarian issuers - International issuers	2,627	483 3,025
	Total available for sale investments	5,658	3,846

# 14. INVESTMENTS, CONTINUED

In thousands of BGN	2005	2004
Held to maturity		
Government securities denominated in Bulgarian leva	29,955	-
Government securities denominated in foreign currency	1,189	-
Municipal securities	845	-
Other capital investments and debt instruments denominated in	2,533	-
Bulgarian leva		
Other capital investments and debt instruments denominated in	8,618	-
foreign currency		
Total held to maturity	43,140	-
Total	48,798	3,846

Equity investments represent shares in domestic companies including shares in local banking, settlement and stock exchange institutions, incident to the Bank's membership in them as well as bonds of international issuers. For valuation purposes these assets are classified as available-for-sale.

Equity investments are stated at cost where the fair value can not be reliably determined.

Investments held to maturity represent government securities, municipal securities and securities of domestic companies. Government securities are stated at fair value, while corporate debt instruments are stated at cost.

## 15. NON-CURRENT ASSETS

In thousands of BGN	Buildings	Equipment	Vehicles	Fixtures and fittings	Other	Total
Cost						
At 1 January 2005	379	2,152	1,174	1,202	2,881	7,788
Additions	232	760	398	503	499	2,392
Disposals	(102)	(120)		(44)	(1,003)	(1,269)
At 31 December 2005	509	2,792	1,572	1,661	2,377	8,911
Depreciation						
At 1 January 2005	(45)	(1,542)	(540)	(758)	(835)	(3,720)
Charge for the year	(23)	(429)	(245)	(155)	(261)	(1,113)
On disposals	12	120		43	10	185
At 31 December 2005	(56)	(1,851)	(785)	(870)	(1,086)	(4,648)
Net book value 31 December 2005	453	941	787	791	1,291	4,263
Net book value 31 December 2004	334	610	634	444	2,046	4,068

16.	OTHER ASSETS		
	In thousands of BGN	2005	2004
	Assets for resale Other assets	17 977	598
	Total	994	598
17.	DEPOSITS FROM BANKS		
	In thousands of BGN	2005	2004
	Term depostits		
	- in local currency	29,510	16,809
	- in foreign currencies	8,707	4,896
	Payables under repurchase agreements	<del></del>	13,075
	Total	38,217	34,780
18.	DEPOSITS FROM CUSTOMERS		
	In thousands of BGN	2005	2004
	Individuals	99,677	61,243
	Institutions	145,471	40,286
	Mortgage bonds	13,761	3,902
	Total	258,909	105,431
19.	OTHER LIABILITIES		
	In thousands of BGN	2005	2004
	In local currency	207	40.4
	Transfers under execution Provisions	807 155	404
	Other accounts payable	520	191
	Total	1,482	595

# 20. CAPITAL AND RESERVES

As at 31 December 2005 the registered share capital of the Bank was BGN 20,000 thousand, which was fully paid in. The capital of the Bank comprises BGN 20,000 thousand ordinary shares, each with a face value of BGN 1. Reserves comprise of accumulated profits and losses from previous years.

# 21. CASH AND CASH EQUIVALENTS

In thousands of BGN	2005	2004
Cash on hand Balances with banks	9,450 58,987	4,449 10,590
Total	68,437	15,039

# 22. REPURCHASE AND RESALE AGREEMENTS

The Bank raises funds by selling financial instruments under agreements to repay the funds by repurchasing the instruments at future dates at the same price plus interest at a predetermined rate. Repurchase agreements are commonly used as a tool for short-term financing of interest-bearing assets, depending on the prevailing interest rates. As at 31 December 2005 the Bank has not entered into any repurchase agreements.

## 23. ASSETS PLEDGED AS SECURITY

Details of the carrying amounts of the assets pledged as collateral are as follows

In thousands of BGN	2005	2004
Bulgarian Government securities, pledged as collateral Cash and cash equivalents	508	13,258 458
Total	508	13,716

# 24. COMMITMENTS AND CONTINGENT LIABILITIES

#### (a) Memorandum items

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. The amounts reflected in the table for commitments assume that amounts are fully advanced. The amounts reflected in the table for guarantees and letters of credit represent the maximum accounting loss that would be recognised at the balance sheet date if counterparties failed completely to perform as contracted.

# 24. COMMITMENTS AND CONTINGENT LIABILITIES, CONTINUED

#### Memorandum items, continued

In thousands of BGN	2005	2004
Bank guarantees and letters of credit - in Bulgarian Leva - in foreign currencies	12,314 12,912	12,325 3,442
- in foreign currencies  Accepts  Loan commitments	282 8,741	455 5,222
Total	34,249	21,444

These commitments and contingent liabilities have off balance-sheet credit risk because only organization fees and accruals for probable losses are recognized in the balance sheet until the commitments are fulfilled or expire. Many of the contingent liabilities and commitments will expire without being advanced in whole or in part. Therefore, the amounts do not represent expected future cash flows.

At 31 December 2005 the value of collateral held for guarantees and letters of credit exceeds 130 %.

## (b) Other contingencies

The Bank is the defendant in a number of lawsuits alleging infringement of obligations to third parties. The claims of the plaintiffs amount to approximately USD 3,660 thousand. Preliminary hearings and discovery proceedings on these actions are in progress. The ultimate outcome of the matter cannot presently be determined, and no provision for any liability that may result has been made in the financial statements.

# 25. RISK MANAGEMENT DISCLOSURES

# A. Trading activities

The Bank maintains active trading positions in a variety of derivative and non-derivative financial instruments. Most of the Bank's trading activities are customer driven. In anticipation of customer demand, the Bank carries an inventory of capital market instruments and maintains access to market liquidity by quoting bid and offer prices to and trading with other market makers. Positions are also taken in the interest rate, foreign exchange, debt, equity, and commodity markets based on expectations of future market conditions. These activities constitute the proprietary trading business and enable the Bank to provide customers with capital market products at competitive prices. As trading strategies depend on both market-making and proprietary positions, given the relationships between instruments and markets, those are managed in concert to maximise net trading income.

The Bank manages its trading activities by type of risk involved and on the basis of the categories of trading instruments held.

# 25. RISK MANAGEMENT DISCLOSURES, CONTINUED

#### A. Trading activities, continued

#### (i) Credit risk

The Bank's credit exposure at the balance sheet date from financial instruments held or issued for trading purposes is represented by the fair value of instruments with a positive fair value at that date, as recorded on the balance sheet. Notional amounts disclosed in the notes to the financial statements do not represent the amounts to be exchanged by the parties to derivatives and do not measure the Bank's exposure to credit or market risks. The amounts to be exchanged are based on the terms of the derivatives.

The risk that counterparties to trading instruments might default on their obligations is monitored on an ongoing basis. In monitoring credit risk exposure, consideration is given to trading instruments with a positive fair value and to the volatility of the fair value of trading instruments. To manage the level of credit risk, the Bank deals with counterparties of good credit standing, enters into master netting agreements whenever possible, and when appropriate, obtains collateral. Master netting agreements provide for the net settlement of contracts with the same counterparty in the event of default.

#### (ii) Market risk

All trading instruments are subject to market risk, the risk that future changes in market conditions may make an instrument less valuable or more onerous. The instruments are recognised at fair value, and all changes in market conditions directly affect net trading income.

The Bank manages its use of trading instruments in response to changing market conditions. Exposure to market risk is formally managed in accordance with risk limits set by senior management by buying or selling instruments or entering into offsetting positions.

# B. Non-trading activities

Below is a discussion of the various risks the Bank is exposed to as a result of its non-trading activities and the approach taken to manage those risks

# (i) Liquidity risk

Liquidity risk arises in the general funding of the Bank's activities and in the management of positions. It includes both the risk of being unable to fund assets at appropriate maturities and rates and the risk of being unable to liquidate an asset at a reasonable price and in an appropriate time frame.

The Bank usually has access to a diverse funding base. Funds are raised using a broad range of instruments including deposits, other liabilities evidenced by paper, 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 to meet 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.

The following table provides an analysis of the financial assets and liabilities of the Bank into relevant maturity Bankings based on the remaining periods to repayment.

# 25. RISK MANAGEMENT DISCLOSURES, CONTINUED

# B. Non-trading activities, continued

(i) Liquidity risk, continued

#### **31 December 2005**

	Up to 1 month	From 1 month to 3 months	From 3 months to 1 year	From 1 to 5 years	Maturuty not defined	Total
Assets	· <u> </u>		-		<u>.</u>	
Cash and balances with central Banks	30,277	-	-	-	-	30,277
Due from other banks	58,987	-	-	-	-	58,987
Trading securities	10,737	-	-	-	-	10,737
Loans and advances to customers	19,105	16,808	71,980	58,336	-	166,229
Investments	3,345	-	_	45,252	201	48,798
Property and equipment	-	-	-	-	4,263	4,263
Other assets					994	994
Total assets	122,451	16,808	71,980	103,588	5,458	320,285
Liabilities						
Deposits from banks	30,376	618	3,617	3,606	_	38,217
Deposits from customers	116,945	17,032	74,061	50,871	_	258,909
Other liabilities	1,482		<u> </u>	<u> </u>		1,482
Total liabilities	148,803	17,650	77,678	54,477	-	298,608
Liquidity Gap	(26,352)	(842)	(5,698)	49,111	5,458	21,677

When analyzing the discrepancies in the maturity structure of the assets and liabilities it should be taken into consideration the fact that deposits from customers have longer than declared maturity up to 1 month. Individuals prefer to have their deposits on demand in case of necessity and they use demand accounts, but major part of term deposits from customers are with maturity structures significantly longer than contracted.

# 25. RISK MANAGEMENT DISCLOSURES, CONTINUED

# C. Non-trading activities, continued

## (i) Liquidity risk, continued

#### **31 December 2004**

	Up to 1 month	From 1 month to 3 months	From 3 months to 1 year	From 1 to 5 years	Maturuty not defined	Total
Assets						
Cash and balances with central Banks	20,689	-	-	-	-	20,689
Due from other banks	10,590	_	_	-	_	10,590
Trading securities	21,340	-	-	-	-	21,340
Loans and advances to customers	3,226	6,942	28,705	57,556	-	96,429
Investments	702	-	3,025	-	119	3,846
Property and equipment	-	-	-	-	4,068	4,068
Other assets	-	-	-	-	598	598
Total assets	56,547	6,942	31,730	57,556	4,785	157,560
Liabilities						
Deposits from banks	19,553	2,474	4,139	8,614	_	34,780
Deposits from customers	43,422	8,846	22,015	31,148	-	105,431
Other liabilities	595					595
Total liabilities	63,570	11,320	26,154	39,762		140,806
Liquidity Gap	(7,023)	(4,378)	5,576	17,794	4,785	16,754

# (ii) Market risk

## Interest rate risk

The Bank's operations are subject to the risk of interest rate fluctuations to the extent that interest-earning assets (including investments) and interest-bearing liabilities mature or reprice 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 repricing characteristics of the various floating rate indices, such as the savings rate and six months LIBOR and different types of interest. Risk management activities are aimed at optimising 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. This means that in rising interest rate environments, margins may diminish if there is a change in the amount of the liabilities.

# 25. RISK MANAGEMENT DISCLOSURES, CONTINUED

# B. Non-trading activities, continued

# (ii) Market risk, continued

# Interest rate risk, continued

At 31 December 2005 both interest-earning assets and interest-bearing liabilities are predominantly fixed interest and have similar maturities and repricing dates.

The table below summarises the sensitivity of the Bank's non-trading book at the reporting date.

# **Fixed rate instruments**

	Total	Floating rate instru ments	Less than 1 month	Between 1 month and 3 months	Between 3 months and 1 year	Between 1 and 5 years	More than 5 years
Assets							
Due from other banks	58,758	-	58,758	-	-	-	-
Trading securities	10,490	-	22	-	257	7,760	2,451
Loans and advances to customers	166,621	91,969	11,409	11,378	27,130	22,310	2,425
Investments	48,168	3,116	-	-	-	24,622	20,430
Non-interest earning assets	36,248	-	-	-	-	-	-
Total assets	320,285	95,085	70,189	11,378	27,387	54,692	25,306
Liabilities							
Deposits from banks	36,925	-	30,134	618	3,696	2,477	-
Deposits from customers	257,802	-	159,843	12,940	45,154	39,865	-
Non-interest bearing liabilities	3,881	-	-	-	-	-	-
Total liabilities	298,608	-	189,977	13,558	48,850	42,342	-
Asset-Liability Gap	21,677	95,085	(119,788)	(2,180)	(21,463)	12,350	25,306

# 25. RISK MANAGEMENT DISCLOSURES, CONTINUED

# B. Non-trading activities, continued

## (ii) Market risk, continued

## Interest rate risk, continued

At 31 December 2004 both interest-earning assets and interest-bearing liabilities are predominantly fixed interest and have similar maturities and repricing dates.

The table below summarises the sensitivity of the Bank's non-trading book at the reporting date.

#### Fixed rate instruments

	Total	Floating rate instru ments	Less than 1 month	Between 1 month and 3 months	Between 3 months and 1 year	Between 1 and 5 years	More than 5 years
Assets							
Cash and balances with central banks	-	-	-	-	-	-	-
Due from other banks	9,364	84	9,280	-	-	-	-
Trading securities	20,951	-	-	-	1	6,906	14,044
Loans and advances to							
customers	97,012	57,482	645	1,758	8,218	26,736	2,173
Investments	3,754	821	-	-	-	2,933	-
Non-interest earning assets	26,479	-	-	-	-	-	-
Total assets	157,560	58,387	9,925	1,758	8,219	36,575	16,217
Liabilities							
Deposits from banks	34,484	-	21,609	218	4,756	7,901	-
Deposits from customers	104,663	-	43,858	10,050	23,117	26,039	1,599
Non-interest bearing liabilities	1,659	-	-	-	-	-	-
Total liabilities	140,806	-	65,467	10,268	27,873	33,940	1,599
Asset-Liability Gap	16,754	58,387	(55,542)	(8,510)	(19,654)	2,635	14,618

#### Currency risk

The Bank is exposed to currency risk through transactions in foreign currencies. It does not make investments in foreign operations.

As a result of the currency Board in place in Bulgaria, the Bulgarian currency is pegged to the Euro. As the currency in which the Bank presents it financial statements is the Bulgarian lev, the Bank's financial statements are effected by movements in the exchange rates between the currencies outside the Euro-zone and the lev.

## 25. RISK MANAGEMENT DISCLOSURES, CONTINUED

## B. Non-trading activities, continued

## (ii) Market risk, continued

# Currency risk, continued

The Bank's transactional exposures give rise to foreign currency gains and losses that are recognised in the income statement. These exposures comprise the monetary assets and monetary liabilities of the Bank that are not denominated in the measurement currency of the Bank. These exposures were as follows:

In thousands of BGN 2005

#### Assets

Bulgarian leva and euro-	282,447
US dollars	36,907
Other	931

## Liabilities

Bulgarian leva and euro-	261,622
US dollars	36,700
Other	286

# Net position

Bulgarian leva and euro	20,825
US dollars	207
Other	645

In respect of monetary assets and liabilities in foreign currencies that are not economically hedged, the Bank ensures that its net exposure is kept to an acceptable level by buying and selling foreign currencies at spot rates when considered appropriate.

# (iii) Credit risk

The Bank is subject to credit risk through its trading, lending, and investing activities and in cases where it acts as an intermediary on behalf of customers or other third parties or issues guarantees.

Credit risk associated with trading and investing activities is managed through the Bank's market risk man agement process.

The risk that counterparties to both derivative and other instruments might default on their obligations is monitored on an ongoing basis. To manage the level of credit risk, the Bank deals with counterparties of good credit standing.

## 25. RISK MANAGEMENT DISCLOSURES, CONTINUED

## B. Non-trading activities, continued

#### (iii) Credit risk, continued

The Bank's primary exposure to credit risk arises through its loans and advances. The amount of credit exposure in this regard is represented by the carrying amounts of the assets on the balance sheet. In addition, the Bank is exposed to off balance sheet credit risk through commitments to extend credit and guarantees issued.

Concentrations of credit risk (whether on or off balance sheet) that arise from financial instruments exist for Banks of counterparties when they have similar economic characteristics that would cause their ability to meet contractual obligations to be similarly affected by changes in economic or other conditions.

The major concentrations of credit risk arise by location and type of customer in relation to the Bank's investments, loans and advances, commitments to extend credit and guarantees issued.

The amounts reflected in the tables represent the maximum accounting loss that would be recognised at the balance sheet date if counterparties failed completely to perform as contracted and any collateral or security proved to be of no value. The amounts, therefore, greatly exceed expected losses, which are included in the allowance for uncollectibility.

The Bank's policy is to require suitable collateral to be provided by its customers prior to the disbursement of approved loans. It is the Bank's policy that the total amount of loans outstanding be collateralised. Guarantees and letters of credit are also subject to strict credit assessments before being provided. The agreements specify monetary limits to the Bank's obligations. The extent of collateral held for guarantees and letters of credit exceeds 130 %.

Collateral for loans, guarantees, and letters of credit is usually in the form of cash, inventory, listed investments, or other property and bank counter guarantees.

The table below shows a breakdown of total credit extended to customers, other than financial institutions, by the Bank by type of collateral:

,	
Secured by mortgages 76 102 517	512
Secured by mortgages 70,195 31,	297
Other collateral 42,588 37,	452
169,541 99,3	261
Less allowances for impairment (3,312) (2,8	32)
Total 166,229 96,-	429

# 26. RELATED PARTY TRANSACTIONS

In thousands of BGN

Related party	Nature of the related party relationship	Type of transaction	Outstanding balance
Festa Holding AD	Shareholder	1) Deposits received	5,327
Chernomorsko zlato AD	Common control	1) Bank guarantee	200 166
Vinkom AD	Shareholder	<ul><li>2) Deposits received</li><li>1)Deposits received</li></ul>	166

Remunerations of Management Board in 2005 are in the amount of BGN 171 thousand and remunerations of Supervisory Board are in the amount of BGN 80 thousand.

# 27. EVENTS SUBSEQUENT TO THE BALANCE SHEET DATE

There are no events subsequent to the balance sheet date of such a nature that they would require additional disclosures or adjustments to the financial statements.