# Raiffeisenbank Austria d.d., Zagreb

Consolidated and separate financial statements For the year ended 31 December 2014 Together with Independent Auditor's report

2014

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# Responsibilities of the Management and Supervisory Board for the preparation and approval of the annual financial statements

The Management Board of the Bank is required to prepare separate and consolidated financial statements for each financial year which give a true and fair view of the financial position of the Bank and Group and of the results of their operations and cash flows, in accordance with applicable accounting standards, and is responsible for maintaining proper accounting records to enable the preparation of such financial statements at any time. It has a general responsibility for taking such steps as are reasonably available to it to safeguard the assets of the Bank and the Group and to prevent and detect fraud and other irregularities.

The Management Board is responsible for selecting suitable accounting policies to conform with applicable accounting standards and then apply them consistently; making judgements and estimates that are reasonable and prudent; and preparing the financial statements on a going concern basis unless it is inappropriate to presume that the Bank and the Group will continue in business.

The Management Board is responsible for the submission to the Supervisory Board of its financial statements on the Bank and the Group together with the annual financial statements for acceptance. If the Supervisory Board approves the annual financial statements, they are given to General assembly for acceptance.

The separate and consolidated financial statements set out on pages 6 to 142 as well as the schedules prepared in accordance with the Decision of the Croatian National Bank on the Structure and Content of the Annual Financial Statements of Banks, dated 30 May 2008 (Official Gazette 62/08) were authorized by the Management Board on 13 April 2015 for issue to the Supervisory Board and are signed below to signify this.

# Signed on behalf of the Raiffeisenbank Austria d.d. Zagreb

Michael Mueller President of the Management Board

Vesna Ciganek Vuković Member of the Management Board

Marko Jurjević Member of the Management Board

Jasna Širola Member of the Management Board

Zoran Košćak Member of the Management Board

Mario Žižek Member of the Management Board



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#### **Independent Auditor's Report**

## To the Shareholders of Raiffeisenbank Austria d.d. Zagreb:

We have audited the accompanying separate and consolidated financial statements of Raifeissen Bank d.d., Zagreb (the 'Bank') and its subsidiaries (together, the 'Group'), which comprise separate and consolidated statement of financial position as at 31 December 2014 and separate and consolidated statement of comprehensive income, separate and consolidated statement of changes in equity and separate and consolidated statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these separate and consolidated financial statements in accordance with statutory accounting requirement for banks in Croatia, and for such internal control as management determines is necessary to enable the preparation of 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 separate and consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risk of material misstatement of the consolidated and separated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the Bank's and Group's preparation and fair presentation of the separate and consolidated 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 Bank's and Group's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

# **Opinion**

In our opinion, the accompanying separate and consolidated financial statements present fairly, in all material respects, the financial position of the Bank and of the Group as at 31 December 2014, their financial performance and cash flows for the year then ended in accordance with statutory accounting requirements for banks in Croatia.

Društvo upisano u sudski registar Trgovačkog suda u Zagrebu: MBS 030022053; uplaćen terneljni kapital: 44.900,00 kuna; članovi uprave: Eric Daniel Olcott and Branislav Vrtačnik; poslovna banka: Zagrebačka banka d.d., Paromlinska 2, 10 000 Zagreb, ž. račun/bank account no. 2360000-1101896313; SWIFT Code: ZABAHR2X IBAN: HR27 2360 0001 1018 9631 3; Privredna banka Zagreb d.d., Račkoga 6, 10 000 Zagreb, ž. račun/bank account no. 2340009–1110098294; SWIFT Code: PBZGHR2X IBAN: HR38 2340 0091 1100 9829 4; Raiffeisenbank Austria d.d., Petrinjska 59, 10 000 Zagreb, ž. račun/bank account no. 2484008–1100240905; SWIFT Code: RZBHHR2X IBAN: HR10 2484 0081 1002 4090 5

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## **Independent Auditor's Report (continued)**

## Other legal and regulatory requirements

Pursuant to the Decision of the Croatian National Bank on the Form and Content of the Bank Annual Financial Statements (Official Gazette No 62/08, hereinafter: "the Decision") the Bank's management has prepared the forms, as presented in the Appendix to these separate and consolidated financial statements on pages 143 to 151, which comprise the separate and consolidated balance sheet as at 31 December 2014, separate and consolidated profit and loss account, the separate and consolidated statement of changes in equity and the separate and consolidated statement of cash flow for the year then ended, together with reconciliation with the primary separate and consolidated financial statements. These forms and the accompanying reconciliation to the separate and consolidated financial information are the responsibility of the Bank's management and, do not represent components of the separate and consolidated financial statements prepared in accordance with statutory accounting requirements for banks in Croatia, which are set out on pages 6 to 142, but rather a requirement specified by the Decision. The financial information provided in those forms has been derived from the separate and consolidated financial statements.

Deloitte d.o.o.

Branislav Vrtacnik, President of the Management Board and certified auditor

Zagreb, 13 April 2015

# Consolidated statement of financial position as of 31 December 2014

		Group 2014 HRK	Group 2013 HRK
Assets	Notes	millions	millions
Cash and amounts due from banks	5	1,834	1,812
Obligatory reserve with the Croatian National Bank	6	1,963	2,033
Financial assets at fair value through profit or loss	7	2,895	3,610
Placements with and loans to other banks	8	1,428	1,622
Financial assets available for sale	9	3,328	85
Loans and advances to customers	10	21,780	23,812
Financial investments held to maturity	11	411	795
Property, plant and equipment	13	1,517	1,554
Intangible assets	14	194	192
Deferred tax assets	15	156	217
Other assets	16	381	420
Total assets		35,887	36,152

# Consolidated statement of financial position as of 31 December 2014 (continued)

		Group 2014	Group 2013
Liabilities	Notes	HRK millions	HRK millions
Financial liabilities at fair value through profit or loss	17	250	651
Deposits from banks	18	302	543
Deposits from companies and other similar entities	19	8,474	7,653
Deposits from individuals	20	15,053	14,019
Borrowings	21	5,345	6,923
Provisions for liabilities and charges	22	182	172
Other liabilities	23	700	662
Subordinated liabilities	24	464	-
Total liabilities		30,770	30,623
Equity			
Share capital	34	3,621	3,621
Share premium	35	12	12
Capital reserve		1	1
Legal reserve	35	178	178
Fair value reserve	35	17	10
Retained earnings		1,223	1,645
Total equity attributable to equity holders of the parent		5,052	5,467
Non-controlling interest	37	65	62
Total equity		5,117	5,529
Total liabilities and equity		35,887	36,152

# Consolidated statement of total comprehensive income for the year ended 31 December 2014

Interest expense         26         (550)         (68)           Net interest income         1,182         1,2           Fee and commission income         27         628         5           Fee and commission expense         28         (240)         (22           Net fee and commission income         388         3           Net trading income         29         194         1           Other operating income         30         371         3           Dealing and other income         565         5           Operating income         2,135         2,0           Operating expenses         31         (1,263)         (1,263)           Impairment losses on loans and advances to customers and other assets         32         (397)         (46)           Charge of impairment losses on provisions for liabilities and charges         22         (10)         (3           Profit before tax         465         3           Income tax expense         33         (101)         (8		Notes	Group 2014 HRK millions	Group 2013 HRK millions
Interest expense         26         (550)         (68)           Net interest income         1,182         1,2           Fee and commission income         27         628         5           Fee and commission expense         28         (240)         (22)           Net fee and commission income         388         3           Net trading income         29         194         1           Other operating income         30         371         3           Dealing and other income         565         5           Operating income         2,135         2,0           Operating expenses         31         (1,263)         (1,263)           Impairment losses on loans and advances to customers and other assets         32         (397)         (46)           Charge of impairment losses on provisions for liabilities and charges         22         (10)         (3           Profit before tax         465         3           Income tax expense         33         (101)         (8	Interest income	25	1 732	1,856
Net interest income         1,182         1,2           Fee and commission income         27         628         5           Fee and commission expense         28         (240)         (22)           Net fee and commission income         388         3           Net trading income         29         194         1           Other operating income         30         371         3           Dealing and other income         565         5           Operating income         2,135         2,0           Operating expenses         31         (1,263)         (1,263)           Impairment losses on loans and advances to customers and other assets         32         (397)         (46           Charge of impairment losses on provisions for liabilities and charges         22         (10)         (3           Profit before tax         465         3           Income tax expense         33         (101)         (8	merest moone	25	1,732	1,000
Fee and commission income       27       628       5         Fee and commission expense       28       (240)       (22         Net fee and commission income       388       3         Net trading income       29       194       1         Other operating income       30       371       3         Dealing and other income       565       5         Operating income       2,135       2,0         Operating expenses       31       (1,263)       (1,263)         Impairment losses on loans and advances to customers and other assets       32       (397)       (46         Charge of impairment losses on provisions for liabilities and charges       22       (10)       (3         Profit before tax       465       3         Income tax expense       33       (101)       (6	Interest expense	26	(550)	(653)
Fee and commission expense       28       (240)       (22)         Net fee and commission income       388       3         Net trading income       29       194       1         Other operating income       30       371       3         Dealing and other income       565       5         Operating income       2,135       2,0         Operating expenses       31       (1,263)       (1,263)         Impairment losses on loans and advances to customers and other assets       32       (397)       (46)         Charge of impairment losses on provisions for liabilities and charges       22       (10)       (3         Profit before tax       465       3         Income tax expense       33       (101)       (6)	Net interest income		1,182	1,203
Net fee and commission income3883Net trading income291941Other operating income303713Dealing and other income5655Operating income2,1352,0Operating expenses31(1,263)(1,263)Impairment losses on loans and advances to customers and other assets32(397)(46Charge of impairment losses on provisions for liabilities and charges22(10)(3Profit before tax4653Income tax expense33(101)(8	Fee and commission income	27	628	579
Net trading income 29 194 1  Other operating income 30 371 3  Dealing and other income 565 5  Operating income 2,135 2,0  Operating expenses 31 (1,263) (1,263	Fee and commission expense	28	(240)	(229)
Other operating income 30 371 3  Dealing and other income 565 5  Operating income 2,135 2,0  Operating expenses 31 (1,263) (1,263)  Impairment losses on loans and advances to customers and other assets 32 (397) (463)  Charge of impairment losses on provisions for liabilities and charges 22 (10) (3  Profit before tax 465 3  Income tax expense 33 (101) (8	Net fee and commission income		388	350
Dealing and other income5655Operating income2,1352,0Operating expenses31(1,263)(1,263)Impairment losses on loans and advances to customers and other assets32(397)(46Charge of impairment losses on provisions for liabilities and charges22(10)(3Profit before tax4653Income tax expense33(101)(8	Net trading income	29	194	150
Operating income2,1352,0Operating expenses31(1,263)(1,263)Impairment losses on loans and advances to customers and other assets32(397)(46Charge of impairment losses on provisions for liabilities and charges22(10)(3Profit before tax4653Income tax expense33(101)(8	Other operating income	30	371	381
Operating expenses 31 (1,263) (1,263) Impairment losses on loans and advances to customers and other assets 32 (397) (46 Charge of impairment losses on provisions for liabilities and charges 22 (10) (3 Profit before tax 465 3 Income tax expense 33 (101) (8	Dealing and other income		565	531
Impairment losses on loans and advances to customers and other assets  32 (397) (46  Charge of impairment losses on provisions for liabilities and charges  22 (10) (3  Profit before tax  465 3  Income tax expense  33 (101) (8	Operating income		2,135	2,084
Assets 32 (397) (46) Charge of impairment losses on provisions for liabilities and charges 22 (10) (3)  Profit before tax 465 3  Income tax expense 33 (101) (8)	Operating expenses	31	(1,263)	(1,208)
Profit before tax 465 3 Income tax expense 33 (101) (8		32	(397)	(461)
Income tax expense 33 (101) (8	Charge of impairment losses on provisions for liabilities and charges	22	(10)	(31)
	Profit before tax		465	384
Profit for the year 364 2	Income tax expense	33	(101)	(89)
	Profit for the year		364	295

Consolidated statement of total comprehensive income for the year ended 31 December 2014 (continued)

	Notes	Group 2014 HRK millions	Group 2013 HRK millions
Other comprehensive income, net of tax			
Items that may be reclassified subsequently to profit or loss			
Net revaluation gain/(loss) on available for sale financial instruments		7	(3)
Other comprehensive income/(loss) for the year, net of tax		7	(3)
Total comprehensive income for the year		371	292
Profit attributable to:			
- Equity holders of the parent		361	309
- Non-controlling interest	37	3	(14)
Earnings per share attributable to the equity holders of the			
parent	38	100	85

Consolidated statement of changes in equity for the year ended 31 December 2014

	Share capital	Share premium	Capital reserves	Legal	Fair value reserve	Retained earnings	Total	Non- controlling interest	Total
	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions	HRK	HRK	HRK millions	HRK
At 1 January 2013	3,621	12	-	178	13	1,706	5,531	80	5,611
Other comprehensive income for the year, net of tax		100	810	38	(3)		(3)	e	(3)
Profit for the year	•	Ĭ	٠	į		309	309	(14)	295
Losses carried forward from merger of Kam Nekretnine	Ŷ.	Ĩ	,	,	ï	(2)	6	9	(2)
Dividend paid for 2012	•	•	H#11	٠		(363)	(363)	(4)	(367)
At 31 December 2013	3,621	12	-	178	10	1,645	5,467	62	5,529
Other comprehensive income for the year, net of tax	*	•	*	,	2		7		7
Income – acquisition and merger	•		æ		٠	22	22	·	22
Profit for the year	Š	×			î	361	361	က	364
Dividend paid for 2013	3	5	a <b>x</b> ⊺		1	(802)	(802)	•	(802)
At 31 December 2014	3,621	12	-	178	11	1,223	5,052	65	5,117

The accounting policies and other notes on pages 20 to 142 form an integral part of these financial statements.

Consolidated statement of cash flow for the year ended 31 December 2014	Notes	Group 2014 HRK millions	Group 2013 HRK millions
Cash flows from operating activities	Notes	IIIIIIIIII	minions
Profit before tax		465	384
Adjustments for:			
- Amortization and depreciation	31	200	220
- Foreign exchange differences	29	74	(133)
- Net (losses)/gains on available-for-sale instruments		(17)	17
- Impairment losses	5,7,8,10,11,16,22, 32	406	492
- Net interest income on trading and non-trading financial instruments	25,26	(1,183)	(1,203)
income from acqusition		22	
- Loss carried forward from merger of Kam Nekretnine		3.	(7)
Changes in operating assets and liabilities			
Net decrease in financial assets at fair value through profit or loss		891	784
Net decrease/(increase) in placements with banks, with original maturity more than three months		304	(116)
Net decrease in obligatory reserve with the Croatian National bank		76	459
Net decrease in loans and advances to customers		3,314	2,001
Net decrease in other assets		137	122
Net decrease in financial investments held to maturity		423	38
Net decrease in financial liabilities at fair value through profit or loss		(454)	(264)
Net decrease in deposits from banks		(243)	(43)
Net increase/(decrease) in deposits from companies and other similar entities		709	(669)
Net increase/(decrease) in deposits from individuals		553	(972)
Net increase/(decrease) in other liabilities		26	(112)
Net cash from operating activities before tax		5,703	998
ncome tax paid  Net cash from operating activities		(80) <b>5,623</b>	(124) <b>874</b>

# Consolidated statement of cash flow for the year ended 31 December 2014 (continued)

	Notes	Group 2014 HRK millions	Group 2013 HRK millions
Cash flows from investing activities	Notes	IIIIIIOII3	minoris
Interest received from non-trading financial instruments		(74)	(74)
Purchase of available for sale instruments		(3,184)	:=
Purchase of property, plant and equipment and intangible assets		(450)	(507)
Proceeds from disposal of property, plant and equipment and intangible assets		285	198
Net cash used in investing activities		(3,423)	(383)
Cash flows from financing activities			
Increase in borrowings	21	3,477	4,695
Decrease in borrowings	21	(5,198)	(5,674)
Increase in subordinated liabilities		437	
Dividend paid		(805)	(367)
Net cash used in financing activities		(2,089)	(1,346)
Effects of foreign exchange differences on cash and cash equivalents		18	12
Net (decrease) in cash and cash equivalents		129	(843)
Cash and cash equivalents at beginning of the year	39	2,701	3,544
Cash and cash equivalents at end of the year	39	2,830	2,701

# Separate statement of financial position as of 31 December 2014

		Bank	Bank
		2014	2013
Assets	Notes	HRK millions	HRK millions
Cash and amounts due from banks	5	1,834	1,775
Obligatory reserve with the Croatian National Bank	6	1,963	2,033
Financial assets at fair value through profit or loss	7	2,669	3,518
Placements with and loans to other banks	8	1,461	1,453
Financial assets available for sale	9	3,083	6
Loans and advances to customers	10	19,035	22,090
Financial investments held to maturity	11	¥,	617
Investments in subsidiaries and associates	12	366	301
Property, plant and equipment	13	428	443
Intangible assets	14	186	190
Deferred tax assets	15	146	209
Other assets	16	248	370
Total assets		31,419	33,005

# Separate statement of financial position as of 31 December 2014 (continued)

Liabilities	Notes	Bank 2014 HRK millions	Bank 2013 HRK millions
Liabilities	Notes	HKK IIIIIIOIIS	HKK IIIIIIOIIS
Financial liabilities at fair value through profit or loss	17	250	652
Deposits from banks	18	304	543
Deposits from companies and other similar entities	19	8,940	7,895
Deposits from individuals	20	13,758	14,019
Borrowings	21	2,451	4,091
Provisions for liabilities and charges	22	170	159
Other liabilities	23	255	303
Subordinated liabilities	24	464	-
Total liabilities		26,592	27,662
Equity			
Share capital	34	3,621	3,621
Share premium	35	12	12
Capital reserve		1	1
Legal reserve	35	173	173
Fair value reserve	35	(3)	2
Retained earnings		1,023	1,534
Total equity		4,827	5,343
Total liabilities and equity		31,419	33,005

# Separate statement of total comprehensive income for the year ended 31 December 2014

		Bank	Bank
	Notes	2014 HRK millions	2013 HRK millions
Interest income	25	1,517	1,715
Interest expense	26	(459)	(599)
Net interest income		1,058	1,116
Fee and commission income	27	513	475
Fee and commission expense	28	(204)	(196)
Net fee and commission income		309	279
Net trading income	29	153	134
Other operating income	30	84	85
Dealing and other income		237	219
Operating income		1,604	1,614
Operating expenses	31	(853)	(835)
Impairment losses on loans and advances to customers and other assets	32	(376)	(421)
Charge of provisions for liabilities and charges	22	(11)	(31)
Profit before tax		364	327
Income tax expense	33	(70)	(51)
Profit for the year		294	276

# Separate statement of total comprehensive income tor the year ended 31 December 2014 (continued)

Other comprehensive income, net of tax	Notes	Bank 2014 HRK millions	Bank 2013 HRK millions
Items that may be reclassified subsequently to profit or loss			
Net change in fair value on available for sale financial instruments		(5)	1
Other comprehensive (loss)/income for the year, net of tax		(5)	1
Total comprehensive income for the year		289	277
Earnings per share attributable to the equity holders of the parent	38	81	76

# Separate statement of changes in equity for the year ended 31 December 2014

	Share capital	Share premium	Capital reserve	Legal reserve	Fair value reserve	Retained earnings	Total
	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions
At 1 January 2013	3,621	12	1	173	1	1,621	5,429
Other comprehensive loss for the year, net of tax	2	2	121	_	1	<u>=</u>	1
Profit for the year Dividend paid for 2012	-	-:	:=:		-	276 (363)	276 (363)
At 31 December 2013	3,621	12	1	173	2	1,534	5,343
Other comprehensive income for the year		and the same of th			(5)		(5)
Profit for the year	¥		-		-	294	294
Dividend paid for 2013	To.					(805)	(805)
At 31 December 2014	3,621	12	1	173	(3)	1,023	4,827

# Separate statement of cash flow for the year ended 31 December 2014

	Notes	Bank 2014 HRK millions	Bank 2013 HRK millions
Cash flows from operating activities			
Profit before tax		364	327
Adjustments for:			
- Amortization and depreciation	31	74	87
- Foreign exchange differences	29	105	(115)
- Impairment losses	5,7,8,10,11,16,22, 32	384	452
- Net losses on available for sale instruments		(12)	Ĕ
- Net interest income on trading and non-trading financial instruments	25,26	(891)	(1,116)
- Dividend income from investment in subsidiaries		(53)	(56)
Changes in operating assets and liabilities			
Net decrease in financial assets at fair value through profit or loss		1,018	830
Net increase/(decrease) in placements with banks, with original maturity more than three months		194	(112)
Net decrease obligatory reserve with the Croatian National bank		76	459
Net decrease in loans and advances to customers		4,138	1,936
Net decrease in financial investment held to maturity		631	33
Net decrease in other assets		145	10
Net decrease in financial liabilities at fair value through profit or loss		(472)	(264)
Net decrease in deposits from banks		(243)	(43)
Net increase/(decrease) in deposits from companies and other similar entities		908	(467)
Net decrease in deposits from individuals		(787)	(973)
Net decrease in other liabilities		(49)	(179)
Net cash from operating activities before tax		5,530	809

# Separate statement of cash flow for the year ended 31 December 2014 (continued)

	Notes	Bank 2014 HRK millions	Bank 2013 HRK millions
Income tax paid		(51)	(80)
Net cash from operating activities		5,479	729
Cash flows from investing activities			
Interest received from non-trading financial instruments		4	:=:
Investment in subsidiaries		(65)	(90)
Purchase of available-for-sale financial instruments		(3,047)	
Dividend received		53	56
Purchase of property, plant and equipment and intangible assets		(61)	(69)
Net cash from investing activities		(3,116)	(103)
Cash flows from financing activities			
Increase of borrowings	21	1,265	2,275
Repayment of borrowings	21	(3,023)	(3,518)
Increase in subordinated liabilities		437	-
Dividend paid		(805)	(363)
Net cash used in financing activities		(2,126)	(1,606)
Effects of foreign exchange differences on cash and cash equivalents		18	12
Net increase/(decrease) in cash and cash equivalents		255	(968)
Cash and cash equivalents at beginning of the year	39	2,556	3,524
Cash and cash equivalents at end of the year	39	2,811	2,556

#### Notes to the financial statements

#### 1. General information

Raiffeisenbank Austria d.d. Zagreb ("the Bank" or "the Parent") is a joint stock company incorporated and domiciled in Croatia. The Bank is the parent of the Raiffeisenbank Austria Zagreb d.d. Group ("the Group"). These financial statements are the financial statements of the Bank and the Group as defined in International Accounting Standard 27: "Consolidated and Separate Financial Statements".

Composition of the Group (note 12):

Raiffeisenbank Austria d.d. Zagreb

Raiffeisen stambena štedionica d.d.

Raiffeisen Leasing d.o.o.

Raiffeisen mirovinsko društvo za upravljanje obveznim i dobrovoljnim mirovinskim fondovima d.d.

Raiffeisen Consulting d.o.o.

Raiffeisein mirovinsko osiguravajuće društvo d.d.

Raiffeisen factoring d.o.o.

Raiffeisen invest d.o.o.

Raiffeisen bonus d.o.o.

These financial statements were authorized by the Management Board on 13 April 2015 for issue to the Supervisory Board.

The principal accounting policies applied in the preparation of these financial statements are summarized below. Where specific accounting policies are aligned with accounting principles set out in International Financial Reporting Standards as adopted by the EU, reference may be made to certain Standards in describing the accounting policies of the Group; unless otherwise stated, these references are to Standards applicable at 31 December 2014.

#### Statement of compliance

The financial statements have been prepared in accordance with statutory accounting requirements for banks in Republic of Croatia. The Bank's operations are subject to the Credit Institutions Act, in accordance with which the Bank's financial reporting is regulated by the Croatian National Bank ("CNB") which is the central monitoring institution of the banking system in Croatia. These financial statements have been prepared in accordance with these regulations.

The accounting regulations of the CNB are based on International Financial Reporting Standards as adopted by the EU. The principal differences between the accounting regulations of the CNB and recognition and measurement requirements of International Financial Reporting Standards as adopted by the EU are as follows:

- The CNB requires banks to recognise impairment losses, in statement of comprehensive income, on assets not identified as impaired (including sovereign risk assets) at prescribed rates (excluding assets carried at fair value). The Group has made portfolio based provisions of HRK 358 million (2013: HRK 361 million) carried in the statement of financial position in compliance with these regulations, and has recognised income of HRK 18 million (2013: HRK 8 million)
- Although the Bank calculates impairment losses on corporate lending as the present value of the expected future cash flows, discounted at the instrument's original effective interest rate, in accordance with International Financial Reporting Standards, the CNB requires the amortisation of the discount calculated to be presented in the statement of comprehensive income within the movement on impairment losses on loans and advances to customers and other assets, rather than as interest income, as required by International Financial Reporting Standards as adopted by the EU. Additionally the CNB prescribes minimum levels of impairment losses against certain specifically identified impaired exposures, which may be different from the impairment loss required to be recognised in accordance with IFRS as adopted by the EU.
- In accordance with CNB requirements the Group and the Bank have classified leasehold improvements in total amount of HRK 67 million (2013: HRK 71 million) as intangible assets.

#### 1. General information (continued)

#### Basis of preparation

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

The financial statements are intended for general use and information; they are not intended for the purposes of any specific user or consideration of any specific transactions. Accordingly, users should not rely exclusively on these financial statements when making decisions.

#### Basis of consolidation

#### a) Consolidated and separate financial statements

Financial statements are presented for the Bank and the Group. The Group financial statements comprise the consolidated financial statements of the Bank and its subsidiary entities controlled by the Bank (disclosed in Note 12). The separate financial statements of the Bank are also presented. Control is achieved when a reporting entity has power over the investees and if is exposed or has rights, to variable returns from its involvement with the investee and has the ability to use its power to affect its

#### b) Subsidiaries

returns.

The Group's subsidiaries are those entities which it directly or indirectly controls. Control over an entity is evidenced by the Group's ability to exercise its power in order to affect any variable returns that the Group is exposed to through its involvement with the entity.

The financial statements of the subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

# c) Transactions with non-controlling interest

The Group applies a policy of treating transactions with non-controlling interests as transactions with parties external to the Group. Disposals to non-controlling interests result in gains and losses for the Group that are recorded in the statement of comprehensive income. Purchases from non-controlling interests may result in goodwill, being the difference between any consideration paid and the relevant share acquired of the carrying value of net assets of the subsidiary.

#### d) Associates

Associates are all entities over which the Group has significant influence but not control. In the Group financial statements investments in associates are accounted for using the equity method. The Group's investment in associates includes goodwill (net of any accumulated impairment loss) identified on acquisition.

The Group's share of its associates post-acquisition profits or losses is recognised in the statement of comprehensive income, and its share of their post-acquisition movements in reserves is recognised in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the Group does not recognise any further losses, unless it has incurred obligations or made payments on behalf of the associate.

Unrealised gains on transactions between the Group and its associates are eliminated to the extent of the Group's interest in the associate. Unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the assets transferred. Accounting policies of associates have been changed where necessary to ensure consistency with the policies adopted by the Group.

#### 1. General information (continued)

#### Basis of consolidation (continued)

#### e) Transactions eliminated on consolidation

Intra-group balances and any unrealised gains and losses or income and expenses arising from intragroup transactions, are eliminated in preparing the consolidated financial statements. Unrealised gains arising from transactions with associates are eliminated to the extent of the Group's interest in the entity. Unrealised losses are eliminated in the same way as unrealised gains, but only to the extent that there is no evidence of impairment.

## Use of judgments and estimates

In preparing the financial statements, Management has made judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, and disclosure of commitments and contingencies at date of reporting, as well as amounts of income and expenses for the period. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances and information available at the date of the preparation of the financial statements, the results of which form the basis of making judgements about carrying amounts of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of revision and future periods if the revision affects both current and future periods. Judgments made by management in the application of applicable standards that have significant effects on the financial statements and estimates with a significant risk of material adjustment in the next year are discussed in Note 3.

The accounting policies have been consistently applied to all periods presented in these financial statements.

#### 1. General information (continued)

The Bank also expects that, in the ordinary course of updating its accounting regulations, the CNB will take into account the following Standards and Interpretations issued by the International Accounting Standards Board and its International Financial Reporting Interpretations Committee, which were in issue as of the date on which these financial statements have been authorised for issue, but which are applicable to entities reporting under IFRS in periods commencing after 31 December 2014, and which may have an impact on the Group.

# Standards and Interpretations effective in the current period

The following amendments to the existing standards issued by the International Accounting Standards Board and adopted by the EU are effective for the current period:

- IFRS 10 "Consolidated Financial Statements", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),
- **IFRS 11 "Joint Arrangements"**, adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),
- IFRS 12 "Disclosures of Interests in Other Entities", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),
- IAS 27 (revised in 2011) "Separate Financial Statements", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014),
- IAS 28 (revised in 2011) "Investments in Associates and Joint Ventures", adopted by the EU on 11 December 2012 (effective for annual periods beginning on or after 1 January 2014).
- Amendments to IFRS 10 "Consolidated Financial Statements", IFRS 11 "Joint Arrangements" and IFRS 12 "Disclosures of Interests in Other Entities" Transition Guidance, adopted by the EU on 4 April 2013 (effective for annual periods beginning on or after 1 January 2014).
- Amendments to IFRS 10 "Consolidated Financial Statements", IFRS 12 "Disclosures of Interests in Other Entities" and IAS 27 (revised in 2011) "Separate Financial Statements" – Investment Entities, adopted by the EU on 20 November 2013 (effective for annual periods beginning on or after 1 January 2014),
- Amendments to IAS 32 "Financial instruments: presentation" Offsetting Financial Assets and Financial Liabilities, adopted by the EU on 13 December 2012 (effective for annual periods beginning on or after 1 January 2014),
- Amendments to IAS 36 "Impairment of assets" Recoverable Amount Disclosures for Non-Financial Assets, adopted by the EU on 19 December 2013 (effective for annual periods beginning on or after 1 January 2014),
- Amendments to IAS 39 "Financial Instruments: Recognition and Measurement" "Novation of Derivatives and Continuation of Hedge Accounting", adopted by the EU on 19 December 2013 (effective for annual periods beginning on or after 1 January 2014).

The adoption of these amendments to the existing standards has not led to any changes in the Entity's accounting policies.

1. General information (continued)

## Standards and Interpretations issued by IASB and adopted by the EU but not yet effective

At the date of authorization of these financial statements the following standards, amendments to the existing standards and interpretations issued by IASB and adopted by the EU were in issue but not yet effective:

- Amendments to various standards "Improvements to IFRSs (cycle 2010-2012)" resulting from the
  annual improvement project of IFRS (IFRS 2, IFRS 3, IFRS 8, IFRS 13, IAS 16, IAS 24 and IAS 38)
  primarily with a view to removing inconsistencies and clarifying wording, adopted in EU on 17
  December 2014 ( (amendments are to be applied for annual periods beginning on or after 1 January
  2015).
- Amendments to various standards "Improvements to IFRSs (cycle 2011-2013)" resulting from the
  annual improvement project of IFRS (IFRS 1, IFRS 3, IFRS 13 and IAS 40) primarily with a view to
  removing inconsistencies and clarifying wording, adopted in EU on 18 December 2014 (amendments
  are to be applied for annual periods beginning on or after 1 February 2015),
- Amendments to IAS 19 "Employee Benefits" Defined Benefit Plans: Employee Contributions, adopted in EU on 17 December 2014 (effective for annual periods beginning on or after 1 February 2015),
- IFRIC 21 "Levies", adopted in EU on 13 June 2014 (effective for annual periods beginning on or after 17 June 2014).

## Standards and Interpretations issued by IASB but not yet adopted by the EU

At present, IFRS as adopted by the EU do not significantly differ from regulations adopted by the International Accounting Standards Board (IASB) except from the following standards, amendments to the existing standards and interpretations, which were not endorsed for use at date of authorization of these financial statements:

- IFRS 9 "Financial Instruments" (effective for annual periods beginning on or after 1 January 2018).
- IFRS 14 "Regulatory Deferral Accounts" (effective for annual periods beginning on or after 1 January 2016),
- IFRS 15 "Revenue from Contracts with Customers" (effective for annual periods beginning or after 1 January 2017),
- Amendments to IFRS 10 "Consolidated Financial Statements," and IAS 28 "Investment in Associates and Joint Ventures" - Sale or Contribution of Assets between and Investor and its Associate of Joint Venture, (effective for annual periods beginning or after 1 January 2016).
- Amendments to IFRS 10 "Consolidated Financial Statements", IFRS 12 "Disclosures of Interests in Other Entities" and IAS 28 "Investment in Associates and Joint Ventures" – Applying the Consolidation Exception, (effective for annual periods beginning or after 1 January 2016).

1. General information (continued)

Standards and Interpretations issued by IASB but not yet adopted by the EU (continued)

- Amendments to IFRS 11 "Accounting for Acquisitions of Interests in Joint Operations" (effective for annual periods beginning or after 1 January 2016),
- Amendments to IAS 1 "Presentation of Financial Statements" Disclosure Initiative (effective for annual periods beginning or after 1 January 2016),
- Amendments to IAS 16 "Property, Plant and Equipment, and IAS 38 "Intangible Assets" –
  Clarification of Acceptable Methods of Depreciation and Amortisation, (effective for annual periods
  beginning or after 1 January 2016),
- Amendments to IAS 27 "Separate Financial Statements" Equity Method in Separate Financial Statements, (effective for annual periods beginning or after 1 January 2016),
- Amendments to various standards "Improvements to IFRSs (cycle 2012-2014) resulting from the
  annual improvement project of IFRS (IFRS 5, IFRS 7, IAS 19 and IAS 34) primarily with a view to
  removing inconsistencies and clarifying wording, (amendments are to be applied for annual periods
  beginning on or after 1 January 2016).

The Bank and the Group anticipate that the adoption of these standards, except IFRS 9, amendments to the existing standards and interpretations will have no material impact on the financial statements of the Bank and the Group in the period of initial application.

The Management of the Bank anticipates that the application of IFRS 9 in the future may have a significant impact on amounts reported in respect of the Bank's financial assets and financial liabilities. However, it is not practicable to provide a reasonable estimate of the effect of IFRS 9 until a detailed review has been completed.

At the same time, hedge accounting regarding the portfolio of financial assets and liabilities, whose principles have not been adopted by the EU, is still unregulated.

According to the Bank's and Group's estimates, application of hedge accounting for the portfolio of financial assets or liabilities pursuant to IAS 39: "Financial Instruments: Recognition and Measurement", would not significantly impact the financial statements, if applied as at the statement of financial position date.

#### 1. General information (continued)

# Functional and presentation currency

These financial statements are presented in Croatian Kuna (HRK), which is the functional currency. Amounts are rounded to the nearest million (unless otherwise stated).

The effective exchange rate as at 31 December 2014 was HRK 7.661471 to EUR 1 (2013: HRK 7.637643); HRK 6.302107 to USD 1 (2013: HRK 5.549000) and HRK 6.368108 to CHF 1 (2013: HRK 6.231758).

#### Changes in presentation or classification of the items in the financial statements

Where necessary, comparative information has been reclassified to achieve consistency with current financial year amounts and other disclosures.

# 2. Significant accounting policies

#### Interest income and expense

Interest income and expense are recognised in the statement of comprehensive income as they accrue, for all interest bearing financial instruments including those measured at amortised cost, at fair value through profit or loss, available for sale, and the interest income component of finance lease receivables, using the effective interest rate method except for financial instruments at fair value through profit or loss, where interest is accrued at the coupon rate. Such income and expense is presented as interest and similar income or interest expense and similar charges in the statement of comprehensive income. Interest expense also includes deposit insurance costs. Interest income and expense also include fee and commission income and expense in respect of loans provided to customers or borrowings from other banks, premium or discount amortisation, and other differences between the initial carrying amount of an interest bearing financial instrument and its value at maturity, recognised on an effective interest basis. Interest income and expense on all trading assets and liabilities are presented as interest income or expense.

The effective interest method is a method of calculating the amortised cost of a financial asset or a financial liability and of allocating the interest income or interest expense over the relevant period. The effective interest rate is the rate that discounts estimated future cash payments or receipts over the expected life of the financial instrument or, when appropriate, a shorter period, to the net carrying amount of the financial asset or financial liability. When calculating the effective interest rate, the Group does not consider future credit losses. The calculation includes all fees and percentage points paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts.

#### 2. Significant accounting policies (continued)

#### Fee and commission income and expense

Fee and commission income and expense arises on financial services provided by the Group and received by the Group, and mainly comprises fees related to domestic and foreign payments, the issue of guarantees and letters of credit, credit card business and other services provided by and to the Group including asset management and custodial services. Fee and commission income and expense are recognised in the statement of comprehensive income when the related service is performed.

Loan commitment fees for loans that are likely to be drawn down are deferred (together with related direct costs) and recognised as an adjustment to the effective interest rate on the loan. Commitment fees in relation to facilities where draw down is not probable are recognised over the term of the commitment. Loan syndication fees are recognised as revenue when the syndication has been completed and the Group has retained no part for itself, or has retained a part at the same effective interest rate as the other participants. Portfolio and other management advisory and service fees are recognised based on the applicable service contracts. Asset management fees related to investment fund management are recognised on an accruals basis over the period in which the service is provided. The same principle is applied for custody services that are continuously provided over an extended period of time.

#### Dividend income

Dividend income from equity securities or, in the case of the Parent's separate financial statements, investments in subsidiaries, is recognised in the statement of comprehensive income when the rights to receive the dividend are established.

#### Gains less losses from dealing and investment financial instruments

Gains less losses from dealing securities include unrealized and realized gains and losses arising from derivative financial instruments, trading debt securities and other financial instruments designated at fair value through profit or loss.

Gains less losses arising from investment securities comprise realized gains and losses from financial instruments available for sale.

# Gains less losses arising from dealing in foreign currencies

Gains less losses from dealing in foreign currencies include unrealized and realized gains and losses arising from spot dealings in foreign currencies.

# Foreign currencies

Transactions in foreign currencies are exchanged into HRK at the rate of exchange ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at date of reporting are translated into HRK at the foreign exchange rate ruling at that date. Foreign exchange differences arising from exchange are recognized in the statement of comprehensive income. Non-monetary assets and items that are measured in terms of historical cost in foreign currency are exchanged using the exchange rate at date of the transaction and are not retranslated at date of reporting.

#### 2. Significant accounting policies (continued)

#### Foreign currencies (continued)

Changes in the fair value of financial assets denominated in foreign currency classified as available for sale are analysed between translation differences resulting from changes in the amortised cost of the security, and other changes in the carrying amount of the security. The exchange differences are recognized in the statement of comprehensive income as part of the foreign exchange gains or losses on the revaluation of monetary assets and liabilities presented within other operating income in the statement of comprehensive income. Exchange differences on non-monetary financial assets, such as equity instruments classified as available for sale, are included in the fair value reserve in equity.

#### Financial instruments: classification

The Group classifies its financial instruments in the following categories: at fair value through profit or loss, loans and receivables, available for sale, held to maturity or financial liabilities. The classification depends on the purpose for which the financial instruments were acquired. The management determines the classification of financial instruments upon initial recognition.

#### a) Financial assets and financial liabilities at fair value through profit or loss

This category comprises: financial instruments held for trading (including derivatives), and those designated by management as at fair value through profit or loss at inception. The Group designates financial assets and liabilities at fair value through profit or loss when:

- The assets or liabilities are managed, evaluated and reported internally on a fair value basis; or
- The designation eliminates or significantly reduces an accounting mismatch which would otherwise arise.

#### b) Loans and receivables

This category comprises non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise when the Group provides money to a debtor with no intention of trading with the receivable and include loans to and receivables from banks, loans to and receivables from customers, and the obligatory reserve with the CNB.

#### c) Financial instruments held to maturity

This category comprises non-derivative financial assets with fixed or determinable payments and fixed maturities that the Group has the positive intention and ability to hold to maturity. These include purchased loans and receivables and some debt securities.

If a Bank or the Group sells a held-to-maturity investment other than in insignificant amounts or as a consequence of a non-recurring, isolated event beyond its control that could not be reasonably anticipated, all of its other held-to-maturity investments must be reclassified as available-for-sale for the current financial reporting years.

#### d) Financial assets available for sale

This category comprises non-derivative financial assets which are designated as available for sale or are not designated as loans and receivables, held-to-maturity investments, or financial assets at fair value through profit or loss. Financial assets designated as available for sale are intended to be held for an indefinite period of time, but may be sold in response to needs for liquidity or changes in interest rates, foreign exchange rates, or equity prices. Available-for-sale financial assets include certain debt and equity securities.

#### e) Other financial liabilities

Other financial liabilities comprise all financial liabilities which are not designated at fair value through profit or loss.

#### 2. Significant accounting policies (continued)

#### Financial instruments: reclassification

Financial instruments at fair value through profit and loss

- Derivative financial instruments may not be reclassified out of this category while it is held or issued
- Any financial instrument designated into this category on initial recognition may not be reclassified out
  of this category
- May reclassify instruments that would have met the definition of loans and receivables out of this
  category to loans and receivables if the entity has the intention and ability to hold for the foreseeable
  future or until maturity. Any gain or loss already recognised in profit or loss is not reversed. The fair
  value on date of reclassification becomes the new cost or amortised cost
- May reclassify instruments to held to maturity or available for sale in rare circumstances
- May not reclassify a financial instrument into the fair value through profit or loss category after initial recognition.

#### Held to maturity instruments

- If, as a result of a change in intention or ability, it is no longer appropriate to classify an investment as held to maturity it shall be reclassified as available for sale and remeasured to fair value
- Difference between its carrying amount and fair value shall be recognized in equity.

#### Available for sale instruments

- If, as a result of a change in intention or ability, it is no longer appropriate to classify an investment as available for sale it can be reclassified as held to maturity
- May reclassify instruments that would have met the definition of loans and receivables out of this
  category to loans and receivables if the entity has the intention and ability to hold for the
  foreseeable future or until maturity
- Financial asset is reclassified at its fair value on the date of reclassification and this fair value becomes a new amortized cost

# Financial instruments: recognition and de-recognition

Purchases and sales of financial assets and financial liabilities at fair value through profit or loss, and financial assets held to maturity and available for sale, are recognised on the settlement date. Loans and receivables and financial liabilities at amortised cost are recognised when advanced to borrowers or received from lenders.

The Group de-recognises financial instruments (in full or part) when the rights to receive cash flows from the financial instrument have expired or when it loses control over the contractual rights over financial assets. It occurs when the Group transfers substantially all the risks and rewards of ownership to another business entity or when the rights are realised, surrendered or have expired.

The Group de-recognises financial liabilities only when the financial liability ceases to exist, i.e. when it is discharged, cancelled or has expired. If the terms of a financial liability change, the Group will cease recognising that liability and will instantaneously recognise a new financial liability, with new terms and conditions.

Realised gains and losses from the disposal of financial instruments are calculated by using the weighted average cost method.

# 2. Significant accounting policies (continued)

#### Financial instruments: initial and subsequent measurement

Financial assets and liabilities are recognised initially at their fair value plus, in the case of a financial asset or financial liability not at fair value through profit or loss, transaction costs that are directly attributable to the acquisition or issue of the financial asset or financial liability.

After initial recognition, the Group measures financial instruments at fair value through profit or loss and available for sale at their fair value, without any deduction for selling costs. Equity instruments that do not have a quoted market price in an active market and whose fair value cannot be reliably measured are measured at cost, less impairment if needed.

Loans and receivables and held-to-maturity investments and financial liabilities not designated at fair value through profit or loss are measured at amortised cost using the effective interest method.

## Financial instruments: gains and losses

Gains or losses arising from a change in the fair value of financial assets or financial liabilities at fair value through profit or loss are recognised in the statement of comprehensive income.

Gains or losses from a change in the fair value of available-for-sale monetary assets are recognised directly in a fair value reserve within equity and are disclosed in the statement of changes in equity. Impairment losses, foreign exchange gains and losses, interest income and amortisation of premium or discount using the effective interest method on available-for-sale monetary assets are recognised in the statement of comprehensive income. Foreign exchange differences on equity instruments are part of the fair value of these instruments and are recognised in equity. Dividend income is recognised in the statement of comprehensive income. Upon sale or other derecognition of available-for-sale assets, any cumulative gains or losses on the instrument are transferred to the statement of comprehensive income.

Gains or losses arising from financial assets and financial liabilities carried at amortised cost are recognised as interest in the statement of comprehensive income over the period of amortisation. Gains or losses may also be recognised in the statement of comprehensive income when a financial instrument is derecognised or when its value is impaired.

#### Fair value measurement principles

The fair value of quoted financial instruments in an active market is based on their closing bid prices. If there is no active market for the financial instrument, or if, due to any other reason, the fair value cannot be reliably measured by the market price, the Group uses an internal evaluation model for fair value estimation as described in note 51. Such models include the use of prices achieved in recent transactions, reference to similar financial instruments, and discounted cash flow analysis, making maximum use of market inputs and relying as little as possible on entity-specific inputs. Where discounted cash flow techniques are used, estimated future cash flows are based on management's best estimate and the discount rate is a market rate.

The fair value of non-exchange-traded derivatives is estimated at the amount that the Group would receive or pay to terminate the contract on date of reporting taking into account current market conditions and the current creditworthiness of the counterparties.

# 2. Significant accounting policies (continued)

#### Impairment of financial assets

#### a) Impairment of assets identified as impaired

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

The Group estimates and performs impairment of all financial assets, except financial assets at fair value through profit or loss.

If any evidence of impairment exists for available-for-sale financial assets, the cumulative loss – measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss – is removed from equity and recognised in the statement of comprehensive income. Impairment losses recognised in the statement of comprehensive income on equity instruments are not reversed through the statement of comprehensive income. If, in a subsequent period, the fair value of a debt instrument classified as available for sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed through the statement of comprehensive income.

The recoverable amount of financial instruments measured at amortised cost is calculated as the present value of the expected future cash flows, discounted at the instrument's original effective interest rate. Short-term balances are not discounted.

Allowances for uncollectibility are made against the carrying amount of loans and advances that are identified as being impaired based on regular reviews of outstanding balances to reduce these loans and advances to their recoverable amounts (or lower amount if required by applicable CNB regulations). 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. Increases in the impairment losses account are recognised in the statement of comprehensive income. When a loan is known to be uncollectable, all the necessary legal procedures have been completed, and the final loss has been determined, the loan is written off directly. If in a subsequent period the amount of impairment loss decreases and the decrease can be linked objectively to an event occurring after the writedown, the write-down or impairment loss is reversed through the statement of comprehensive income

#### b) Impairment of assets not identified as impaired

In addition to the above described impairment losses on assets identified as impaired, the Bank recognises impairment losses, in the statement of comprehensive income, on on- and off-balance-sheet credit risk exposures not identified as impaired at rate of 1% as the bank has no internal methodology, in accordance with the accounting regulations of the CNB.

Debt securities carried at fair value were excluded from the basis of such calculation at date of reporting.

Raiffeisen Leasing ("the Leasing") reviews its portfolios of non-current loans and receivables to assess impairment at least on a quarterly basis. In determining whether an impairment loss should be recorded in the statement of comprehensive income, the Leasing 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 and receivables before the decrease can be identified with an individual loan or receivable in that portfolio. This evidence may include observable data indicating that there has been an adverse change in the payment status of borrowers in a group, or national or local economic conditions that correlate with parameters relevant to assets in the group. Receivables from finance lease and loans that are individually assessed for impairment and found not to be impaired are included in groups of similar financial assets that are assessed for impairment on portfolio basis.

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 differences between loss estimates and actual loss experience.

# 2. Significant accounting policies (continued)

#### Specific financial instruments

#### a) Cash and cash equivalents

Cash and cash equivalents comprise cash balances on hand, cash deposited with central banks, placements with other banks with original maturities of three months or less and items in course of collection and are carried at amortised cost in the statement of financial position.

#### b) Derivative financial instruments

The Group uses derivative financial instruments to hedge economically its exposure to currency risk and interest rate risk arising from operating, financing and investing activities. In accordance with its investment policies, the Group holds or issues a limited number of derivative financial instruments for the purpose of trading.

Derivative financial instruments include foreign currency agreements, forward and forward rate agreements, futures, interest rate swaps, cross currency swaps, options and other financial derivatives. They are initially recognised at fair value which is the value of consideration paid to acquire the instrument less transaction costs. Subsequent to initial recognition, derivatives are measured at fair value. The fair value is determined based on the quoted market price or, if more appropriate, based on discounted cash flow calculations. All derivative instruments are presented as assets if their fair value is positive and as liabilities if their fair value is negative.

Some hybrid contracts contain both a derivative and a non-derivative component. In such cases, the derivative component is termed an embedded derivative. An embedded derivative is treated as a separate derivative and classified at fair value through the statement of comprehensive income, except where its recognition is not in conflict with the requirements of the CNB, when the economic characteristics and risks of the embedded derivatives are not closely related to the host contract and where the hybrid contract itself is not measured at fair value through profit or loss with the presentation of all unrealised gains and losses in the statement of comprehensive income unless there is a reliable fair value measure.

Changes in the fair value of derivatives are included in net trading income.

#### Hedge accounting

At the inception of a hedge relationship, the Group formally designates and documents the hedge relationship to which it wishes to apply hedge accounting and the risk management objective and strategy for undertaking the hedge. The documentation includes identification of the hedging instrument, the hedged item or transaction, the nature of the risk being hedged and how the entity will assess the effectiveness of changes in the hedging instrument's fair value in offsetting the exposure to changes in the hedged item's fair value or cash flows attributable to the hedged risk. Such hedges are expected to be highly effective in achieving offsetting changes in fair value or cash flows and are assessed on an ongoing basis to determine that they actually have been highly effective throughout the financial reporting periods for which they were designated.

Hedges that meet the strict criteria for hedge accounting are accounted for and further described in the below sections.

#### Fair value hedge

Fair value hedges are hedges of the Group's exposure to changes in the fair value of a recognised asset or liability or an unrecognised firm commitment, or an identified portion of such an asset, liability or firm commitment, that is attributable to a particular risk and could affect profit or loss.

The change in the fair value of a hedge instrument is recognized in statement of comprehensive income, together with the change in the fair value of a hedge item related to risk being hedged.

The Group discontinues fair value hedge accounting if the hedging instrument expires or is sold, terminated or exercised, the hedge no longer meets the criteria for hedge accounting or the Group revokes the designation.

# 2. Significant accounting policies (continued)

#### Specific financial instruments (continued)

#### b) Derivative financial instruments (continued)

Since that day any adjustment of a carrying amount of a hedge item referring to the changes of a fair value related to risk being hedged is amortized through profit and loss.

If the hedged item is derecognize, the unamortized fair value is recognized immediately in profit and loss.

#### c) Treasury bills and debt securities

Treasury bills and debt securities that the Group holds for the purpose of short-term profit taking are classified as trading financial instruments, included as financial instruments at fair value through profit or loss at inception. Treasury bills that the Group has the intent and ability to hold to maturity are classified as held-to-maturity assets. Other treasury bills and debt securities are classified as available for sale.

# d) Equity securities and investments in open ended investment funds

Equity securities and investments in open ended investment funds are classified as at fair value through profit or loss or available for sale.

#### e) Placements with banks

Placements with banks are classified as loans and receivables and are carried at amortised cost less impairment losses.

#### f) Loans and advances to customers

Loans and advances are presented net of impairment losses.

In accordance with CNB requirements, the amortisation of any discounts included within impairment losses is included in impairment losses.

#### g) Investments in subsidiaries

In the Bank's separate financial statements investments in subsidiaries are accounted for at cost less impairment losses.

Other equity securities are classified as at fair value through profit and loss or available-for-sale financial assets and measured at fair value.

## h) Borrowings

Interest-bearing borrowings are recognised initially at fair value, less attributable transaction costs. Subsequent to initial recognition, interest-bearing borrowings are stated at amortised cost with any difference between proceeds (net of transaction costs) and redemption value being recognised in the statement of comprehensive income over the period of the borrowings on an effective interest basis.

# 2. Significant accounting policies (continued)

#### Specific financial instruments (continued)

#### i) Repurchase and sale buy-back agreements

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

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

The Group also enters into linked sale and buy-back transactions. In accordance with their substance, these are similarly accounted for as transactions under repurchase or resale agreements, as described above.

#### i) Bonds issued

Bonds issued by the Bank are classified as other liabilities and are initially recorded at the fair value of the consideration received, net of transaction costs. Subsequent to initial recognition bonds issued by the Bank are stated at amortised cost, net of the nominal value of any repurchased bonds. Any premium or discount on issue is debited or credited to interest expense on an effective interest rate basis.

#### Income tax

The income tax charge is based on taxable profit for the year and comprises current and deferred tax. Income tax is recognised in the statement of comprehensive income except to the extent that it relates to items recognised directly in equity, in which case it is recognised in equity. Current tax is the expected tax payable on the taxable income for the year, using the tax rates enacted or substantially enacted at date of reporting, and any adjustments to tax payable in respect of previous years.

Deferred taxes are calculated by using the balance sheet liability method. Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes. Deferred tax assets and liabilities are measured by using the tax rates expected to apply to taxable profit in the years in which those temporary differences are expected to be recovered or settled based on tax rates enacted or substantially enacted at date of reporting.

The measurement of deferred tax liabilities and deferred tax assets reflects the tax consequences that would follow from the manner in which the enterprise expects, at date of reporting, to recover or settle the carrying amount of its assets and liabilities.

Deferred tax assets and liabilities are not discounted and are classified as non-current assets and/or liabilities in the statement of financial position. Deferred tax assets are recognised when it is probable that sufficient taxable profits will be available against which the deferred tax assets can be utilised. At each statement of financial position date, the Group reassesses unrecognised potential deferred tax assets and the carrying amount of recognised deferred tax assets.

# 2. Significant accounting policies (continued)

#### Property, plant and equipment

Items of property, plant and equipment are stated at historical cost or deemed cost, less accumulated depreciation and, if any, impairment losses.

The Group recognises in the carrying amount of an item of property, plant and equipment the cost of replacing part of such an item when that cost is incurred if it is probable that future economic benefits embodied with the item will flow to the Group and the cost of the item can be measured reliably. All other expenditure on repairs and maintenance is expensed as incurred.

Leases in terms of which the Group as a lessor assumes substantially all the risks and rewards of ownership are classified as operating leases. Plant and equipment acquired in connection with such leases are stated at an amount equal to the lower of their fair value and the present value of the minimum lease payments at inception of the leases, less accumulated depreciation and impairment losses. Assets under operating leases are depreciated on a straight line basis so as to write down the cost of the assets over the estimated lease period to their recoverable residual values.

Depreciation is provided on a straight-line basis to allocate the costs of assets to their residual values over their estimated economic useful life. Land and assets under construction or developed are not depreciated. The estimated useful lives are as follows:

	2014	2013
Buildings	50 years	50 years
Equipment	4 years	4 years
Office furniture	4 years	4 years
Assets under operating leases	2 – 20 years	2 - 20 years

The assets' residual values, depreciation method and useful lives are reviewed, and adjusted if appropriate, at each statement of financial position date. An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount. Gains and losses on disposals are determined by comparing proceeds with carrying amount, and are included in the statement of comprehensive income.

#### Inventories

Inventories held for sale relate to repossessed assets from finance lease. According to the new regulatory requirements of Croatian financial services supervisory agency (HANFA) Company accounts for the repossessed assets as inventories, according to IAS 2.

Repossessed assets-storage on stock are formerly leased assets under operating lease that are repossessed from client due to failure to fulfil obligations from contract or are returned by the client. They are valued at lower of cost or recoverable amount. The value of these assets is reviewed each month and impaired if recoverable amount is lower than carrying value.

#### 2. Significant accounting policies (continued)

#### Intangible assets

Intangible assets are stated at cost less accumulated amortisation and impairment losses. Expenditure on development activities are capitalised if all of the features required by IAS 38 "Intangible assets" are satisfied. Depreciation is provided on a straight-line basis over the estimated useful lives of intangible assets. Costs associated with developing or maintaining intangible assets are recognised as an expense as incurred. In accordance with CNB regulations, intangible assets include leasehold improvements.

Intangible assets are depreciated on a linear basis over their estimated useful economic lives as follows:

	2014	2013
Leasehold improvements	1 - 20 years	1 - 20 years
Software	5 - 8 years	5 - 8 years

#### Non-current assets held for sale

Initially, non-current assets held for sale are recognised at the lower of carrying amount and fair value less costs to sell.

The Group discontinues to classify an asset as held for sale if its sale is no longer highly probable. The Group measures non-current assets that cease to be classified as held for sale at the lower of the asset's carrying amount before the asset was classified as held for sale, adjusted for any depreciation, amortisation or revaluations and its recoverable amount at the date of subsequent decision not to sell. Any gain or loss from disposal or reclassification of non-current assets held for sale is recognised in the statement of comprehensive income as incurred.

Non-current assets held for sale include reclassified asset under construction and foreclosed assets acquired in settlement of impaired collateralized receivables. Non-current assets are classified as held for sale if their carrying amount will be recovered principally through a sale transaction rather than through continuing use. This condition is regarded as met only when the asset is available for immediate sale in its present condition subject only to terms that are usual and customary for sales of such asset and its sale is highly probable. Management must be committed to the sale, which should be expected to qualify for recognition as a completed sale within one year from the date of classification.

#### Impairment of non-financial assets

The recoverable amount of property, plant and equipment and intangible assets is the higher of the asset's fair value less costs to sell and value in use. For the purpose of assessing impairment, assets are grouped at the lowest level for which there are separately identifiable cash flows (cash-generating units). In assessing value in use, the estimated future cash flows are discounted to their present value using a pretax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or cash-generating unit. Non-financial assets that have suffered impairment are reviewed for possible reversal of the impairment at each date of reporting. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount and to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation, if no impairment loss had been recognised.

Impairment of non-financial assets is recognised in the statement of financial position.

#### Provisions for liabilities and charges

The Group recognises a provision when it has a present obligation as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate can be made of the obligation.

Provisions are recognised when the Group has a present obligation as a result of a past event, and it is probable that the Group will be required to settle that obligation. The management determines the adequacy of the provision based upon reviews of individual items, recent loss experience, current

#### 2. Significant accounting policies (continued)

#### Provisions for liabilities and charges (continued)

economic conditions, the risk characteristics of the various categories of transactions and other pertinent factors.

Provisions are released only for such expenditure in respect of which provision are recognised at inception. If the outflow of economic benefits to settle the obligations is no longer probable, the provision is reversed.

#### Leases - Group as lessor

#### a) Finance leases

Leases where the Group as lessor transfers substantially all the risks and rewards incidental to ownership to the lessee are classified as finance leases. A receivable at an amount equal to the present value of the lease payments, including any guaranteed residual value, is recognised. The difference between the gross receivable and the present value of the receivable is unearned finance income and is recognised over the term of the lease using the effective interest rate method. Finance lease receivables are included in loans and advances to customers.

#### b) Operating leases

Leases where the Group as lessor retains substantially all the risks and rewards incidental to ownership are included in tangible and intangible assets at cost net of accumulated depreciation. Rental income under operating leases is recognised in the statement of comprehensive income on a straight-line basis over the term of the lease.

#### Employee benefits

#### a) Defined pension contributions

The Group pays contributions to mandatory pension plans on a mandatory, contractual basis. The Group has no further payment obligations once the contributions have been paid. The contributions are recognised as employee benefit expense when they are due.

Since the Group records severance payments and jubilee awards based on actuarial calculations, all gains and losses from increases and decreases in the present value of the defined benefit obligation, which arise from actuarial risks, are recorded through other comprehensive income.

#### b) Share based payments

For cash-settled share-based payments, a liability is recognised for the goods or services acquired, measured initially at the fair value of the liability. At the end of each reporting period until the liability is settled, at the date of settlement, the fair value of the liability is remeasured, with any changes in fair value recognised in profit or loss for the year.

#### c) Long-term service benefits

The Bank provides employees with jubilee and one-off retirement awards. The obligation and costs of these benefits are determined by using a projected unit credit method. The projected unit credit method considers each period of service as giving rise to an additional unit of benefit entitlement and measures each unit separately to build up the final obligation. The obligation is measured at the present value of estimated future cash flows using a discount rate that is similar to the interest rate on government bonds where the currency and terms of the government bonds are consistent with the currency and estimated terms of the benefit obligation.

#### 2. Significant accounting policies (continued)

#### Employee benefits (continued)

#### d) Pension insurance

Pension insurance provisions have been computed by the Group's licensed actuary, in accordance with the method prescribed by the Law on Pension Insurance Companies and Payment of Pensions based on Individual Capitalised Savings.

#### **Dividends**

Dividends are recognised when declared by shareholders in General Assembly meeting.

#### Share capital

Share capital represents the nominal value of paid-in ordinary and non-redeemable noncumulative preference shares classified as equity, on which dividends are payable at the discretion of the ordinary shareholders, and are stated in HRK at nominal value.

#### Treasury shares

When the Bank repurchases ordinary or preference shares, the consideration paid is deducted from equity attributable to the Bank's equity holders until the shares are cancelled, reissued or disposed of. When such shares, which are classified as treasury shares, are subsequently sold or reissued, any consideration received, net of transaction costs, is included in equity attributable to the Bank's equity holders.

#### Retained earnings

Any profit for the year after appropriations is transferred to reserves, in accordance with General Assembly decisions.

#### Earnings per share

The Bank presents earnings per share (EPS) data for its ordinary shares. EPS 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.

#### Off-balance-sheet commitments and contingent liabilities

In the ordinary course of business, the Group enters into credit related commitments which are recorded in off-balance-sheet accounts and primarily include guarantees, letters of credit and undrawn loan commitments. Such financial commitments are recorded in the Group's statement of financial position if and when they become payable.

#### Managed funds for and on behalf of third parties

The Group manages assets on behalf of other companies and individuals for which a fee is charged. As these assets do not represent assets of the Group, they are excluded from the statement of financial position.

#### Offsetting

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

#### 3. Significant accounting estimates and judgments

The Group makes estimates and assumptions about uncertain events, including estimates and assumptions about the future. Such accounting assumptions and estimates are regularly evaluated, and are based on historical experience and other factors such as the expected flow of future events that can be rationally assumed in existing circumstances, but nevertheless necessarily represent sources of estimation uncertainty. The estimation of impairment losses in the Bank's credit risk portfolio represents the major source of estimation uncertainty. This and other key sources of estimation uncertainty, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below. Significant judgments made in determining the most appropriate methodology for estimating the fair value of financial instruments carried at fair value, and other significant judgments affecting how items and transactions are accounted for, are also described below.

#### Impairment losses on loans and receivables

The Bank monitors the creditworthiness of its customers on an ongoing basis. In accordance with CNB regulations, the need for impairment of the Bank's on- and off-balance-sheet credit risk exposure is assessed at least quarterly. Impairment losses are made mainly against the carrying value of loans and advances to corporate and retail customers (summarised in Note 10), placements with and loans to other banks (Note 8) and as provisions for liabilities and charges arising from off-balance-sheet risk exposure to customers, mainly in the form of guarantees and documentary letters of credits (summarised in Notes 22 and 41). Impairment losses are also considered for credit risk exposures to banks, and for other assets not carried at fair value, where the primary risk of impairment is not credit risk.

Summary of impairment losses for customers	Notes	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Impairment losses on balance sheet exposure	5,6,7,8,10,11,16	2,785	2,471	2,653	2,375
Provision for off-balance-sheet exposure	22	116	107	116	107
<u> </u>		2,901	2,578	2,769	2,482

#### Financial assets carried at amortised cost

The Group first assesses whether objective evidence of impairment exists individually for assets that are individually significant (mainly corporate exposures) and collectively for assets that are not individually significant (mainly retail exposures). However, assets assessed individually as unimpaired are then included in groups of assets with similar credit risk characteristics. These portfolios are then assessed collectively for impairment.

The Group estimates impairment losses in cases where it judges that the observable data indicates the likelihood of a measurable decrease in the estimated future cash flows of the asset or portfolio of assets. Such evidence includes delinquency in payments or other indications of financial difficulty of borrowers; and adverse changes in the economic conditions in which borrowers operate or in the value or enforceability of security, where these changes can be correlated with defaults.

#### 3. Significant accounting estimates and judgements (continued)

#### Financial assets carried at amortised cost (continued)

The Group takes into consideration the combined effect of several events when assessing impairment and uses its experienced judgement in cases where the observable data required to estimate impairment is limited. In estimating impairment losses on items individually or collectively assessed as impaired, the Group uses a flow rate model for retail loan portfolio developed by the Bank's parent bank in Austria, and also has regard to the ranges of impairment loss prescribed by the CNB based on the age of overdue amounts. In estimating impairment losses on items individually assessed as impaired for non-retail portfolio the Group uses discounted cash flow model.

At the year end, the gross value of specifically impaired loans and advances, and the rate of impairment loss recognised, was as follows:

	2014			2013			
	Corporate	Retail	Total	Corporate	Retail	Total	
The Group				•			
Gross value of							
exposure							
(in HRK millions)	2,746	1,216	3,962	2,665	1,180	3,845	
Impairment rate	,	,	•	,	,	-,	
(in %)	64%	64%	64%	57%	58%	57%	
The Bank							
Gross value of							
exposure							
(in HRK millions)	2,615	1,189	3,804	2.485	1,180	3,665	
Impairment rate	_,0.0	.,	-,	2,100	.,	3,000	
(in %)	64%	65%	64%	57%	58%	58%	

Each additional increase of one percentage point in the impairment rate on the gross portfolio of specifically identified impaired loans at 31 December 2014 would lead to the recognition of an additional impairment loss of HRK 39.6 million (2013: HRK 38.4 million) at the Bank level and an additional impairment loss of HRK 38.01 million (2013: HRK 36.6 million) at the Group level.

The amount of impairment losses at 31 December 2014 estimated on a portfolio basis amounted to HRK 322million (2013: HRK 361 million) of the relevant on-and off-balance-sheet exposure. The total of these portfolio based impairment losses amounted to 1.1% (2013: 1.1%) of loans and advances to customers and to 1% (2013: 1%) on off-balance-sheet exposure, in both cases net of amounts individually assessed as impaired.

#### Fair value of derivatives

The fair value of OTC derivatives are determined by using valuation techniques. Where valuation techniques (for example, models) are used to determine fair values, they are validated and periodically reviewed by qualified personnel independent of the area that created them. All models are certified before they are used, and models are calibrated to ensure that outputs reflect actual data and comparative market prices.

#### 3. Significant accounting estimates and judgments (continued)

#### Fair value of treasury bills

The Bank determines the fair value of treasury bills issued by the Ministry of Finance of the Republic of Croatia, using an internal model which considers their remaining maturity and the latest available auction prices of equivalent instruments. As at 31 December 2014, the carrying amount of treasury bills classified as financial assets at fair value through profit or loss was HRK 1,002 million (2013: HRK 1,147 million).

#### Provisions for severance payments

In calculating provisions for severance payments, the Group discounts expected future cash flows in respect of the liabilities, using discount rates that, in opinion of the Bank's management, best represent the time value of money. The effects of actuarial calculations are presented through other comprehensive income and equity.

#### Provisions for court cases

Provisions are recognized when the Group has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount of the obligation can be made. Provisions are maintained at the level that the Group's management considers sufficient for absorption of incurred losses. The management determines the sufficiency of provisions on the basis of insight into specific items, current legal circumstances, as well as other relevant factors.

According to the CNB decision a credit institution shall allocate litigation to risk groups A (no risk of loss established or a cash flow outflow or less than 10% of the total estimated amount), B (a risk of loss established or a cash outflow between 10% and 70% of total amount estimated) or C (high risk of loss established or a cash outflow of more than 70% of the total amount estimated). In determining the current value of future cash flows, taking into account all factors that have influenced or will influence the time effect of the value of money, the Bank applies a discount rate in the amount of legal penalty interest, and in the amount of CNB discount rate applicable for the last day of the half year preceding the current half year increased by 8 basis points for court cases led against the Bank by corporate entities, and 5 basis points for all other court cases led against the Bank.

Provisions for court cases are booked in a credit institution's books as the cost of provision for the period in which the provisions are recognized.

#### 3. Significant accounting estimates and judgements (continued)

#### Pension insurance

The Group undertakes to provide pensions to savers in specially regulated obligatory and voluntary private pension funds in accordance with specific legal requirements. Once savers become pensionable, their savings in regulated pension funds are transferred to a regulated pension insurance company selected by the member. The pension insurance company thereby undertakes to provide pensions to the former members of compulsory pension funds during their lifetime in accordance with the funds transferred. Pension benefits to former members of voluntary pension funds will be paid over their lifetime or for a predetermined fixed period in accordance with contracted arrangements. Currently, Raiffeisen mirovinsko osiguravajuce društvo d.o.o. is the only such regulated pension insurance company in Croatia.

Technical reserves have been computed by the Group's licensed actuary, in accordance with methods prescribed by the Law on Pension Insurance Companies and Payment of Pensions based on Individual Capitalised Savings, and in accordance with formulae pre-approved by the Croatian Financial Services Supervisory Agency.

The actual liability is necessarily uncertain. The principal assumptions underlying the calculation of the technical reserves are the use of actuarial tables (NN 17/13) and of technical interest rates at 2.5%-3% per annum.

#### Deferred taxation

Deferred taxes are recognised in respect of tax losses and deductible temporary differences to the extent that it is probable that taxable profit will be available against which the losses can be utilised. Judgement is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of future taxable profit.

## 4. Segment reporting

A segment is a distinguishable component of the Group that is engaged either in providing products or services (business segment), or in providing products or services within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments. Limited segment information is presented in respect of the Group's business segments. The primary format, business segments, is based on the Bank's management and internal reporting structure.

#### **Business segments**

The Group comprises the following main business segments:

Corporate Banking Includes loans, deposits and other transactions and balances with corporate

customers, and leasing activities at Group level;

Retail Banking Includes loans, deposits and other transactions and balances with retail customers;

Treasury Undertakes the Group's funding and centralised risk management activities through

borrowings, issues of debt securities, use of derivatives for risk management purposes and investing in liquid assets such as short-term placements and

corporate and government debt securities;

Asset management Includes management of investment and pension funds under Group management;

Shared services Undertakes Group property management activities and centralised advertising and

marketing services.

# 4. Segment reporting (continued)

2014 Group HRK millions	Corporate	Retail	Treasury	Asset manage- ment	Shared services	Unallocat ed	Total 2014
Net interest income Net fee and	414	562	155	24	27	æX	1,182
commission income Dealing and other	177	114	1	92	4		388
income	288	30	55	182	10	<b>a</b>	565
Operating income	879	706	211	298	41	•	2,135
Operating expenses Impairment losses on loans and advances to	(489)	(460)	(42)	(226)	(46)	-	(1,263)
customers and other assets Provisions for liabilities and	(279)	(104)	(13)	-	(1)	-	(397)
charges	(5)	(5)	\ <del></del>				(10)
Operating expenses	(773)	(569)	(55)	(226)	(47)	ě	(1,670)
Profit before tax	106	137	156	72	(6)	ē	465
Income tax expense	0.5	14		<u> </u>		(101)	(101)
Profit for the year	106	137	156	72	(6)	(101)	364
Segment assets Unallocated	9,404	10,528	11,510	510	1,412	Ħ	33,364
assets	0.404	40.500	44.540	740	4 440	2,523	2,523
Total assets	9,404	10,528	11,510	510	1,412	2,523	35,887
Segment liabilities Equity	11,485 -	13,956 -	3,464 -	389	1,478	5,115	30,772 5,115
Total equity and liabilities	11,485	13,956	3,464	389	1,478	5,115	35,887

# 4. Segment reporting (continued)

2013 Group HRK millions	Corporate	Retail	Treasury	Asset management	Shared services	Unallocat- ed	Total 2013
Net interest income Net fee and commission	415	548	221	23	(4)	-	1,203
income Dealing and other	144	96	18	93	(1)	:#S	350
income	299	29	41	148	14	<del>5</del> 8	531
Operating income	858	673	280	264	9		2,084
Operating expenses Impairment losses on loans and advances to	(498)	(451)	(48)	(193)	(18)	<b>3</b> ≥2	(1,208)
customers and other assets Provisions for liabilities and	(288)	(172)	(1)	8	14	<u>ê</u> ^	(461)
charges	(33)	2	) <del>+</del> )		0=0		(31)
Operating expenses	(819)	(621)	(49)	(193)	(18)	· ·	(1,700)
Profit before tax	39	52	231	71	(9)	-,	384
Income tax expense Profit for the	95	-	(. <b></b>	-	<u> </u>	(89)	(89)
year	39	52	231	71	(9)	(89)	295
Segment assets Unallocated	12,429	11,459	9,994	426	11		34,319
assets	1 <del>4</del> 3	( <del>*</del>		2	781	1,833	1,833
Total assets	12,429	11,459	9,994	426	11	1,833	36,152
Segment liabilities Equity	10,433	14,236	5,483 -	311 -	160 -	- 5,529	30,623 5,529
Total equity and liabilities	10,433	14,236	5,483	311	160	5,529	36,152

# 4. Segment reporting (continued)

2014					
Bank	Corporate	Retail	Treasury	Unallocated	Total
HRK millions					2014
Net interest income	341	562	155	*	1,058
Net fee and commission income	194	114	1	340	309
Dealing and other income	99	30	108	348	237
Operating income	634	706	264	₩.	1,604
Operating expenses	(351)	(460)	(42)	彩	(853)
Impairment losses on loans and					
advances to customers and other					
assets	(259)	(104)	(13)	<b>(4</b> )	(376)
Provisions for liabilities and charges	(6)	(5)		<b>(4</b> )	(11)
Operating expenses	(616)	(569)	(55)		(1,240)
Profit before tax	18	137	209		364
Income tax expense		<u> </u>		(70)	(70)
Profit for the year	18	137	209	(70)	294
Compat acests	7.066	40 500	44 540		20.004
Segment assets Unallocated assets	7,966	10,528	11,510	4 445	30,004
Total assets	7,966	40 520	44 540	1,415	1,415
Total assets	7,900	10,528	11,510	1,415	31,419
Segment liabilities	9,171	13,956	3,464	_	26,591
Equity	3,171	10,550	5,707	4,828	4,828
Total equity and liabilities	9,171	13,956	3,464	4,828	31,419
Total oquity and habilities	0,111	10,000	0,404	4,020	01,410
2013					
Bank	Corporate	Retail	Treasury	Unallocated	Total
Bank HRK millions	Corporate	Retail	Treasury	Unallocated	Total 2013
Bank HRK millions Net interest income	347	Retail 548	Treasury 221	Unallocated	
Bank HRK millions Net interest income Net fee and commission income	347 165	548 96	221 18		2013 1,116 279
Bank HRK millions Net interest income Net fee and commission income Dealing and other income	347 165 93	548 96 29	221 18 97	<b></b>	2013 1,116 279 219
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income	347 165 93 <b>605</b>	548 96	221 18	#) #)	2013 1,116 279
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses	347 165 93	548 96 29	221 18 97	型: 型: 表:	2013 1,116 279 219
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and	347 165 93 <b>605</b>	548 96 29 <b>673</b>	221 18 97 <b>336</b>	表: (表) (素) (素)	2013 1,116 279 219 1,614
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other	347 165 93 <b>605</b> (336)	548 96 29 <b>673</b> (451)	221 18 97 <b>336</b> (48)	表: (表) (素) (素)	2013 1,116 279 219 1,614 (835)
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other assets	347 165 93 <b>605</b> (336)	548 96 29 <b>673</b> (451)	221 18 97 <b>336</b>	表: (表) (素) (素)	2013 1,116 279 219 1,614 (835)
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other assets Provisions for liabilities and charges	347 165 93 <b>605</b> (336) (248) (33)	548 96 29 <b>673</b> (451) (172) 2	221 18 97 <b>336</b> (48)	#2 #2 #2 #3 #3	2013 1,116 279 219 1,614 (835) (421) (31)
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other assets Provisions for liabilities and charges Operating expenses	347 165 93 <b>605</b> (336) (248) (33) <b>(617)</b>	548 96 29 <b>673</b> (451) (172) 2 ( <b>621</b> )	221 18 97 336 (48) (1)	表: (表) (素) (素)	2013 1,116 279 219 1,614 (835) (421) (31) (1,287)
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other assets Provisions for liabilities and charges Operating expenses Profit before tax	347 165 93 <b>605</b> (336) (248) (33)	548 96 29 <b>673</b> (451) (172) 2	221 18 97 <b>336</b> (48)		2013 1,116 279 219 1,614 (835) (421) (31) (1,287) 327
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other assets Provisions for liabilities and charges Operating expenses Profit before tax Income tax expense	347 165 93 <b>605</b> (336) (248) (33) (617) (12)	548 96 29 673 (451) (172) 2 (621) 52	221 18 97 336 (48) (1) (49) 287		2013 1,116 279 219 1,614 (835) (421) (31) (1,287) 327 (51)
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other assets Provisions for liabilities and charges Operating expenses Profit before tax	347 165 93 <b>605</b> (336) (248) (33) <b>(617)</b>	548 96 29 <b>673</b> (451) (172) 2 ( <b>621</b> )	221 18 97 336 (48) (1)		2013 1,116 279 219 1,614 (835) (421) (31) (1,287) 327
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other assets Provisions for liabilities and charges Operating expenses Profit before tax Income tax expense Profit for the year	347 165 93 <b>605</b> (336) (248) (33) (617) (12)	548 96 29 673 (451) (172) 2 (621) 52	221 18 97 336 (48) (1) (49) 287		2013 1,116 279 219 1,614 (835) (421) (31) (1,287) 327 (51) 276
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other assets Provisions for liabilities and charges Operating expenses Profit before tax Income tax expense Profit for the year	347 165 93 <b>605</b> (336) (248) (33) (617) (12)	548 96 29 673 (451) (172) 2 (621) 52	221 18 97 336 (48) (1) (49) 287	- - - - (51) (51)	2013 1,116 279 219 1,614 (835) (421) (31) (1,287) 327 (51) 276
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other assets Provisions for liabilities and charges Operating expenses Profit before tax Income tax expense Profit for the year  Segment assets Unallocated assets	347 165 93 <b>605</b> (336) (248) (33) (617) (12) - (12)	548 96 29 673 (451) (172) 2 (621) 52 - 52 11,459	221 18 97 336 (48) (1) (49) 287 287	- - - - (51) (51)	2013 1,116 279 219 1,614 (835) (421) (31) (1,287) 327 (51) 276 32,300 705
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other assets Provisions for liabilities and charges Operating expenses Profit before tax Income tax expense Profit for the year	347 165 93 <b>605</b> (336) (248) (33) (617) (12)	548 96 29 673 (451) (172) 2 (621) 52	221 18 97 336 (48) (1) (49) 287	- - - - (51) (51)	2013 1,116 279 219 1,614 (835) (421) (31) (1,287) 327 (51) 276
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other assets Provisions for liabilities and charges Operating expenses Profit before tax Income tax expense Profit for the year  Segment assets Unallocated assets Total assets	347 165 93 <b>605</b> (336) (248) (33) (617) (12) 	548 96 29 673 (451) (172) 2 (621) 52 - 52 11,459 11,459	221 18 97 336 (48) (1) (49) 287 287 9,994	- - - - (51) (51)	2013 1,116 279 219 1,614 (835)  (421) (31) (1,287) 327 (51) 276  32,300 705 33,005
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other assets Provisions for liabilities and charges Operating expenses Profit before tax Income tax expense Profit for the year  Segment assets Unallocated assets	347 165 93 <b>605</b> (336) (248) (33) (617) (12) - (12)	548 96 29 673 (451) (172) 2 (621) 52 - 52 11,459	221 18 97 336 (48) (1) (49) 287 287	(51) (51) 705	2013 1,116 279 219 1,614 (835)  (421) (31) (1,287) 327 (51) 276  32,300 705 33,005
Bank HRK millions Net interest income Net fee and commission income Dealing and other income Operating income Operating expenses Impairment losses on loans and advances to customers and other assets Provisions for liabilities and charges Operating expenses Profit before tax Income tax expense Profit for the year  Segment assets Unallocated assets Total assets Segment liabilities	347 165 93 <b>605</b> (336) (248) (33) (617) (12) 	548 96 29 673 (451) (172) 2 (621) 52 - 52 11,459 11,459	221 18 97 336 (48) (1) (49) 287 287 9,994	- - - - (51) (51)	2013 1,116 279 219 1,614 (835)  (421) (31) (1,287) 327 (51) 276  32,300 705 33,005

## 5. Cash and amounts due from banks

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Cash in hand	571	621	571	621
Items in the course of collection	1	1	1	1
Gyro account with the Croatian National Bank	1,213	1,012	1,213	1,012
Current accounts with other banks				
- with parent bank	8	90	8	53
- with other Raiffeisen Bank International AG ("the RBI") group banks	2	2	2	2
- with other banks	53	99	53	99
	1,848	1,825	1,848	1,788
Impairment losses	(14) <b>1,834</b>	(13) <b>1,812</b>	(14) 1,834	(13) <b>1,775</b>

# a) Movement in impairment losses for cash and amounts due from banks

			Unidentifi	ed losses
At 1 January	13	15	13	15
Net charge through statement of profit or loss	1	(2)	1	(2)
At 31 December	14	13	14	13

## 6. Obligatory reserve with the Croatian National Bank

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Obligatory reserve in domestic currency	1,718	1,748	1,718	1,748
Obligatory reserve in foreign currency	267	308	267	308
-	1,985	2,056	1,985	2,056
Impairment losses	(22)	(23)	(22)	(23)
	1,963	2,033	1,963	2,033

#### 6. Obligatory reserve with the Croatian National Bank (continued)

a) Movement in impairment losses for obligatory reserve with the Croatian National Bank

			Unidentified losses		
At 1 January	23	26	23	26	
Net charge through statement of profit or loss	(1)	(3)	(1)	(3)	
At 31 December	22	23	22	23	

The obligatory reserve represents amounts required to be deposited with the Croatian National Bank ("the CNB").

The HRK obligatory reserve requirement at 31 December 2014 represented 12% of the relevant HRK sources of funds – deposits, borrowings and other financial liabilities (2013: 12%). At least 70% (2013: 70%) of the total obligatory reserve requirement must be deposited on a special account with the CNB and the remainder may be held in cash and/or on gyro accounts. At year end the Bank held 70% (2013: 70%) of the total requirement in a special obligatory reserve deposit account with the CNB.

The foreign currency obligatory reserve requirement at 31 December 2014 represented 12% (2013: 12%) of both foreign currency personal and corporate deposits and foreign currency borrowings.

At 31 December 2014 60% (2013: 60%) of this foreign currency obligatory reserve was deposited with the CNB in accordance with requirements and the remainder was placed with foreign banks in accordance with CNB selection criteria. In accordance with requirements 75% (2013: 75%) of the total foreign currency obligatory reserve is included in the HRK obligatory reserve and is maintained in HRK in accordance with CNB regulations.

## 7. Financial assets at fair value through profit or loss

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Trading instruments				
Debt securities:				
- Domestic government bonds, listed	511	550	511	550
- Foreign government bonds, listed	512	275	512	275
- Treasury bills issued by the Ministry of				
Finance	529	667	529	667
- Treasury bills issued by the foreign				
government, quoted	***	267	**	267
- Bonds issued by banks, listed	197	856	197	856
- Securities issued by companies, listed	36	(=)	36	
	1,785	2,615	1,785	2,615
Equity instruments, listed	9	9	9	9
Positive fair value of OTC derivative				
instruments	88	55	100	62
Gain on unsettled OTC foreign exchange spot	00	33	100	02
transactions	-	1	_	1
an iodotorio	88	56	100	63
1			- 100	
Accrued interest	16	22	16	22
Total trading instruments	1,898	2,702	1,910	2,709
Financial assets designated at fair value through profit or loss Debt securities:				
- Domestic government bonds, listed	224	92	<del></del>	
- Bonds issued by banks, listed	18	12	18	12
<ul><li>Securities issued by companies, listed</li><li>Treasury bills issued by the Ministry of</li></ul>	267	334	266	333
Finance	472	461	472	461
	981	899	756	806
Investments in investment funds managed by related and third parties	11	4		-
related affa time parties	<u> </u>	<u> </u>		
Accrued interest	5	15	3	13
Total financial assets designated at fair				
value through profit or loss	997	918	759	819
Impairment losses		(10)		(10)
TOTAL	2,895	3,610	2,669	3,518
	_,000	5,010	_,000	0,010

The fair value of securities included in trading instruments pledged as collateral for repo transactions amounted at the year end to HRK 527 millions of trading instruments (2013: HRK 76 million), and HRK 345 millions of financial assets designated at fair value through profit and loss (2013: null).

#### 7. Financial assets at fair value through profit or loss (continued)

#### a) Movement in impairment losses

a) Movement in impairment losses						Identified Iosses
At 1 January			10	7	10	7
Net charge through statement of pro	fit or los	s	-	3	=	3
Reclassification to other asset			(10)	-	(10)	-
At 31 January				10	8 <b>€</b> 1	10
mil	HRK lions	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions
At 1 January	5	16	21	4	21	25
Net charge through statement of profit or loss		_	2	-	(5)	(5)
•					(3)	(3)
Net foreign exchange gain	12	2	탈	1	77 <u>2</u> 5	1
At 31 December	5	16	21	5	16	21

As of 31 December in trading instruments are included bonds issued by Republic of Croatia with the maturity from the end of 2015 to 2024 and with interest rate from 3.88% to 6.50%, Treasury bills of the Croatian Ministry of Finance with maturity in first half of 2015, and with yield to maturity up to 1%; foreign goverment bonds consist of extremly htigh and high quality liquid asset (Republic of Austria, France, Germany and Poland), with maturity from 2015 till 2020, and with interest rate from 0.25% to 3.9.

Bank hold also debt securities from Europen Investment bank with maturity in 2016 and 2022 and with interest rate 0.58% to 0.13%.

At the end of 2013, trading instruments include issues from Republic of Croatia, bonds denominated in HRK and EUR denominated listed at stock exchange. These bonds have maturities from 2015 to 2024, and with interest rate from 4.25 to 6.25%. Treasury bills issued by Ministry of Finance and by France governement are maturing during 2014 and 2015 with average yield to maturity for Croatian issues in HRK 1.93%, EUR denominated 1.49% and for French issues 0.517%.

Trading book positions also contains bond positions issued by European governments (France, German, Poland) with maturity from 2015 till 2016 and interest rate from 0.23 to 3.36%. Bonds issued by foreign banks are listed on stock exchange, in majority have floating interest rates and have maturity until 2015. Also, in Foreign banks issuess are bonds issued by European investmen Bank with variable coupon, last interest rate were from 0.2% to 0.73% and with maturity from 2016 to 2022.

Financial assets designated at fair value through profit and loss consist also of Treasury bills issued by Ministry of Finance with maturity in first quarter 2015 and bonds issued by Republic of Croatia with maturity from end of 2015 till 2024 with interest rate between 5.25% to 6.7. Group also holds securities issued by local corporates with maturity from 2015 till 2022, with interest rate from 4.25% to 9.88% (HEP, Agrokor, Hrvatska pošta) and financial institutions (Erstebank d.d.) with maturity in 2017.

In Financial asset designate at fair value through profit and loss Group was holding in 2013 bonds issued by Republic of Croatia with coupon 5.25% to 6.75%, and with maturity from 2015 till 2024 and Treasury bills issued by Ministry of finance with average yield to maturity 1.85%.

Issues from financial institutions consist of local Erste bank issue, and corporate issues consist of local issuers like Agrokor, HEP, Hrvatska pošta and others.

#### 8. Placements with and loans to other banks

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Loans	118	353	170	353
Deposits	962	920	942	751
Treasury bills with the Croatian National Bank	370	370	370	370
	1,450	1,643	1,482	1,474
Impairment losses	(22)	(21)	(21)	(21)
	1,428	1,622	1,461	1,453

Group deposits in the year 2013 include a guarantee deposit of HRK 60 million placed by Raiffeisen mirovinsko društvo za upravljanje obveznim i dobrovoljnim mirovinskim fondom d.d. with custodian bank in accordance with the Law on Mandatory and Voluntary Pension Funds. These deposits, which are in the form of rolling short term deposits, are not available for the Group's liquidity requirements and their use is restricted.

Treasury bills with the Croatian National Bank are related to the compulsory Croatian National Bank bills denominated in HRK with the maturity on 12 December 2016 and the possibility of early redemption in case of the bank's credit growth.

#### a) Movement in impairment losses for placements and loans to other banks

Group			2014			2013
•	Identified	Unidentified		Identified	Unidentified	
	losses	losses	Total	losses	losses	Total
	HRK	HRK	HRK	HRK	HRK	HRK
	millions	millions	millions	millions	millions	millions
At 1 January	5	16	21	4	21	25
Net charge through						
statement of profit or loss	-	1	1	-	(5)	(5)
Net foreign exchange gain	2	(¥	( <u>2</u> 2	1		1
		2.00	COTE	·	265	
At 31 December	5	17	22	5	16	21
Bank			2014			2013
	Identified	Unidentified		Identified	Unidentified	
	losses	losses	Total	losses	losses	Total
At 1 January	5	16	21	4	21	25
Net charge through						
statement of profit or loss	•		•	-	(5)	(5)
Net foreign exchange gain		188		1		1
Net loreign extrialige gain		ie.	· <del></del>	A.	<b>.</b> ₹0	l
At 31 December	5	16	21	5	16	21

#### 9. Financial assets available for sale

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Debt securities:				
- Domestic government bonds, listed on stock exchange	829	69	608	
- Securities issued by companies, listed on stock exchange	4	8		:=:
- Bonds issued by banks, listed	341	=	341	
- Foreign government bonds, listed	1,708	Ħ	1,708	
Treasury bills issued by the Ministry of Finance	15	-	*	-
Treasury bills issued by the foreign government, quoted	398	-	398	
Equity securities, not listed on stock exchange	6	6	6	6
Accrued interest	27	2	22	:=0
	3,328	85	3,083	6

As of 31 December Bank invest in available for sale portfolio in Republic of Croatia bonds issues in EUR and EUR with value clause, maturity between 2016 and 2022 and with interest rate from 4.75% to 6.5%. Group also have Croatian treasury bill with maturity February 2015 and with yield to maturity 1.21%.

Group also invest high liquid assets issued by Republic of Austria, Republic of France, Netherlands (both, bonds and treasury bills) with maturity from 2015 till 2020 and with interest rate 0 to 3.63%. Group invest in issues by financial institutions including European Investment bank with maturity from 2017 till 2024, with interest rate from 0.07% and 0.3350.

In 2013 Group hold small portion in available for sale portfolio (as issues by local government and local corporate issuers).

#### 10. Loans and advances to customers

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Loans to companies and similar entities				
- denominated in domestic currency	3,646	3,682	3,580	3,703
- denominated in or linked to foreign currency	7,927	10,261	6,626	9,112
Loans to individuals				
- denominated in domestic currency	5,171	4,812	5,062	4,812
- denominated in or linked to foreign currency	6,902	6,665	6,244	6,665
Finance lease receivables, denominated in or linked to foreign currency	708	663	_	-
- accrued interest	177	195	149	176
- less deferred income	(118)	(135)	(112)	(133)
	24,413	26,143	21,549	24,335
Impairment losses	(2,633)	(2,331)	(2,514)	(2,245)
	21,780	23,812	19,035	22,090

Loans and advances to customers include loans with one way currency clause which gives the Bank the option to revalue the loans at the current foreign exchange rate. This represents an embedded derivative, which is included in contracts in the amount of HRK 92 thousands (2013: HRK 3 million). These embedded derivatives are valued using the valuation model prescribed by the Croatian National Bank, rather than an option pricing model. In accordance with CNB rules these embedded derivatives are not separated.

# 10. Loans and advances to customers (continued)

# a) Movement in impairment losses for loans and advances to customers (including finance lease receivables):

Group			2014			2013
	Identified Iosses HRK millions	Unidentified losses HRK millions	Total HRK millions	Identified Iosses HRK millions	Unidentified losses HRK millions	Total HRK millions
At 1 January	2,109	222	2,331	1,762	213	1,975
Increase in impairment						
losses	443	(19)	424	498	9	507
Amounts recovered during						
the year	(48)		(48)	(49)		(49)
Net charge to income						
statement	395	(19)	376	449	9	458
Net foreign exchange gain	5	-	5	2	-	2
Write offs	(94)	-	(94)	(104)	<u>;+</u> 0	(104)
Provision – new member of						
the Group	5	10	15	3		=
At 31 December	2,420	213	2,633	2,109	222	2,331
Hereof Bank	2,326	188	2,514	2,025	220	2,245
Hereof of Raiffeisen Leasing	82	1	83	79		81
Hereof Raiffesen stambena		_	•	, ,	-	0,
štedionica d.d.	7	9	16	(±	<u> </u>	-
Hereof other members of						
Group	5	15	20	5	<del>-</del>	5
	2,420	213	2,633	2,109	222	2,331

#### 10. Loans and advances to customers (continued)

# b) Movement in impairment losses for loans and advances to customers (including finance lease receivables):

Bank			2014			2013
ī-	Identified Iosses HRK millions	Unidentifie d losses HRK millions	Total HRK millions	Identified Iosses HRK millions	Unidentifi ed losses HRK millions	Total HRK millions
At 1 January	2,025	220	2,245	1,716	210	1,926
Increase in impairment losses	419	(32)	387	443	10	453
Amounts recovered during the year	(31)		(31)	(35)	<u> </u>	(35)_
Net charge to income statement	388	(32)	356	408	10	418_
Net foreign exchange gain	4		4	2	( <b>9</b> )	2
Write offs	(91)		(91)	(101)		(101)
At 31 December	2,326	188	2,514	2,025	220	2,245

#### c) Finance lease receivables

The Group acts as a lessor under finance leases, mainly of plant and equipment. The leases typically run for a period of one to seven years, with transfer of ownership of the leased asset at the end of the lease term. Interest is charged over the period of the lease based on market related interest rates. The receivables are secured by the underlying assets. Loans and advances to customers include the following finance lease receivables.

	Group 2014 HRK millions	Group 2013 HRK millions
Gross investment in finance leases	782	740
- less deferred income	(2)	(2)
Unearned finance income	(73)	(75)
Net investment in finance leases	708	663
Less impairment losses	(81)	(80)
Net investment in finance leases	627	583

#### c) Finance lease receivables (continued)

# Gross investment in finance leases, with remaining maturities

	782	740
More than five years	35	44
More than one and less than five years	404	337
Less than one year	343	359

#### 11. Financial investments held to maturity

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Debt securities				
- Government bonds, listed on stock exchange	343	780	?=	611
- Corporate bonds, listed on stock exchange	3	8	9 <del>-5</del>	=
Treasury bills issued by the Ministry of Finance	62	5.€0	9 <b>=</b> 0	-
- accrued interest	7	16	鏡	13
	415	804	7 <b></b>	624
Impairment losses	(4)	(9)	-	(7)
	411	795	fl <b>ä</b> t	617

Group position in Hold to maturity portfolio as of 31 December 2014 consist mainly form debt securities issued by Republic of Croatia i.e. bonds with maturity from 2015 till 2022 with interest rate form 4.25% to 6.75%. In hold to Maturity Group also hold issues form Croatian bank from reconstruction and development maturity 2017 with interest rate 5%.

The amount of HRK 62 million government bonds represent the guarantee deposit in accordance with the Law on Mandatory and Voluntary Pension Funds.

# 11. Financial investments held to maturity (continued)

a) Movement in impairment losses for financial investments held to maturity

Group			2014			2013	
	Identified Iosses	Unidentifi -ed losses	Total	Identified losses	Unidenti -fied Iosses	Total	
	HRK millions	HRK millions	HRK million s	HRK millions	HRK millions	HRK millions	
At 1 January	2	7	9	2	6	8	
Net charge through statement of profit or loss	3 <b>.</b>	(8)	(8)	. <del></del>	1	1	
Provision – new member of the Group	<b></b>	3	3		*	ੜ	
At 31 December	2	2	4	2	7	9	

Bank	2014 Unidentified losses HRK millions	2013 Unidentified losses HRK millions	
At 1 January	7	6	
Net charge through statement of profit or loss	(7)	1	
At 31 December		7	

#### 12. Investments in subsidiaries and associates

The Group and the Bank had the following investments in subsidiaries and associates, all incorporated in Croatia, as at 31 December 2014 and 31 December 2013:

	Notice of	Ow	nership	Inv	Investments	
	Nature of business	2014	2013	2014 HRK	2013 HRK	
Investment in subsidiaries		%	%	millions	millions	
investment in Subsidiaries						
Direct holding						
Raiffeisen mirovinsko društvo za upravljanje obveznim i dobrovoljnim mirovinskim fondom d.d.	Pension fund management	30	100	3	110	
Raiffeisen mirovinsko društvo za upravljanje dobrovoljnim mirovinskim fondovima d.o.o.	Pension fund management		100	₩s	34	
Raiffeisen društvo za upravljanje obveznim i dobrovoljnim mirovinskim fondovima d.d.	Pension fund management	100	100	144	9	
Raiffeisen stambena štedionica d.d.	Saving bank	100		56	8	
Raiffeisen consulting d.o.o.	Financial and consulting services	100	100	105	105	
Raiffeisen leasing d.o.o.	Leasing	50	50	15	15	
Raiffeisen mirovinsko osiguravajuće društvo d.d.	Pension insurance	100	100	23	14	
Raiffeisen invest d.o.o.	Investment fund management	100	100	8	8	
Raiffeisen factoring d.o.o.	Factoring	100	100	15	15	
Indirect holding						
Raiffeisen Bonus d.o.o.	Insurance and re- insurance	75	75	¥		
Investment in associates						
	Training services to Group companies and					
Raiffeisen training centar d.o.o.	their affiliates	-	20	-	( <b>*</b> :	
				366	301	

#### 12. Investments in subsidiaries and associates (continued)

The Parent has classified its 50% investment in Raiffeisen leasing d.o.o. as a subsidiary, whose financial statements are included in the consolidated financial statements of the Group, even though the Parent does not have a majority of the equity of the investee. The remaining 50% of Raiffeisen leasing d.o.o. is held by affiliates of RBI, the Banks's ultimate parent company.

During the year 2014 there have been considerable changes in the structure of the Group:

- Acquisition of Raiffeisen stambena štedionica d.d. Under the agreement concluded on 2<sup>nd</sup> June 2014, between Raiffeisen Bausparkasse Gmbh and the Bank when the Bank became the owner of 18,000 shares which repesent the 100% shareholding in Raiffeisen stambena štedionica d.d. Acquisition was done according to the net book value and there was neither goodwil nor badwill.
- Capital increase for Raiffeisen mirovinsko osiguravajuće društvo according to the Law on pension insurance companies
- Merging of Raiffeisen mirovinsko društvo za upravljanje obveznim mirovinskim fondovima and Raiffeisen mirovinsko društvo za upravljanje dobrovoljnim mirovinskom fondovima d.o.o. into Raiffeisen društvo za upravljanje obveznim i dobrovljnim mirovinskom fondovima d.d.

Raiffeisen training centar d.o.o is currently undergoing the process of liquidation.

During 2013 Raiffeisen Consulting d.o.o. acquired Kam Nekretnine d.o.o. after which Kam Nekretnine d.o.o. was merged to Raiffeisen Consulting d.o.o.

#### 13. Property, plant and equipment

G	ro	u	b

Group 2014	Land and buildings	Equipmen	Office furniture	Assets under operating leases	Assets under constructi- on	Total
2017	HRK millions	HRK millions	HRK millions	HRK	HRK millions	HRK millions
Gross carrying amount						
1 January 2014	878	442	79	1,080	11	2,490
Additions	·	*	¥	6	403	409
Acquisition of RSŠ		10	2		<b>E</b> X	12
Disposals	<u></u>	(20)	(2)	(393)	30	(415)
Transfer to the non-current asset held for sale	÷	÷	¥.	Ē	(5)	(5)
Transfers	3	24	1	377	(405)	÷=:
At 31 December 2014	881	456	80	1,070	4	2,491
Accumulated depreciation and impairment losses						
1 January 2014	210	372	77	277	*	936
Charge for the year	15	28	1	114	*	158
Acquisition of RSŠ	t=:	9	1	-	*	10
Disposals		(20)	(2)	(108)	31	(130)
At 31 December 2014	225	389	77	283		974
Carrying amount						
At 1 January 2014	668	70	2	803	11	1,554
At 31 December 2014	656	67	3	787	4	1,517

There were no capitalized borrowing costs related to the acquisition of property, plant and equipment during the year (2013: nil).

A building with the carrying amount of approximately HRK 228 million (2013: HRK 233 million) has been pledged to secure borrowings of the Group (see note 21). The building has been pledged as security for bank loans under a mortgage. The Group is not allowed to pledge this asset as security for other borrowings or to sell them to another entity.

# 13. Property, plant and equipment (continued)

Group	
-------	--

Group	Land and buildings	Equipmen	Office furniture	Assets under	Assets under construction	Total
2013	_			operating leases		
	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions	HRK million s
Gross carrying amount						
1 January 2013	560	434	79	1,264	14	2,351
Additions	<u>=</u>	•	*	Ē	206	206
Acquisition of KAM nekretnine	312	~	~:	-	-	312
Disposals	:e	(15)	(1)	(363)	•)	(379)
Transfers	6	23	1	179	(209)	4
At 31 December 2013	878	442	79	1,080	11	2,490
Accumulated depreciation and impairment losses						
1 January 2013	146	354	75	317	-	892
Charge for the year	13	33	3	126	聖	175
Acquisition of KAM nekretnine	51		<del>.</del> .	-	Ħ	51
Disposals		(15)	(1)	(166)	<u>=</u>	(182)
At 31 December 2013	210	372	77	277	<u>~</u>	936
Carrying amount						
At 1 January 2013	414	80	4	947	14	1,459
At 31 December 2013	668	70	2	803	11	1,554

### 13. Property, plant and equipment (continued)

## Operating lease receivables, gross of unearned future income

The Group acts as a lessor under operating leases, mainly of plant and equipment. The leases typically run for a period of two to twenty years. The total gross investment in operating leases at 31 December 2014 is as follows:

	Group 2014 HRK millions	Group 2013 HRK millions
Up to one year	156	152
More than one and less than five years	320	303
Over five years	328	348
	804	803
Operating lease receivables, unearned future income		
	Group	Group
	2014	2013
	HRK	HRK
	millions	millions
Up to one year	149	153
More than one and less than five years	338	327
Over five years	83	130
	570	610
Less future income charges	(189)	(217)
	381	393

### 13. Property, plant and equipment (continued)

#### Bank

2014	Land and buildings HRK millions	Equipment HRK millions	Office furniture HRK millions	Assets under construction HRK millions	Total HRK millions
Gross carrying amount					
1 January 2014	464	426	75	10	975
Additions	Ξ.	<b>E</b>	-	26	26
Disposals	æ	(18)	(2)		(20)
Transfers	2	23	1	(26)	-
Transfer to the non-current asset held for sale	*	(#)	¥	(5)	(5)
At 31 December 2014	466	431	74	5	976
Accumulated depreciation					
1 January 2014	98	362	72	at the state of th	532
Charge for the year	8	26	1	-	35
Disposals	¥	(17)	(2)	<u>~</u>	(19)
At 31 December 2014	106	371	71		548
Carrying amount					
At 1 January 2014	366	64	3	10	443
At 31 December 2014	360	60	3	5	428

Assets under construction comprise equipment and office furniture at cost of HRK 5 million (2013: HRK 4 million), which are being prepared for use by the Bank. In 2013 assets under construction comprise also buildings at cost of HRK 6 million.

There were no capitalized borrowing costs related to the acquisition of property, plant and equipment during the year (2013: nil).

## 13. Property, plant and equipment (continued)

В	a	n	k

2013	Land and buildings HRK millions	Equipment HRK millions	Office furniture HRK millions	Assets under construction HRK millions	Total HRK millions
Gross carrying amount					
1 January 2013	458	420	75	9	962
Additions	<b>3</b> 0	S=	<b>~</b> ?	29	29
Disposals	-	(15)	(1)		(16)
Transfers	6	21	1	(28)	=
At 31 December 2013	464	426	75	10	975
Accumulated depreciation					
1 January 2013	90	345	70	180	505
Charge for the year	8	32	3	-	43
Disposals	프	(15)	(1)	<b></b>	(16)
At 31 December 2013	98	362	72	X#0	532
Carrying amount					
At 1 January 2013	368	75	5	9	457
At 31 December 2013	366	64	3	10	443

## 14. Intangible assets

Group
-------

2014	Leasehold improvement	Software	Assets under construction	Total
	HRK millions	HRK millions	HRK millions	HRK millions
Gross carrying amount				
1 January 2014	209	483	1	693
Additions	3	35	37	72
Disposals	<b>©</b> 3	(1)		(1)
Transfers	8	28	(36)	~
At 31 December 2014	217	545	2	764
Accumulated amortisation				
1 January 2014	138	363	Æ	501
Charge for the year	12	30	×=	42
Charge for additions	¥	28	-	28
Disposals	•	(1)	SH	(1)
At 31 December 2014	150	420	(. <del>e</del>	570
Carrying amount				
At 1 January 2014	71	120	1	192
At 31 December 2014	67	125	2	194

Assets under construction comprise software in the process of installation in the amount of HRK 2 million (2013: HRK 1 million).

# 14. Intangible assets (continued)

Group				
2013	Leasehold improvement	Software	Assets under construction	Total
	HRK millions	HRK millions	HRK millions	HRK millions
Gross carrying amount				
1 January 2013	205	449	2	656
Additions	<u></u>	٠	40	40
Disposals	(3)	×=	·=	(3)
Transfers	7	24	(41)	
	/	34	(41)	<u></u>
At 31 December 2013	209	483	1	693
Accumulated amortisation				
1 January 2013	125	333	72	458
Charge for the year	15	30	3 <b>≋</b>	45
Disposals	(2)	25		(2)
At 31 December 2013	138	363	<u>2</u>	501
Carrying amount				
At 1 January 2013	80	116	2	198
At 31 December 2013	71	120	1	192

## 14. Intangible assets (continued)

Bank			_	
	Leasehold improvement	Software	Assets under	Total
2014	HRK millions	HRK millions	construction	UDV millions
Gross carrying amount	HKK IIIIIIOIIS	HRK IIIIIIOIIS	HRK millions	HRK millions
1 January 2014	199	472	2	673
Additions	=		35	35
Disposals	2	(1)		(1)
Transfers	7	27	(34)	-
At 31 December 2014	206	498	3	707
Accumulated amortisation				
1 January 2014	129	354	72	483
Charge for the year	11	28	:(-:	39
Disposal	-	(1)	U.E.	(1)
At 31 December 2014	140	381	9	521
Carrying amount				
At 1 January 2014	70	118	2	190
At 31 December 2014	66	117	3	186

Assets under construction comprise software in the process of installation in the amount of HRK 2 million (2013: HRK 2 million) and leasehold improvements HRK 1 million (2013: null).

# 14. Intangible assets (continued)

Bank		• **		
	Leasehold improvement	Software	Assets under	Total
2013	HRK millions	HRK millions	construction HRK millions	HRK millions
Gross carrying amount	THAN IIIIIIOIIS	TITAL TITLIOUS	TIXX IIIIIIOIIS	TIKK IIIIIIOIIS
1 January 2013	195	438	2	635
Additions	=	<u> </u>	41	41
Disposals	(3)	-	2	(3)
Transfers	7	34	(41)	<del>1</del>
At 31 December 2013	199	472	2	673
Accumulated amortisation				
1 January 2013	116	325	-	441
Charge for the year	15	29	-	44
Disposal	(2)	<b>=</b> :	~	(2)
At 31 December 2013	129	354	DW	483
Carrying amount				
At 1 January 2013	79	113	2	194
At 31 December 2013	70	118	2	190

#### 15. Deferred tax assets

## Recognised deferred tax assets and liabilities

Movements in temporary differences and components of deferred tax assets and deferred tax liabilities are as follows:

Group		Assets	I	Liabilities	through	dit/(charge) statement ofit or loss	comprehens
	2014 HRK millions	2013 HRK millions	2014 HRK millions	2014 HRK millions	2014 HRK millions	2013 HRK millions	2014 HRK millions
Property, plant and equipment	-		(3)	(3)	ş.	1	_
Deferred fee and commission expense	**	*	(2)	(2)		2	
Tax losses recognised	22	7	21	¥	16	7	ê
Deferred fee and commission income	30	30		2	(5)		į.
Unrealised losses on financial instruments with fair value through profit and loss	90	173		v <del>e</del>	(82)	(29)	°=:
Other provisions	20	12		9 <b>2</b> 7	9	3	*
Deferred tax assets/(liabilities)	162	222	(5)	(5)	(62)	(16)	
Unrealised losses for available for sale financial instruments	(1)	20 20	2	5	Ē.	2	(1)
Set off	(5)	(5)	5	5	-	3	) <del>=</del>
Net deferred tax assets	156	217	<u> </u>		(9)	7	

## 15. Deferred tax assets (continued)

## Recognised deferred tax assets and liabilities (continued)

Movements in temporary differences and components of deferred tax assets and deferred tax liabilities are as follows:

							Net credit / (charge) through other
Bank		Assets		Liabilities	through sta		
	2014 HRK millions	2013 HRK millions	2014 HRK millions	2013 HRK millions	2014 HRK millions	2013 HRK millions	2014 HRK millions
Deferred fee and commission expense	2	٠	(1)	(1)		2	8
Deferred fee and commission income	23	28	¥	<b>~</b>	(5)	2	¥
Unrealised losses on financial instruments with fair value through profit and loss	87	173	<del>1</del>		(86)	(29)	=
Tax losses recognized	18	æ	l a	*	18		
Other provisions	18	9	15	i <del>s</del> .	9	3	
Deferred tax assets/(liabilities)	146	210	(1)	(1)	(64)	(22)	
Unrealised gains/losses for available for sale financial instruments	1		<b>/</b> ₹				1
Set off	(1)	(1)	1	1			æ
Net deferred tax assets	146	209	85				]( <b>=</b> 0

## 16. Other assets

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Accrued fee and commission receivables	45	31	22	21
Deferred fee and commission expenses	2	15	-	14
Non-current asset held for sale	109	143	85	120
Prepayments	82	69	78	79
Receivables from credit and debit card business	27	32	27	32
Receivables in respect of operating leases	10	12	; <del>=</del> ;	<u> 5</u>
Government housing savings subsidies receivable	8	¥		គ
Inventories	62	32	120	単
Repurchase of domestic currency cash	37	37	37	37
Current tax asset	39	32	43	52
Other receivables and other assets	50	81	38	71
-	471	484	330	426
Impairment losses - hereof Bank - hereof Leasing - hereof other members of the Group	(90) (82) (7)	(64) (56) (8)	(82) (82)	(56) (56)
- nereor other members of the Group	(1) 381	420	248	370

# 16. Other assets (continued)

## Movement in impairment losses

Group	Identified	Unidentifi-	2014	Identified	Unidentifi-	2013
	losses HRK millions	ed losses HRK millions	Total HRK millions	losses HRK millions	ed losses HRK millions	Total HRK millions
At 1 January	54	10	64	45	12	57
Increase in impairment						
losses	26	4	30	13	•	13
Decrease in impairment						
losses	(2)	6 <b>±</b> 3	(2)	(2)	(2)	(4)
Net charge/(release) to statement						
of comprehensive income	24	4	28	11	(2)	9
Write offs	(2)	.58	(2)	(2)	9.70	(2)
At 31 December	76	14	90	54	10	64
			2014			2013
			2014			2010
Bank	Identified Iosses HRK millions	Unidentified losses HRK millions	Total HRK millions	Identified Iosses HRK millions	Unidentifi- ed losses HRK millions	Total HRK millions
Bank  At 1 January	losses HRK	ed losses HRK	Total HRK	losses HRK	ed losses HRK	Total HRK
	losses HRK millions	ed losses HRK millions	Total HRK millions	losses HRK millions	ed losses HRK millions	Total HRK millions
At 1 January Increase in impairment	losses HRK millions 46	ed losses HRK millions	Total HRK millions	losses HRK millions	ed losses HRK millions	Total HRK millions 48
At 1 January Increase in impairment losses Decrease in impairment	losses HRK millions 46	ed losses HRK millions	Total HRK millions 56	losses HRK millions 36	ed losses HRK millions	Total HRK millions 48
At 1 January Increase in impairment losses Decrease in impairment losses Net charge/(release) to	losses HRK millions 46	ed losses HRK millions	Total HRK millions 56	losses HRK millions 36	ed losses HRK millions	Total HRK millions 48
At 1 January Increase in impairment losses Decrease in impairment losses Net charge/(release) to income	losses HRK millions 46 25 (2)	ed losses HRK millions	Total HRK millions 56 29 (2)	losses HRK millions 36 13	ed losses HRK millions  12	Total HRK millions 48 13 (4)
At 1 January  Increase in impairment losses  Decrease in impairment losses  Net charge/(release) to income statement	losses HRK millions 46 25 (2)	ed losses HRK millions	Total HRK millions 56 29 (2)	losses HRK millions  36  13  (2)	ed losses HRK millions  12	Total HRK millions  48  13  (4)

#### 16. Other assets (continued)

Fair value hierarchy of non-current asset held for sale

			2014			2013
	Level 1	Level 2	Level 3	Level 1	Level 2	Level 3
	HRK	HRK	HRK	HRK	HRK	HRK
	millions	millions	millions	millions	millions	millions
Group						
Lands and buildings		381	109		3.5	143
Bank						
Buildings	-		85			120

In the current year buildings in the amount of HRK 109 million (2013: HRK 143 million) are classified as held for sale. These buildings comprise of business offices, residential houses and apartments, all appraised by certified appraisers from Raiffeisen Consulting, based on which recording was performed.

### 17. Financial liabilities at fair value through profit or loss

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Trading instruments				
Negative fair value of OTC derivative instruments	241	645	241	646
Loss on unsettled OTC foreign exchange spot transactions	9 <b>4</b> 1	1	-	1
Negative fair values of derivative financial instr. in				
fair value hedges	6	<del>11</del> .	6	N <del>es</del>
Accrued interest	3	5	3	5
	250	651	250	652

# 18. Deposits from banks

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Current accounts and demand deposits				
- from ultimate parent bank	70	3	70	3
- from RBI group banks other than ultimate parent bank	5	37	7	37
- from other banks	184	108	184	108
Time deposits				
- from other RBI group banks	3.	1	=	1
- from other banks	43	394	43	394
	302	543	304	543

# 19. Deposits from companies and other similar entities

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Current accounts and demand deposits	6,983	6,244	7,432	6,480
Time deposits	1,482	1,396	1,499	1,402
Accrued interest	9	13	9	13
	8,474	7,653	8,940	7,895

#### 20. Deposits from individuals

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Current accounts and demand deposits	s 3,193	2,601	2,920	2,601
Time deposits	11,751	11,285	10,729	11,285
Accrued interest	109	133	109	133
21. Borrowings	15,053	14,019	13,758	14,019
	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
From ultimate parent bank	2,397	4,218	-	1,939
From other banks	2,566	2,611	2,074	2,063
From companies and other financial institutions	379	73	379	73
Accrued interest	5	25	2	21
Less deferred income	(2)	(4)	(4)	(5)
Movements of outstanding borrowings	5,345	6,923	2,451	4,091
	Group 2014 HRK millions HR	Group 2013 K millions H	Bank 2014 RK millions	Bank 2013 HRK millions
At 1 January	6,923	7,682	4,091	5,204
New borrowings	3,477	4,868	1,265	2,391
Repayment of borrowings	(5,069)	(5,674)	(2,907)	(3,518)
Foreign exchange differences	14	47	2	14
At 31 December	5,345	6,923	2,451	4,091

In accordance with their terms, borrowings from other banks include borrowings from the Croatian Bank for Reconstruction and Development ("HBOR") used to fund loans to customers for eligible construction and development projects at preferential interest rates, and include a one-way foreign currency clause which gives HBOR the option to revalue the borrowing at the current foreign exchange rate. This represents an embedded derivative which is included in contracts in the amount HRK 3 million in the year 2013 which the Bank has not separated and which has been valued using the valuation model prescribed by the CNB, rather

#### 21. Borrowings (continued)

than an option pricing model. Borrowings from companies and other financial institutions relate to repurchase agreements.

#### 22. Provisions for liabilities and charges

#### Group

	Total (	Off balance sheet items Identified	Off balance sheet items Unidentified	Employee retirement provisions	Unused employee vacations	Provision for court cases
	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions
At 1 January 2014	172	35	72	2	4	59
Provision reversed during the year	(74)	(31)	(42)	-	-	(1)
Provision charged during the year	84	36	46	-	1	1
At 31 December 2014	182	40	76	2	5	59

In July 2013 based on a claim brought by a consumer rights protection association, the Zagreb Commercial Court issued a judgment against several Croatian banking subsidiaries of European banks, including **Raiffeisenbank Austria d.d.**, finding that the banks violated Croatian consumer protection laws and the Croatian civil code in connection with Swiss franc-linked loans to retail customers between 2004 and 2008.

According to the judgment, the banks used dishonest and unfair business practices and illegal contractual clauses in linking the loans' principal amounts to Swiss francs and by providing for variable interest rates that may be unilaterally reset by the respective banks without sufficiently informing customers of all parameters. The judgment requires the banks to offer affected customers to amend their loan agreements to adjust the principal amount of the respective loan linked to Swiss franc to the Croatian kuna at the exchange rate applicable of the respective disbursement date and to reset the respective interest rate on the loans to the rate in effect at the time the loan was extended, which interest rate shall prevail until new transparent interest rate reset mechanisms are in place.

Raiffeisenbank Austria d.d. and all other defendants have appealed the court decision on procedural and substantive grounds. In July 2014, the final decision of the High Commercial Court of Croatia was issued. The judgment was upheld in part, namely regarding contractual clauses in consumer loans providing for variable interest rates that may be unilaterally reset by the respective banks without sufficiently informing customers of all parameters. In relation to the clauses in linking consumer loan's principal amounts to Swiss francs the claim was rejected by the court. The court ruling is of declaratory nature and does not address the practices of individual banks. Based on this declaratory ruling, customers of Raiffeisenbank Austria d.d. who have consumer loans providing for variable interest rates and who had previously made payments on loans covered by the judgment could sue for repayment of overpaid interest, subject to a five year statute of limitations.

In such individual law suits Raiffeisenbank Austria d.d. intends to prove that any change in such variable interest rates was based on fair and profound grounds. The court ruling affects the current outstanding loans as well as loans redeemed in the period of five years preceding the date of the ruling. If all borrowers under the loans covered by the judgment were to reclaim successfully in application of the terms of the judgment, the potential negative impact on Raiffeisenbank Austria d.d., and therefore on the Issuer, could be significant. In any case, the potential negative impact would finally depend on the actual number of claims to be launched by customers based on the final ruling.

### 22. Provisions for liabilities and charges

Moreover, both, the consumer rights protection association as well as the banks, including Raiffeisenbank Austria d.d. filed in August 2014, a motion to revise with the Supreme Court of Croatia. However such motion has no suspensive effect on the high Commercial Court's ruling.

Group						
	Total	Off balance sheet items Identified	Off balance sheet items Unidentified	Employee retirement provisions	Unused employee vacations	
	HRK	HRK	HRK	HRK	HRK	
:	millions	millions	millions	millions	millions	millions
At 1 January 2013	141	18	77	2	5	39
Provision reversed during the year	(115)	(39)	(63)		(1)	(12)
Provision charged during the year	146	56	58	¥	<u></u>	32
At 31 December 2013	172	35	72	2	4	59
Bank						
	Total	Off balance sheet items Identified	Off balance sheet items Unidentified	Employee retirement provisions	Unused employee vacation days	Provision for court cases
	HRK		HRK	HRK	HŘK	HRK
	millions	millions	millions	millions	millions	millions
At 1 January 2014	159	35	72	2	2	48
Provision reversed during the year	(73)	(31)	(42)	8 <b>≥</b>	-	
Provision created during the year	84	36	46	9	1	1
At 31 December 2014	170	40	76	2	3	49
Bank	Total	Off balance sheet items Identified	Off balance sheet items Unidentified	Employee retirement provisions	Unused employee vacation days	Provision for court cases
	HRK		HRK	HRK	HRK	HRK
ê <del></del>	millions	millions	millions	millions	millions	millions
At 1 January 2013	128	18	77	2	3	28
Provision reversed during the year	(115)	(39)	(63)		(1)	(12)
Provision created during the year	146	56	58	當	=	32
At 31 December 2013	159	35	72	2	2	48

#### 22. Other liabilities

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Technical reserves for pension insurance	354	280	-	121
Liabilities in respect of credit and debit card business	73	76	73	76
Liabilities to employees	72	71	61	63
Liabilities to suppliers	58	71	51	68
Deferred fee and commission income	28	21	8	11
Prepaid loans and advances collected from individuals	20	15	13	15
Government housing savings subsidies	8	( <del>#</del> )		=:
Accrued fees	1	1	=	*
Liabilities for unsettled purchased debt securities	-	3	-	=70
Other liabilities	86	124	49	70
	700	662	255	303

Technical reserves for pension insurance provisions have been computed by the Group's licensed actuary, in accordance with the method prescribed by the Law on Pension Insurance Companies and Payment of Pensions based on Individual Capitalised Savings.

The management believes that the current level of technical reserves is sufficient to meet all liabilities which may arise from the pension insurance contracts concluded by 31 December 2014.

Other liabilities of the Group and the Bank mainly relates to the liabilities for repurchase od HRK 11 million (2013: HRK 20 million) and for liabilities for advances received for insurance premiums in the amount of HRK 22 million (2013: HRK 20 million).

#### 23. Subordinated liabilities

The Bank has signed a subordinated loan agreement with RBI amounting to EUR 60 million as of 31 January 2014. The Bank use the subordinated loan to increase its Tier 2 Capital. Repayment of the loan will be in one amount on 20 February 2021. Interest agreed consists of 3M EURIBOR and a margin of 6.56 per cent.

	Group 2014	Group 2013	Bank 2014	Bank 2013
	HRK millions	HRK millions	HRK millions I	IRK millions
Subordinated loan	460	-	460	12
Accrued interest	4		4	(t#)
	464		464	:(*

### 24. Interest income

# a) Interest income - analysis by product

<del>-</del>	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Financial assets at fair value through profit or loss	106	142	96	139
Derivative financial instruments	28	48	32	50
Financial assets available for sale	37	6	23	-
Placements with banks	4	10	4	8
Loans and advances to customers and similar entities	675	746	550	628
Loans and advances to individuals	858	860	808	857
Financial instruments held to maturity	24	44	4	33
	1,732	1,856	1,517	1,715
b) Interest income - analysis by source				
	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Companies	612	664	490	547
Individuals	858	860	808	857
State and the public sector	229	274	186	255
Banks and other financial institutions	30	56	30	54
Other organisations	3	2	3	2
	1,732	1,856	1,517	1,715

# 26. Interest expense

# a) Interest expense - analysis by product

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Derivative financial instruments	52	70	53	70
Here of on derivative financial instruments in fair value hedges	1		1	¥
Deposits from banks	1	3	2	3
Deposits from companies and other similar entities	39	62	40	64
Deposits from individuals	301	345	262	346
Borrowings	129	173	74	116
Subordinated liabilities	27		27	5
	550	653	459	599
b) Interest expense - analysis by recipient				
c <del></del>	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Companies	39	63	40	65
Individuals	301	345	262	346
State and public sector	1	1	1	1
Banks and other financial institutions	208	242	155	185
Other organizations	1	2	1	2
	550	653	459	599

#### 27. Fee and commission income

;	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Domestic payment transactions	103	97	105	97
Investment management, custody and consultancy fees	147	143	29	26
Credit cards	165	140	165	140
Foreign payment transactions	72	63	71	63
Recharge of credit insurance costs (Note 28)	19	22	19	22
Guarantees and letter of credits	40	43	40	43
Loans and accounts administration fee	44	32	36	32
Other fees and commission income	38	39	48	52
	628	579	513	475

# 28. Fee and commission expense

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Credit card related charges	129	111	129	111
Domestic payment transactions	23	21	22	21
Rechargeable credit insurance costs (Note 27)	26	28	26	28
Agency expenses (REGOS, HANFA)	23	22	ĝ	-
Other fees and commission expense	39	37	27	36
	240	229	204	196

Based on loan insurance contracts the Bank pays premium to insurance companies, which is recharged to customers.

# 29. Net trading income/(expense)

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Gains less losses from trading financial instruments				
Debt securities	22	(14)	22	(14)
Treasury bills	(4)	(5)	(4)	(5)
Equity securities	1	(2)	1	(2)
Derivative financial instruments	115	(3)	121	(8)
	134	(24)	140	(29)
Gains less losses from financial assets designated at fair value through profit or loss				
Realized gain/(loss) on disposal of:				
- debt securities	7	4	5	3
- treasury bills	(1)	(2)	(1)	(2)
Unrealized gain/(loss) on:				
- debt securities	14	(45)	(1)	(40)
- treasury bills	(4)	(5)	(4)	(5)
	16	(48)	(1)	(44)
Gains less losses from financial assets AFS	12	-	12	
Gains less losses arising from dealing in foreign currencies	106	89	107	92
Gains less losses arising from revaluation of monetary assets and liabilities, other than dealing securities				
- exchange (loss)/gain on foreign currency assets and liabilities	(178)	(14)	(172)	19
<ul> <li>exchange gain on valuation clause assets and liabilities</li> </ul>	104	147	67	96
accepte and natinger	44	222	14	207
	194	150	153	134

Net losses from derivative instruments include net trading losses from interest rate and currency swaps, futures, forwards and forward rate agreements.

# 30. Other operating income

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Rental income from operating leases	168	185	93	=
Service contract revenue	2	7	*	=
Gross written premium on pension insurance contracts	163	148	<b>*</b> :	1.
Dividend income from investments in subsidiaries	•	<b></b>	53	56
Other income	38	41	31	29
	371	381	84	85

# 31. Operating expenses

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Personnel expenses	426	412	364	366
Depreciation	158	175	35	43
IT expenses	99	111	90	100
Increase in technical reserve for pension insurance	76	59	S=.	
Office space expenses	71	84	88	96
Legal, advisory and consulting expenses	48	39	39	30
Deposit insurance	46	40	42	40
Amortisation	42	45	39	44
Communication expenses	39	41	36	37
Advertising, PR and promotinal expenses	35	31	30	22
Loss on disposal of assets under operating lease	2	6	-	-
Service contract expenses	t <del>=</del> 6	3	S <del>=</del> i	
Other administrative expenses	221	162	90	57
	1,263	1,208	853	835

#### 31. Operating expenses (continued)

Personnel expenses of the Group include HRK 66 million (2013: HRK 66 million) of defined pension contributions paid or payable into obligatory pension plans. Contributions are calculated as a percentage of employees' gross salaries. The Group had 2,329 employees at 31 December 2014 (2013: 2,274 employees).

Personnel expenses of the Bank include HRK 57 million (2013: HRK 58 million) of defined pension contributions paid or payable into obligatory pension plans. Contributions are calculated as a percentage of employee's gross salaries. The Bank had 1,907 employees at 31 December 2014 (2013: 2,086 employees).

#### 32. Impairment losses on loans and advances to customers and other assets

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Cash and amounts due from banks	1	(2)	1	(2)
Obligatory reserve with the Croatian National Bank	(1)	(3)	(1)	(3)
Placements with and loans to other banks	1	(5)	5 <b>=</b> 5	(5)
Financial assets at fair value through PL	=	3	·	3
Loans and advances to customers	376	458	356	418
Financial investments held to maturity	(8)	1	(7)	1
Other assets	28	9	27	9
	397	461	376	421
Hereof:				
Identified losses Unidentified losses	419 (22)	465 (4)	411 (35)	423 (2)

### 33. Income tax expense

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Recognised in through statement of profit or loss			_	
- Current tax expense	(39)	(73)	(6)	(29)
- Deferred taxes	(62)	(16)	(64)	(22)
Income tax expense	(101)	(89)	(70)	(51)
Reconciliation of income tax expense at 20%				
Profit before tax	465	384	364	327
Income tax at 20%	(93)	(77)	(73)	(65)
Adjustment of income tax from the previous year in current year	6	3	6	3
Non-deductible expenses	(2)	(19)	(2)	(2)
Tax incentives and tax exempt income	12	1	14	13
Effects of previously unrecognised deferred tax benefit from tax losses available for future	(40)	•	/4F\	
periods	(13)	3	(15)	============
Income tax expense	(101)	(89)	(70)	(51)
Effective income tax rate	21.70%	23.21%	19.23%	19.88%
Unrecognised deferred tax assets				

#### Unrecognised deferred tax assets

As at 31 December 2014, the Bank has HRK 89 million gross tax losses (2013: nil), whereas the subsidiaries` gross tax losses are disclosed below. Such tax losses may only be used by the company that incurred the loss to reduce taxable profits of the following five years. The expiry dates for unused tax losses for 2014 were as follows:

	Group	Group	Group Gross tax	Group
0	Gross tax losses 2014 HRK millions	Tax benefit 2014 HRK millions	losses 2013	Tax benefit 2013 HRK millions
31 December 2014			6	1
31 December 2015	120	20	10	2
31 December 2016	19	2	12	2
31 December 2017	32	-	:=	t.
31 December 2018	1	=		•
<u></u>	172	22	28	5

### 34. Share capital

Group and Bank	2014 Total of ordinary shares HRK millions	2013 Total share HRK millions
Share capital	3,621	3,621
Nominal value per share	HRK 1,000	HRK 1,000
Number of shares	3,621,432	3,621,432

The parent bank of the Group is Raiffeisen Bank International AG, a company founded in Austria. The shareholder at the year-end was as follows:

51	2014 Ordinary Shares %	2013 Ordinary Shares %
Raiffeisen SEE Region Holding Gmbh	100	100
	100	100

#### 35. Other reserves

#### Share premium

The share premium represents the accumulated positive difference between the nominal value and amount received upon issue of share capital.

#### Legal reserve

The legal reserve represents accumulated transfers from retained earnings in accordance with the Croatian Companies Act, which requires a minimum of 5% of the Group's net profit to be transferred to a non-distributable statutory reserve until the reserve (including share premium) reaches 5% of the Group's registered share capital. The legal reserve may be used to cover prior period losses if the losses are not covered by current year profits or if other reserves are not available.

#### Fair value reserve

The fair value reserve includes unrealised gains and losses on changes in the fair value of financial assets available for sale, net of deferred tax.

#### 36. Proposed dividends

Dividends payable are not accounted for until they have been ratified at the General Meeting of Shareholders.

At a meeting to be held on 20 April 2015, a dividend of HRK 81.18 per ordinary share (2013: HRK 95.3 per ordinary share), totaling HRK 294 million (2013: HRK 345 million) is to be proposed.

On 20 February 2014 the dividend in the amount of HRK 460 million (HRK 126.90 per ordinary share) was paid to our shareholder. The decision for payment was made on the General Assembly meeting held on 14 February 2014. Additionally, on 25 April 2014 the dividend in the amount of HRK 345 million (HRK 95.30 per ordinary share) was paid to our shareholder. The decision for payment was made on the General Assembly meeting held on 17 April 2014. In the year 2014 total amount paid to the shareholder was HRK 805 million.

During 2014 some of the Group's companies declared payment of HRK 56 million of dividends from retained earnings (2013: HRK 56 million), which was approved by the CNB.

# 37. Non-controlling interest

	Group 2014 HRK millions	Group 2013 HRK millions
At 1 January	62	80
Share of retained (loss)/ profit for the year	3	(14)
Distribution of dividend	ā	(4)
At 31 December	65	62

# 38. Earnings per share attributable to equity holders of the parent

	Group 2014	Group 2013	Bank 2014	Bank 2013
	<b>HRK millions</b>	<b>HRK millions</b>	<b>HRK</b> millions	<b>HRK millions</b>
Net profit for the year attributable to equity holders of the parent net of proposed dividend on preference shares	361	309	294	276
Weighted average number of ordinary shares outstanding during the year	3,621,432	3,621,432	3,621,432	3,621,432
Earnings per share attributable to equity holders of the parent	100	85	81	76

# 39. Cash and cash equivalents

\$ <del></del>	Notes	Group 2014 HRK millions	2013		Bank 2013 HRK millions
Cash in hand	5	571	621	571	621
Items in the course of collection	5	1	1	1	1
Gyro account with the Croatian National Bank	5	1,213	1,012	1,213	1,012
Current accounts with other banks	5	63	191	63	154
Placements with and loans to other banks with original maturity up to three months		1,007	897	988	789
Less impairment losses		(25)	(21)	(25)	(21)
		2,830	2,701	2,811	2,556

#### 40. Concentration of assets and liabilities

The Group's and Bank's assets are significantly concentrated on amounts due from the Republic of Croatia, as follows:

		Group 2014	Group 2013		Bank 2013
2	Notes	HRK millions	HRK millions	HRK millions	HRK millions
Gyro account with the Croatian National Bank	5	1,213	1,012	1,213	1,012
Deposits with the Croatian National Bank	8	370	370	370	370
Obligatory reserve with the Croatian National Bank	6	1,985	2,056	1,985	2,056
Government bonds, direct exposure	7, 9, 11	1,907	1,540	1,136	1,183
Treasury bills issued by the Ministry of Finance	7,9,11	1,078	1,128	1,001	1,128
Loans and advances to customers		2,302	2,445	2,106	2,445
Impairment losses		(64)	(61)	(62)	(61)
Deposits from the Republic of Croatia		(96)	(89)	(96)	(89)
		8,695	8,401	7,653	8,044

In addition, the Bank had indirect exposure to the Croatian state in respect of loans and advances to public funds and off-balance-sheet exposures as follows:

	Group 2014	Group 2013	2014	2013
( <del></del>	HRK millions	HRK millions	HRK millions	HRK millions
Loans to customers guaranteed by the State	848	1,981	656	1,981
Guarantees, letters of credit and undrawn lending facilities	6	95	6	95
e	854	2,076	662	2,076

The total net direct and indirect on and off-balance-sheet exposure to Croatian state risk represents 22% of the total assets and off-balance-sheet exposure of the Group (2013: 24%) and 21% of the total assets and off-balance-sheet exposure of the Bank (2013: 25%).

#### 41. Repurchase and resale agreements

The Group 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. The financial instruments sold are not derecognised and the proceeds are accounted for as interest bearing borrowings. At the year-end assets sold under repurchase agreements were as follows:

Group	Fair value of underlying assets HRK millions	Carrying amount of corresponding liabilities HRK millions	Repurchase date	Repurchase price HRK millions
2014				
Securities at fair value through profit or loss	450	427	January-April 2015	431
Financial investments held to maturity	345	336	January-April 2015	337
2013				
Securities at fair value through profit or loss	76	73	January 2014	74
Financial investments held to maturity	429	405	January 2014	405
Bank	Fair value of underlying assets HRK millions	Carrying amount of corresponding liabilities HRK millions	Repurchase date	Repurchase price HRK millions
2014	of underlying	amount of corresponding		
	of underlying assets	amount of corresponding liabilities		price
2014 Securities at fair value through	of underlying assets HRK millions	amount of corresponding liabilities HRK millions	date  January-April	price HRK millions
2014  Securities at fair value through profit or loss  Financial investments held to	of underlying assets HRK millions	amount of corresponding liabilities HRK millions	January-April 2015 January-April	price HRK millions 507
2014  Securities at fair value through profit or loss  Financial investments held to maturity	of underlying assets HRK millions	amount of corresponding liabilities HRK millions	January-April 2015 January-April	price HRK millions 507

#### 41. Repurchase and resale agreements

The Group also purchases financial instruments under agreements to resell them at future dates ("reverse repurchase agreements"). The seller commits to repurchase the same or similar instruments at an agreed future date. Reverse repurchases are entered into as a facility to provide funds to customers and are accounted for as loans and advances to customers; the underlying financial instruments are not recognised. At year end assets purchased subject to agreements to resell them were as follows:

Group and Bank	Carrying amount of receivable HRK millions	Fair value of assets held as collateral HRK millions	Repurchase date	Repurchase price HRK millions
Loans and advances to customers				
2014	140	155	January- February 2015	142
2013	130	149	January 2014	130

#### 42. Commitments and contingent liabilities

The aggregate amounts of outstanding guarantees, letters of credit and undrawn loan commitments at 31 December 2014 were:

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Guarantees	3,053	3,418	3,117	3,495
Letters of credit	124	70	124	70
Undrawn loan commitments	4,531	3,890	4,413	3,723
	7,708	7,378	7,654	7,288

At 31 December 2014, the Group and the Bank recognised portfolio based provisions for off-balance-sheet risks arising from the issue of guarantees, letters of credits and undrawn lending commitments, in the amount of HRK 76 million (2013: HRK 72 million), which are included in provisions for liabilities and charges (see Note 22).

#### Group as a lessee

The Group leases certain business premises and other assets under operating lease arrangements. Lease payments are originally denominated in EUR. In accordance with IAS 39 "Financial Instruments: Recognition and Measurement", such lease commitments should be accounted for as an embedded derivative. Since market rates for forward EUR currency agreements in excess of six months are currently not easily available in Croatia, the Group is not able to calculate the fair value of the embedded option. Accordingly, gains and losses will be recognised through statement of profit or loss upon payment of the lease installment.

#### 43. Assets and liabilities managed on behalf of third parties

The Group provides trust and custody services to companies, banks, individuals, and investment and pension funds (all non-Group) whereby it holds and manages assets or invests funds received in various financial instruments at the direction of the customer. The Group receives fee income for providing these services. Trust assets are not assets of the Group and are not recognised in the consolidated statement of financial position. The Group is not exposed to any credit risk relating to such placements, as it does not guarantee these investments.

At 31 December 2014, the total assets under custody held by the Group on behalf of customers were HRK 6,287 million (2013: HRK 5,194 million).

In addition, at 31 December 2014, total assets of investment and pension funds under Group management amounted to HRK 22,294 million (2013: HRK 19,587 million).

During 2014 the Group made income in the amount of HRK 128 million (2013: HRK 113 million) of fees on trust activities provided to companies, banks and individuals, and management of investment and pension funds.

As at 31 December 2014 the Group and the Bank managed loans on behalf of third parties as follows:

	2014	2013
	HRK millions	HRK millions
Assets		
- Loans to companies	164	13
Total assets	164	13
Liabilities		
- Financial institutions	164	13
Total liabilities	164	13

# 44. Derivative instruments and dealings in foreign currencies

The Group and the Bank had the following derivative contracts accounted for as trading instruments open at year-end.

Group	No	otional an	Fair values				
	Up to 3 months	3 – 12 months	1 – 5 years	Over 5 years	Total	Assets	Liabilities
2014	HRK	HRK	HRK	HRK	HRK	HRK	HRK
*	millions	millions	millions	millions	millions	millions	millions
<ul> <li>Forward foreign exchange contracts - OTC</li> </ul>							
- CHF	137	232	ê	-	369	-	2
- EUR	3,441	1,602	314		5,357	-	-
- USD	605	5	-		610	3	7
- other fx	9	6	77		15	2	5
- HRK	1,527	594	87	Ä	2,208	66	7
- Forward rate agreement	:::2	2,006	1,274	я	3,280	-0	2
- Cross currency swap - OTC	198	899	884	72	2,053	2	150
- Interest rate swap - OTC	60	960	495	426	1,941	15	65
- Futures	329	*		<u> </u>	329		3
	6,306	6,304	3,054	498	16,162	88	241
Unsettled foreign currency spot transactions - OTC	1,426	-	0.		1,426		<u>.</u>

# 44. Derivative instruments and dealings in foreign currencies (continued)

Group	No	otional an	Fair values				
	Up to 3	3 – 12 months	1 – 5	Over 5	Total	Assets	Liabilities
2013	HRK	HRK	years HRK millions	years HRK millions	HRK millions	HRK millions	HRK millions
- Forward foreign exchange contracts - OTC							
- CHF	45	29	2	=:	74	6	1
- EUR	4,267	3,651	122	·=:	8,040	:=	_
- USD	370	57	-	<del></del>	427	-	2
- other fx	48	10	_	<u>=</u> (	58	2	8
- HRK	1,663	2,287	8		3,958	22	35
- Forward rate agreement	-	4,054	993	-	5,047	2	1
- Cross currency swap - OTC	10	1,339	1,699	88	3,136	6	536
- Interest rate swap - OTC	56	1,605	1,433	445	3,539	16	61
- Options - purchased	33	=	7. <del>5</del>	-	33	1	-
- Options - sold	33	-	(- <del></del>	-	33		1
- Futures	15	340	0 <b>=</b>	-	15	=	щ
	6,540	13,032	4,255	533	24,360	55	645
Unsettled foreign currency spot transactions - OTC	1,330	? <b>₩</b> .	5.0	4	1,330	1	1

# 44. Derivative instruments and dealings in foreign currencies (continued)

At the Group and the Bank level unsettled foreign currency spot transactions are denominated in EUR in the amount of HRK 603 million (2013: HRK 519 million), in USD in the amount of HRK 25 million (2013: HRK 144 million) in other currencies in the amount of HRK 23 million (2013: HRK 31 million) and in HRK in the amount of HRK 775 million (2013: HRK 636 million).

Bank	N	lotional an	nount, rem	naining life	е	Fair values		
	Up to 3	3 – 12	1 – 5		Total	Assets	Liabilities	
2014	months HRK millions	months HRK millions	HRK	5 years HRK millions	HRK millions	HRK millions	HRK millions	
- Forward foreign exchange contracts - OTC								
- CHF	137	232	85	=	369		2	
- EUR	3,610	1,602	314		5,526	_	-	
- USD	605	5		2	610	3	6	
- other fx	9	6		-	15	2	5	
- HRK	1,569	594	87	=	2,250	66	7	
- Forward rate agreement		2,006	1,274	-	3,280	₩.	2	
- Cross currency swap - OTC	198	899	884	72	2,053 0	3	150	
- Interest rate swap - OTC	63	973	542	518	2,096	26	66	
- Futures	329	1		18	329		3	
	6,520	6,317	3,101	590	16,528	100	241	
Unsettled foreign currency spot transactions - OTC	1,426	:#1		9 <del>9</del> 9	1,426	+		

# 44. Derivative instruments and dealings in foreign currencies (continued)

Bank	Notional amount, remaining life					Fair values		
	Up to 3	3 – 12	1 – 5		Total	Assets	Liabilities	
2013	months HRK millions	months HRK millions	years HRK millions	5 years HRK millions	HRK millions	HRK millions	HRK millions	
- Forward foreign exchange contracts - OTC								
- CHF	45	29	-	<u>=</u>	74	6	1	
- EUR	4,423	3,651	122		8,196	*	-	
- USD	370	57	-	77	427	-	2	
- other fx	48	10	-	2	58	2	8	
- HRK	1,738	2,287	8	-	4,033	22	35	
- Forward rate agreement	=	4,054	993	-	5,047	2	1	
- Cross currency swap - OTC	10	1,339	1,699	88	3,136	6	536	
- Interest rate swap - OTC	59	1,618	1,489	543	3,709	23	62	
- Options - purchased	33	•	-	-	33	1	-	
- Options - sold	33	-	:=:	-	33	(4).	1	
- Futures	15	) és	_	-	15	<b>(4)</b>	-	
	6,774	13,045	4,311	631	24,761	62	646	
Unsettled foreign currency spot transactions - OTC	1,330	)=(		714	1,330	1	1	

Fair	valu	o ha	da	ina
rair	valu	e ne	.uu	ma

rair value lieugilig							
	Average fixed						
		rate	Noti	ional amount		Fair value	
	2014	2013	2014	2013	2014	2013	
	%	%	HRK millions	HRK millions	HRK millions	HRK millions	
Hedge item - loans to customers	7.32	: <b>*</b> :	106		6	2-6	
Hedging instrument - Interest rate swap 1 to 5 years	1.2275	Jæ:	106	, <del>a</del>	(6)	<i>(</i> ₹)	

For the year ended hedge effectiveness ratio is 100%.

# 44. Derivative instruments and dealings in foreign currencies (continued)

#### Interest rate related contracts

The Group has economically hedged its exposure to interest rate risk on borrowings and government bonds, entering into interest rate swaps, denominated in EUR under which the Group pays a fixed rate and receives a floating rate or pays a floating rate and receives a fixed rate. Other interest rate swaps are customer driven.

The following table indicates the swaps and their weighted average interest rates. Average floating rates are based on rates implied in the yield curve at 31 December. These may change significantly, affecting future cash flows.

Group	2014 HRK millions	2013 HRK millions
Pay fixed swaps – notional amount	1,320	2,434
Pay variable swaps – notional amount	727	1,102
Average pay fixed rate	1.71%	1.96%
Average receive variable rate	0.06%	0.21%
Average pay variable rate	0.08%	0.22%
Average receive fixed rate	1.77%	1.96%

Bank	2014 HRK millions	2013 HRK millions
Pay fixed swaps – notional amount	1,328	2,444
Pay variable swaps – notional amount	873	1,261
Average pay fixed rate	1.84%	2.05%
Average receive variable rate	0.06%	0.22%
Average pay variable rate	0.07%	0.21%
Average receive fixed rate	1.86%	2.01%

#### 45. Related party transactions

Raiffeisenbank Austria d.d. and its subsidiaries are immediately owned by Raiffeisen Bank International AG ("the RBI"), a Company founded in Austria. The ultimate parent bank is RBI, incorporated in Austria, to whom and to whose affiliates (collectively "the RBI Group") the Group provides banking services. The Bank considers that it has an immediate related party relationship with its subsidiaries and associates ("the Group"), and the Group considers that it has an immediate related relationship with the RBI Group, the Supervisory and Management Board members and other executive management of the Bank and its subsidiaries (together "key management personnel"), close family members of key management personnel, and entities controlled, jointly controlled or significantly influenced by key management personnel and their close family members.

#### a) Key transactions with related parties

Assets and liabilities and off balance sheet exposures and income and expenses as at and for the year ended 31 December 2014 and 2013, arising from transactions with related parties were as follows:

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Statement of total comprehensive income				
Interest, fee and commission income				
- Raiffeisen Leasing d.o.o.	) <del>+</del> 0	-	22	24
- Raiffeisen stambena štedionica d.d.			3	-
- Raiffeisen consulting d.o.o.	-	-	6	4
Raiffeisen mirovinsko društvo za upravljanje				
dobrovoljnim mirovinskim fondom d.d.	: <b>=</b> i	: =	-	1
- Raiffeisen mirovinsko osiguravajuće društvo				
d.d.	-	S <del>-</del>	1	1
- Raiffeisen factoring d.o.o.	3963	100	8	12
- Raiffeisen Invest d.o.o.	-	-	4	4
- RBI	17	25	17	25
- RBI Group	: <u>*</u> :	2		2
Total	17	27	61	73
Interest, fee and commission expense				
- Raiffeisen Leasing d.o.o.	::::	9 <del>0</del>	(1)	(1)
- Raiffeisen consulting d.o.o.	( <del>*</del> .	0.00	9€	(1)
- Raiffeisen mirovinsko društvo za upravljanje				54656
dobrovoljnim mirovinskim fondom d.d.	== ,	0. <del>5</del> .	85	(1)
<ul> <li>Raiffeisen mirovinsko osiguravajuće društvo</li> </ul>				
d.d.	-	-	(1)	(1)
- RBI	(167)	(172)	(120)	(140)
- RBI Group	(13)	(29)	(12)	(14)
Total	(180)	(201)	(134)	(158)

# 45. Related party transactions (continued)

Dealing and other income - Raiffeisen Leasing d.o.o.	± ±	#: 2	1	
Paiffeisen Leasing d.o.o.	# #	¥:	1	
- Ivaliteisell Leasing U.O.O.	=	2		6
<ul> <li>Raiffeisen stambena štedionica d.d.</li> <li>Raiffeisen mirovinsko društvo za upravljanje</li> </ul>			1	-
obveznim i dobrovoljnim mirovinskim fondovima d.d.	<del></del>		47	-
- Raiffeisen mirovinsko društvo za upravljanje				
obveznim mirovinskim fondom d.d.	<del>-</del>	=	<del></del>	36
<ul> <li>Raiffeisen mirovinsko osiguravajuće društvo</li> </ul>				
d.d.	2	=	8	-
- Raiffeisen Invest d.o.o.	-	曼	1	1
- Raiffeisen consulting d.o.o.	18		6	(5)
- Raiffeisen factoring d.o.o.	706	*	4	22
- RBI	44	95	44	95
Total	44	95	112	155
Operating expenses				
- Raiffeisen Leasing d.o.o.	3.44	#	(8)	(8)
- Raiffeisen consulting d.o.o.		=	(17)	(12)
-Raiffeisen factoring d.o.o.	· =	<del>-</del>	(2)	(5)
- RBI	(36)	(38)	(36)	(38)
- RBI Group	(1)	(1)	(1)	(1)
Total	(37)	(39)	(64)	(64)
Assets Current accounts and placements with banks - Raiffeisen stambena štedionica d.d.		¥	52	
- RBI	17	53	17	53
- RBI Group	3	5	3	5
Total	20	58	72	58
Loans to customers				
- Raiffeisen consulting d.o.o.	: <b>-</b> :	2	63	33
- Raiffeisen Leasing d.o.o.	-	2	372	387
- Raiffeisen factoring d.o.o.	-	<u></u>	0. <del>5</del>	160
Total	:#)		435	580
Accrued income and other assets				
- Raiffeisen Leasing d.o.o.	3	-	12	8
- Raiffeisen consulting d.o.o.		-	12	6
- Raiffeisen Invest d.o.o.	100	-	000	1
- Raiffeisen factoring d.o.o.	-	-	4	2
- RBI	16	4	16	4
Total	16	4	44	21

# 45. Related party transactions (continued)

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Liabilities				
Deposits				
- Raiffeisen Leasing d.o.o.	196	-:	28	15
- Raiffeisen stambena štedionica d.d.			2	-
<ul> <li>Raiffeisen consulting d.o.o.</li> <li>Raiffeisen mirovinsko društvo za upravljanje obveznim i dobrovoljnim mirovinskim</li> </ul>	<u> </u>	ž.	1	1
fondovima d.d. - Raiffeisen mirovinsko društvo za upravljanje	35 <b>=</b> 2	-	70	<b>(4</b> )
obveznim mirovinskim fondom d.d. - Raiffeisen mirovinsko društvo za upravljanje	· <del>···</del>	-	-	28
dobrovoljnim mirovinskim fondovima d.o.o Raiffeisen mirovinsko osiguravajuće društvo	<b>%</b>	<u> </u>	Ē	38
d.d.	72		40	38
- Raiffeisen factoring d.o.o.	=	-	396	198
- Raiffeisen Invest d.o.o.	=	-	9	8
- RBI	70	2	70	2
- RBI Group	5	49	5	49
Total	75	51	621	377
Borrowings and subordinated liabilities Raiffeisen stambena štedionica d.d RBI	3,032	4,239	76 634	- 1,958
- RBI Group		76	( <b></b> )	
Total	3,032	4,315	710	1,958
Accruals and other liabilities				
- Raiffeisen leasing d.o.o.	-	40	1	
- RBI	236	13	236	13
- RBI Group	8	1	8	1
Total  Off balance sheet exposure	244	14	245	14
Derivative instruments				
- Raiffeisen Leasing d.o.o.	:#S	12	49	85
- Raiffeisen consulting d.o.o.	==11		315	316
- RBI	11,367	10,426	11,367	10,426
- RBI Group	16	10,420	11,507	10,420
Total	11,383	10,434	11,747	10,835
1 4 141	11,303	10,434	11,747	10,033

# 45. Related party transactions (continued)

2014	Exposure HRK	Liabilities HRK	Income HRK	Expense HRK
2014	millions	millions	millions	millions
Group				
Key management personnel				
Short-term benefits (bonuses, salaries and				
fees)	34	20	92	41
Long-term benefits	(#	養	-	11
Loans and advances	42	-	2	3#
Deposits	32	17		-
Total	42	37	2	52
Bank				
<b>Key management personnel</b> Short-term benefits (bonuses, salaries and				
fees)		15	-	16
Long-term benefits		=	-	9
Loans and advances	12	_	1	-
Deposits		8	-	-
Total	12	23	1	25

2013	Exposure HRK millions	Liabilities HRK millions	Income HRK millions	Expense HRK millions
Group				
Key management personnel				
Short-term benefits (bonuses, salaries and				
fees)	·=:	21	<del>7</del>	47
Long-term benefits				9
Loans and advances	50	=	2	-
Deposits	(=)	18	_	1
Total	50	39	2	57
Bank				
Key management personnel				
Short-term benefits (bonuses, salaries and				
fees)	141	17	-	22
Long-term benefits	<b>⊕</b>		-	7
Loans and advances	20	-	1	-
Deposits	-	9	-	2
Total	20	26	1	29

#### 46. Risk management

This section provides details of the Group's exposure to risk and describes the methods used by management to control risk. The most important types of financial risk to which the Group is exposed are credit risk, liquidity risk and market risk. Market risk includes currency risk, interest rate risk and equity price risk.

An integrated system of risk management is established at the Group level by introducing a set of policies and procedures, determining the limits of risk levels acceptable to the Group. The limits are set according to the amount of regulatory capital and apply to all types of risk. Methodologies and models for managing operational risk have been developed.

#### Credit risk

The Group is exposed to credit risk through its trading, lending, economic hedging and investing activities and in cases where it acts as an intermediary on behalf of customers or other third parties or issues guarantees. The risk that counterparties to derivative or other instruments might default on their obligations is monitored on an ongoing basis. To manage the level of credit risk, the Group deals with counterparties of good credit standing, and when appropriate, obtains collateral.

The Group'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 statement of financial position. In addition, the Group is exposed to off-balance-sheet credit risk through unutilized part of loans granted and guarantees issued – refer to Note 41.

Exposure to credit risk is managed in accordance with the Group's policies. Credit exposures to portfolios and individual risk groups are reviewed on a regular basis. Breaches of set limits are reported to appropriate authority level. Any substantial increases in credit exposure are authorized by the Credit Committee. The Credit Committee and Problem Loan Committee monitor changes in the creditworthiness of borrowers.

In case the analysis of borrower's creditworthiness proves to be inadequate a workout officer calculates and recommends creation of individual loan loss provisions. Problem loan committee decides upon individual loan loss provisions. Credit risk assessment is an ongoing process designed to facilitate the early identification of impairment of credit exposures.

The Group applies a prudent approach to credit risk assessment. When credit exposure is through EWS system classified as "Work-out"("WO") the first time the case has to be transferred to the Collections and Workout Division and it is reported to the Problem Loan Committee. However, in case default is recognised prior to regular transfer through EWS system the client has to be evidenced in Default Data Base (DDB) and immediately transferred to Work-out Department.

According to local methodology (HNB) for those placements Bank uses following classification into the appropriate risk groups:

A group - placements that are fully recoverable

B group - placements that are partially recoverable

- 1) subgroup B-1 value adjustment at least 1% but not higher than 30% of each placement
- 2) subgroup B-2 value adjustment more than 30%, but not higher than 70% of each placement
- 3) subgroup B-3 value adjustment more than 70% but less than 100% of each placement

C group - placements that are fully unrecoverable - 100% value adjustment

The Bank uses an early warning system for identifying potentially doubtful accounts among its non-retail customers. This is a kind of support to timely identify any changes in the risk level of a particular customer. Monitoring is performed on a monthly basis. Once an early warning is provided, it is acted upon by analyzing its value and root cause. Depending on the risk level rating of a customer (1-4), the customer remains within the Corporate Division (1 - regular customer and 2 - pre-workout customer) or is transferred to the Loan Workout Division (3 - Early workout stage or 4 - Late workout stage or legal action).

Early Warning System is also used for Micro segment. The EWS output is mainly based on an evaluation of the customer's behavior and the monitoring is performed on a monthly basis. Customers are classified according to their risk profile (low, medium, high) and appropriate actions are taken as per their category.

#### 46. Risk management (continued)

#### Credit risk (continued)

The Credit Committee has the authority to approve new limit to the clients of risk status 1 and 2. The decision of the Credit Committee can be reversed only by the Supervisory Board. The Problem Loan Committee has the authority for credit reviews of the clients with risk status 3 and 4, and is in charge of determination of individual loan loss provisions.

The Group's credit policies contain retail and corporate customer lending guidelines. The credit policies define the criteria for providing funds to e.g. target industries, structuring portfolios in line with customer ratings, by type of collateral, and similar. The Group has internal policies in place that regulate acceptable types of collateral and their valuation. Most frequently provided security instruments comprise real estate, cash deposits, movable property, inventories, listed securities and other assets.

### Concentration of risk and maximum exposure to credit risk

The table below shows the maximum exposure to credit risk for the components of the statement of financial position:

		2014	2013	2014	2013
		Group	Group	Bank	Bank
	Notes	HRK millions	HRK million s	HRK millions	HRK millions
Cash and current accounts with banks					
Obligators are selected that Occasion	5	1,276	1,203	1,276	1,166
Obligatory reserve with the Croatian National Bank	6	1,985	2,056	1,985	2,056
Placements with, and loans and advances to banks	8	1 450	1 642	4 400	4 474
Loans and advances to customers	10	1,450	1,643	1,482	1,474
Corporate	10	12,387	14,728	10,289	12,920
Retail (individuals)		12,026	11,415	11,260	11,415
Financial assets available for sale	9	3,328	85	3,083	6
Financial investments held to maturity	11	415	804	2	624
Income tax receivables	16	39	32	43	52
Other assets	16	177	209	79	113
		33,083	32,175	29,497	29,826

The table below shows the maximum exposure to credit risk for the components of the off balance:

Contingent liabilities and commitments	Notes	2014 Group HRK millions	2013 Group HRK millions	2014 Bank HRK millions	2013 Bank HRK millions
Guarantees	42	3,053	3.418	3.117	
Credit and other liabilities	42	4,655	3,960	4,537	3,495 3,793_
		7,708	7,378	7,654	7,288

#### 46. Risk management (continued)

#### Credit risk (continued)

#### Concentration of risk and maximum exposure to credit risk (continued)

Concentration of credit risk by geographic region and industry

The Group and Bank have a diversified portfolio within Croatia covering all sectors of the economy. The majority of commercial lending is to companies and individuals domiciled in Croatia. The Group and Bank have the following gross credit risk concentration by geographic region and industry in respect of the commercial loan portfolio (including finance leases):

		2014		2013		2014		2013			
		Group		Group		Bank		Bank			
	Assets	Off- balance	Assets	Off- balance	Assets	Off- balance	Assets	Off- balance			
	Assets	sheet items	ASSELS	sheet items	she iten	sheet		sheet		Assets	sheet items
	HRK	HRK	HRK	HRK	HRK	HRK	HRK	HRK			
	millions	millions	millions	millions	millions	millions	millions	millions			
Geographic region:											
Croatia	29,376	7,684	30,956	7,325	25,796	7,630	28,609	7,235			
Rest of EU	3,080	20	1,005	49	3,080	20	1,005	49			
Non EU	254	-	129	-	254	-	129				
Other	373	4	83	4	373	4	83	4			
Total	33,083	7,708	32,173	7,378	29,503	7,654	29,826	7,288			

#### Concentration of credit risk by industry:

	Group 2014	Group 2013	Bank 2014	Bank 2013
	%	%	%	<u>%</u>
Individuals	33	31	33	33
Financial services	13	13	15	15
Trade	10	13	10	11
Central and local government	11	6	10	6
Construction	7	10	7	10
Food and drink industry	4	6	4	5
Non-metal industry	6	5	6	5
Electronics	3	3	3	3
Wood and paper industry	1	1	1	1
Craft and services	8	9	8	9
Other business activities	4	3	3	2
Total loans and advances to customers	100	100	100	100

# 46. Risk management (continued)

# Credit risk (continued)

# Concentration of risk and maximum exposure to credit risk (continued)

Concentration of assets related to risk groups (balance sheet and off-balance sheet exposure)

	2014	2014	2013	2013	2014	2014	2013	2013
	Group HRK millions	Group HRK millions	Group HRK million	Group HRK millions	Bank HRK millions	Bank HRK millions	Bank HRK millions	Bank HRK millions
Group's	Gross	Impairment	Gross	Impairment	Gross	Impairment	Gross	Impairment
rating	exposure to	allowance	exposure to	allowance	exposure to	allowance	exposure to	allowance
	customers		customers		customers		customers	
Α	36,829	371	35,705	363	33,354	331	33,449	361
B1	735	124	1,032	171	721	123	999	167
B2	1,374	742	1,319	678	1,310	706	1,221	645
В3	1,046	857	827	688	1,020	857	823	677
С	807	807	668	668	752	752	622	622
Total	40,791	2,901	39,551	2,568	37,157	2,769	37,114	2,472

### Collateral held and other credit enhancements

	Group 2014	Group 2013	Bank 2014	Bank 2013
	HRK millions	HRK millions	HRK millions	HRK millions
Banks	118	334	118	334
Sovereigns	82	916	4	913
Corporate customers - Large	4,797	5,885	4,463	5,340
Corporate customers - SMB	428	586	374	529
Retail – private individuals	4,316	4,677	4,113	4,666
Retail – micro SME	273	824	197	204
Total	10,014	13,222	9,269	11,986

# 46. Risk management (continued)

# Credit risk (continued)

# Ageing of past due but not impaired

	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Up to 30 days	7,443	10,144	6,743	8,372
Up to 31 - 90 days	754	560	753	542
Up to 91 - 180 days	6	157	6	156
Up to 181 - 365 days	4	84	3	115
Over 365 days	1	105	1	113
	8,208	11,050	7,506	9,298
	Group 2014 HRK millions	Group 2013 HRK millions	Bank 2014 HRK millions	Bank 2013 HRK millions
Loans and advances to customers  Neither past due not impaired  Past due not impaired	<b>20,740</b> 12,532 8,208	<b>22,818</b> 11,768 11,050	<b>18,059</b> 10,553 7,506	<b>21,181</b> 11,883 9,298
Hereof loans to companies and similar entities Hereof neither past due not impaired Hereof past due not impaired Hereof loans and advances to individuals	<b>9,844</b> 6,328 3,516	<b>12,533</b> 5,475 7,058	<b>7,898</b> <i>4,349</i> <i>3,54</i> 9 <b>10,161</b>	10,896 5,590 5,306
Hereof neither past due not impaired Hereof past due not impaired	6,204 4,692	6,293 3,992	6,204 3,957	<b>10,285</b> 6,293 3,992

#### 46. Risk management (continued)

#### Liquidity risk

Important role which banks play in financial markets is maturity transformation. The need for the maturity transformation comes from the fact that the banks depositors' require quick and short term access to their deposited funds while on the other hand other group of bank clients requires funding via long term loans. This situation gives rise to the persistent discrepancies between inflows and outflows of the bank in various time bands (liquidity gaps). In order to manage these discrepancies or gaps, the bank engages in various transactions with other members of the financial market. Hence, liquidity gaps result in liquidity risk which manifests itself in the form of the risk that the bank won't be able to efficiently liquidate its assets.

The Group continually assesses liquidity risk by identifying and monitoring changes in the level of mismatch between inflows and outflows on total and on currency level, and changes in the availability of funds needed for achieving defined business and strategic goals. In addition to this, the Group maintains a portfolio of liquid assets which can, if needed, be used as a source of fresh funds. The liquidity risk is managed through alignment of assets and liabilities, though setup of market, credit and liquidity gaps limits and through achieving appropriate levels of liquidity indicator, including holding of sufficiently large e liquidity buffer, stress tests based on different scenarios, and liquidity contingency plan). All these measures, assessments and analyses are discussed regularly in the Asset/Liability Committee.

The Group aligns its business activities in line with the EBA and local regulation concerning liquidity risk and in line with the internal or the RBI Group acts concerning the management of liquidity reserve.

Short term liquidity gap is also analysed through liquidity surplus and the ratio of expected (modeled) cash inflows and counterbalancing capacity to cash outflows and selected maturities are shown on cumulative basis. Analyses include all balance and off balance sheet positions.

In EUR mln 7c	2013			2014		
	7days	30days	1year	7days	30days	1year
Liquidity gap	364	369	460	285	403	488
Liquidity ratio	167%	134%	118%	152%	139%	115%

To further control and limit the liquidity risk, target loan/deposits ratios are reviewed for certain members of the Group, taking into account the requirements of Basel III.

The Group also conducts liquidity stress-tests analysis on daily level in order to determine the necessary liquidity buffer.

Special attention is devoted to defining the Group's financial plans that include a wide variety of financing for mitigation funding liquidity risks. Funds are raised using a broad range of instruments including deposits, borrowings, and share capital. Different funding sources are mutually coordinated and optimized.

One of the liquidity indicators is the deposits (retail/corporate) to total assets ratio. The annual indicators, based on management accounting information, are set out below.

	2014		2013			
	Retail	Corporate	Retail	Corporate		
	(%)	(%)	(%)	(%)		
31 December	50.20%	22.56%	47.32%	18.08%		
Average	49.12%	19.01%	46.19%	17.79%		
Minimum	47.21%	16.54%	44.13%	16.20%		
Maximum	50.20%	22.56%	48.12%	19.47%		

### 46. Risk management (continued)

# Maturity analysis

The remaining contractual maturity of the Group's assets and liabilities as at 31 December 2014 and 31 December 2013 is presented in the tables below:

The items with undefined maturity are included in terms over 5 years:

Group	Less than 1	1-3	3-12	1-5	Over 5	
	month	months	months	years	years	Total
2014	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions
Assets						
Cash and amounts due from						
banks	1,834	: ::	) <u>=</u>	=	-	1,834
Obligatory reserve with the	4.000					4.000
Croatian National Bank Financial assets at fair value	1,963	0 <del>.€</del> 0	) <del>(</del>	-	2.00	1,963
through profit or loss	1,861	1	1,033	_		2,895
Placements with and loans to	1,001	3.08	1,000			2,093
other banks	976	12	18	434	( <u>*</u>	1,428
Financial assets available for sale	25	12	8	353	2,930	3,328
Loans and advances to customers	2,842	1,394	4,359	7,530	5,655	21,780
Financial investments held to	2,0 .2	1,001	1,000	7,000	0,000	21,700
maturity	70	2	60	43	236	411
Property, plant and equipment	-		-	-	1,517	1,517
Intangible assets		55	-		194	194
Deferred tax assets	·*			156	-	156
Other assets	131	19	49	122	60	381
Total assets	9,702	1,428	5,527	8,638	10,592	35,887
	0,102	1,720	0,021	0,000	10,002	00,007
Liabilities and equity						
Financial liabilities at fair value						
through profit or loss	250	100	-	√ <u>≅</u>	-	250
Deposits from banks	284	18	-	-	-	302
Deposits from companies and						
other similar entities	7,451	296	499	191	37	8,474
Deposits from individuals	4,843	2,367	5,954	1,810	79	15,053
Borrowings	852	934	1,629	1,590	340	5,345
Provisions for liabilities and						
charges		•	45	135	2	182
Other liabilities	314	5	39	60	282	700
Subordinated liabilities	<u>\$</u> ,		4		460	464
Equity attributable to the equity						
holders of the parent	-	:=:	-	*	5,052	5,052
Non-controlling interest					65	65
Total equity and liabilities	13,994	3,620	8,170	3,786	6,317	35,887
Maturity gap	(4,292)	(2,192)	(2,643)	4,852	4,275	
Maturity and (0042)	(0. =0=:	(0.000)	10.000			
Maturity gap (2013)	(2,787)	(2,666)	(2,029)	6,203	1,279	72

# 46. Risk management (continued)

# Maturity analysis (continued)

2013	Less than 1 month HRK millions	1-3 months HRK millions	3-12 months HRK millions	1-5 years HRK millions	Over 5 years HRK millions	Total HRK millions
Assets						
Cash and amounts due from						
banks	1,812	29	2	1	3.0	1,812
Obligatory reserve with the						
Croatian National Bank	2,033	-	*	2040	1000	2,033
Financial assets at fair value	0.774	4	000			0.040
through profit or loss Placements with and loans to	2,771	1	838	(€	( <del>5</del>	3,610
other banks	888	72	61	673		1 622
Financial assets available for sale	000		01	20	65	1,622
Loans and advances to customers	2 404	4 540	- - 700			85
Financial investments held to	3,101	1,512	5,709	7,867	5,623	23,812
maturity	_	617	2	101	77	795
Property, plant and equipment	_	-	_	101	1,554	1,554
Intangible assets		973 742		- 15	192	1,334
Deferred tax assets	_	-	-	216	192	217
Other assets	199	7	52	127	35	
Total assets	10,804	2,137	6,660			420
Total assets	10,004	2,137	0,000	9,004	7,547	36,152
Liabilities and equity Financial liabilities at fair value						
through profit or loss	651	-	) <del>=</del>	<b></b>	•	651
Deposits from banks	419	18	106	975	; <b>•</b> .	543
Deposits from companies and						
other similar entities	6,754	301	411	172	15	7,653
Deposits from individuals	4,512	2,584	6,014	826	83	14,019
Borrowings	904	1,873	2,085	1,615	446	6,923
Provisions for liabilities and			40	400	•	470
charges	054	-	40	130	2	172
Other liabilities Equity attributable to the equity	351	27	33	58	193	662
holders of the parent					5,467	5,467
Non-controlling interest	12E	178		( <del>2</del> )	•	
	42.504	4.000	0.000	0.004	62	62
Total equity and liabilities	13,591	4,803	8,689	2,801	6,268	36,152
Maturity gap	(2,787)	(2,666)	(2,029)	6,203	1,279	*
Maturity gap (2012)	(2,807)	(2,022)	(4,009)	7,424	1,414	

# 46. Risk management (continued)

# Maturity analysis (continued)

The remaining contractual maturity of the Bank's assets and liabilities as at 31 December 2014 and 31 December 2013 is presented in the tables below:

The items with undefined maturity are included in terms over 5 years.

Bank	Less than 1	1-3	3-12	1-5	Over 5	
	month HRK	months HRK	months HRK	years HRK	years HRK	Total HRK
2014	millions	millions	millions	millions	millions	millions
Assets						
Cash and amounts due from banks	1,834		( <del>-</del> )	. <del></del>	-	1,834
Obligatory reserve with the Croatian						
National Bank Financial assets at fair value through	1,963	-	-	-		1,963
profit or loss	1,874	1	794	<b>`</b>	-	2,669
Placements with and loans to other	.,	•				·
banks	976	0	0	449	36	1,461
Financial assets available for sale	9	8	4	291	2,771	3,083
Loans and advances to customers	2,485	832	3,371	6,749	5,598	19,035
Investment in subsidiaries	=	-		<u>(∓</u> ))	366	366
Property, plant and equipment	*	-	300	<b>⊕</b> 0	428	428
Intangible assets	Ē	-	1	3)	186	186
Deferred tax assets	-	-	:	146	-	146
Other assets	101	1	47	97	2	248
Total assets	9,242	842	4,216	7,732	9,387	31,419
Liabilities and equity Financial liabilities at fair value						
through profit or loss	250	-	72	2	a≅	250
Deposits from banks	286	18	- 2	4		304
Deposits from companies and other						001
similar entities	7,899	309	568	140	24	8,940
Deposits from individuals	4,546	2,320	5,723	1,090	79	13,758
Borrowings	507	265	510	831	338	2,451
Provisions for liabilities and charges	0	0	43	125	2	170
Other liabilities	217	3	24	11	-	255
Subordinated liabilities	\ <del></del>		4		460	464
Equity			294	*)	4,533	4,827
Total liabilities and equity	13,705	2,915	7,166	2,197	5,436	31,419
Maturity gap	(4,463)	(2,073)	(2,950)	5,535	3,951	(#
Maturity ann (2012)	(2.070)	(2.274)	(2.240)	6 547	4 407	
Maturity gap (2013)	(3,070)	(2,274)	(2,340)	6,517	1,167	

# 46. Risk management (continued)

# Maturity analysis (continued)

Less					
than 1	1-3	3-12	1-5	Over 5	
				-	Total HRK
millions	millions	millions		millions	millions
1,775	<del>2</del> 20	ā	9 <b>.</b>	:=:	1,775
2,033	<b>≅</b> 0	E	<u> </u>	<del>-</del> 0	2,033
2,778	1	739	( <del>)</del>	<u>≈</u> 7.	3,518
780	<b>=</b> 8	-	673	<del>(=</del> ):	1,453
=	4	≅	-	6	6
2,796	1,244	4,471	7,602	5,977	22,090
	617	=	-	5	617
<b>(40)</b>		=	**	301	301
(*)	-	=======================================	(3)	443	443
(#)	*	#	325	190	190
30	-	75	209	5	209
170	7	57	133	3	370
10,332	1,869	5,267	8,617	6,920	33,005
652	<u>~</u>	₽	188	·	652
420	17	106	•		543
					7,895
					14,019
539	1,239		•		4,091
261	-			2	159
201	3	<b>21</b>	12	5 242	303
	<u>-</u>				5,343
13,402	4,143	7,607	2,100	5,753	33,005
(3,070)	(2,274)	(2,340)	6,517	1,167	
(2,778)	(1,983)	(2.000)	7 507	4.046	
	than 1 month HRK millions  1,775 2,033 2,778 780 2,796  170 10,332  652 420 7,018 4,512 539 261 13,402 (3,070)	than 1 months HRK millions  1,775 - 2,033 - 2,778 1 780 - 2,796 1,244 - 617 - 170 7 10,332 1,869  652 - 420 17 7,018 300 4,512 2,584 539 1,239 - 261 3 - 13,402 4,143	than 1 months HRK millions         1-3 months HRK millions         3-12 months HRK months HRK millions           1,775         -         -           2,033         -         -           2,778         1         739           780         -         -           2,796         1,244         4,471           -         -         -           -         -         -           -         -         -           170         7         57           10,332         1,869         5,267           652         -         -           420         17         106           7,018         300         456           4,512         2,584         6,014           539         1,239         967           -         -         37           261         3         27           -         -         -           13,402         4,143         7,607	than 1 month HRK millions         1-3 months HRK millions         3-12 months HRK millions         1-5 years HRK millions           1,775         -         -         -           2,033         -         -         -           2,778         1         739         -           780         -         -         673           -         -         -         -           2,796         1,244         4,471         7,602           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -         -           170         7         57         133           10,332         1,869         5,267         8,617           7,018         300         456         107           4,512         2,584         6,014         826           539         1,239         967<	than 1 month HRK HRK HRK millions         1-3 months HRK HRK HRK HRK millions         3-12 years HRK HRK HRK millions         0ver 5 years HRK HRK millions           1,775         -         -         -           2,033         -         -         -           2,778         1         739         -         -           780         -         -         673         -           2,796         1,244         4,471         7,602         5,977           -         617         -         -         -           -         -         -         301         -           -         -         -         301         -         -         -           -         -         -         -         301         -

#### 46. Risk management (continued)

#### Market risk

Market risk is the risk that changes in market prices, such as interest rates, foreign exchange rates and others will affect the Group's income or the value of its holdings of financial instruments. Market risk estimates are based on changes in exchange rates, interest rates, credit spreads, equity and commodity prices, and other market parameters. The Objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimizing the return on risk.

Market risk management of the Group and the Bank is conducted in accordance with legislative requirements and directives of domestic and foreign regulators, which is defined in internal policies and procedures which are regularly revised by risk division.

Group, within RBI Group, uses a comprehensive risk management approach for both the trading book and banking book (total-return approach). Market risks are managed consistently in the trading and banking book. The following values are measured and limited on a daily basis in the market risk management system:

#### Value at Risk (confidence level 99%, 1 day)

Value at risk (VaR) is the most important instrument in measuring market risks in normal situation. It represents maximum expected loss that is acceptable for the bank at a certain point of time. The VaR risk measure is a statistically defined estimate of the worst potential loss of a current portfolio, for a specified confidence level, over a given period during which positions can be closed. The Group is using a combination of a hybrid Monte Carlo and historical methods for VaR calculation. This methodology has been developed internally in the RBI Group to monitor the interest rate risk, foreign exchange risk, price risk, and the credit spread risk on the basis of a one-day holding period and a confidence level of 99%. This confidence level is used for internal monitoring.

The quality of the VaR model is continuously monitored by backtesting.

#### Positions and sensitivities limits (to changes in exchange rates, interest rates, etc.)

Sensitivity limits are used to avoid clustering in normal market situations and are the main management instruments in stress situations or in markets that are illiquid or structurally difficult to measure.

#### Stop loss limits

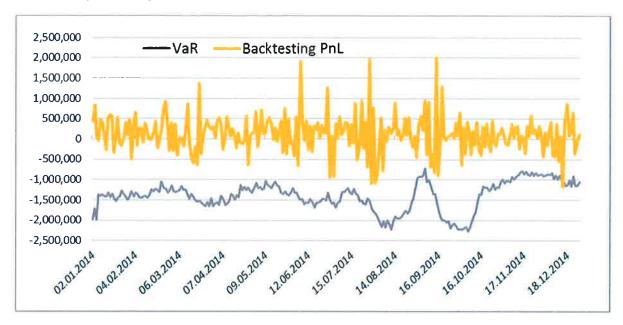
This limit supports traders' discipline in measuring proprietary trading positions and severely limiting losses rather than allowing them to accumulate.

Value at risk number provides the maximum losses that will not be exceeded at a certain confidence level under normal market conditions, but does not provide additional information on potential effects in the case of extreme market movements. So, in order to take these events into account as well, Group carries out daily stress tests with an emphasis on market movements over the past five years. In this way the Bank simulates possible crisis situations and their impact on the current positions. The stress tests consequently deliver important results for the management of risks, for all risk categories monitored and for various risk factors. Stress tests concept complements this multi-level limit system.

HRK millions	December 2013	December 2014	Average	Min	Max
Interest rate risk					
- trading book	3.7	2.0	2.5	1.1	4.5
- banking book	12.3	5.1	8.6	4.2	15.5
Currency risk	0.5	0.3	0.6	0.1	1.6
Credit Spread Risk	3.1	4.5	3.5	2.2	7.1
Price risk	0.4	0.3	0.3	0.1	0.4
Total VaR	14.0	8.1	10.7	5.5	17.4

#### 46. Risk management (continued)

#### Market risk (continued)



The efficiency of VaR model is periodically tested with backtesting procedures. Backtesting methods comprise comparison of 1-day VaR figures with appropriate (hypothetical) statement of comprehensive income figures as seen on the next working day (i.e. over the horizon for which the VaR figure was calculated). Backtesting breach is recorded on date on which (hypothetical) statement of comprehensive income is negative and its absolute value is higher than the VaR calculated for that date (i.e. when the hypothetical loss is greater than the VaR). The high number of backtesting breaches detected during a certain period, in an amount that is higher than the one expected considering the confidence level chosen during the calculation of VaR figures, can indicate that there are certain deficiencies in the VaR model. As the figure shows, during 2014 one backtesting breach was recorded.

#### a) Interest rate risk

Interest rate risk is reflected as negative impact of interest rates on the present value of future cash flows, and hence the net interest income and other cash flows are sensitive to interest rate changes.

The primary sources of interest rate risk are as follows:

- repricing risk is a result of a timing differences in the maturity (for fix-rate) and repricing mismatch (for floating-rate) of assets and liabilities as well as off-balance-sheet positions;
- yield curve risk arises when unanticipated shifts of the yield curve have adverse effect on a bank's income or underlying economic value;
- basis risk arises from imperfect correlation in the adjustment of the rates earned and paid on different instruments with otherwise similar repricing characteristics.

Risk management activities are aimed at optimizing net interest income, given market interest rate levels, consistent with the Group's business strategies. To achieve its risk management objectives, the Group also uses interest rate derivatives.

#### Interest rate repricing, gap analysis and amounts subject to fixed interest rates

The following tables present the Group's and the Bank's assets and liabilities and equity analysed according to repricing periods determined as the earlier of remaining contractual maturity and contractual repricing.

The tables are management's estimate of the interest rate risk for the Group and the Bank as at 31 December 2014 and are not necessarily indicative of the positions at other times but provide some indication of the sensitivities of the Group's and the Bank's earnings to movements in interest rates. Earnings will also be affected by the currency of the assets and liabilities and equity. The Group and the

#### 46. Risk management (continued)

# Interest rate repricing, gap analysis and amounts subject to fixed interest rates (continued)

Bank have a significant proportion of interest-earning assets and interest-bearing liabilities in foreign currency.

Group	Non- interest bearing	Less than 1 month	1-3 months	3-12 months	Over 12 months	Total	Fixed interest rates
2014	HRK millions	HRK millions	HRK millions	HRK millions	HRK milfions	HRK millions	HRK millions
Assets							
Cash and amounts due from banks	1,834	-	Ě	*	<u> </u>	1,834	
Obligatory reserve with the Croatian National Bank	1,963	-	-	:=	-	1,963	
Financial assets at fair value through profit or loss Placements with and loans to	130	1,785	472	309	199	2,895	2,233
other banks Financial assets available for	482	862	18	-	66	1,428	946
sale Loans and advances to	110	15	915	662	1,626	3,328	2,185
customers Financial investments held to	44	16,291	525	556	4,364	21,780	5,236
maturity	7	66	=	4	334	411	404
Property, plant and equipment	1,517	=		-	-	1,517	*
Intangible assets	194	-	2	-	<u>=</u>	194	ם
Deferred tax assets	156	-	-	-	7	156	
Other assets	381					381	-
Total assets	6,818	19,019	1,930	1,531	6,589	35,887	11,004
Liabilities and equity Financial liabilities at fair value							
through profit or loss	250	<b>*</b>	-		-	250	=
Deposits from banks Deposits from companies and	259	26	17	) <b>=</b> )	=	302	43
other similar entities	6,482	1,055	291	478	168	8,474	1,406
Deposits from individuals	109	3,999	2,638	6,359	1,948	15,053	11,277
Borrowings Provisions for liabilities and	3	2,685	1,180	809	668	5,345	1,474
charges	182	-		-	100	182	*
Other liabilities	700	2	12	-	12	700	-
Subordinated liability Equity attributable to the equity	4	=	1.5	460	N.E.	464	<del>-</del>
holders of the parent	5,052	<u>=</u>	-	-	02	5,052	-
Non-controlling interest	65		( <del>e</del> .			65	
Total liabilities and equity	13,106	7,765	4,126	8,106	2,784	35,887	14,200
Interest rate gap	(6,288)	11,254	(2,196)	(6,575)	3,805	Œ.	(3,196)
Interest rate gap (2013)	(2,278)	3,641	(2,547)	(464)	1,648	;e:	(9,728)

# 46. Risk management (continued)

# Interest rate repricing, gap analysis and amounts subject to fixed interest rates (continued)

Group	Non- interest bearing	Less than 1 month	1-3 months	3-12 months	Over 12 months	Total	Fixed interest rates
	HRK	HRK	HRK	HRK	HRK	HRK	HRK
2013	millions	millions	millions	millions	millions	millions	millions
Assets							
Cash and amounts due from							
banks	1,635	177	S 😂	-	2	1,812	#
Obligatory reserve with the							
Croatian National Bank	2,033	₩.	S=	<del></del>	5 <b>=</b> 0	2,033	I-
Financial assets at fair value							
through profit or loss	96	2,618	69	827		3,610	2,558
Placements with and loans to							
other banks	355	788	133	36	310	1,622	1,159
Financial assets available for							
sale	6				79	85	79
Loans and advances to							
customers	105	19,841	498	1,281	2,087	23,812	3,585
Financial investments held to					•	•	,
maturity	6	S=1	635		154	795	789
Property, plant and equipment	1,554	-	6 <b>4</b> 0	-	-	1,554	(4)
Intangible assets	192	3.00		-	5#0	192	:=
Deferred tax assets	217		<b>;•</b> €3	-	:**	217	=
Other assets	420			π.	: <del>=</del> 5	420	1-1
Total assets	6,619	23,424	1,335	2,144	2,630	36,152	8,170
Liabilities and equity							
Financial liabilities at fair value							
through profit or loss	651	-	<u>≃</u> 0	34	-	651	
Deposits from banks	147	273	17	106	==0	543	395
Deposits from companies and							
other similar entities	1,580	5,381	242	335	115	7,653	6,399
Deposits from individuals	133	11,503	688	1,524	171	14,019	9,714
Borrowings	23	2,626	2,935	643	696	6,923	1,390
Provisions for liabilities and		,	_,			0,020	1,000
charges	172	-	<u>=</u>	321		172	4
Other liabilities	662	=	_	24	= =	662	20°
Equity attributable to the equity						00 <u>2</u>	
holders of the parent	5,467	1-1	_	1-0		5,467	-
Non-controlling interest	62	-		-	_	62	
Total liabilities and equity	8,897	19,783	3,882	2,608	982	36,152	17,899
1 1	4.		-,	_,,,,,,		, ·	11,000
Interest rate gap	(2,278)	3,641	(2,547)	(464)	1,648		(9,728)
Interest rate gap (2012)	(2,143)	10,522	(5,058)	(5,176)	1,855	( <del>-</del>	(10,277)
	12.1	,	(2,000)	(0)0/	.,,	2.70	1.0,277

# 46. Risk management (continued)

Interest rate repricing, gap analysis and amounts subject to fixed interest rates (continued)

Bank	Non- interest bearing HRK	Less than 1 month HRK	1-3 months HRK	3-12 months HRK	Over 12 months HRK	Total HRK	Fixed interest rates HRK
2014	millions	millions	millions	millions	millions	millions	millions
Assets Cash and amounts due from banks	1,834		1 <del>3</del> 5	<del></del>	:=:	1,834	
Obligatory reserve with the Croatian National Bank Financial assets at fair value	1,963	2	-	<u>~</u> 0	-	1,963	<u>a</u>
through profit or loss Placements with and loans to	128	1,785	472	284		2,669	2,210
other banks Financial assets available for	481	862		==	118	1,461	980
sale Loans and advances to	105	8	915	658	1,405	3,083	1,942
customers	43	14,308	129	506	4,049	19,035	4,848
Investment in subsidiaries Property, plant and	366	8	•	*	•	366	ā
equipment	428	=	\$ <b>2</b> \$	*	2	428	2
Intangible assets	186	3	•	•	•	186	5
Deferred tax assets	146	=	( <b>*</b> /)	*	; <b>•</b> €	146	-
Other assets	248	-	<u> </u>	-	129	248	
Total assets	5,928	16,955	1,516	1,448	5,572	31,419	9,980
Liabilities and equity Financial liabilities at fair	250					250	
value through profit or loss	260	26	18	-	-	250 304	43
Deposits from banks Deposits from companies and other similar entities	6,501		308	- 556	168	8,940	
Deposits from individuals	109	1,407 3,702	2,591	6,128	1,228	13,758	1,501 9,982
Borrowings Provisions for liabilities and	3	701	441	649	657	2,451	1,521
charges	170	_	-	-	-	170	-
Other liabilities	255	_	-	-	-	255	-
Subordinated liabilities	4	_	-	460	-	464	4
Equity	4,827		_	_	-	4,827	
Total liabilities and equity	12,379	5,836	3,358	7,793	2,053	31,419	13,047
Interest rate gap	(6,451)	11,119	(1,842)	(6,345)	3,519	:#:	(3,067)
Interest rate gap (2013)	(2,179)	18,405	(2,463)	(348)	1,760		(9,972)

# 46. Risk management (continued)

Interest rate repricing, gap analysis and amounts subject to fixed interest rates (continued)

Bank	Non- interest bearing HRK	Less than 1 month HRK	1-3 months HRK	3-12 months HRK	Over 12 months HRK	Total HRK	Fixed interest rates HRK
2013	millions	millions	millions	millions	millions	millions	millions
Assets Cash and amounts due from banks	1,635	140	(E		-	1,775	
Obligatory reserve with the Croatian National Bank Financial assets at fair value	2,033		菱	<b>.</b>	<del>1</del>	2,033	
through profit or loss Placements with and loans to	97	2,618	69	734	<u>=</u>	3,518	2,550
other banks Financial assets available for	355	788	); <del>=</del> 0		310	1,453	1,098
sale Loans and advances to	6	<del></del>		1.50		6	3 <b>.</b> €.
customers Financial investments held to	105	18,090	152	1,324	2,419	22,090	3,984
maturity	6		611	3=3	100	617	611
Investment in subsidiaries Property, plant and	301	2	-	-		301	<b>3</b> )
equipment	443	( <b>→</b> ()	(#C		700	443	
Intangible assets	190		=		( <del>-</del>	190	<b>(4)</b>
Deferred tax assets	209		1,51	5,000	35	209	(⊕)
Other assets	370	₩(				370	
_Total assets	5,750	21,636	832	2,058	2,729	33,005	8,243
Liabilities and equity Financial liabilities at fair	050						
value through profit or loss	652	070		400	( <del>*</del> )	652	
Deposits from banks Deposits from companies and	147	273	17	106	445	543	395
other similar entities	1,170	5,865	299	446	115	7,895	6,725
Deposits from individuals	133	11,503	688	1,524	171	14,019	9,714
Borrowings Provisions for liabilities and	23	765	2,291	329	683	4,091	1,380
charges Other lightities	159		-	-	•	159	
Other liabilities Equity	303 5,343		<del></del> 3	=	: <u>=</u> :	303	•
Total liabilities and equity		19 406	2 205	2.405	000	5,343	40.045
Total nabilities and equity	7,930	18,406	3,295	2,405	969	33,005	18,215
Interest rate gap	(2,179)	18,405	(2,463)	(348)	1,760	ē	(9,972)
Interest rate gap (2012)	(2,425)	10,122	(5,290)	(4,714)	2,307	•	(9,856)

#### 46. Risk management (continued)

#### Average interest rates

The average interest rates set out below represent the weighted average yield on financial instruments at the end of the reporting period, and are not necessarily representative of the yield at other times during the year.

The major part of liabilities and interest earning assets are denominated in or linked to foreign currency.

Group	Less than 1 month	1-3 months	3-12 months	Over 12 months
2014	%	%	%	%
Assets				
Cash and amounts due from banks		To	es.	at.
Financial assets at fair value through profit or loss	2.23	1.06	6.09	6.13
Placements with and loans to other banks	(0.04)	1.40	-	<b>4</b>
Financial assets available for sale		-	0.10	3.29
Loans and advances to customers	7.19	5.22	5.78	5.55
Financial investments held to maturity		·¥	<u> </u>	2.42
Liabilities				
Deposits from banks	0.45	0.05	¥	<u> </u>
Deposits from companies and other similar entities	0.27	1.09	1.61	2.51
Deposits from individuals	0.92	2.01	2.16	2.65
Borrowings	1.28	1.52	0.92	2.55

# 46. Risk management (continued)

# Average interest rates (continued)

Group	Less than 1 month	1-3 months	3-12 months	Over 12 months
2013	%	%	%	%
Assets				
Cash and amounts due from banks	0.24	*	*	
Financial assets at fair value through profit or loss	2.20	2.82	4.72	-
Placements with and loans to other banks	0.15	1.12	2.54	0.71
Financial assets available for sale	-	~	-	6.64
Loans and advances to customers	6.99	5.52	8.04	7.08
Financial investments held to maturity			::#:	5.95
Liabilities				
Deposits from banks	0.15	0.25	0.74	18
Deposits from companies and other similar entities	0.49	1.32	2.16	3.18
Deposits from individuals	2.04	2.74	2.82	2.91
Borrowings	1.26	2.52	2.01	2.71

# 46. Risk management (continued)

# Average interest rates (continued)

Bank 2014	Less than 1 month %			
Assets				
Financial assets at fair value through profit or loss	2.23	1.06	6.13	
Placements with and loans to other banks	(0.04)	:=0	•	3.32
Loans and advances to customers	7.42	5.55	5.74	5.50
Financial assets available for sale		1.15	0.06	2.84
Liabilities				
Deposits from banks	0.45	0.05	ü	-
Deposits from companies and other similar entities	0.20	1.10	1.56	2.51
Deposits from individuals	0.76	1.99	2.13	2.42
Borrowings	0.78	1.27	1.03	2.50
Subordinated liabilities			6.85	: :: :: :: :: :: :: :: :: :: :: :: :: :

Bank 2013	Less than 1 month %			
Assets				
Cash and amounts due from banks	0.24	· ·	-	*
Financial assets at fair value through profit or loss	2.20	2.82	4.50	•
Placements with and loans to other banks	0.15	<b>~</b>	3	0.71
Loans and advances to customers	7.06	5.15	7.91	6.87
Financial investments held to maturity		5,50	#E	
Liabilities				
Deposits from banks	0.15	0.25	0.74	o <del>s</del>
Deposits from companies and other similar entities	0.48	1.36	2.12	3.18
Deposits from individuals	2.04	2.74	2.82	2.91
Borrowings	1.07	2.78	1.56	2.66

#### 46. Risk management (continued)

#### Interest rate risk (continued)

Interest rate risk in Trading book

The following two tables show the largest present value changes for the trading book (BPV per currencies (material) for 2014 and 2013:

BPV / Currency	EUR	USD	HRK
31 December 2014	7,019.7	2	(10,614.5)
Average	(7,575.1)	(131.8)	(14,518.1)
Minimum	(21,362.8)	(1,883.3)	(21,362.8)
Maximum	11,099.4	821.9	(9,538.0)
BPV / Currency	EUR	USD	HRK
31 December 2013	(10,442.1)	<b>.</b>	(16,638.7)
Average	(12,209.3)	(720.9)	(5,161.9)
Minimum	(28,244.9)	(6,178.9)	(16,638.7)
Maximum	(856.9)	2,882.8	1,509.2

#### Interest rate risk in banking book

Asset-liability risk management activities are conducted in the context of the Group's sensitivity to interest rate changes. Decisions are based on various interest income analyses and simulations that ensure proper interest rate sensitivity in line with expected changes in market rates and overall risk appetite.

The following two tables show the largest present value changes for the trading book (BPV per currencies (material)) for 2014 and 2013:

BPV / Currency	HRK	EUR	USD	CHF
31 December 2014	(41,294.2)	(62,395.4)	(8,464.5)	(24,965.8)
Average	(47,514.3)	(39,870.1)	(3,237.3)	(33,049.5)
Minimum	(82,179.7)	(68,900.5)	(11,833.1)	(53,132.5)
Maximum	(32,129.2)	(12,501.5)	77.1	(24,937.9)
BPV / Currency	HRK	EUR	USD	CHF
31 December 2013	(81,461.0)	(42,562.9)	(3,116.9)	(53,422)
Average	(67,582.3)	(37,491.8)	(819.2)	(3,897.2)
Average Minimum	(67,582.3) (94,522.6)	(37,491.8) (74,298.4)	(819.2) (4,452.8)	(3,897.2) (53,422.34)

Interest rate risk in the banking book is not only measured in a value-at-risk framework but also managed by the traditional tools of nominal and interest rate gap analyses. For the purpose of managing and monitoring of interest rate risk exposures via analyses of the effect on the market value of own funds, the Bank applies an externally defined Basel II methodology, which implies measuring the effects of a standard stress test of a 200bp parallel shift in the referent yield curve.

	31 December 2014	31 December 2013
CHF	228,530	77,870
EUR	55,710	33,277
HRK	66,829	82,006
Other	(7,283)	(10,805)
Total	343,786	182,348
%	7.2%	3.9%

#### 46. Risk management (continued)

#### Interest rate risk (continued)

#### Equity price risk

Equity price risk is the possibility that equity prices will fluctuate, affecting the fair value of equity investments and other instruments that derive their value from a particular equity investment. The primary exposure to equity prices arises from equity securities measured at fair value through profit and loss.

Equity Delta is the indicator of the Bank's exposure to equity price risk arising from positions in equity securities and equity derivatives held for trading. The Bank has established equity delta and VaR limits per position in a single instrument and a total equity delta limit.

The Group's and the Bank's portfolio of equity investments comprises equities issued by domestic entities. The total value of the maximum exposure toward equities is determined by the risk management group of the Bank's ultimate parent bank. For the monitoring of its equity portfolio the Bank analyses the equity portfolio's sensitivity through Equity delta limits and VaR limits.

#### Exchange rate risks

The Group is exposed to currency risk/exchange rate risk which denotes the risk that one suffers losses due to open foreign exchange position.

Foreign currency exposure arises from foreign-currency denominated credit, deposit-taking, investment and trading activities. It is monitored daily in accordance to legislation and internally set limits, for each currency and for the total statement of financial position denominated in or linked to foreign currency.

The Group manages its currency risk by setting principles and limits for foreign currency exposures and by monitoring these limits (including stop-loss limits). The Group directs its business activities towards trying to minimize the gap between assets and liabilities denominated in or linked to foreign currency, and maintaining daily business activities within daily allowed open limits per currency.

The Group is primarily exposed to EUR. Further currency exposure arises from financial instruments denominated in CHF and USD. In order to protect itself against currency risk, Group uses derivative financial instruments.

Assets and liabilities denominated in domestic currency include HRK 92 thousands million (2013: HRK 7 million) of loans and advances to customers and borrowings, which the Group and the Bank have the option to revalue in line with HRK movements against EUR, if HRK depreciates against EUR beyond a certain level.

# 46. Risk management (continued)

# Currency analysis

<b>2014</b>	EU HRK millions	EUR linked HRK millions	CHF HRK millions	CHF linked HRK millions	currencies HRK	Total foreign currencies HRK millions	Domestic currency HRK millions	Total currencies HRK millions
Assets Cash and amounts due from banks Obligatory reserve with	58	=	20	-	59	137	1,697	1,834
the Croatian National Bank Financial assets at fair	264	-	=	.044	~	264	1,699	1,963
value through profit or loss Placements with and	1,602	436	3	n2	146	2,187	708	2,895
loans to other banks	757	18	2	3	170	945	483	1,428
Financial assets available for sale Loans and advances to	2,134	541	2	0 <u>4</u> 5	343	3,018	310	3,328
customers	2,970	10,119	74	1,918	46	15,127	6,653	21,780
Financial investments held to maturity Property, plant and	11	247	-	:€	-	258	153	411
equipment	-		₩.	:::	-		1,517	1,517
Intangible assets		3.	#	~	-	~	194	194
Deferred tax assets	-	-	=		-	:#:	156	156
Other assets	8	9		4.040	21	38	343	381
Total assets	7,804	11,370	97	1,918	785	21,974	13,913	35,887
Liabilities and equity Financial liabilities at fair value through profit or loss	76	_	144	-	11	231	19	250
Deposits from banks	63	3000	5		15	83	219	302
Deposits from companies and other similar entities	2,167	79	20		577			
Deposits from	·			~		2,843	5,631	8,474
individuals	9,763	1,212	302	540	1,348	12,625	2,428	15,053
Borrowings Provisions for liabilities	3,533	722		-	7.5	4,255	1,090	5,345
and charges	30	1	134	3	3	34	148	182
Other liabilities	29	12	8.5	: <b>:</b>	3956	41	659	700
Subordinated liability Total equity attributable to the equity holders of	464	<b>=</b> :	: <b>-</b> :	<b>:</b>	12	464	<u>:</u>	464
the parent	-	₩.	•	**		₹.	5,052	5,052
Non-controlling interest  Total equity and			-	<u></u>		<del></del>	65	65
liabilities	16,125	2,026	471	<u>;</u> ₩1;	1,954	20,576	15,311	35,887
	(0.004)	0.011	(6= 4)	4.545	14 100:		44	
Currency gap	(8,321)	9,344	(374)	1,918	(1,169)	1,398	(1,398)	
Currency gap (2013)	(8,193)	10,386	(700)	2,098	(1,288)	2,303	(2,303)	

# 46. Risk management (continued)

# **Currency analysis(continued)**

	EUR	EUR linked	CHF	CHF linked	Other foreign currencies	Total foreign		Total
	HRK	EUK IIIIKeu	HRK	HRK	HRK	currencies	currency HRK	currencies HRK
2013	millions	HRK millions	millions	millions	millions	HRK millions	millions	millions
Assets								
Cash and amounts due from	158		20		75	200	4 5 4 0	4 040
banks Obligatory reserve with the	108	-	36	•	75	269	1,543	1,812
Croatian National Bank Financial assets at fair value	305	<u> </u>	-		-	305	1,728	2,033
through profit or loss Placements with and loans to	2,149	483	48		92	2,772	838	3,610
other banks Financial assets available for	770	<del>-</del> -	-	( <u>*</u> )	56	826	796	1,622
sale	14	59				73	12	85
Loans and advances to								
customers	4,643	10,284	78	2,098	113	17,216	6,596	23,812
Financial investments held to maturity	15	715	ū	-	2	730	65	795
Property, plant and equipment	-	-	=	1. <b></b>	-	*	1,554	1,554
Intangible assets	-	-		-	=	#	192	192
Deferred tax assets	-	-	8	-	-	=	217	217
Other assets	3	9	1	: <b>:</b> ::::::::::::::::::::::::::::::::::	1	14	406	420
Total assets	8,057	11,550	163	2,098	337	22,205	13,947	36,152
Liabilities and equity Financial liabilities at fair value through profit or loss	65	9 <b>2</b> 1	528	¥	11	604	47	651
Deposits from banks	158	3.00	₩.		6	404		
Deposits from companies and other similar entities	4 570				•	164	379	543
	1,570	84	7	Ē.	328	1,989	379 5,664	543
Deposits from individuals	1,570 10,279	84 8	7 327	Ē.(				543 7,653
Deposits from individuals Borrowings Provisions for liabilities and		• .	-	Ē. ≱:	328	1,989	5,664	543 7,653 14,019
Borrowings	10,279	8	327	B:	328 1,274	1,989 11,888	5,664 2,131	543 7,653 14,019 6,923
Borrowings Provisions for liabilities and	10,279 4,120	8 783	327	B.( 97 9	328 1,274	1,989 11,888 4,903	5,664 2,131 2,020	543 7,653 14,019 6,923
Borrowings Provisions for liabilities and charges Other liabilities	10,279 4,120 26	8 783 1	327	3. 3.	328 1,274 -	1,989 11,888 4,903	5,664 2,131 2,020 143	
Borrowings Provisions for liabilities and charges Other liabilities Total equity attributable to the	10,279 4,120 26 32	8 783 1	327 - - 1	12 to	328 1,274 = 2 5	1,989 11,888 4,903 29 325	5,664 2,131 2,020 143 337	543 7,653 14,019 6,923 172 662
Borrowings Provisions for liabilities and charges Other liabilities Total equity attributable to the equity holders of the parent	10,279 4,120 26 32	8 783 1	327 - - 1	12 to	328 1,274 = 2 5	1,989 11,888 4,903 29 325	5,664 2,131 2,020 143 337 5,467	543 7,653 14,019 6,923 172 662 5,467
Borrowings Provisions for liabilities and charges Other liabilities Total equity attributable to the equity holders of the parent Non-controlling interest	10,279 4,120 26 32	8 783 1 287	327 - - 1	E .	328 1,274 - 2 5	1,989 11,888 4,903 29 325	5,664 2,131 2,020 143 337 5,467 62	543 7,653 14,019 6,923 172 662 5,467

# 46. Risk management (continued)

# **Currency analysis (continued)**

Bank 2014	EUR HRK millions	EUR linked HRK millions	CHF HRK millions	CHF linked HRK millions	Other foreign currencie s HRK millions	Total foreign currencies HRK millions	Domestic currency HRK millions	Total currencies HRK millions
Assets				1111110110				
Cash and amounts due from banks	58	=	20	<b>3</b> 7	59	137	1,697	1,834
Obligatory reserve with the Croatian National Bank Financial assets at fair value	264	<u> </u>	-	ğ	=	264	1,699	1,963
through profit or loss Placements with and loans to	1,614	242	3	<u> </u>	146	2,005	664	2,668
other banks Financial assets available for	772	~	-	+	170	942	519	1,462
sale Loans and advances to	2,119	318	-	-	343	2,780	303	3,083
customers Financial investments held to	2,970	7,554	74	1,918	44	12,560	6,475	19,035
maturity	•	-	8	5	5	-		•
Investment in subsidiaries	-	5	7		₹:	-	366	366
Property, plant and equipment	-	-	**		=======================================	-	428	428
Intangible assets	-	-	-	=	-	-	186	186
Deferred tax assets	-		-	-	-	-	146	146
Other assets	8				1	9		248
Total assets	7,805	8,114	97	1,918	763	18,697	12,722	31,419
Financial liabilities at fair value through profit or loss	76	<u> 2</u> :	144	2	11	231	19	250
Deposits from banks Deposits from companies and	63	<u>.</u>	5	ā	15	83	221	304
other similar entities	2,519	-	20 302	*	577	3,116	5,824	8,940
Deposits from individuals	9,763 564	6		=	1,348	11,419	2,339	13,758
Borrowings Provisions for liabilities and charges	30	721 1	-	-	3	1,286 34	1,166 136	2,451 170
Other liabilities	29	6		-	-	35	220	255
Subordinated liability	464	-				464		464
Equity			/¥	=	2		4,827	4,827
Total liabilities and equity	13,508	734	471		1,954	16,667	14,752	31,419
Currency gap	(5,703)	7,380	(374)	1,918	(1,191)	2,030	(2,030)	-
Currency gap (2013)	(5,525)	8,641	(700)	2,098	(1,320)	3,194	(3,194)	*

# 46. Risk management (continued)

# **Currency analysis (continued)**

Bank		EUR		CHF	Other foreign currencie	Total foreign	Domestic	Total
	EUR HRK	linked	CHF	linked	S	currencies	currency	currencies
2013	millions	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions
Assets								
Cash and amounts due from								
banks	121	**	36	<b>⊕</b> 1	75	232	1,543	1,775
Obligatory reserve with the Croatian National Bank	304		_		-	304	1,729	2,033
Financial assets at fair value	304		_		1.50	304	1,729	2,033
through profit or loss	2,154	396	48		92	2,690	828	3,518
Placements with and loans to						·		•
other banks	661		-	-	56	717	736	1,453
Financial assets available for sale	1	2	2	165	2	1	5	6
Loans and advances to	'	-	-	-	-		5	0
customers	4,768	8,429	78	2,098	80	15,453	6,637	22,090
Financial investments held to							·	
maturity	3.5	617	-	**	-	617	106	617
Investment in subsidiaries	330	*	-	:	-	×	301	301
Property, plant and equipment	8=	2	2	2	-	=	443	443
Intangible assets	₹ <u>+</u>	<u> </u>	8	-	-	=	190	190
Deferred tax assets	1 <del>-</del> 1	=			-	-	209	209
Other assets	20	-	1		1	22	348	370
Total assets	8,029	9,442	163	2,098	304	20,036	12,969	33,005
Financial liabilities at fair								
value through profit or loss	66		528	_	11	605	47	652
Deposits from banks	158	_	-	_	6	164	379	543
Deposits from companies and	150		- F	_	0	104	318	343
other similar entities	1,706	-	7		328	2,041	5,854	7895
Deposits from individuals	10,279	9	327	=	1,274	11,889	2,130	14019
Borrowings	1,287	784	4		· <u>-</u>	2,071	2,020	4091
Provisions for liabilities and						_,0	,	
charges	26	1	*		1	28	131	159
Other liabilities	32	7	1	<u> </u>	4	44	259	303
Equity	(A)	-	-	-	_	(%)	5,343	5343
Total liabilities and equity	13,554	801	863	0	1,624	16,842	16,163	33,005
Currency gap	(5,525)	8,641	(700)	2,098	(1,320)	3,194	(3,194)	*
Currency gan (2042)	(7,467)	9,034	(993)	2,528	(1,623)	1,479	(1,479)	
Currency gap (2012)	(1,401)	3,034	(333)	2,020	(1,023)	1,419	(1,479)	

#### 46. Risk management (continued)

#### Operational risk

Operational risk is defined as the risk of financial losses resulting from inadequate or failed internal processes, people and systems or from external events. Operational risk includes legal risk, but excludes strategic and reputational risk. Specificity of operational risk is its distinctiveness to all activities, processes, products and systems.

With the aim of efficient operational risk management, the Group built system based on standards and principles defined in Credit Institutions Act, Basel Committee documents and RBI Group Directives.

Whilst ultimate responsibility for risk resides with the Management Board, system of responsibilities for managing operational risk is based on responsibilities of Operational Risk Managers, which are in charge of operational enforcement of risk strategy and identification and managing of operational risk within its business areas, and on responsibility of Operational Risk Unit for establishment of operational risk management system through development of rules, processes, methods and system of measuring, control, monitoring and reporting on operational risk exposure.

Risk Coordination has been established as Committee responsible also for discussing operational risk issues, suggesting procedures and risk mitigation actions to the Board when necessary, whilst Operational Risk Managers are finally responsible for their implementation.

In addition, several dedicated organizational units provide support to business units for reducing operational risk (e.g. fraud prevention teams).

Within established operational risk management system, the Group implemented particular qualitative and quantitative tools and techniques which include risk self-assessment, loss data collection and analysis, (key) risk indicators monitoring and scenario analyses.

Risk identification, assessment and monitoring

Operational risk self-assessment is executed in a structured and Group-wide uniform manner and represents the foundation for identification of risks in business activities as well as for creating risk map which reflects estimation of exposure to particular risk category within each business process, thereby forming the basis for defining risk mitigation measures.

Within the early warning system, scenario analyses are used in order to assess potential impact of low probability/high impact events whereat special accent is put on identification of weak control points, optimization of processes and taking decision on needed mitigation measures.

Risk indicators are objective and quantifiable information which enable the Group regular monitoring of exposure to operational risk by measuring status of defined risk indicator, providing continuous overview of risk profile of the particular business segment and allowing prompt mitigation. These are also specifically tailored to individual Group units and business areas. Regular monitoring of risk indicators complements the assessment of bank and Group members' exposure to operational risks which is performed through the process of risk self-assessment, and gathering and analysing internal losses.

Loss data collection is indispensible prerequisite of risk analysis as well as measuring and mitigating operational risks. Loss data is collected in a central database (Operational Risk Controlling Application) on the RBI level, in a structured manner and on a Group-wide basis.

Reporting and mitigation of operational risk

Based on analyses of results of methods used for identification, assessment and monitoring operational risks, risk exposure is determined and decision brought on implementation of particular mitigation method or combination of methods which include acceptance, reduction, avoidance or transfer of risk.

Detailed analysis of significant losses and identified operational risk is being performed on regular and continuous basis which enables definition of adequate mitigation measures and informing Management Board and other relevant bodies and/or persons, while risk control function monitors its implementation.

All members of the Group currently calculate regulatory capital requirement for operational risk using the Standardized Approach.

#### 46. Risk management (continued)

#### Derivative financial instruments

The Group enters into derivative financial instruments mostly for risk management purposes and on behalf of customers. Derivative financial instruments used by the Group include swaps and forwards whose value changes in response to changes in interest rates and foreign exchange rates. Derivatives are either standardized contracts transacted through regulated exchanges or individually negotiated over-the-counter contracts. Interest rate swaps are mainly used for economically hedging interest rate exposures.

#### **Swaps**

Swaps are over-the-counter agreements between the Group and other parties to exchange future cash flows based upon agreed notional amounts. The swaps most commonly used by the Group are interest rate swaps, whereby the Group agrees with other parties to exchange, at specified intervals, the difference between fixed-rate and floating-rate interest amounts calculated by reference to an agreed notional amount. The Group is subject to credit risk arising from the respective counterpartie's failure to perform. Market risk arises from the possibility of unfavorable movements in interest rates relative to the contractual rates of the contract.

#### **Forwards**

Forward contracts are commitments either to purchase or sell a designated financial instrument or currency at a specified future date for a specified price and may be settled in cash or with another financial instrument. Forwards are individually traded over-the-counter contracts. Forward contracts result in credit exposure to the counterparty and exposure to market risk based on changes in market prices relative to the contracted amounts.

#### **Futures**

Futures contracts are commitments either to purchase or sell a designated financial instrument or currency, at a specified future date for a specified price and may be settled in cash or with another financial instrument. Futures are standardized exchange-traded contracts. Initial margin requirements for futures are met in cash or other instruments, and changes in future contract value are settled daily. Futures contracts have limited credit risk because, essentially, the counterparties in futures transactions are futures exchanges themselves.

#### Forward rate agreements

Forward rate agreements are individually negotiated interest rate forwards that call for a cash settlement at a future date for the difference between a contracted rate of interest and the current market rate, based on a notional principal amount.

#### **Options**

Options are derivative financial instruments that give the buyer, in exchange for a premium payment, the right, but not the obligation, to either purchase from (call option) or sell to (put option) the writer a specified underlying instrument at a specified price on or before a specified date. The Group enters into exchange-traded and over-the-counter option contracts to meet the requirements of its risk management and trading activities.

The risk in writing a call option is that the Group may incur a loss if the market price of the security increases and the option is exercised. The risk in writing a put option is that the Group may incur a loss if the market price of the security decreases and the option is exercised. The risk in buying an option is that the Group pays a premium whether or not the option is exercised. The Group also has the additional risk of not being able to enter into an offsetting transaction if a liquid secondary market does not exist.

#### 47. Fair value of financial instruments

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal (or most advantageous) market at the measurement date under current market condition (i.e. an exit price) regardless of whether that price is directly observable or estimated using another valuation technique.

Financial instruments at fair value through profit or loss and available for sale are measured at fair value. Loans and receivables and held-to-maturity assets are measured at amortised cost less impairment.

The carrying amount of cash and amounts due from banks, obligatory reserve with the Croatian National Bank, and placements with banks, deposits from banks and deposits from companies and similar entities, are deemed to reflect their fair value due to the short-term maturity of these financial instruments.

The following summarises the major methods and assumptions used in estimating the fair values of financial instruments.

#### Loans and advances

The fair value of loans and advances is calculated based on discounted expected future principal and interest cash flows. Loan repayments are assumed to occur at contractual repayment dates, where applicable. For loans that do not have fixed repayment dates or that are subject to prepayment risk, repayments are estimated based on experience in previous periods when interest rates were at levels similar to current levels, adjusted for any differences in interest rate outlook. Expected future cash flows are estimated considering credit risk and any indication of impairment including portfolio based impairment allowances for performing loans calculated at rates prescribed by the CNB. Expected future cash flows for homogeneous categories of loans, such as residential mortgage loans, are estimated on a portfolio basis and discounted at current rates offered for similar loans to new borrowers with similar credit profiles. The estimated fair values of loans reflect changes in credit status since the loans were made and changes in interest rates in the case of fixed rate loans. As the Group has a very limited portfolio of loans and advances with fixed rates and longer-term maturity, the fair value of loans and advances is not significantly different from their carrying value. Differences between the fair value of future losses from currently performing loans in the portfolio and the effect of the portfolio based provisions recognised in accordance with CNB rules, are not taken into account.

#### Bank and customer deposits

For demand deposits and deposits with no defined maturities, fair value is taken to be the amount payable on demand at date of reporting. The estimated fair value of fixed-maturity deposits is based on discounted cash flows using rates currently offered for deposits of similar remaining maturities. The value of long-term relationships with depositors is not taken into account in estimating fair values.

#### **Borrowings**

Most of the Group's long-term debt has no quoted market price and fair value is estimated as the present value of future cash flows, discounted at interest rates available at date of reporting to the Group for new debt of similar type and remaining maturity.

# 47. Fair value of financial instruments (continued)

The following table summarises fair values of financial instruments held by the Group and the Bank at 31 December 2014 and 2013:

	Carrying		2014 Unrecognised estimated	Carrying	Fair	2013 Unrecognised estimated
Group	amount HRK millions	Fair value HRK millions	gains /(losses) HRK millions	amount HRK millions		gains /(losses) HRK millions
Cash and amounts due from banks Obligatory reserve with the Croatian National	1,834	1,834	*	1,812	1,812	XE
Bank Financial assets at fair value through profit or	1,963	1,963	8	2,033	2,033	:E
loss Placements with and	2,895	2,895	*	3,610	3,610	9 <b>2</b>
loans to other banks Financial assets	1,428	1,422	(6)	1,622	1,573	(49)
available for sale Loans and advances to	3,328	3,328	-	85	85	
customers Financial investments	21,780	21,741	(39)	23,812	23,802	(10)
held to maturity Financial liabilities at fair value through profit	411	478	67	795	792	(3)
or loss	(250)	(250)	<del>2</del> 0	(651)	(651)	-
Deposits from banks Deposits from companies and other	(302)	(302)	-	(543)	(543)	-
similar entities Deposits from	(8,474)	(8,451)	23	(7,653)	(7,644)	9
individuals	(15,053)	(14,937)	116	(14,019)	(13,992)	27
Borrowings	(5,345)	(5,316)	29	(6,923)	(6,882)	41
Subordinated liabilities	(464)	(464)	2	, , ,	, ,	
Total			190			15

# 47. Fair value of financial instruments (continued)

			2014 Unrecognised estimated			2013 Unrecognised estimated
Bank	Carrying amount HRK millions	Fair value HRK millions	gains / (losses) HRK millions	Carrying amount HRK millions	Fair value HRK millions	gains / (losses) HRK millions
Cash and amounts due						
from banks	1,834	1,834	*	1,775	1,775	-
Obligatory reserve with					,	
the Croatian National						
Bank	1,963	1,963	-	2,033	2,033	(#)
Financial assets at fair						
value through profit or						
loss	2,669	2,669		3,518	3,518	: <b>:</b>
Placements with and						
loans to other banks	1,461	1,455	(6)	1,453	1,404	(49)
Financial assets				_	_	
available for sale	3,083	3,083	*	6	6	: <del>-</del> ::
Loans and advances to	40.005	40.407	400	00.000		_
customers	19,035	19,167	132	22,090	22,092	2
Financial investments	-			047	040	(4)
held-to-maturity	-	-	-	617	616	(1)
Financial liabilities at fair						
value through profit or loss	(250)	(250)		(652)	/GE2\	
	(250)	(250)	-	(652)	(652)	<b>≔</b> 0
Deposits from banks	(304)	(304)	=	(543)	(543)	-
Deposits from						
companies and other	(0.040)	(9.047)	22	(7.00E)	(7.006)	0
similar entities	(8,940)	(8,917)	23	(7,895)	(7,886)	9
Deposits from individuals	(13,758)	(13,728)	30	(14,019)	(13,992)	27
Borrowings	(2,451)	(2,422)	29	(4,091)	(4,050)	41
Subordinated liabilities	(464)	(464)				
Total		¥	208			29

#### 47. Fair value of financial instruments (continued)

The following table provides an analysis of financial instruments that are measured subsequent to initial recognition at fair value, grouped into Levels 1 to 3 based on the degree to which the fair value is observable:

- Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities;
- Level 2 fair value measurements are those derived from 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 fair value measurements are those derived from valuation techniques that include inputs for the
  asset or liability that are not based on observable market data (unobservable).

Group				2014				2013
	Level 1 HRK	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total
	millions	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions
Financial assets at							······································	1111110113
fair value through								
profit or loss								
Trading instruments								
-Debt securities -Equity	1,562	223	-	1,785	1,948	667	프	2,615
instruments	7		2	9	7	38	2	9
-Derivative								
financial assets	~	88		88	· (m)	55	-	55
Financial assets								
designated at fair								
value through profit								
or loss								
<ul> <li>Debt securities</li> </ul>	852	126	3	981	251	644	4	899
<ul> <li>Investments in</li> </ul>								
investments								
fund managed	11	1000	(3 <del>4</del> )	11	4	<u> </u>	2	4
Financial assets								
available for sale								
<ul> <li>Debt securities</li> </ul>	3,291	4	<b></b>	3,295	72	6		78
- Equity securities	-	1	5	6	*	1	5	6
Total	5,723	442	10	6,175	2,282	1,373	11	3,666
Financial liabilities								
at fair value through								
profit or loss								
- Derivative								
financial								
liabilities	~	(247)		(247)	-	(645)	7.	(645)
Total	-	(247)		(247)	(*)	(645)	-	(645)

# 47. Fair value of financial instruments (continued)

Bank				2014				2013
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total
	HRK							
	millions							
Financial assets at fair value through profit or loss								
Trading instruments								
-Debt securities	1,562	223	-	1,785	1,948	667	*	2,615
-Equity instruments -Derivative financial	7	-	2	9	7		2	9
assets	*	100	-	100		62	- 5	62
Financial assets designated at fair value through profit or loss - Debt securities	627	126	3	756	158	644	4	806
	021	120	3	750	150	044	4	000
Financial assets available for sale								
-Debt securities	3,055	-	-	3,055				
-Equity securities		1	5	6	-	1	5	6
Total	5,251	450	10	5,711	2,113	1,374	11	3,498
Financial liabilities at fair value through profit or loss								
- Derivative financial liabilities	-	(247)	-	(247)	¥	(646)		(646)
Total	- 4	(247)	¥	(247)		(646)	19	(646)

# 47. Fair value of financial instruments (continued)

Group	Trading instruments	Financial assets designated at fair value through profit or loss	Financial asse	ets available for sale
	Equity instruments	Debt securities issued by	Equity securities	Debt securities issued by companies
	mstruments	companies		by companies
At 1 January 2013	5	49	4	1
Unrealised gain and loss in				
profit or loss	·	(31)	<b>%</b> €	壁
Gains and losses in other				
comprehensive income		<b>9€</b> ()	1	(1)
Disposals in financial year	(3)	(15)		
Transfer into Level 3		1		-
At 31 December 2013	2	4	5	-
Disposals in financial year	=	(1)		
At 31 December 2014	2	3	5	

Bank	Trading instruments	Financial assets designated at fair value through profit or loss	Financial assets available for sale
	Equity	Debt securities	Equity securities
	instruments	issued by	
( <u>-</u>		companies	
At 1 January 2013	5	49	4_
Unrealised gain and loss in			
profit or loss	-	(31)	3€
Gains and losses in other		(=	
comprehensive income			1
Disposals in the financial			
year	(3)	(15)	<b>25</b>
Transfer into Level 3	*	1	S <del>-</del>
At 31 December 2013	2	4	5
Disposals in the financial			
year		(1)	
At 31 December 2014	2	3	5

# 47. Fair value of financial instruments (continued)

Group	(9	Fair value	Fair value hierarchy	Valuation technique(s) and key input(s)	Significant unobservable input(s)	Relationship of unobservable inputs to fair value
		2014 2013	68			
1) Foreign currency derivatives (note 7 and 43)	forward foreign exchange contracts; cross currency swaps; fx options	Assets HRK 36 million Liabilities HRK 583 million	Level 2	Discounted cash flow. Future cash flows are estimated based on forward exchange rates available on end of reporting period and contracted forward exchange rates discounted at a rate that reflects the credit risk of various counterparties	Not applicable	Not applicable
2) Interest rate derivatives (note 7 and 43)	Interest rate swaps,forward rate agreements	Assets HRK 18 million Liabilities HRK 63 million	Level 2	Discounted cash flow. Future cash flows are estimated based on forward interest rates (from observable yield curves available on end of reporting period) and contracted interest rates, discounted at a rate that reflects the credit risk of various counterparties	Not applicable	Not applicable
<ol> <li>Listed debt securities (note 7)</li> </ol>	Domestic and foreign government bonds	Assets HRK 917 million Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	Domestic and foreign government bonds	Assets - Liabilities -	Level 2	Discounted cash flow. Discounted at a rate that reflects the market interest rate including credit risk of various counterparties.	Not applicable	Not applicable
	Treasury bills issued by foreign government	Assets HRK 267 million Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	Bonds issued by banks	Assets HRK 856 million Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	Securities issued by companies	Assets HRK 159 million Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	Securities issued by companies	Assets HRK 171 million Liabilities -	Level 2	Discounted cash flow. Discounted at a rate that reflects the market interest rate including credit risk of various counterparties.	Not applicable	Not applicable
	Securities issued by companies	Assets HRK 4 million Liabilities -	Level 3	Valuation based on discounted cashflows with cap defined by the expert opinion	Issuer credit risk spread applied on the yield curve used for discounting cashflows. Conservativity driven haircut applied to the discounted cashflow price. Expert opinion (Management Bord) on the price cap (maximum price).	The change in the amount of credit risk spread would have an impact on price derived through discounting cashflows. Change of cap based on expert opinion would have an impact on the final valuation of the position.

# 47. Fair value of financial instruments (continued)

Group	Group Fair value	Fair	Fair value	Fair value	Valuation fechnique(s) and key input(s)	Significant unobservable	Relationship of unobservable
		2014	2013				
	Bonds issued by banks		Assets HRK 12 million Liabilities -	Level 2	Discounted cash flow. Discounted at a rate that reflects the market interest rate including credit risk of various counterparties.	Not applicable	Not applicable
	Treasury bills issued by Ministry of Finance		Assets HRK 1,128 million Liabilities -	Level 2	Discounted cash flow. Discounted at a rate that reflects the market interest rate including credit risk of various counterparties.	Not applicable	Not applicable
4) Equity instruments (note 7)	equity securities corporate		Assets HRK 7 million Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	equity securities other financial institutions		Assets HRK 2 million Liabilities -	Level 3	Valuation based on balance sheet items	Haircut applied on the value of securities investments. Haircut applied on the value of real-estate investments.	The change in the amount of haircuts applied would cause the change of valuation result. The haircuts applied also depend on the quality of security and real-estate investments present in the fund's balance sheet.
5) Investment funds (note 7)	Investment funds	Assets HRK 11 million Liabilities -	Assets HRK 4 million Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
6) Financial assets available for sale (note 9)	equity securities	Assets HRK 1 million Liabilities -	Assets HRK 1 million Liabilities -	Level 2	Discounted cash flow. Discounted at a rate that reflects the market interest rate including credit risk of various counterparties.	Not applicable	Not applicable
	equity securities	Assets HRK 5 million Liabilities -	Assets HRK 5 million Liabilities -	Level 3	Valuation based on median of various valuations which take into account peer group analyses and company's fundamental data; Valuation based on company's fundamental data with liquidity haircut applied	Haircut applied on the value of equity due to its low liquidity. The haircut is based on 10y government HRK bond yield or on company's fundamental data) due to its low liquidity	The change of the liquidity haircut would have an impact (in opposite direction) on the price based on company's fundamental data
	Domestic and foreign government bonds	Assets HRK 2,537 million Liabilities -	Assets HRK 72 million Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	Securities issued by companies	Assets HRK 4 million Liabilities -	Assets HRK 5 million Liabilities -	Level 2	Discounted cash flow. Discounted at a rate that reflects the market interest rate including credit risk of various counterparties.	Not applicable	Not applicable

47. Fair value of financial instruments (continued)

Group

	Fair	Fair value	Fair value hierarchy	Valuation technique(s) and key input(s)	Significant unobservable input(s)	Relationship of unobservables inputs to fair value
	2014	2013				
Securities issued by	Assets -	Assets -	Level 3	Valuation based on discounted cashflows with cap	Issuer credit risk spread applied on the yield curve used for discounting cashflows	The change in the amount of credit risk spread would have an impact on price derived through discounting cashflows.
	במס			delitied by the expert uprillors	Expert opinion (Management Board) on the price cap (maximum price)	Change of cap based on expert opinion would have an impact on the final valuation of the position.
Bonds issued by banks	Assets HRK 341million Liabilities -	Assets - Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
Treasury bills issued by foreign government	Assets HRK 398 million Liabilities -	Assets HRK - Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
Treasury bills issued by Ministry of Finance	Assets HRK 15 million Liabilities -	Assets HRK - Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable

# 47. Fair value of financial instruments (continued)

Bank		Fair	value	Fair value	Valuation technique(s) and key input(s)	Significant unobservable input(s)	Relationship of unobservable inputs to fair value
		2014	2013	= '			
1) Foreign currency derivatives (note7 and 43)	forward foreign exchange contracts; cross currency swaps;fx options	Assets HRK 74 million Liabilities HRK 170 million	Assets HRK 37 million Liabilities HRK 583 million	Level 2	Discounted cash flow. Future cash flows are estimated based on forward exchange rates available on end of reporting period and contracted forward exchange rates discounted at a rate that reflects the credit risk of various counterparties	Not applicable	Not applicable
2) Interest rate derivatives (note 7 and 43)	Interest rate swaps;forw ard rate agreements	Assets HRK 26 million Liabilities HRK 71 million	Assets HRK 25 million Liabilities HRK 63 million	Level 2	Discounted cash flow. Future cash flows are estimated based on forward interest rates (from observable yield curves available on end of reporting period) and contracted interest rates, discounted at a rate that reflects the credit risk of various counterparties	Not applicable	Not applicable
3) Listed debt securities (note 7)	Domestic and foreign government bonds	Assets HRK 1,023 million  Liabilities -	Assets HRK 825 million Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	Treasury bills issued by foreign government	Assets - Liabilities -	Assets HRK 267 million Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	Bonds issued by banks	Assets HRK 197 million	Assets HRK 856 million Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	Securities issued by companies	Assets HRK 155 million	Assets HRK 158 million Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	Securities issued by companies	Assets HRK 144 million Liabilities -	Assets HRK 171 million Liabilities -	Level 2	Discounted cash flow. Discounted at a rate that reflects the market interest rate including credit risk of various counterparties.	Not applicable	Not applicable
	Securities issued by companies	Assets HRK 3 million Liabilities -	Assets HRK 4 million Liabilities -	Level 3	Valuation based on discounted cashflows with cap defined by the expert opinion	Issuer credit risk spread applied on the yield curve used for discounting cashflows. Conservativity driven haircut applied to the discounted cashflow price. Expert opinion (Management Bord) on the price cap (maximum price).	The change in the amount of credit risk spread would have an impact on price derived through discounting cashflows. Change of cap based on expert opinion would have an impact on the final valuation of the position.
	Bonds issued by banks	Assets HRK 18 million Liabilities -	Assets HRK 12 million Liabilities -	Level 2	Discounted cash flow. Discounted at a rate that reflects the market interest rate including credit risk of various counterparties.	Not applicable	Not applicable
	Treasury bills issued by Ministry of Finance	Assets HRK 1,001 million Liabilities -	Assets HRK 1,128 million Liabilities -	Level 2	Discounted cash flow. Discounted at a rate that reflects the market interest rate including credit risk of various counterparties.	Not applicable	Not applicable

# 47. Fair value of financial instruments (continued)

Bank		F	air value	Fair value hierarchy	Valuation technique(s) and key input(s)	Significant unobservable input(s)	Relationship of unobservables inputs to fair value
		2014	2013	=			
4) Equity instrume nts (note 7)	equity securities corporate	Assets HRK 7 million Liabilities -	Assets HRK 7 million Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	equity securities other financial institutions	Assets HRK 2 million Liabilities -	Assets HRK 2 million Liabilities -	Level 3	Valuation based on balance sheet items	Haircut applied on the value of securities investments. Haircut applied on the value of real- estate investments.	The change in the amount of haircuts applied would cause the change of valuation result. The haircuts applied also depend on the quality of security and real-estate investments present in the fund's balance sheet.
5) Financi al assets available for sale (note 9)	Domestic and foreign governme nt bonds	Assets HRK 2,316 million Liabilities -	Assets - Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	Bonds issued by banks	Assets HRK 341million Liabilities -	Assets - Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	Treasury bills issued by foreign governme nt	Assets HRK 398million	Assets - Liabilities -	Level 1	Quoted bid prices in an active market	Not applicable	Not applicable
	equity securities	Assets HRK 1 million	Assets HRK 1 million	Level 2	Discounted cash flow. Discounted at a rate that reflects the market interest rate including credit risk of various counterparties.	Not applicable	Not applicable
	equity securities	Assets HRK 5 million Liabilities -	Assets HRK 5 million Liabilities -	Level 3	Valuation based on median of various valuations which take into account peer group analyses and company's fundamental data; Valuation based on company's fundamental data with liquidity haircut applied	Haircut applied on the value of equity due to its low liquidity. The haircut is based on 10y government HRK bond yield or on company's fundamental data) due to its low liquidity	The change of the liquidity haircut would have an impact (in opposite direction) on the price based on company's fundamental data

#### 48. Capital management

From 1<sup>st</sup> January 2014 credit institutions are obliged to calculate and report prudential requirements according to Capital Requirements Regulation (EU) No 575/2013 ("CRR"), Directive 2013/36/EU (CRD IV"), technical standards and other relevant regulations prescribed by European Authority ("EBA") and local regulator CNB.

The Group's and the Bank's regulatory capital requirements are based of Basel III for the year 2014 and Basel II for the year 2013.

Group, in accordance with the regulatory requirements of CNB and EBA regulations, comprises Raiffeisenbank Austria and its subsidiaries that form group of credit institutions. Scope of prudential consolidation has changed and comparatives was not restated. For the purpose of regulatory capital calculation, in the year 2014 the Group consist of: Raiffeisenbank Austria d.d, Raiffeisen stambena štedionica d.d., Raiffeisen leasing d.o.o., Raiffeisen consulting d.o.o., Raiffeisen factoring d.o.o., Raiffeisen Invest d.o.o. and Raiffeisen bonud d.o.o. For the year 2013the Group additionaly comprised Raiffeisen mirovinsko društvo za upravljanje obveznim mirovinskim fondom d.d. and Raiffeisen mirovinsko društvo za upravljanje dobrovoljnim mirovinskim fondovima d.o.o.

Regualtory capital consist of Common Equity Tier 1 ("CET1") capital and Tier 2 ("T2") capital. CET1 include ordinariy shares and related share premium, retained earnings, reserves, deductions for intangible assets, unrealised fair value losses on financial instruments designated at available for sale portfolio and value adjustment for prudent valuations. T2 capital includes qualifying subordinated liabilities.

Prescribed minimal capital ratios (Article 92 CRR) are:

- Common Equity Tier 1 capital ratio of 4.5% of the total risk exposure amount
- Tier 1 capital ratio of 6% of the total risk exposure amount
- Total capital ratio of 8% of the total risk exposure amount.

For the year end 2013 the capital ratio was 12% of the total risk exposure amount.

Additionally in accordance to Article 129 and 133 of CRD IV and article 117 and 130 of CNB Credit institutions Act, the Group and the Bank are obliged to maintain capital buffers:

- Capital conservation buffer of 2.5% of the total risk exposure amount
- Systemic risk buffer in the amount of 3% of the total risk exposure amount.

#### 48. Capital management (continued)

	Group	Group	Bank	Bank
HRK millions	2014	2013	2014	2013
	Basel III	Basel II	Basel III	Basel II
Regulatory capital				
Tier 1 capital				
Common Equity Tier 1 ("CET1") capital				
Issued share capital	3,621	3,621	3,621	3,621
Share premium	12	12	12	12
Retained earnings (excluding profit for the period)	804	1262	728	1,188
Net profit for the period	=	31	2¥	27
Legal, statutory and other reserves	173	178	173	173
Non controlling interest recognition in CET1	65	62	:=:	2
Deductions, in accordance with the CNB regulations				
Intangible assets	(212)	(98)	(205)	(98)
value adjustment due to prudent valuations	(6)		(6)	ā
Unrealised fair value losses on financial instruments				
_designated at available for sale portfolio	(9)	•	(9)	
Total Common Equity Tier 1 capital / Tier 1 capital	4,448	5,068	4,314	4,896
Tier 2 capital	460	*	460	
Deductions for investments in banks and financial institutions	(23)	(65)	(23)	(321)
Total Own Funds	4,885	5,003	4,751	4,575
Total risk-weighted assets	25,891	28,324	22,276	24,424
Capital adequancy ratio	18.87%	17.66%	21.33%	18.73%

#### 49. Subsequent events

At the beginning of the year 2015, Swiss National Bank has abondened minimum exchange rate of CHF against EUR, which led to high increase in HRK/CHF exchange rate. In an effort to protect borrowers with the loans related to the CHF exchange rate, the Government has proposed to the Croatian Parliament changes of the Consumer Credit Act and Credit Institutions Act. The result of changes is administrative fixed HRK/CHF exchange rate of 6.39, which should be applied to the calculation of the HRK equivalent of regular repayments for loans indexed to CHF maturing in the year 2015 for private individuals.

Due to repayment obligation in CHF at the market exchange rate and the recognition of the assets by the administrative exchange rate the bank has made a loss of EUR 4.5 million realized in January 2015. This had no impact whatsoever on the financial statements of the Bank and the Group for year 2014.

#### Officers of the Bank

The Bank's operations are controlled by the Supervisory Board and the Management Board. The officers of the Bank serving during the 2014 year, were as follows:

#### Members of the Supervisory Board

Karl Sevelda (Chariman from 3<sup>rd</sup> September 2014)) Peter Lennkh (Deputy Chairman, Chairman util 3<sup>rd</sup> October 2014)) Razvan Munteanu (Deputy Chairman until 2nd October 2014) Lovorka Penavić (Member) Peter Bazil (Member until 26<sup>th</sup> September 2014))

Peter Jacenko (Member) Ferencz Berszan (Member from 26<sup>th</sup> September 2014)

#### Members of the Management Board

Zdenko Adrović (Chairman until 30th June 2014) Michalel Georg Mueller (Chairman from 1st July 2014) Mario Žižek (Deputy Chairman) Vesna Ciganek-Vuković (Member) Vlasta Žubrinić-Pick (Member) Jasna Širola (Member) Zoran Košćak (Member) Marko Jurjević (Member form 10th September 2014)

**Chief executives** Departement

Vesna Muratović Financial Institution and Cash Management

Ivan Žižić Treasury and Investment Banking

Ivan Jandrić Financial Products

Lukač Dubravko Credit Risk Management

Ivan Vidaković Private Individuals Sales Network

Robert Kuzmanić Accounting and Tax Finance

Vesna Valić IT

Zoran Vučićević Legal

Irena Bašić-Štefanić **Human Resources** 

Gordana Šaban Internal Audit

Boris Vuksan **Financial Control** 

Vesna Ćebetarević **Operation Services** 

Srđan Šverko Large and International Corporate Customer

Toni Jurčić SME and Mid Market Sales Network

Ines Knapić Collection and Workout

Liana Keserić **CRM** and Digital Channels

Ivica Jerkić **Transaction Services** 

# Appendix I – Regulatory forms requested by the Croatian National Bank

Pursuant to the Croatian Accounting Law (Official Gazette 109/07) Croatian National Bank issued the Decision on structure and contents of annual financial statement of the banks (Official Gazette 62/08). The following tables present financial statements in accordance to the above mentioned decision:

#### **Consolidated Income Statement**

	2014 HRK millions Unaudited	2013 HRK millions Unaudited
Interest income     (Interest expenses)	1,728 (597)	1,845 (695)
3. Net interest income	1,131	1,150
4. Commission and fee income	629	579
5. (Commission and fee expenses)	(201)	(188)
6. Net commission and fee income	428	391
7. Gain/(loss) from investments in subsidiaries, affiliated companies and		
joint ventures	220	67
8. Gain/(loss) from trading activities	239	67
9. Gain/(loss) from embedded derivatives	6	-
<ol> <li>Gain/(loss) from financial assets not traded on active markets at fair value through profit and loss</li> </ol>	14	(48)
11. Gain/(loss) from financial assets available for sale	14	(40)
12. Gain/(loss) from financial assets held to maturity	9	13
13. Gain/(loss) from hedging transactions	(6)	-
14. Income from investments in subsidiaries, affiliated companies and	(-)	
joint ventures		5
15. Income from other equity investments	-	-
16. Gain/(loss) from foreign exchange differences	(69)	134
17. Other income	378	401
18. Other expenses	(59)	(82)
19. General and administrative expenses, depreciation and	(4.000)	44.400
amortization	(1,209)	(1,163)
20. Net income before value adjustments and provisions for losses	876	863
21. Expenses from value adjustments and provisions for losses	(411)	(479)
22. Profit/(loss) before tax	465	384
23. Income tax	(101)	(89)
24. Current year profit/(loss)	364	339
25. Earnings per share	HRK 100	HRK 85
Appendix to the Income Statement		
	2014	2013
Current year profit/(loss)	364	295
Distributable to the parent company shareholders	361	309
Minority participation	3	(14)

# Appendix I – Regulatory forms requested by the Croatian National Bank (continued)

Consolidated Balance Sheet	2014	2013
	HRK millions Unaudited	HRK millions Unaudited
Assets	- IIIIIIIII	Onduction
1. Cash and deposits with CNB	4,103	4,026
1.1. Cash	571	622
1.2. Deposits with CNB	3,532	3,404
Deposits with banking institutions	982	1,071
Treasury bills of Ministry of Finance and treasury bills of CNB	264	438
Securities and other financial instruments held for trading	1,617	2,264
<ol><li>Securities and other financial instruments available for sale</li></ol>	3,287	83
Securities and other financial instruments held to maturity	342	780
7. Securities and other financial instruments that are not traded on active		
markets at fair value through profit and loss	983	826
8. Derivative financial assets	94	54
9. Loans to financial institutions	208	457
10. Loans to other clients	21,590	23,619
11. Investments in subsidiaries, affiliated companies and joint ventures	-	-
12. Repossessed assets	83	120
<ul><li>13. Tangible and intangible assets (minus depreciation and amortisation)</li><li>14. Interests, fees and other assets</li></ul>	1,755	1,798
A. Total assets	589 <b>35,897</b>	36,180
Liabilities and equity	33,037	30,100
1. Borrowings from financial institutions	3,446	3,415
1.1. Short-term borrowings	2,255	411
1.2. Long-term borrowings	1,191	3,004
2. Deposits	23,437	21,904
2.1. Deposits on giro-accounts and current accounts	5,983	5,827
2.2. Savings deposits	3,958	3,069
2.3. Term deposits	13,496	13,008
3. Other borrowings	1,890	3,480
3.1. Short-term borrowings	379	1,200
3.2. Long-term borrowings	1,511	2,280
4. Derivative financial liabilities and other trading financial liabilities	247	645
5. Issued debt securities		*
5.1. Issued short-term debt securities	·*	S <del>e</del>
5.2. Issued long-term debt securities		9. <del>0</del> .
Issued subordinated instruments	460	\₩
7. Issued subordinated debt	=	(+
8. Interests, fees and other liabilities	1,300	1,207
B. Total liabilities	30,780	30,651
Equity	0.000	0.000
1. Share capital	3,633	3,633
Minority participation     Current year gain/loss	65 361	62
4. Retained earnings/(loss)	862	309 1,336
5. Legal reserves	178	1,330
6. Statutory and other capital reserves	1,70	1/0
7. Unrealised gain /(loss) from available for sale fair value adjustment	17	10
C. Total equity	5,117	5,529
D. Total liabilities and equity	35,897	36,180
Appendix to the Balance Sheet		
		***
Total aquity	2014	2013
Total equity	5,117	5,529
Equity distributable to parent company shareholders  Minority participation	5,052 65	5,467
minority participation	65	62

# Appendix I – Regulatory forms requested by the Croatian National Bank (continued)

# **Consolidated Cash Flow Statement**

	2014 HRK millions Unaudited	2013 HRK millions Unaudited
Operating activities		
1.1. Gain/(loss) before tax	465	384
1.2. Value adjustments and provisions for losses	411	479
1.3. Depreciation and amortization	200	220
1.4. Net unrealised (gain)/loss from financial assets and liabilities at		
fair value through profit and loss	(433)	123
1.5. Gain/(loss) from tangible assets sale	(4.404)	(4.000)
1.6. Other (gains)/losses	(1,104)	(1,360)
1. Operating cash flow before operating assets movements	(461)	(154)
2.1. Deposits with CNB	67	100
2.2. Treasury bills of Ministry of Finance and treasury bills of CNB 2.3. Deposits with banking institutions and loans to financial	174	390
institutions	308	171
2.4. Loans to other clients	1,545	449
2.5. Securities and other financial instruments held for trading	634	(744)
2.6. Securities and other financial instruments available for sale	(3,233)	14
2.7. Securities and other financial instruments that are not traded on	(-,,	
active markets at fair value through profit and loss	(157)	815
2.8. Other operating assets	2,178	1.896
2. Net (increase)/decrease in operating assets	1,516	3,091
Increase/(decrease) in operating liabilities		
3.1. Demand deposits	156	610
3.2. Savings and term deposits	1,450	(1,189)
3.3. Derivative financial liabilities and other trading liabilities	(399)	(380)
3.4. Other liabilities	(459)	(503)
3. Net increase/(decrease) in operating liabilities	748	(2,162)
4. Net cash flow form operating activities before profit tax paying	1,803	775
5. Paid profit tax	(80)	(124)
6. Net inflows/(outflows) of cash from operating activities	1,723	651
Investing activities 7.1. Receipts from sale/(payments for purchasing) tangible and intangible assets 7.2. Receipts from sale /(payments for buying) investments in	(165)	(309)
subsidiaries, affiliated companies and joint ventures 7.3. Receipts from collection/(payments for buying) securities and		=
other financial instruments held to maturity	446	(9)
7.4. Received dividends	440	(5)
_7.5. Other receipts/(payments) form investment activities	3€:	24
7. Net cash flow from investing activities	281	(294)
Financial activities		
8.1. Net increase/(decrease) in borrowings	(1,548)	(821)
8.2. Net increase/(decrease) in issued debt securities	(.,5.5)	(02.7
8.3. Net increase/(decrease) in subordinated and subordinated debt	460	=
8.4. Receipts from issued share capital	9₩1	-
8.5. (Dividends paid)	(805)	(367)
8.6. Other receipts/(payments) from financial activities		
8. Net cash flow from financial activities	(1,893)	(1,188)
9. Net increase/(decrease) in cash and cash equivalents	111	(831)
10. Effects from foreign exchange rates changes on cash and cash equivalents	18	(12)
11. Net increase/(decrease) in cash and cash equivalents	129	(843)
12. Cash and cash equivalents at the beginning of the year	2,701	3,544
13. Cash and cash equivalents at the end of the year	2,830	2,701

Appendix I – Regulatory forms requested by the Croatian National Bank (continued)

Equity
드
Changes
of
Statement
Consolidated

(All amounts in HRK million)	Share capital	Treasury	Legal, statutory and other reserves	Retained earnings/(loss)	Current year profit/loss	Unrealised gain/losses from available for sale financial assets fair value adjustment	Minority participation	Total capital and reserves
Unaudited								
1. Balance at 1 January 2014	3,633	7,0	179	1,645	2003	10	62	5,529
2. Changes of Accounting policies and error corrections	•	<b>J</b>		<b>9</b>		•		(4)
3. Restated current year balance	3,633	*	179	1,645	or	10	62	5.529
<ol> <li>Sale of financial assets available for sale</li> </ol>			•	•	•	•		
5. Fair value changes of financial								•
assets available for sale 6 Tax on items directly recognised	(98)/	O <b>N</b> 15		( <b>1</b>	116	7	<u>K</u>	7
or transferred from capital and								
reserves	*	•	Ĭ.	•	•	x	9	1
7. Other gains or losses directly recognised in central and reserves		,	į	1				
8. Net gains/losses directly		6						
recognised in capital and								
reserves	•	•	•	••	1000	7	•	_
<ol><li>Current year gain/(loss)</li></ol>	(€)				361		8	364
10. Total income and expenses recognised for the current year	•	٠	9		264	1	٣	790
11. Increase/ (decrease) in share					8			5
capital	t:	E		•	ř	:#:	3	*
12. Buying/(sale) of treasury shares	:00		0	3	9			
13 Other changes			Ų (		ß.	E :		
15. Office changes		•		77	1	•	(*	7.7
14. Transfer to reserves	(d)	)( <b>1</b> 6	Đ	E	<u></u>		ě	**
15. Dividends paid	31	a		(802)	•	1948	•	(802)
16. Distribution of profit				(783)	2	8.■1	(4)	(374)
17. Balance at 31 December 2014	3,633		179	862	361	17	65	5,117

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Appendix I – Regulatory forms requested by the Croatian National Bank (continued)

Consolidated Statement of Changes in Equity (continued)

(All amounts in HRK million)	Share capital	Treasury shares	Legal, statutory and other reserves	Retained earnings/(loss)	Current year profit/loss	Unrealised gain/losses from available for sale financial assets fair value adjustment	Minority participation	Total capital and reserves
Unaudited								
1. Balance at 1 January 2013	3,633	•	179	1,706	•	13	80	5.611
2. Changes of Accounting policies and								
error corrections	•	E	10	ř	•	.*	*	a
3. Restated current year balance	3,633	(/●/	179	1,706	•	13	80	5.611
4. Sale of financial assets available for								
sale	*	9	α	13	Ĭ	(3)	()	•
5. Fair value changes of financial assets								
available for sale	•	*	·	*	Ť	(3)	•	(3)
6. Tax on items directly recognised or								
transferred from capital and reserves	٠	II O	10	*	Ň		٠	
<ol><li>Other gains or losses directly</li></ol>								
recognised in capital and reserves	•	16	•	•			•	1
8. Net gains/losses directly recognised								
in capital and reserves	•		( <b>1</b> )	360	Ű	(3)	•	(3)
9. Current year gain/(loss)		9	1300		309		(14)	295
10. Total income and expenses								
recognised for the current year	•	•	*	•	309	3.4	(14)	295
11. Increase/ (decrease) in share capital	•))		<b>€</b>	X.	î		Ŷ	1
12. Buying/(sale) of treasury shares	( <u>i</u>	į	:#0	(,♥,)	(1)	1	*0	ij
13. Other changes	Ē		*	(2)	9	131		(2)
14. Transfer to reserves	•	•	ï	#	¥	3	9	
15. Dividends paid		**	7)	(363)	•	•	(4)	(367)
16. Distribution of profit	•		3	(370)	3	•	5	(374)
				(616)		e	•	(\$15)
17. Balance at 31 December 2013	3,633		179	1,336	309	10	62	5,529

# Appendix I - Regulatory forms requested by the Croatian National Bank (continued)

As data in financial statements prepared in accordance with the Croatian National Bank ("CNB") decision are classified differently from those in financial statements prepared according to the statutory accounting requirements for banks in Croatia the following tables present comparatives.

#### Comparatives for the income statement for years ended 31 December 2014 and 2013:

	2014	2014	2014	2013	2013	2013 Differenc
	Croatian National	Accounting Requirements	Difference	Croatian National	Accounting Requirements	е
	Bank	for banks		Bank	for banks	
	Decision	in Croatia		Decision	in Croatia	
	HRK	HRK	HRK	HRK	HRK	HRK
	millions	millions	millions	millions	millions	millions
Interest and interest						
similar income	1,728	1,732	(4)	1,845	1,856	(11)
Interest and interest	(507)	(550)				
similar expenses	(597)	(550)	(47)	(695)	(653)	(42)
Net interest income	1,131	1,182	(51)	1,150	1,203	(53)
Commission and fee	000	222				
income	629	628	1	579	579	85
Commission and fee expenses	(201)	(240)	39	(188)	(229)	41
Net commission and	(201)	(240)		(100)	(223)	71
fee income	428	388	40	391	350	41
Net trading gain	253	194	59	19	150	(131)
Gain/(loss) from	200	104	39	19	130	(131)
financial assets						
available for sale	14	ě	14	=	-	1.51
Gain/(loss) from						
financial investments	0			10		
held to maturity	9	-	9	13	<b>(4)</b>	13
Income from other equity investments						
Net foreign exchange	-	-	-	=	<b>.</b>	•
differences	(69)	-	(69)	134	( <b>4</b> 0)	134
Other operating income	378	371	· Ź	401	381	20
Total other income	585	565	20	567	531	36
General and						
administrative						
expenses, depreciation	(4.000)	(4.000)				
and amortization	(1,209)	(1,263)	54	(1,163)	(1,208)	45
Expenses from value adjustments and						
provisions for losses	(411)	(407)	(4)	(479)	(492)	13
Other operating	( ,	(101)	( . /	(11.0)	(102)	10
expenses	(59)		(59)	(82)	<u>u</u>	(82)
Total other expenses	(1,679)	(1,670)	(9)	(1,724)	(1,700)	(24)
Profit before tax	465	465		384	384	
Income tax	(101)	(101)	4	(89)	(89)	
Net profit for the year	364	364		295	295	*
Earnings per share						
(in HRK)	HRK 100	HRK 100	-	HRK 85	HRK 85	<u> </u>

#### Appendix I - Regulatory forms requested by the Croatian National Bank (continued)

- Interest and similar income is higher in the annual report prepared according to the accounting requirements for banks in Croatia by the amount of interest income of previously write offs. According to CNB methodology this income is represented in value adjustments.
- According to CNB methodology net foreign exchange differences are classified in positions net interest income, net commission income and expenses from value adjustments. In annual report all foreign exchange differences are classified in net trading gain.
- Deposit insurance costs are classifed as administrative expenses while in CNB report they are part of interest expenses
- In the income statement presented in accordance with statutory accounting requirements for banks in Croatia rechargeable credit insurance costs increased the position fee and commissions expenses while according to CNB methodology those expenses are recognised as general and administrative expenses.
- In the income statement presented in accordance with statutory accounting requirements for banks in Croatia position provision for employee retirement, unused vacations and for court cases are recognised as impairment losses on provisions for liabilities and charges while in CNB report they are part of other operating expenses.
- Expenses for donations, advertising, promotions and representations are also reclassified from other expenses to administrative expenses in the income statement presented in accordance with statutory accounting requirements for banks in Croatia.

Appendix I – Regulatory forms requested by the Croatian National Bank (continued) Comparatives for the balance sheet at 31 December 2014 and 31 December 2013

	2014 Croatian National Bank Decision	2014 Accounting Requirements for banks in Croatia	2014 Difference	2013 Croatian National Bank Decision	2013 Accounting Requirements for banks in Croatia	2013 Difference
	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions	HRK millions
Assets						
Cash and deposits with CNB Treasury bills of	4,103	3,797	306	4,026	3,845	181
Ministry of Finance and CNB	264	0	264	438		438
Financial assets at FVTPL	2,600	2,895	(295)	3,090	3,610	(520)
Financial investments		· ·			0,0.0	(0_0)
held to maturity Placements with and	342	411	(69)	780	795	(15)
loans to other banks	982	1,428	(446)	1,071	1,622	(551)
Loans and receivables	21,798	21,780	18	24,076	23,844	232
Available for sale financial assets	3,287	3,328	(41)	83	85	(2)
Repossessed assets PPE and intangible	83	0	83	120		120
assets	1,755	1,711	44	1,798	1,746	52
Derivative financial						
assets	94		94	54		54
Deferred tax assets Other assets	- 589	156 381	(156) 208	644	217 388	(217)
Total assets	35,897	35,887	10	36,180	36,152	256 28
Liabilities	00,007	00,00.		50,100	00,102	
Due to other banks and						
deposits from						
customers	28,773	29,174	(401)	28,799	29,138	(339)
Long-term issued debt securities		_	-		-	
Provisions for liabilities				:=:	-	
and charges	200	182	(182)	82	172	(172)
Derivative financial						
liabilities and other						
trading financial liabilities	247	250	(3)	645	651	(6)
Other liabilities	1,300	700	600	1,207	662	545
Total liabilities	30,320	30,306	14	30,651	33,623	28
Subordinated debt	460	464	(4)	00,001	00,020	
Equity			( - /			
Share capital	3,633	3,633	90	3,633	3,633	3=1
Net profit for the year	361	361	12	309	309	-
Retained earnings/(loss						
carried forward)	862	862	7 <b>4</b> 7	1,336	1,336	-
Hedging reserve Unrealised gain /(loss)	-	2	<b>E</b>	•	<u></u>	.*
from available for sale	47	47		40	40	
fair value adjustment Reserves	17 179	17 179		10 179	10 179	5 <b>8</b> 5
Total equity	5,052	5,052		5,467	5,467	
Total liabilities and	3,002	0,002	1/2-	<b>0,</b> →0 <i>1</i>	0,407	
equity	35,832	35,822	10	36,118	36,090	28
	,			,		

#### Appendix I - Regulatory forms requested by the Croatian National Bank (continued)

The difference in total assets and total liabilities of HRK 10 million as of 31 December 2014 (2013: HRK 28 millions) is the result od different presentation of deferred tax and tax liabilities in the balance sheet presented according to the CNB decision and the balance sheet presented in the other assets or other liabilities presented in accordance with statutory accounting requirements for banks in Croatia.

- Cash and balances with the CNB balances on accounts with other banks and and compulsory CNB bills have been reclassified from/to placements with other banks.
- Financial assets at fair value through profit or loss the difference relates to the Treasury bills of the Ministry of Finance, the fair value of derivatives and spot transactions and accrued interests
- Financial investments held to maturity the difference is the result of accrued interest
- Loans and receivables –loans and advances to credit institutions that have been reclassified to loans to other banks, accrued interest from other assets
- Deferred tax assets have been presented in the balance sheet under the bank accounting requirements in Croatia as a separate line item, whereas in the balance sheet as per the CNB Decision they are included in other assets.
- Prepaid rents, repossessed and small inventory have been reclassified in the Annual Report in other assets.
- In the Annual Report, restricted deposits and other liabilities (deposits on the escrow account, investments in equity instruments of domestic corporate issuers) have been reclassified from other liabilities (under the CNB methodology) into deposits from other banks and customers.
- The difference in the position derivative financial liabilities and other trading financial trading liabilities is related to the accrued interest reclassified to the other liability position.
- Provisions for risks and charges are presented separately in the Annual Report. Under the CNB methodology, they are presented within other liabilities.