

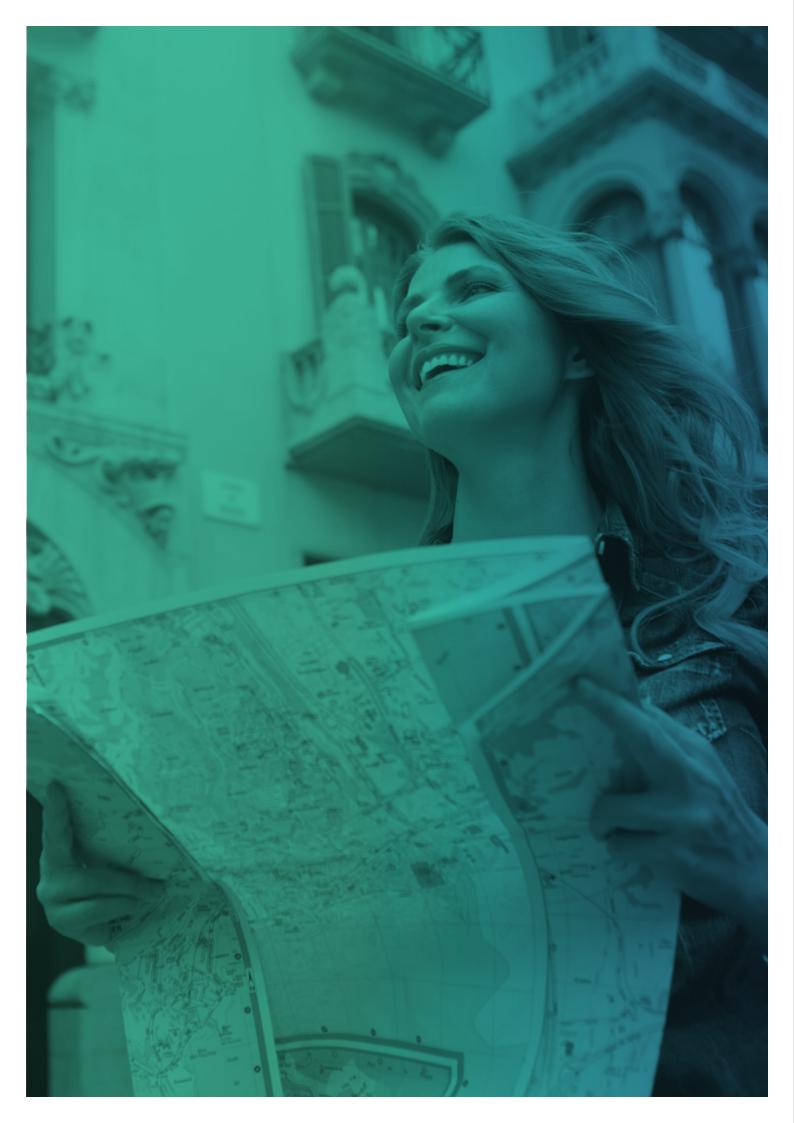
2015 Annual report



## Contents

Vision, miss	sion and values	5
Bigbank's s	trategy	7
Operating o	countries	9
New face, n	new act, new breathing	13
Review of o	perations	15
Overview of	the year 2015	15
Key perform	ance indicators	16
Human reso	urce management in Bigbank	17
Bigbank in s	society	19
About Bigba	ank Group	20
Shareholder	s	21
Prospects for	or 2016	21
Corporate g	governance report	23
Consolidate	ed financial statements	29
Consolidate	d statement of financial position	29
Consolidated	d statement of comprehensive income	30
Consolidate	d statement of cash flows	31
Consolidate	d statement of changes in equity	32
Notes to the	consolidated financial statements	33
Note 1.	General information and significant accounting policies	33
Note 2.	Significant accounting judgements, estimates and assumptions	44
Note 3.	Risk management	45
Note 4.	Cash and bank balances and cash equivalents	64
Note 5.	Financial assets held for trading	65
Note 6.	Loans to customers	65
Note 7.	Impairment of loans, receivables and financial investments	68
Note 8.	Held-to-maturity financial assets	69
Note 9.	Derivative financial instruments	70
Note 10	. Other receivables	70

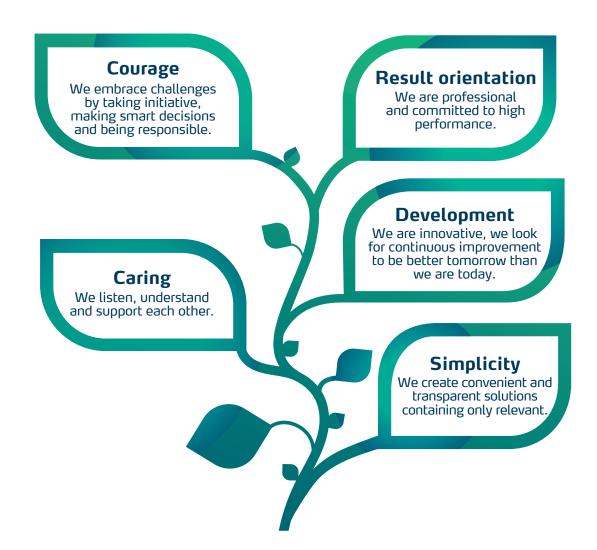
INC	ote II.	Prepayments	/(
No	ote 12.	Property and equipment	7-
No	ote 13.	Investment properties	72
No	ote 14.	Intangible assets	72
No	ote 15.	Deposits from customers	73
No	ote 16.	Other liabilities	73
No	ote 17.	Deferred income and tax liabilities	73
No	ote 18.	Equity	74
No	ote 19.	Interest income	75
No	ote 20.	Interest expense	75
No	ote 21.	Net gain/loss on financial transactions	75
No	ote 22.	Other income	75
No	ote 23.	Salaries and associated charges	75
No	ote 24.	Other operating expenses	75
No	ote 25.	Other expenses	76
No	ote 26.	Operating leases	76
No	ote 27.	Assets pledged as collateral	76
No	ote 28.	Contingent liabilities	76
No	ote 29.	Income tax expense	77
No	ote 30.	Related parties	78
No	ote 31.	Fair values of financial assets and financial liabilities	78
No	ote 32.	Earnings per share 8	30
No	ote 33.	Unconsolidated statements of parent company as a separate entity	81
Signatu	ıres		35
Indepe	ndent	auditor's report	87
Profit a	llocat	ion proposal	38

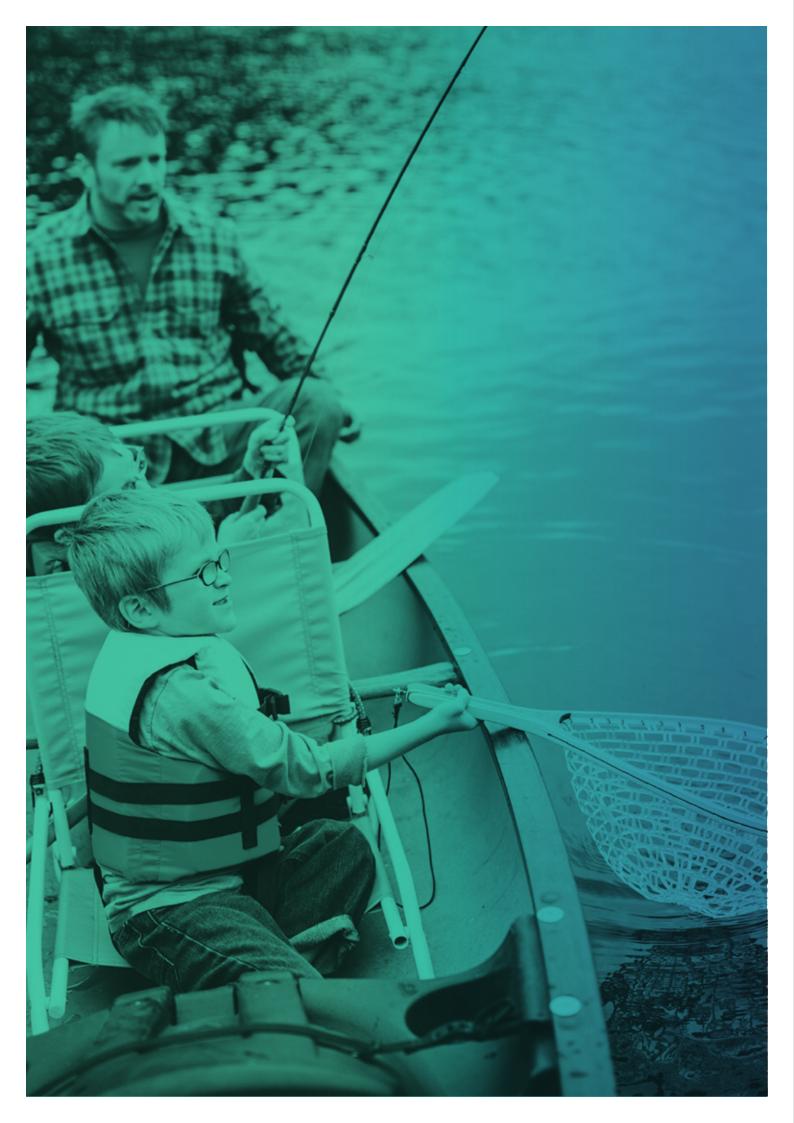


## Vision, mission and values

Bigbank's mission is to make financing simple, enabling people to improve their lives.

Bigbank's vision is to be among the leading European banks specialised on consumer loans.





## Bigbank's strategy

- We focus on consumer financing
- We provide simple services
- We focus on creditworthy loan customers
- We maintain profitable and organic growth
- We grow through geographical expansion
- We keep unified solutions, products and processes
- We are a company and an employer with a good reputation
- We hire talented people, developing them to become experts and leaders
- We rely on technological development and automatization
- We will not become a universal bank



## Operating countries

#### **ESTONIA**

Start of operations	1992
Loan portfolio, EUR thousand	55,657
No. of loans in thousands	38
Deposit portfolio, EUR thousand	184,002
No. of deposits	9,309
No. of employees	193

#### **LATVIA**

Start of operations	1996
Loan portfolio, EUR thousand	79,673
No. of loans in thousands	68
Deposit portfolio, EUR thousand	12,115
No. of deposits	768
No. of employees	87

#### **LITHUANIA**

Start of opera	ations	2007
Loan portfolio EUR thousand		62,022
No. of loans i thousands	n	27
Deposit portfo		_
No. of deposi	ts	_
No. of employ	/ees	61

#### **FINLAND**

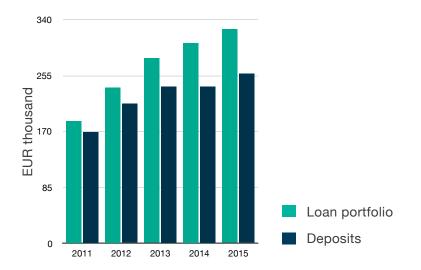
Start of operations	2009
Loan portfolio, EUR thousand	55,867
No. of loans in thousands	12
Deposit portfolio, EUR thousand	16,391
No. of deposits	439
No. of employees	33

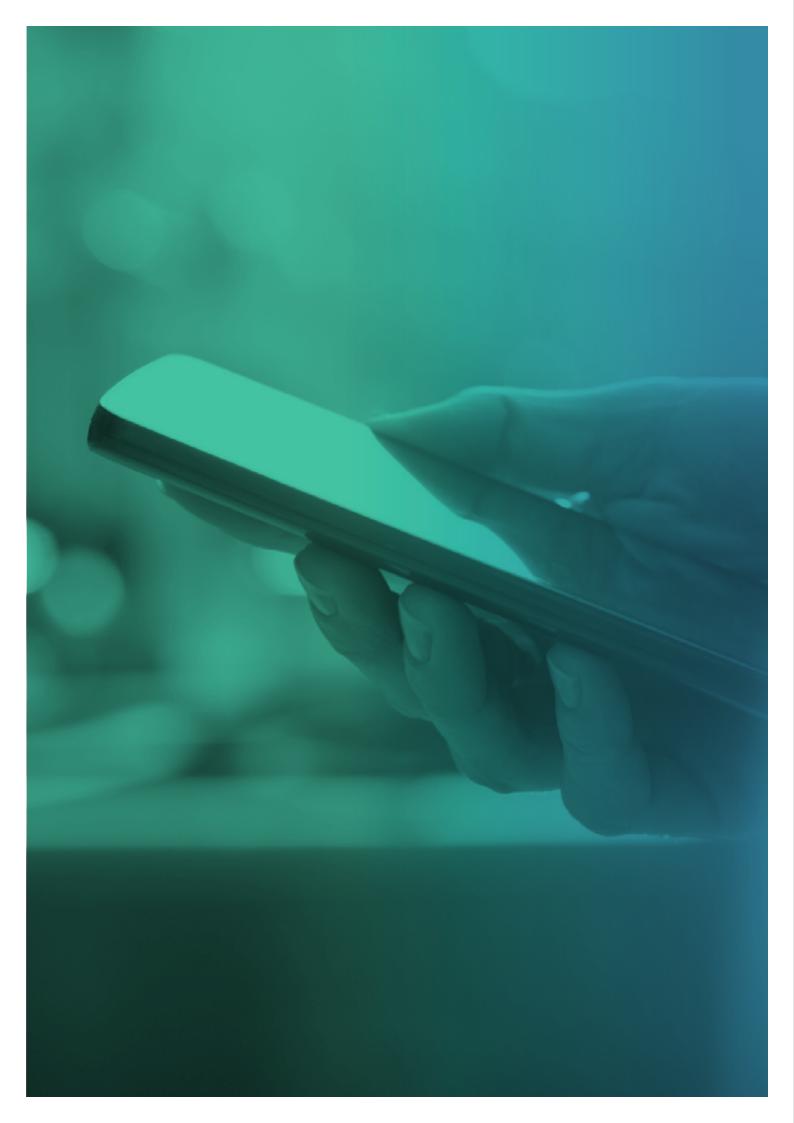
#### **SWEDEN**

Start of operations	2012
Loan portfolio, EUR thousand	40,302
No. of loans in thousands	6
Deposit portfolio, EUR thousand	44,673
No. of deposits	1,160
No. of employees	20

#### **SPAIN**

Start of operations	2011
Loan portfolio, EUR thousand	32,516
No. of loans in thousands	10
Deposit portfolio, EUR thousand	_
No. of deposits	_
No. of employees	29





# Bigbank AS annual report 2015

Business name Bigbank AS

Registry Commercial Register of

the Republic of Estonia

Registration number 10183757

Date of entry 30 January 1997

Address Rüütli 23, 51006 Tartu, Estonia

Telephone +372 737 7570

Fax +372 737 7582

E-mail bigbank@bigbank.ee

Corporate website www.bigbank.ee

Reporting period 1 January 2015 – 31 December 2015

Chairman of the management board Kaido Saar

Core business line Provision of consumer loans

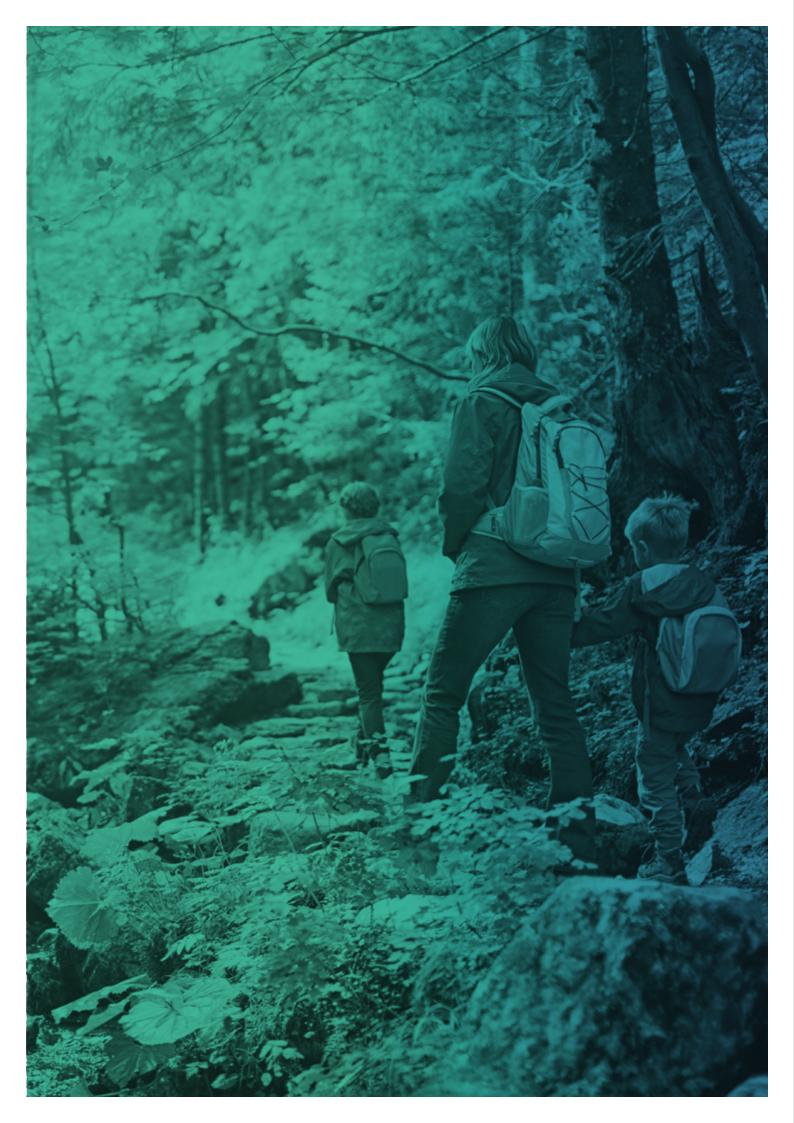
and acceptance of deposits

Auditor Ernst & Young Baltic AS

This annual report of Bigbank AS consists of a chairman's statement, review of operations, corporate governance report and consolidated financial statements that have been appended an independent auditors' report and a profit allocation proposal. The document contains 89 pages.

The reporting currency is the euro and numerical financial data is presented in thousands of euros.

The annual report will be available on the website of Bigbank AS at www.bigbank.ee. The English version of the annual report can be found at www.bigbank.eu.



# New face, new act, new breathing

Last year was a good year. Bigbank achieved good results in year 2015 – net profit of the Group comprised 11.2 million euros and the total assets reached 352.9 million euros. Most important highlights for Bigbank were the launch of the new business model, new brand, focus of the entire organisation on a new mainstream customer segment and providing quality service to existing customers through more efficient core processes. More favorable interest rates are the second change by importance for the customers following the increase in service quality. Increase in the quality of the loan portfolio serves as a basis for sustainable future business growth.

Best business results were reached last year in Lithuania and Finland where the loan portfolio growth was the highest. More favourable loan product conditions were offered to Lithuanian consumers, resulting in a 43.7% growth in the Lithuanian portfolio, comprising 62.0 million euros. By today, Lithuania has reached the second place amongst Bigbank's countries of activities - with its 27 thousand loan agreements it accounts for 19.0% of the loan portfolio of the Group. Bigbank's market share in Finland is more modest, but we managed to take a good hold of it last year - Bigbank became more visible to the rather conservative consumers with an outstanding media campaign, followed by the growth in business volumes.

This year we will continue to aim on sustainable growth of the high-quality loan portfolio. We will introduce new innovative products to the market to support the growth, offering simultaneously exceptionally good customer experience with the objective to become a product and service leader

in all countries. To achieve that the implementation of the long-term leadership change oriented development programs – *LEAN*, *Agile*, *4 Disciplines of Execution* – that were started already in 2014, will continue together with implementation of the Bigbank customer experience strategy – WOW strategy – that was developed in autumn 2015.

We have started with enhancement of the internal governance in the entire organisation too. Our Chief Technology Officer Agur Jõgi was elected as a new member of the management board from spring. His long-term experience in senior executive positions in technology sector (Elion, Skype'is, MyJar) creates a solid foundation for developing the bank as a fintech company.

We believe in product development as a main tool for becoming a digital product and service leader in all markets where Bigbank currently operates – in Estonia, Latvia, Lithuania, Finland, Spain and Sweden and as a cross-border services provider also in Germany, Austria and the Netherlands. We are aiming to become one of the main fintech industry influencer through increased customer satisfaction and increased market share.

Our strategic decisions and course of action has received positive feedback both from our employees, customers and also from the wider public. Bigbank earned the Estonian Quality Innovation award among large enterprises in November for high-quality concept of operations and development of customer service process.

Bigbank participated in the Estonian Corporate Sustainability and Responsibility (CSR) Index for the first time in 2015 with the aim to gain comprehensive feedback to our current business

activities and to get input for developing acitivity plans for creating more value for all our main stakeholders – customers, employees, partners and environment.



Kaido Saar Chairman of the Management Board, Bigbank Group

## Review of operations

#### **OVERVIEW OF THE YEAR 2015**

In 2015, Bigbank AS (hereafter also "Bigbank" or the "Group") succeeded in increasing the volume of loan portfolio as well as net profit before taxes and net interest income. At 31 December 2015, the Group's consolidated assets totalled 352,947 thousand euros, increasing 28,189 thousand euros (8.7%) during the year. Growth in total assets comes primarily from the 8.9% growth in loan portfolio reaching 299,531 thousand euros.

The Group issues loans continuously in the Baltic countries, Finland, Sweden and Spain. In 2015, the credit quality of loan portfolio has significantly improved. By the year-end the proportion of loans past due for more than 90 days had dropped 19.8% to 64,523 thousand euros.

The Group introduced trading portfolio of debt securities from March 2015. Following the decision of the asset and liabilities committee, the size of the trading portfolio is limited to 15,000 thousand euros. The portfolio consists of investment grade euro denominated bonds carried at fair value.

Term deposits are continuously accepted from customers in Estonia, Finland, Sweden and Latvia but also in Germany, Austria and the Netherlands as cross-border services. The Group's funding is based on its deposit portfolio, which is diversified in terms of countries, maturities and customers. At the end of 2015, Bigbank's liabilities totalled 261,840 thousand euros. Most of the liabilities of the Group, i.e. 257,181 thousand euros (98.2%) consisted of term deposits. Deposit portfolio's weighted average duration to maturity is more than two years as of year-end. As the overall interest environment was low in year 2015 the Group managed to decrease its ratio of interest expense to average interest-bearing liabilities (to 2.8% as of year-end, 3.3% year earlier).

Bigbank ended year 2015 with a profit after tax of 11,194 thousand euros, 1,474 thousand euros i.e. 11.6% less than in year 2014. The Group earned interest income of 71,959 thousand euros growing by 12,279 thousand euros (20.6%) compared with previous year. Interest expense for 2015 was 6,660 thousand euros compared with 7,591 thousand euros for 2014 (12.3% decrease). In 2015, impairment losses on loans and financial investments totalled 30,934 thousand euros, increasing 6,269 thousand euros (25.4%) from previous year. Tier 1 capital ratio stood at 24.6% at 31 December 2015 (31 December 2014 24.7%).

#### **KEY PERFORMANCE INDICATORS**

Financial position indicators (in thousands of euros)	31 Dec 2015	31 Dec 2014
Total assets	352,947	324,758
Loans to customers	299,531	275,101
of which loan portfolio	326,037	304,216
of which interest receivable	22,974	23,405
of which impairment allowances	-49,480	-52,520
of which impairment allowances for loans	-32,942	-40,832
of which impairment allowances for interest receivables	-9,530	-7,615
of which additional impairment allowances	-7,008	-4,073
Deposits from customers	257,181	239,033
Equity	91,107	81,259
Financial performance indicators	2015	2014
Interest income	71,959	59,680
Interest expense	-6,660	-7,591
Salaries and associated charges	-13,802	-12,267
Other operating expenses	-9,552	-8,741
Net impairment loss on loans and financial investments	-30,934	-24,665
Profit for the year	11,194	12,668
For the year	2015	2014
Average equity	86,263	75,462
Average assets	338,853	318,347
Average interest-earning assets	337,415	308,762
Average interest-bearing liabilities	240,387	230,620
Total income (gross)	79,079	69,071
Ratios	2015	2014
Return on assets (ROA)	3.3%	4.0%
Return on equity (ROE)	13.0%	16.8%
Profit margin (PM)	14.2%	18.3%
Return on loans	24.2%	22.7%
Asset utilization ratio (AU)	22.4%	21.7%
Price difference (SPREAD)	18.6%	16.0%
Equity multiplier (EM)	3.9	4.2
Earnings per share (EPS), euros	139.93	158.30
Yield on interest-earning assets	21.3%	19.3%
Cost of interest-bearing liabilities	2.8%	3.3%

#### **EXPLANATIONS**

Average financial position indicators (equity, assets) are calculated as the arithmetic means of respective indicators, i.e. carrying value at end of previous reporting period + carrying value at end of current reporting period / 2

Average interest-earning assets are calculated as the arithmetic means of interest-earning assets in the statement of financial position i.e. carrying value of interest-earning assets at end of previous reporting period + carrying value of interest-earning assets at end of current reporting period / 2

Average interest-bearing liabilities are calculated as the arithmetic means of interest-bearing liabilities in the statement of financial position i.e. carrying value of interest-bearing liabilities at end of previous reporting period + carrying value of interest-bearing liabilities at end of current reporting period / 2

Return on assets (ROA, %) = profit for the year / average assets \* 100

Return on equity (ROE, %) = profit for the year / average equity \* 100

Profit margin (PM, %) = profit for the year / total income \* 100

Return on loans = interest income on loan portfolio + income from debt collection / average loan portfolio

Asset utilization ratio (AU) = total income / total assets

Price difference (SPREAD) = interest income / interest-earning assets – interest expense / interest-bearing liabilities Equity multiplier (EM) = total assets / total equity

Earnings per share (EPS) = profit for the year / period's average number of shares outstanding

Total income = interest income + fee income + gains/income on financial transactions + other income + gains/income on changes in the values of investment property, property and equipment and intangible assets + gains/income on changes in the values of receivables and liabilities accounted for off the statement of financial position + extraordinary income

Yield on interest-earning assets = interest income / interest-earning assets

Cost of interest-bearing liabilities = interest expense / interest-bearing liabilities

## HUMAN RESOURCE MANAGEMENT IN BIGBANK

#### Improved work organisation

In 2015, the most important keywords were the new business model, focus on wildly important goals and increase in operational efficiency. Development programs – LEAN, Agile and 4 Disciplines of Execution which were started in 2014 continued last year. More than two thirds of employees have been trained in new methods which have become an integral part of everyday work. Focus on wildly important goals both at the group level as well in all units, has improved significantly internal co-operation and information flow. Bigbank Customer Experience Strategy was developed in co-operation with employees of different units in the second half of the year. The strategy is called WOW Strategy (see figure on page 18).

The strategy describes in detail 6 main focus areas and the overall aim is to ensure that every customer of the bank has a WOW experience while using our products and services. The acronym WOW also stands for Bigbank "Way of Working" to ensure the excellent experience for customers.

In 2015, work organisation changes were introduced in all branches as well in most Group units with the objective to meet the customer needs and increase the efficiency of bank processes. The principal change that impacts the whole group has been the introduction of cross-functionality with the objective to ensure work quality together with substitution in important parts of the process.

## Internal communication and employee development

A new intranet was developed and launched at the end of the year. It provides much better opportunities for sharing information both between units as well at group level, engage employees in the decision-making process as well execution of important goals (4 Disciplines of Execution).

The Internal Trainers Academy is actively working and up to 60 managers and senior level specialists have been trained to prepare and carry out effective internal trainings as a part of the induction program of new employees, professional development and internal rotation of staff.

#### Bigbank customer experience strategy 6 main focuses



Seamless digital service<sup>1</sup>







## **WOW STRATEGY**



Customer as a person, not a number<sup>4</sup>



Standardized transparent processes<sup>5</sup>



Professional committed team<sup>6</sup>

#### Social Responsibility

The Group participated in the Estonian CSR index for the first time in its history, with the objective to benchmark current practices of the Group against other companies and gain feedback how to improve and better meet the needs of major stakeholders.

#### Improved work conditions and environment

The Group continued with salary reviews and in most countries the average basic pay increase was significantly better than market average. Considering the critical situation on the Baltic labour market, the salaries will remain in focus also in year 2016.

The Group has continuously improved the work environment. The Tallinn office renovation was completed at the beginning of 2015 and Helsinki and Riga teams were recently moved to new premises too. Moving of Tartu office is planned for year 2016.

At the end of 2015, Bigbank employed 423 people: 193 in Estonia, 87 in Latvia, 61 in Lithuania, 33 in Finland, 29 in Spain and 20 in Sweden. Annual average number of employees working full time was 441.

#### **BIGBANK IN SOCIETY**

Bigbank is committed to giving back to society by supporting culture, sport, young people and initiatives benefiting large families. In 2015, our largest sponsoring projects were:

#### **Estonia**

Bigbank Tartu. Since 2012 Bigbank is the main sponsor of the national champion volleyball team that bears the name Bigbank Tartu. Bigbank is also supporter of their youth team.

Bigbank's Large Family Day. In partnership with the Estonian Association of Large Families, Bigbank offers families with four or more children an opportunity to spend a special active day full of fun together with its own and other large families already since 2005. In addition, Bigbank has instituted the tradition of promoting and recognising large families by awarding the Large Family of the Year title.

Golf development. In 2015 we started supporting the Estonian Golf Association to develop this sport in Estonia.

#### Latvia

Bigbank Latvia runs. The event aims to promote a healthy lifestyle and the joy of movement among Latvian inhabitants. This is the most popular marathon in Latvia with the biggest amount of participants. It is organised as a series in the 7 biggest Latvian cities throughout the Latvian territory binding together different age groups.

Bigbank Pearls of Latvia. One of the values of Bigbank is to honor Latvian cultural traditions. Therefore Bigbank became the main sponsor of music festival "Bigbank Latvian pearls".

**#laiBigbankziedo.** Starting from year 2015 a social project #laiBigbankziedo was created, the main channel used for communication was social network Facebook. The aim of the project was to

raise public awareness of animal welfare issues to the public awareness, as well as to support the animal shelter in the Jugla "Labās mājas". The social network users published pictures of themselves together with their pets using hash tag #laiBigbankziedo. For each post, Bigbank donated 2 euros to the animal shelter. As a result, the shelter collected a donation of 3,000 euros.

#### Lithuania

Bigbank Roadcycling Cup. The event of professional and amateur cyclists, which took place in Lithuanian biggest cities, had 6 rounds in total starting from spring and continuing till autumn 2015.

Bigbank Family Day. A collaboration of Bigbank Lithuania and daily news portal Delfi a family event was created in spring 2015. Online photo competition of the best family was announced. Families uploaded pictures and their descriptions, and the most original picture and description won monetary prize and was announced by Bigbank as "The family of the year".

#### **Finland**

Espoon Blues. In 2015, Bigbank Finland started sponsorship co-operation with one of the major ice-hockey teams in Finland "Espoon Blues". The team is famous for its excellent work amongst juniors.

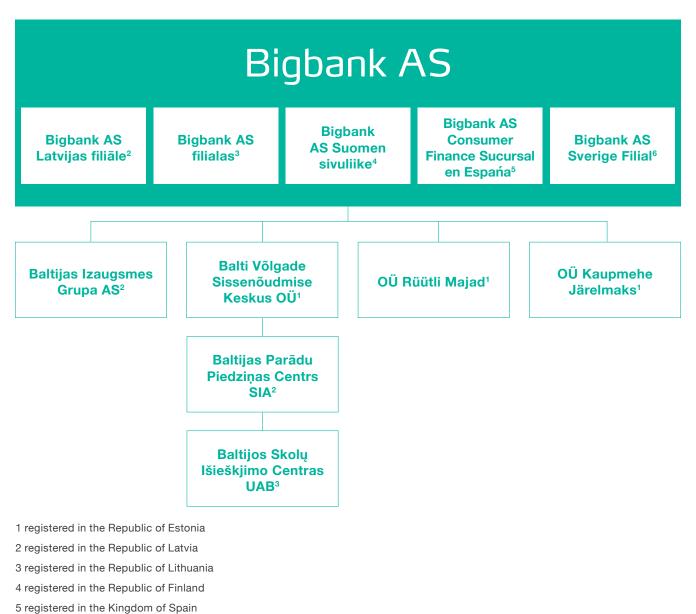
Kunnas Racing motorbike team. Bigbank Finland started sponsoring junior athletes team "Kunnas Racing motorbike team" in 2015. Well-being and physical activity of children and teens remains as the main focus in our sponsorship activities.

#### **ABOUT BIGBANK GROUP**

Bigbank AS was founded on 22 September 1992. A licence for operating as a credit institution

was obtained on 27 September 2005. Bigbank's core services are consumer loans and term deposits.

The Group's structure at the reporting date:



The branches in Latvia, Lithuania, Finland, Sweden and Spain offer lending services similar to those of the parent. In addition, the parent and its Latvian, Finnish and Swedish branches offer deposit services. In addition, Bigbank AS provides cross-border deposit services in Germany, the Netherlands and Austria. The core business of

6 registered in the Kingdom of Sweden

OÜ Rüütli Majad is managing the real estate used in the parent's business in Estonia. OÜ Balti Võlgade Sissenõudmise Keskus and its subsidiaries support the parent and its branches in debt collection and OÜ Kaupmehe Järelmaks offers hire purchase services.

#### **SHAREHOLDERS**

The shares in Bigbank AS are held by two individuals, each holding the same number of shares. At 31 December 2015, the shareholders were:

Shareholder	Number of shares	Interest
Parvel Pruunsild (chairman of the supervisory board)	40.000	50.0%
Vahur Voll (member of the supervisory board)	40.000	50.0%

The shares in Bigbank AS are registered with the Estonian Central Depository for Securities. Use of voting power carried by the shares has not been restricted. The company is not aware of any shareholder agreements under which the shareholders pursue a joint policy by means of pooling their votes or otherwise restrict use of voting power. Except for shares, Bigbank AS has not issued any securities that grant control of the company.

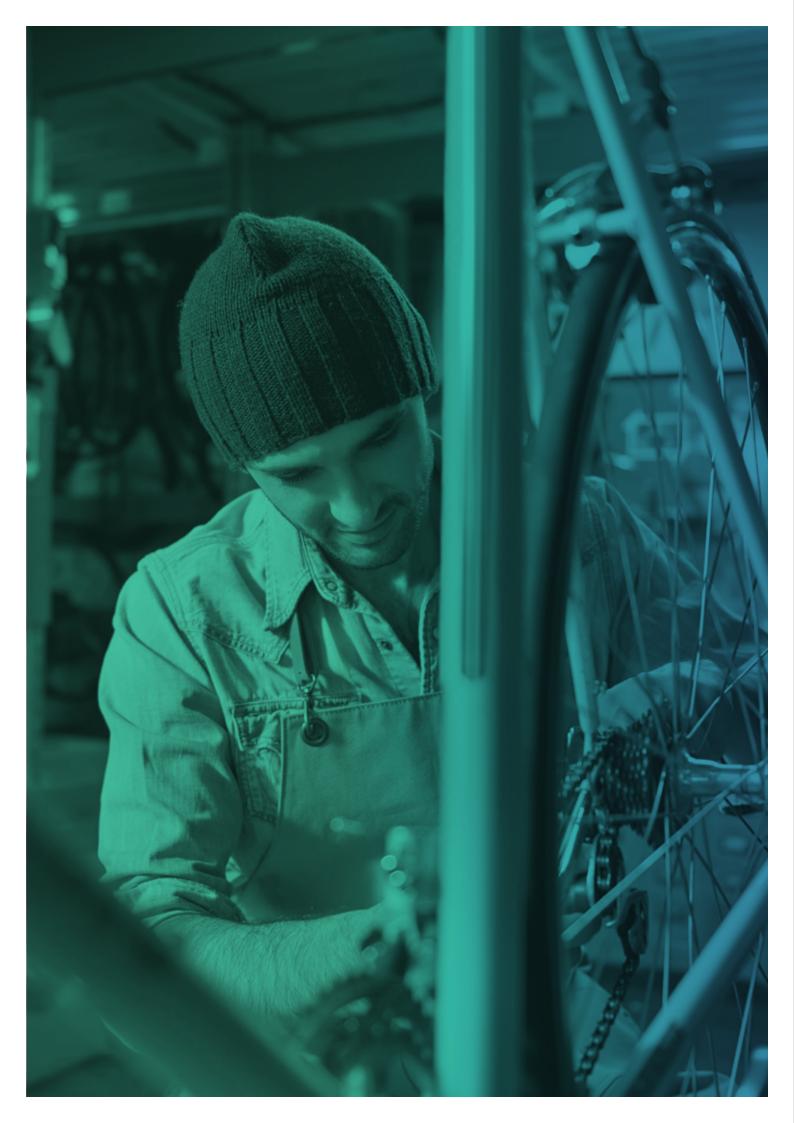
#### Litigation

At 31 December 2015, the Group was not involved in any significant litigation.

#### **PROSPECTS FOR 2016**

The European economy is expected to continue to grow in year 2016, filled with steady increase in employment and income in the locations of economic activities of the Group, especially in Baltics. The low oil and commodity prices will support household consumption and inflation is expected to recover gradually, helped by additional ECB easing. Unemployment is predicted to decrease further pushing up labour costs. The biggest downside risk for the European economy lies in the volatile external environment.

Bigbank's market share is expected to grow in year 2016 in Latvia, Lithuania and Finland based on escalation of Bigbank's online lender's business model, meaning lower interest rates, higher productivity and better loan quality. No plans have been made to expand to new markets in year 2016. The main challenges for the Group will be to overcome credit quality issues in Spain and Sweden, and marketing restrictions set in Estonia. The Group will continue to invest heavily into technology and product development to become a highly automated digital bank.



# Corporate governance report

The Corporate Governance Recommendations (CGR) promulgated by the Estonian Financial Supervision Authority is a set of guidelines designed for listed companies.

Although Bigbank AS's shares are not traded on a regulated market and Bigbank AS has not issued listed bonds either, Bigbank AS has elected to comply, where possible, with the practice suggested by the CGR and the "comply or explain" principle. However, many provisions of the CGR are intended for companies with a wide shareholder base and cannot be adjusted to entities with a limited number of shareholders.

As a credit institution, Bigbank AS is subject to supervision by the Estonian Financial Supervision Authority and its activities are regulated, among other legislation, by the Credit Institutions Act that imposes specific management, governance and reporting requirements. The company's governing bodies are the general meeting, the supervisory board and the management board. Election, resignation, removal and authorisation of members of the management board are regulated by the Commercial Code, the Credit Institutions Act and the company's articles of association.

The sections below provide an overview of the governance of Bigbank AS and the requirements of the CGR that are currently not complied with together with relevant explanations. The majority of requirements that are not complied with concern Bigbank AS's shareholder structure and related issues.

#### **GENERAL MEETING**

The general meeting that convened on 28 February 2015 approved the company's annual report, allocation of profit for 2014 and decided to extend the mandate of the members of the supervisory board. 100% of the votes determined by shares were represented at the meetings.

Bigbank AS does not comply with the provisions of the CGR under which the company should publish on its website notice of a general meeting (article 1.2.1), essential information on the agenda of a general meeting (article 1.2.3), and the proposals of the supervisory board and the shareholders regarding the agenda items (article 1.2.4). In 2014, the general meeting was not attended by the members of the management board, the auditor and the members of the supervisory board that are not shareholders (article 1.3.2). Bigbank AS does not make observing the general meeting possible by means of communication equipment (article 1.3.3).

The above requirements are not applicable to a company that has only two shareholders who are also members of the supervisory board and are therefore informed about the company's activity on a current basis. Bigbank AS uses the simplified method of giving notice of the general meeting that is allowed by section 294(11) of the Commercial Code or the company exercises the right of adopting decisions without calling a general meeting that is provided in section 305(2) of the Commercial Code because Bigbank has only two shareholders and consensus in the adoption of decisions is customary.

In other respects, Bigbank AS complies with the provisions of part I of the CGR.

#### SUPERVISORY BOARD

The supervisory board of Bigbank AS has five members (according to the articles of association the number may range from five to seven):

Parvel Pruunsild – chairman of the supervisory board

**Vahur Voll** – member of the supervisory board

**Andres Koern** – member of the supervisory board

**Juhani Jaeger** – member of the supervisory board

Raul Eamets – member of the supervisory board

The activities of the supervisory board are governed, among other legislation, by the Credit Institutions Act that sets forth requirements for members of the supervisory board, the cooperation between the supervisory board and the management board, and the control mechanisms established by the supervisory board.

In 2015, the remuneration of the members of the supervisory board totalled 56 thousand euros including taxes. The company does not deem it necessary to provide more detailed information about the remuneration of the members of the supervisory board because the effect of the remuneration on the company's financial performance is not significant (article 3.2.5). All members of the supervisory board attended at least half of the meetings held in 2015. As far as the company is aware, in 2015 the members of the supervisory board did not have any material conflicts of interest as defined in article 3.3.2 of the CGR. There have been no transactions with the members of the supervisory board in the reporting period.

The CGR sets forth the independence requirement for members of the supervisory board (article 3.2.2). Two out of the five supervisory board members are shareholders who each hold 50% of the shares and both have served on the supervisory board for over ten years. The company is of the opinion that these connections do not

involve a significant risk of a conflict of interest that could lead to the adoption of a decision detrimental to Bigbank AS and that the independence of the supervisory board is ensured. Other supervisory board members have no known connection with the company except for their board member remuneration.

Bigbank AS publishes neither the information about the existence, responsibilities, composition and structural position of the committees created by the supervisory board on its website (article 3.1.3) nor the details of division of labour of the management board and the supervisory board (article 4.1) Considering that the audit committee has been elected by the supervisory board whose members include shareholders and that the members of the audit committee have been elected from among the members of the supervisory board, disclosure of this information on the company's website is not relevant for observing the interests of the shareholders and the investors. Information on the credit committee is not published on the website either as it has no significant value for investors. Shareholders are also members of the supervisory board and they are thus informed.

In other respects, the company complies with parts III and IV of the CGR.

#### **MANAGEMENT BOARD**

New member – Bigbank's head of technology Agur Jõgi – was elected in May 2015, while Veiko Kandla was recalled from the management board. As of 31 December 2015 the management board had three members (under the articles of association the number may range from three to five):

Kaido Saar - chairman of the management board

**Ingo Põder –** member of the management board

Agur Jõgi – member of the management board

The activities of the management board are governed, among other legislation, by the Credit Institutions Act that sets forth specific requirements for members of the management board and the organisation of the internal audit, risk management and reporting functions as well as guidance on how to behave in a conflict of interest and how to avoid breaching the prohibition on competition. According to the Commercial Code and the articles of association, the company may be represented by any member of the management board acting alone.

The management board acts in the best interests of the company, the shareholders and the creditors and is guided by those interests in managing the company's risks, conducting internal audits and organising work within the company. The members of the parent company's management board have certain control functions at the subsidiaries. For example, they participate in the work of the supervisory board of the Latvian subsidiary and the management boards of OÜ Rüütli Majad (as members of the supervisory and management boards respectively).

The Estonian Financial Supervisory Authority established in year 2015 that member of the management board, Agur Jõgi, was acting also as a member of management and supervisory boards of several other companies during his nomination. The conflict of interest was removed starting from 26 October 2015. In 2015, Bigbank AS did not conduct any transactions with members of its management board or persons close or connected to them except for transactions arising from the board member status (e.g. signature or amendment of a service contract).

In 2015, Bigbank AS did not comply with article 2.2.7 of the CGR, which provides that the benefits and bonus schemes of each member of the management board should be published on the corporate website and in the corporate governance report and that the principles of remunerating management board members should be explained at the general meeting.

Bigbank AS publishes the aggregate remuneration of the members of the Group's management

board in its annual report. The figure for 2015 was 702 thousand euros including taxes. In addition, the company observes the requirements of the legislation regulating the disclosure of a credit institution's remuneration policy. The requirement of disclosing the remuneration of each member of the management board is primarily aimed at informing the shareholders. In view of the shareholder structure of Bigbank AS, detailed disclosure of this information in the company's corporate governance report is not necessary. The principles of remunerating the members of the management board were not explained at the general meeting because the shareholders are on the supervisory board and thus aware of the principles.

In other respects, the company complies with the provisions of part II of the CGR.

#### **DISCLOSURE OF INFORMATION**

Articles 5.2 and 5.3 of the CGR are not observed in the following: the financial calendar, information about general meetings and the schedule of meetings specified in article 5.6 of the CGR are not disclosed on the corporate website.

In 2015, Bigbank AS did not publish its financial calendar because the regularity of reporting is provided, among other things, in the Credit Institutions Act. The company issues quarterly reports within two months after the end of each quarter. Disclosure of a term for publishing a notice of calling a general meeting is not relevant in view of the small number of shareholders.

Currently Bigbank AS does not deem it necessary to publish information about meetings with investors and analysts or media and the presentations arranged for them on its website because no price sensitive information is disseminated at those meetings (articles 5.5. and 5.6). The information about general meetings is not published because of the small number of shareholders.

All the information is not currently available in English at the websites (article 5.2), as the Group does not consider it necessary regarding the shareholders' circle. In other respects, the company complies with the provisions of part V of the CGR.

#### REPORTING

Bigbank AS is audited by Ernst & Young Baltic AS since 2013. Olesia Abramova is the lead auditor (audit engagement partner). Bigbank AS complies with the auditor rotation requirement.

Bigbank AS does not observe this part of article 6.1.1 of the CGR, which provides that the auditor should attend the meeting of the supervisory board that reviews the annual report. The supervisory board is informed about the company's performance on a quarterly basis. Upon necessity the information provided to the supervisory board includes information about the results of audit procedures that have been conducted. The members of the supervisory board have not deemed it necessary to have the auditor attend the meeting of the supervisory board that reviews the annual report. The members of the supervisory board do not sign the annual report. The position of the supervisory board is presented in the supervisory board's written report on the company's annual report.

The supervisory board does not fully comply with articles 6.1.1 and 6.2.1 of the CGR that regulate notifying and informing shareholders because both shareholders are on the supervisory board and thus informed about the work of the supervisory board and the auditor.

#### **CONTROL FUNCTIONS**

In addition to the management, financial accounting, and supervision reports system and risk management procedures in place, the company has established a risk management area which also includes risk management unit, controlling department, compliance control unit and credit risk analysis and monitoring department. In addition to the risk management area the internal audit department and the management reporting department are part of internal controlling system. Collegial decision-making competence is implemented in the committees, which include among the other things the Group's credit committee, country-specific credit committees, the audit committee, the

asset-liability committee (ALCO), and the development committee.

The internal audit unit is a structural unit of the Group, which is directly subordinated to the supervisory board of the Group and is therefore independent from the management board of the Group. The unit has two internal auditors and head of the unit. The aim of the internal audit unit is to perform independent and objective supervision over the efficiency and effectiveness of risk management, governance and control processes. The internal audit unit acts on the basis of the statutes approved by the supervisory board of the Group. The statutes of the internal audit unit describe the requirements on the internal audit with regard to independence, proficiency, its authority, tasks, and scope of activities and principles of quality assurance. The internal audit work plan is approved by the supervisory board of the Group.

The internal audit unit's has the following tasks:

- to assess the ordinary business activities of the Group and compliance of the internal regulations and procedure rules with the requirements and adequacy of the activities of the Group;
- to analyse the risks inherent in the Group's activities, as a result of which the unit shall determine the priorities of its activities and prepare an internal audit work plan;
- to identify the management and control measures implemented for achieving the objectives of the Group, assess their adequacy and efficiency;
- to assess the lawfulness, purposefulness, economy and efficiency of using the resources;
- to verify the compliance with valid legislation, regulations, procedure rules and other norms enacted by the supervisory board and the management board of the Group and the heads of subsidiaries and branches;
- to verify that substantial information concerning finances, management and operations would be precise, reliable and usable in a timely manner;

- to analyse any deficiencies detected in the activities of the Group and its employees, make proposals for eliminating the deficiencies and improving the efficiency of internal control systems;
- to fulfill other tasks established by laws and regulations on the internal audit activities and tasks given by the supervisory board which do not endanger the functional independence of internal auditors.

The audit committee has two members. The audit committee is an advisory body whose primary responsibility is to provide assistance in the area of financial reporting and auditing, risk management, internal control and auditing, supervision and budgeting as well as legal and regulatory compliance.

The Group's credit committee, which has a staff of five, consists of members of the supervisory and management boards. The Group's credit committee sets the credit policy. In addition, the Group has country-specific credit committees.

The ALCO has five members who set the policy for analysing and controlling interest rate, currency, liquidity, financing and market risks and devise the financing strategies and plans for the Group and all Group entities.

In addition to the members of the management board, the development committee comprises of heads of different areas. First and foremost the development committee is active in working on the IT strategy, arranging the development process, working on products and business processes and confirming the changes in products and business processes.

#### WHISTLEBLOWING HOTLINE

In 2015, Bigbank introduced a whistleblowing hotline in the Group and the supervisory board established internal rules for notification and processing of internal misconduct.

The hotline is part of the Group's corporate governance culture and its aim is to support the preservation of the Group's values and agreed code of conduct, promote openness and consideration for other employees.

Bigbank employees have a possibility to send notifications of possible internal misconduct, that may include breaching the general rules of conduct established by the Group and procedures regulating internal work organisation as well as violation of legislation and neglect for the principles of good banking practice.

Notification may be done via e-mail, phone or letter. Identity of the employee and information regarding the notice shall be processed confidentially.

The whistleblowing hotline is coordinated by the head of the internal audit unit, who is reporting directly to the supervisory board of Bigbank AS.

#### REMUNERATION POLICIES

In 2015, the Bigbank remuneration policy was developed and approved by the supervisory board in alignment with the Estonian Credit Institution Act and EU regulations with the objective to ensure:

- Sustainable fulfilment of the Group's shortand long term targets with responsible consideration of the interests of all main stakeholders – customers, employees, shareholders, co-operation partners etc.;
- Consideration of the Group's risk profile and impact remuneration will have on the level of Group own funds and liquidity;
- Material risk takers and employees remuneration is justified and has an objective ground and is directly resulting from employee individual as well Group performance;
- Reasonable balance between fixed and variable pay in total remuneration of employees.

  Unless there is objective ground, the supervisory board and management boards have a right not to provide any performance benefits or, under certain circumstances, may reduce allocated performance benefits, suspend payment of performance benefits, or demand partial or full reimbursement of performance benefits paid.

Performance and termination benefits may only be paid in cash, not in the form of shares, share options or similar rights in line with the Group's remuneration policy. Supervisory board and management board have a right not to provide any performance benefits.

According to the remuneration policy the decision-making power is divided between the supervisory board and management board as follows:

- Supervisory board decides the remuneration of the Group management board members and employees of the internal audit function including fixed pay, variable pay and benefits.
- Management board:
  - Establishes internal rules for employee remuneration including fixed and variable pay, ad-hoc bonuses, work related benefits etc.
  - Decides material risk takers fixed and variable pay, ad-hoc bonuses and work related benefits.

Considering the size of the organisation and activity profile, the supervisory board has decided not to establish separate remuneration committee or other single-purpose body for remuneration oversight, but performs it oneself.

Bigbank AS operates in one business line. Therefore, it does not disclose quantitative summary data on remuneration by business line.

In 2015 the remuneration provided to management, which included 56 positions in addition to the members of the management board, totalled 3,600 thousand euros, the figure consisting of base remuneration of 2,789 thousand euros, performance benefits of 652 thousand euros and termination benefits of 159 thousand euros. Base remuneration was paid to people in 56 positions and performance benefits were paid to people in 50 positions. Performance benefits were paid in cash and allocated and paid out in 2015. There are no unpaid performance benefits allocated for performance in 2015.

# Consolidated financial statements

#### **CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

As at 31 December	Note	2015	2014
Assets			
Cash and balances at central banks	4	15,328	20,150
Due from banks	4	13,993	13,665
Financial assets held for trading	5	14,464	-
Loans to customers	6,7	299,531	275,101
Held-to-maturity financial assets	8	633	1,186
Derivatives with positive fair value	9	-	225
Other receivables	10	1,086	2,064
Prepayments	11	1,106	3,967
Property and equipment	12	3,389	3,426
Investment properties	13	797	1,100
Intangible assets	14	1,611	1,181
Deferred tax assets	29	1,009	2,693
Total assets		352,947	324,758
Liabilities			
Deposits from customers	15	257,181	239,033
Derivatives with negative fair value	9	-	75
Provisions		-	216
Other liabilities	16	3,000	3,032
Deferred income and tax liabilities	17	1,659	1,143
Total liabilities		261,840	243,499
Equity	18		
Share capital		8,000	8,000
Capital reserve		800	800
Other reserves		1,048	894
Retained earnings		81,259	71,565
Total equity		91,107	81,259
Total liabilities and equity		352,947	324,758



#### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

CONSOCIDATED STATEMENT OF COMPREHENSIVE INCOM	_		
	Note	2015	2014
Interest income	19	71,959	59,680
Interest expense	20	-6,660	-7,591
Net interest income		65,299	52,089
Fee and commission income		2,322	2,131
Fee and commission expense		-180	-185
Net fee and commission income		2,142	1,946
Net loss on financial transactions	21	-565	-358
Other income	22	4,798	7,260
Total income		71,674	60,937
Salaries and associated charges	23	-13,802	-12,267
Other operating expenses	24	-9,552	-8,741
Depreciation and amortisation expense	12,14	-661	-603
Net impairment losses on loans and financial investments	7	-30,934	-24,665
Losses resulting from changes in the fair value of investment properties	13	-144	-226
Other expenses	25	-2,710	-3,241
Total expenses		-57,803	-49,743
Profit before income tax		13,871	11,194
Income tax	29	-2,677	1,474
Profit for the year		11,194	12,668
Other comprehensive income			
Other comprehensive income to be reclassified to profit or loss in subsequent periods:			
Exchange differences on translating foreign operations		-39	78
Net income/loss on hedges of net investments in foreign operation	าร	193	-71
Net other comprehensive income to be reclassified to profit or loss in subsequent periods	18	154	7
Other comprehensive income for the year		154	7
Total comprehensive income for the year		11,348	12,675
Pagia carninga par chara (ELIP)	32	140	158
Basic earnings per share (EUR)	_		



#### **CONSOLIDATED STATEMENT OF CASH FLOWS**

CONSOLIDATED STATEMENT OF CASH FLOWS			
	Note	2015	2014
Cash flows from operating activities			
Interest received		58,628	53,922
Interest paid		-5,691	-7,234
Salary and other operating expenses paid		-24,273	-20,922
Other income received		6,098	7,553
Other expenses paid		-4,367	-4,571
Fees received		1,135	1,550
Fees paid		-177	-182
Recoveries of receivables previously written off		15,100	3,965
Received for other assets		615	237
Paid for other assets		-689	-336
Loans provided		-177,815	-145,190
Repayment of loans provided		125,110	109,825
Change in mandatory reserves with central banks and related interest receivables	4	-215	1,542
Proceeds from customer deposits		69,420	58,806
Paid on redemption of deposits		-53,296	-57,299
Change in financial assets held for trading	5	-14,625	-
Income tax paid		1,970	-1,520
Effect of movements in exchange rates		-6	105
Net cash used in/from operating activities		-3 038	251
Cash flows from investing activities			
Acquisition of property and equipment and intangible assets	12,14	-1,016	-500
Proceeds from sale of property and equipment		14	6
Proceeds from sale of investment properties		106	41
Acquisition of financial instruments		-3,864	-11,142
Proceeds from redemption of financial instruments		4,420	17,961
Net cash used in/from investing activities		-340	6 366
Cash flows from financing activities			
Dividends paid	18	-1,500	-1,080
Net cash used in financing activities		-1,500	-1,080
Effect of exchange rate fluctuations		170	-312
Decrease/increase in cash and cash equivalents		-4,708	5,225
Cash and cash equivalents at beginning of year	4	33,602	28,377
Cash and cash equivalents at end of year	4	28,894	33,602

Cash and cash equivalents are disclosed in note 4.



#### **CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**

	Attributable to equity holders of the parent				
	Share capital	Statutory capital reserve	Other reserves	Retained earnings	Total
Balance at 1 January 2014	8,000	800	887	59,978	69,665
Profit for the year	-	-	-	12,668	12,668
Other comprehensive income					
Exchange differences on translating foreign operations	-	-	78	-	78
Net loss on hedges of net investments in foreign operations	-	-	-71	-	-71
Total other comprehensive income	-	-	7	-	7
Total comprehensive income for the year	-	-	7	12,668	12,675
Dividend distribution	-	-	-	-1,080	-1,080
Total transactions with owners	-	-	-	-1,080	-1,080
Balance at 31 December 2014	8,000	800	894	71,565	81,259
Balance at 1 January 2015	8,000	800	894	71,565	81,259
Profit for the year	-	-	-	11,194	11,194
Other comprehensive income					
Exchange differences on translating foreign operations	-	-	-39	-	-39
Net profit on hedges of net investments in foreign operations	-	-	193	-	193
Total other comprehensive income	-	-	154	-	154
Total comprehensive income for the year	-	-	154	11,194	11,348
Dividend distribution	-	-	-	-1,500	-1,500
Total transactions with owners	-	-	-	-1,500	-1,500
Balance at 31 December 2015	8,000	800	1,048	81,259	91,107

#### Please refer note 18.



### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

## Note 1. General information and significant accounting policies

Bigbank AS is a company incorporated and domiciled in Estonia that holds an activity licence of a credit institution. The consolidated financial statements as at and for the year ended 31 December 2015 comprise Bigbank AS (also referred to as the "parent company"), its Latvian, Lithuanian, Finnish, Spanish and Swedish branches and its subsidiaries AS Baltijas Izaugsmes Grupa, OÜ Rüütli Majad, OÜ Balti Võlgade Sissenõudmise Keskus and OÜ Kaupmehe Järelmaks and the subsidiaries of OÜ Balti Võlgade Sissenõudmise Keskus - SIA Baltijas Parādu Piedziņas Centrs and UAB Baltijos Skolų Išieškojimo Centras (together referred to as the "Group").

The business name Bigbank AS was registered on 23 January 2009. The Group's former business name was Balti Investeeringute Grupi Pank AS.

#### STATEMENT OF COMPLIANCE

These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards issued by the International Accounting Standards Board (IASB) as adopted by the European Union (IFRS EU). The accounting policies set out below have been applied consistently to all periods presented in these consolidated financial statements except where indicated otherwise.

Under the Estonian Commercial Code, final approval of the annual report including the consolidated financial statements that has been prepared by the management board and approved by the supervisory board rests with the general meeting. Shareholders may decide not to approve the annual report that has been prepared and submitted by the management board and may demand preparation of a new annual report.

These consolidated financial statements

include the primary statements of the parent company (see note 33) in addition to required part prepared under International Financial Reporting Standards as adopted by the European Union because it is required by the Estonian Accounting Act and capital ratios (see note 3) for regulatory purposes that have been prepared in accordance with Regulation (EU) no 575/2013 of the European Parliament and of the Council on prudential requirements for credit institutions and investment firms. These parent company primary statements are not separate financial statements as defined by IAS 27.

The management board of Bigbank AS has prepared these consolidated financial statements and authorised them for issue on 26 February 2016.

#### **BASIS OF PREPARATION**

The figures reported in the financial statements are presented in thousands of euros. The consolidated financial statements are prepared on the historical cost basis except that some assets and liabilities are measured at their fair values (financial instruments held for trading and financial instruments classified as available-for-sale and derivatives and investment property) and on the revaluation method basis (land and buildings). Group entities apply uniform accounting policies.

In accordance with the Estonian Accounting Act, the parent company's separate unconsolidated financial statements (statement of financial position, statement of comprehensive income, statement of cash flows and statement of changes in equity) are disclosed in the notes to the consolidated financial statements. The separate financial statements of Bigbank AS are presented in note 33 Unconsolidated statements of parent company as a separate entity. The parent company's financial statements are prepared using the same accounting policies and measurement bases as those applied on the preparation of the consolidated financial statements except that in the separate financial statements investments in subsidiaries and associates are measured at cost.

#### CONSOLIDATION

#### **Branches**

A branch is an economic entity established for offering services on behalf of a company. A branch is not an independent legal person. The company is liable for the obligations arising from the activities of its branch. The company has to maintain separate accounts concerning its foreign branches. The financial statements of a branch with separately maintained accounts are included in the consolidated financial statements from the date the activity of the branch commences until the date the activity of the branch ceases.

#### **Subsidiaries**

Subsidiaries are all entities over which the Group has control. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Specifically, the Group controls an investee if, and only if, the Group has:

- power over the investee (i.e., existing rights that give it the current ability to direct the relevant activities of the investee);
- exposure, or rights, to variable returns from its involvement with the investee;
- the ability to use its power over the investee to affect its returns.

Generally, there is a presumption that a majority of voting rights result in control. Subsidiaries are fully consolidated from the date on which control is transferred to the group. They are deconsolidated from the date that control ceases.

Ownership interest
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Subsidiary	Country of incorporation	2015	2014
OÜ Kaupmehe Järelmaks	Republic of Estonia	100%	100%
AS Baltijas Izaugsmes Grupa	Republic of Latvia	100%	100%
OÜ Rüütli Majad	Republic of Estonia	100%	100%
Balti Võlgade Sissenõudmise Keskus OÜ	Republic of Estonia	100%	100%
SIA Baltijas Parādu Piedziņas Centrs	Republic of Latvia	100%	100%
UAB Baltijos Skolų Išieškojimo Centras	Republic of Lithuania	100%	100%

#### Transactions eliminated on consolidation

In preparing consolidated financial statements, the financial statements of all entities controlled by the parent (except for subsidiaries acquired for resale) are combined with those of the parent line by line. Intra-group balances and transactions and any unrealised income and expenses and gains and losses arising from intra-group transactions are eliminated in preparing the consolidated financial statements but only to the extent that there is no evidence of impairment. Group entities apply uniform accounting policies. Where necessary, the accounting policies of subsidiaries and branches are adjusted to conform to those adopted for the consolidated financial statements.

#### **FOREIGN CURRENCY**

#### Foreign currency transactions

A transaction in a foreign currency is recorded in the functional currency by applying the exchange rate quoted by the central bank at the date of the transaction. In the statement of financial position, monetary assets and liabilities denominated in foreign currencies at the reporting date are retranslated to the functional currency at the central bank exchange rates ruling at that date. The foreign currency gain or loss on monetary items is the difference between the amortised cost in the functional currency at the beginning of the year and the amortised cost in foreign currency translated at the exchange rate at the end of the year. Non-monetary assets and liabilities denominated in foreign currencies that are measured at fair value are retranslated to the functional currency at the exchange rate at the date that the fair value was determined. Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction. Foreign exchange differences arising on retranslation are recognised in the statement of comprehensive income within *Net gain/loss on financial transactions*.

### Financial statements of the Group's foreign operations

The financial statements of each Group entity are prepared in the currency of the primary economic environment in which the entity operates ("the functional currency"). The consolidated financial statements are presented in thousands of euros, which is the Group's presentation currency. Accordingly, the assets and liabilities of foreign operations, including fair value adjustments, are translated to euros at the foreign exchange rates of the European Central Bank ruling at the reporting date. The revenues and expenses of foreign operations are translated to euros using the average foreign exchange rate for the period. Exchange differences arising on translating foreign operations are recognised in *Other reserves* in equity and in the statement of comprehensive income, in Exchange differences on translating foreign operations in other comprehensive income.

#### Offsetting

Financial assets and financial liabilities are set off and the net amount is presented in the statement of financial position only when the Group has a legally enforceable right to set off the recognised amounts and intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

#### Financial assets

Financial assets comprise cash, short-term placements, debt securities, loans to credit institutions and customers, and other receivables. The Group initially recognises loans and receivables and deposits at other credit institutions on the date that they are originated. All other financial assets including assets designated at fair value

through profit or loss are recognised initially on the trade date, which is the date on which the Group becomes a party to the contractual provisions of the instrument.

A financial asset is derecognised when the Group's contractual rights to the cash flows from the financial asset expire or it transfers the rights to receive the cash flows of the financial asset and most of the risks and rewards of the ownership of the financial asset. Purchases and sales of financial assets are consistently recognised at the settlement date, i.e. at the date the assets are delivered to or by the Group.

#### Cash and cash equivalents

Cash and cash equivalents in the statement of cash flows comprise cash on hand, balances on demand and overnight deposits, highly liquid term deposits with other credit institutions with original maturities of one year or less, and the balances on correspondent accounts with central banks less the mandatory reserves plus the interest receivable on the mandatory reserves. The statement of cash flows is prepared using the direct method.

#### Financial assets held for trading

Financial assets held for trading comprise debt securities.

Debt securities are financial assets which are either acquired for generating a profit from short-term fluctuations in price or trader's margin, or are securities included in a portfolio in which a pattern of short-term trading exists. The Group classifies securities into trading securities if it has an intention to sell them within a shorter period after purchase, usually before maturity.

The Group may choose to reclassify a non-derivative trading financial asset out of the fair value through the profit or loss category if the asset is no longer held for the purpose of selling it in the near term. Financial assets other than loans and receivables are permitted to be reclassified out of fair value through the profit or loss category only in rare circumstances arising from a single event that is unusual and highly unlikely to reoccur in the near term. Financial assets that would meet the

definition of loans and receivables may be reclassified if the Group has the intention and ability to hold these financial assets for the foreseeable future, or until maturity.

Debt securities are carried at fair value. Interest earned on debt securities is presented in profit or loss for the year as interest income. The fair value of financial assets held for trading is their quoted ask price at the reporting date. All other elements of the changes in the fair value and gains or losses on derecognition are recorded in profit or loss for the year as *Net gain/loss on financial transactions* in the period in which they arise.

## Derivative financial instruments and hedge accounting

Hedge accounting has been discontinued and the future value date transactions cancelled, as the Swedish branch funding in Swedish kronor has exceeded the level of lending, therefore removing the reasoning behind the earlier hedge.

#### Held-to-maturity financial assets

Held-to-maturity financial assets are non-derivative financial assets with fixed or determinable payments and fixed maturity that the Group has the positive intention and ability to hold to maturity. Held-to-maturity financial assets are recognised initially at fair value plus any directly attributable transaction costs.

Subsequent to initial recognition held-to-maturity financial assets are measured at amortised cost using the effective interest rate method. The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument to the net carrying amount of the financial asset or liability. When calculating the effective interest rate, cash flows are estimated considering all contractual terms of the financial instrument excluding future credit losses. The calculation includes all fees paid or received between parties to the contract, transaction costs, and all other premiums or discounts.

If there is objective evidence that an impairment loss on held-to-maturity financial assets

carried at amortised cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of the estimated future cash flows discounted at the financial asset's original effective interest rate (i.e. the effective interest rate computed at initial recognition). The carrying amount of the asset is reduced either directly or through use of an allowance account. The amount of the loss is expensed as incurred.

#### Loans and receivables

Loans and receivables are initially recognised at fair value and subsequently measured at amortised cost using the effective interest rate method. The amortised cost of loans is reduced by any impairment losses.

### Recognition of impairment allowances for loan receivables

Loan receivables are reported in the statement of financial position under *Loans to customers*. The Group assesses receivables for impairment at both an individual, probable but individually not recognised statistical impairment allowances formed on working loan portfolio and at a grouped i.e. a collective level, and creates specific and collective impairment allowances. Specific impairment allowances are created for an individual receivable or a group of receivables that has or have been found to be impaired, i.e. for impairment losses incurred.

Starting from 2014 the statistical provisions are formed linearly within 24 (12 months in 2013) consecutive months after concluding credit facility and in the amount of 2 (1 year in 2013) year expected losses. Statistical impairment allowances are established for collectively assessed groups of receivables that have not been found individually impaired using statistical methods (statistical analysis of historical data on delinquency) or a formula approach based on the historical loss rate experience under the following circumstances:

 There is objective evidence such as observable data, which indicates a measurable decrease in the future cash flows from the group of receivables, or an analysis of the Group's historical loss experience, which suggests that the group of receivables contains impaired items but the individual impaired items cannot yet be identified.

• When it is necessary to mitigate the impacts of changes in the national or regional economic or regulatory environment on the expected future cash flows from receivables. The changes include but are not limited to fluctuations during the assessment period in the following observable data: unemployment rates, property prices, the customers' willingness to pay or payment behaviour, the extent to which claims can be defended in legal proceedings, etc. The above impairment allowances are created when necessary based on the judgement of the Group's management board.

Receivables are assessed for impairment and impairment allowances are recognised by reference to credit risk parameters (including the probability of default and loss given default for the rating class), which are updated at least once a year or whenever there is a significant change in risk assessments.

Collective impairment assessment is applied to all homogenous groups of receivables whose amount is not individually significant and whose individual assessment would be impracticable. Homogenous receivables have similar characteristics such as historical payment behaviour, collateral, or other features.

Individual impairment assessment is applied to receivables from companies, receivables exceeding 100,000 euros and other receivables that have not been grouped.

The need for statistical impairment allowances is assessed and such allowances are made once a month for the following groups of receivables:

- loan receivables not secured with real estate or other physical assets;
- loan receivables secured with real estate;
- receivables from companies.

Statistical impairment allowances are created in equal instalments within 24 months after the signature of the loan agreement in an amount equal to the expected credit loss on agreements signed in the previous calendar month. The calculations are made based on the volume of loan agreements signed in the rating class, the credit rating of the receivable, the default probability of the rating class and the historical loss rate for the group of receivables.

A receivable is impaired when there is objective evidence, such as an identified event and/or observable data, that an event or events has or have adversely affected the amount and timing of the future cash flows of the customer to the extent that repayment of the entire receivable by the customer, taking into account the collateral, is unlikely and the receivable has been identified as impaired during impairment assessment.

Specific impairment assessments are made and specific impairment allowances are established using three principal methods:

- the discounted cash flow method, which is used to assess unsecured retail receivables:
- evaluation of the net realisable value of collateral, which is used to assess retail receivables secured with real estate or other physical assets;
- the combined method, which is used to assess receivables from companies.

Unsecured retail receivables are assessed for impairment by comparing the nominal carrying amount of the item or group of items prior to the recognition of impairment with the present value of the expected future cash flows of the item or group of items, discounted at the effective interest rate. An impairment loss for a receivable or a group of receivables is identified when the total discounted present value of the expected future cash flows of the receivable or group of receivables is less than the carrying amount of the receivable or group of receivables. The difference between carrying value and the present value of expected future cash flows is recognised as the impairment of the

receivable or group of receivables. The effective interest rate applied is the original interest rate of the receivable or the weighted average original interest rate of the group of receivables (the rate recorded in the agreement before its termination or expiry).

Receivables secured with real estate or other physical assets are assessed for impairment using evaluation of the net realisable value of collateral. The net realisable value of collateral is calculated based on the market value of the collateral at the date of assessment, the right of claim and the forced sale costs. Where the carrying amount of the receivable exceeds the net realisable value of collateral, the difference (the unsecured portion) is recognised as an impairment loss.

Receivables from companies are assessed for impairment using the combined method. First, the unsecured portion is determined by evaluating the net realisable value of collateral. After that the impairment loss on the unsecured portion is identified using the discounted cash flow method. The discount rate is the effective interest rate of the loan.

The impairment allowance for collectively assessed loans is calculated by multiplying the carrying amount of receivables in the group by the impairment rate assigned to the group. The same rate is applied to any interest and other receivables associated with the loans belonging to the group.

Loans that are found to be individually impaired are not included in a group of loans that is assessed for impairment collectively. Such loans are assessed for impairment individually.

Any accruals associated with a loan assessed for impairment individually are applied the same impairment rate that is assigned to the underlying loan.

When a loan receivable is written off the statement of financial position, the carrying amount of the loan portfolio and the impairment allowance are reduced accordingly. Recoveries of items written off in the statement of financial position are accounted for on a cash basis. Impairment allowances, changes in impairment allowances and

reversals of impairment allowances on loan receivables are recognised in the statement of financial position in *Loans to customers* and in the statement of comprehensive income in *Net impairment losses on loans and financial investments.* 

### PROPERTY AND EQUIPMENT

Items of property and equipment, excluding land and buildings, are carried at cost less any accumulated depreciation and any impairment losses. Tangible assets are classified as items of property and equipment if they are used in the Group's business, individually significant, and their estimated useful life extends beyond one year. Items with a shorter useful life and little significance are expensed as incurred.

Subsequent expenditure is capitalised only when it is probable that the future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. Ongoing repairs and maintenance are expensed as incurred.

When the recoverable amount of an item of property and equipment decreases below its carrying amount, the item is written down to the recoverable amount. Impairment losses are recognised as an expense as incurred.

Depreciation is charged to the statement of comprehensive income on a straight-line basis over the estimated useful life of each part of an item of property and equipment. Depreciation commences as of the acquisition of the item.

The estimated useful lives assigned to asset classes are as follows:

Asset class	Useful life
Land and works of art	are not depreciated
Buildings	25-50 years
Cars and office equipment	5 years
Computers	3-4 years
Other equipment and fixtures	5 years

Depreciation rates are reassessed at each reporting date and whenever circumstances arise, which may have a significant impact on the useful life of an asset or asset class. The effect of changes in estimates is recognised in the current and subsequent periods.

Land and buildings are measured at fair value at the date of the latest revaluation less any subsequent deprecation on buildings and impairment losses. Fair value is based on the market value determined by external valuers or the management's judgement. Valuations are performed with sufficient frequency to ensure that the carrying amount of a revalued asset does not differ materially from its fair value.

A revaluation surplus is recorded in other comprehensive income and credited to the Other reserves in equity. However, to the extent that it reverses a revaluation deficit of the same asset previously recognised in profit or loss, the increase is recognised in profit and loss. A revaluation deficit is recognised in the statement of profit or loss, except to the extent that it offsets an existing surplus on the same asset recognised in the asset revaluation reserve. When an item of land and buildings is revalued, any accumulated depreciation at the date of the revaluation is eliminated against the gross carrying amount of the asset and the net amount restated to the revalued amount of the asset. Upon disposal, any revaluation reserve relating to the particular asset being sold is transferred to retained earnings.

Depreciation expense is recognised as *Depreciation and amortisation expense* in the statement of comprehensive income.

### **INTANGIBLE ASSETS**

Intangible assets are carried at cost less any accumulated amortisation and any impairment losses.

The Group's intangible assets have definite useful life and primarily include capitalised computer software. Acquired computer software licences are capitalised on the basis of the costs incurred to acquire and bring to use the specific software. External development costs that are

directly associated with identifiable and unique software controlled by the Group are recorded as intangible assets if the inflow of incremental economic benefits exceeding costs is probable. Capitalised costs include software related consultancy costs. All other costs associated with computer software, e.g. its maintenance, are expensed when incurred.

An intangible asset is amortised on a straight line basis over expected useful lives of 5 to 10 years. Amortisation expense is recognised as *Depreciation and amortisation expense* in the statement of comprehensive income.

# IMPAIRMENT OF NON-FINANCIAL ASSETS

At each reporting date, management assesses whether there is any indication that an asset may be impaired. If there is such indication, the asset is tested for impairment and its recoverable amount is identified. The recoverable amount is the higher of the asset's fair value (less costs to sell) and value in use that is found using the discounted cash flow method. Where tests indicate that the recoverable amount of an asset is lower than its carrying amount, the asset is written down to the recoverable amount. Where the recoverable amount of an asset cannot be identified, the recoverable amount of the smallest group of assets it belongs to (its cash-generating unit) is determined. Impairment losses are expensed as incurred.

If tests of the recoverable amount indicate that an impairment loss recognised for an asset in prior years no longer exists or has decreased, the former write-down is reversed and the asset's carrying amount is increased. The increased carrying amount cannot exceed the carrying amount that would have been determined (considering normal depreciation or amortisation) had no impairment loss been recognised.

For information on the impairment of financial assets, please refer to subsection *Financial assets*.

### **INVESTMENT PROPERTIES**

Investment properties are land and buildings held to earn rental income or for capital appreciation, or both and which are not occupied by the Group. An investment property is initially recognised at cost, including transaction costs. After initial recognition, an investment property is measured to fair value at each reporting date. Gains and losses arising from changes in the fair value of an investment property are recognised in profit or loss in the period in which they arise and presented under *Other expenses*. Fair values are determined on an annual valuation performed by the management and/or professional valuers.

Rental income earned is recorded in the profit or loss for the year under *Other income*.

Investment properties are derecognised either when they have been disposed of or when they are permanently withdrawn from use and no future economic benefit is expected from their disposal. Gains and losses arising from derecognition of an investment property are recognised in profit or loss in the period of derecognition.

# FAIR VALUE MEASUREMENT

The Group measures financial instruments, such as derivatives and land and buildings at fair value at each balance sheet date. Also, fair values of financial instruments measured at amortised cost are disclosed in note 31.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either:

- In the principal market for the asset or liability, or
- In the absence of a principal market, in the most advantageous market for the asset or liability.

The principal or the most advantageous market must be accessible to the Group.

The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1 Quoted (unadjusted) market prices in active markets for identical assets or liabilities;
- Level 2 Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable;
- Level 3 Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between Levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

The Group's management determines the policies and procedures for both recurring fair value measurement, such as investment properties and unquoted financial assets, and for non-recurring measurement, such as assets PPE (land and buildings). External valuers are involved for valuation of significant assets, such as land and buildings.

At each reporting date, the management analyses the movements in the values of assets and liabilities which are required to be re-measured or re-assessed as per the Group's accounting policies. For this analysis, the management verifies the major inputs applied in the latest valuation by agreeing the information in the valuation computation to contracts and other relevant documents.

The management, in conjunction with the Group's external valuers, also compares each change in the fair value of each asset and liability with relevant external sources to determine whether the change is reasonable.

For the purpose of fair value disclosures, the Group has determined classes of assets and liabilities on the basis of the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy as explained above.

# **LEASES**

A finance lease is a lease that transfers all significant risks and rewards of ownership to the lessee. An operating lease is a lease other than a finance lease.

### The Group as a lessor

Assets leased out under operating leases are carried in the statement of financial position analogously to other assets. Operating lease payments are recognised in income on a straight-line basis over the lease term.

### The Group as a lessee

Operating lease payments are expensed on a straight-line basis over the lease term.

The amount of future minimum lease payments under non-cancellable operating leases is determined based on the non-cancellable periods of the contracts. In the case of contracts that can

be cancelled subject to a notice period, the notice period is treated as the non-cancellable period. In the case of contracts that can be cancelled subject to mutual agreement, the non-cancellable period is deemed to last for six months.

## FINANCIAL LIABILITIES

Financial liabilities comprise deposits from customers, liabilities arising from securities, bank loans, accrued expenses and other liabilities.

A financial liability is initially recognised at its fair value plus transaction costs directly attributable to financial liability. After initial recognition, financial liabilities are measured at their amortised cost using the effective interest rate method.

A financial liability is removed from the statement of financial position when it is discharged or cancelled or expires.

# STATUTORY CAPITAL RESERVE

In accordance with the Commercial Code of the Republic of Estonia, the capital reserve of a company may not amount to less than one tenth of its share capital. Thus, every year when profits are allocated, the parent company has to transfer at least one twentieth of its net profit for the year to the statutory capital reserve until the required level is achieved. The capital reserve may not be distributed to shareholders but it may be used for covering losses if the latter cannot be covered with unrestricted equity and for increasing share capital through a capitalisation issue.

# INTEREST INCOME AND INTEREST EXPENSE

Interest income and interest expense are recognised using the effective interest rates of the underlying assets and liabilities.

Interest income and interest expense include interest and similar income and expense respectively. Income and expenses similar to interest include items related to the contractual/ redemption term of an asset or liability or the size of the

asset or liability. Such items are recognised over the effective term of the asset or liability. Interest income and expense are recognised using the original effective interest rate that is used to discount the estimated future cash flows of the asset or liability. The original effective interest rate calculation takes into account all costs and income that are directly related to the transaction, including contract and arrangement fees, etc.

### FEE INCOME AND EXPENSE

Fee income comprises other fees received from customers during the period and fee expense comprises fees paid to other credit institutions. Fees and commissions income is recognised in the fair value of the considerations received or receivable for the services provided in the ordinary course of the Group's activities. Fees and commissions income and expense are recognised on an accrual basis. Loan fees (less direct expenses) are included in the calculation of the effective interest rate.

# OTHER INCOME

Other income comprises:

- income from debt collection and recovery proceedings (late payment interest, fines, etc.), which is recognised on an accrual basis as relevant services are rendered;
- gain from early redemption of the Group's liabilities, which is recognised at the date of redemption;
- miscellaneous income (including income on the sale of goods and services), which is recognised when all significant risks and rewards of ownership have transferred to the buyer and the revenue and expenses associated with the transaction can be measured reliably; and
- dividend income (in the parent's financial statements), which is recognised when the right to receive payment is established.

### **OTHER EXPENSES**

Other expenses comprise:

- expenses related to enforcement proceedings (including notaries' fees, bailiffs' and debt collection charges, state fees and levies);
- regulatory and supervision charges (contributions to the Guarantee Fund and supervision charges);
- costs of registry queries and similar items;
- expenses related to assets held for sale; and;
- expenses related to securities.

Other expenses are recognised when the service has been rendered and the liability has been incurred.

### **EMPLOYEE BENEFITS**

Short-term employee benefits are measured on an undiscounted basis and they are recognised as an expense when the service has been rendered. The Group recognises liabilities (provisions) and costs related to employee bonus schemes if the bonuses are clearly fixed and are related to the accounting period.

#### **INCOME TAX**

In accordance with the effective Estonian Income Tax Act, corporate income tax is not levied on profit earned but on the profit distributed as dividends. The amount of tax payable on a dividend distribution is calculated as 20/80 of the amount of the net distribution. The income tax payable on dividends is recognised as an expense in the period in which the dividends are declared, irrespective of the period in which the dividends are ultimately distributed. Because of the specific nature of the taxation system, companies registered in Estonia do not acquire deferred tax assets or incur deferred tax liabilities on temporary differences between the carrying amounts and tax bases of their assets and liabilities.

The Group is in a transmission period regarding applicable transfer pricing methodology (from

taxable income consisting of interests and cost allocation to cost plus markup service fee). The Group is recognising income from income tax paid during prior years and reclaimed under the positive decisions of the tax authorities, where the probability of tax return is considered to be high, see note 29.

The profits earned in Latvia, Lithuania, Finland, Spain and Sweden that have been adjusted for permanent and temporary differences as permitted by local tax laws are subject to income tax.

### **CORPORATE INCOME TAX RATES**

	2016	2015	2014
Latvia	15.0%	15.0%	15.0%
Lithuania	15.0%	15.0%	15.0%
Finland	20.0%	20.0%	20.0%
Sweden	22.0%	22.0%	22.0%
Spain	25.0%	28.0%	30.0%

At foreign entities, deferred tax is recognised whereby the deferred tax assets and liabilities arising from temporary differences between the carrying amounts and tax bases of assets and liabilities are recognised in the statement of financial position. In the consolidated financial statements, deferred tax liabilities are recognised in the statement of financial position in *Deferred tax liabilities*. A deferred tax asset is recognised to the extent that it is probable that future taxable profits will be available against which the temporary difference can be utilised.

## **EARNINGS PER SHARE**

Basic earnings per share are calculated by dividing net profit for the year by the weighted average number of ordinary shares outstanding during the period.

For the purposes of calculating diluted earnings per share, the net profit attributable to ordinary equity holders and the weighted average number of shares outstanding are adjusted for the effects of all dilutive potential ordinary shares. The Group has not issued any financial instruments that could dilute earnings per share. Therefore,

basic and diluted earnings per share are equal. The Group is not listed on a stock exchange. Therefore the information presented in note 32 to the financial statements is voluntary.

#### CHANGE IN ACCOUNTING POLICY

The Group applied IFRS for interest income recognition on non-performing claims greater than 90 days from the third quarter of 2015. According to IFRS the revenue recognition of non-performing claims greater than 90 days is not suspended even if it contradicts with local regulations. Non-recognition of the accrued interest on non-performing claims greater than 90 day was earlier based on the Bank of Estonia Governor's decree No. 9 Servicing of loans of credit institutions and entering of uncollectible claims in expenses clauses 8.4 and 8.5 according to which the calculation of accrued interest on non-performing claims - claims of which the party to transaction delays the payment of interest or principal over 90 calendar days - was suspended. Accordingly 5,159 thousand euros of interest income and appropriate provision expense in the amount of 3,475 thousand euros were recognised in 2015 including prior year impact that was assessed as immaterial.

# NEW AND REVISED INTERNATIONAL FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS THAT THE GROUP HAS ADOPTED DURING THE YEAR (ENDORSED BY EU)

The following new and/or amended IFRSs have been adopted by the Group as of 1 January 2015, but did not have any material impact on the Group:

Annual Improvements to IFRSs 2011 – 2013 Cycle is a collection of amendments to the following IFRSs: IFRS 1 First-time adoption of IFRS, IFRS 3 Business Combinations, IFRS 13 Fair value Measurement and IAS 40 Investment property.

IFRIC Interpretation 21 Levies. This interpretation addresses the accounting for levies imposed by governments. Liability to pay a levy

is recognized in the financial statements when the activity that triggers the payment of the levy occurs. The implementation of this standard did not have any impact on the financial position or performance of the Group.

NEW AND REVISED INTERNATIONAL FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS NOT YET ADOPTED AND THEREFORE NOT APPLIED ON PREPARING THESE FINANCIAL STATEMENTS (NOT ENDORSED BY EU)

The Group has not applied the following IFRS and IFRIC interpretations that have been issued as of the date of authorisation of these financial statements for issue, but which are not yet effective:

IFRS 9 Financial Instruments (effective for financial years beginning on or after 01.01.2018, once endorsed by the EU) IFRS 9 will replace IAS 39 and introduces new requirements for classification and measurement, impairment and hedge accounting. The Group has not yet evaluated the impact of the implementation of this standard.

IFRS 15 Revenue from Contracts with Customers (effective for financial years beginning on or after 1 January 2018, once endorsed by the EU). IFRS 15 establishes a five-step model that will apply to revenue earned from a contract with a customer, regardless of the type of revenue transaction or the industry. Extensive disclosures will be required, including disaggregation of total revenue; information about performance obligations; changes in contract asset and liability account balances between periods and key judgments and estimates. The implementation of this standard will not have any significant impact on the Group.

IFRS 16 Leases replaces IAS 17 and specifies how to recognize, measure, present and disclose leases. The standard provides a single lessee accounting model, requiring lessees to recognize assets and liabilities for all leases unless the lease term is 12 months or less or the underlying asset has a low value. Lessor accounting is substantially unchanged. The Group is currently assessing

the impact of the new standard on its financial statements.

A number of new standards, amendments to standards and interpretations have been published but not effective for the Group for annual periods beginning on or after 1 January 2016 which accordingly do not have any significant impact on the Group's financial statements.

Amendments to IAS 1 Presentation of financial statements: Disclosure Initiative (effective for financial years beginning on or after 1 January 2016, once endorsed by the EU). The amendments aim at clarifying IAS 1 to address perceived impediments to preparers exercising their judgment in presenting their financial reports. The Group has not yet evaluated the impact of the implementation of this standard.

Amendments to IAS 16 Property, Plant & Equipment and IAS 38 Intangible assets: Clarification of Acceptable Methods of Depreciation and Amortisation

Amendments to IAS 19 Employee Benefits Amendments to IAS 27 Equity method in separate financial statements

# Note 2. Significant accounting estimates and assumptions

The preparation of financial statements in conformity with IFRS requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities and income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making estimates about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The impact of management's estimates is most critical regarding impairment allowances for loans and interest receivables (see note 1, the section *Financial assets*, and note 3).

The carrying amounts of property and

equipment are identified by applying internally established depreciation rates. Depreciation rates are determined by reference to the items' estimated useful lives (see the section *Property and equipment* in note 1). Land and buildings are initially recognised at the acquisition cost and subsequently measured at revalued amount. The management uses the estimate of an asset's market value provided by an independent expert as a basis for fair value estimation, if needed.

Fair value of investment properties is measured on regular basis, and book values adjusted to reflect any changes in market values (see the section Investment properties in note 1).

The carrying amounts of intangible assets are identified by applying internally established amortisation rates. Amortisation rates are determined by reference to the items' estimated useful lives (see the section *Intangible assets* in note 1) which is generally 5 to 10 years.

At the end of each reporting period management assesses whether there is any indication of impairment of intangible assets. If any such indication exists, management estimates the recoverable amount.

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.

# Note 3. Risk management

### **RISK MANAGEMENT STRATEGY**

The Group has to face various risks in its daily operations. The Group's performance depends on its ability to identify, quantify, evaluate, price, take, manage and control different risks while maintaining an adequate capitalisation to meet unforeseen events.

Risk-taking is inevitable and essential for generating profit. In business, risks have to be taken at a level that offers the highest rate of return but is still reasonable.

The Group maintains a simple business model that has proven successful and a risk profile that is characterised by a well-balanced credit portfolio, limited financial risks and low operational risk.

The Group's risk management framework is designed to ensure that the Group maintains a high return on equity and a level of capital that at no time would decrease below the minimum prescribed by the law, and that the Group can continue its operation even when market conditions become unfavourable.

The overall objective of risk management is to create conditions and provide opportunities for making informed, and therefore more knowledgeable and better-quality business decisions.

# RISK MANAGEMENT ORGANISATION AND SYSTEM

The supervisory board has defined the Group's general risk management principles that describe risk-taking and management within the Group. The general principles derive from Bigbank's mission and strategic objectives. Within the framework of the general principles, risk management is administered by the Group's management board and the staff and units appointed by the management board.

Ultimate responsibility for the risks taken by the Group as well as ensuring that the Group meets the regulatory capital requirements rests with the Group's management board. The management board is responsible for designing, establishing and enforcing the Group's risk management, control and coordination policies and deciding the overall acceptable level of risk. The management board has to ensure the effectiveness of risk management.

Under the management board, there are a number of committees, which have decision-making authority in respect of different types of risk. The credit committee and the asset-liability committee play a significant role in managing risks, approving risk procedures, resolving general risk-related issues, and deciding and monitoring the risk limits.

Risk management in the Group is based on the model of three defence lines. The first defence line is formed by business units. Each of the Group's business units and subsidiaries is fully responsible for controlling the risks which have arisen or may arise in their operations. This means that responsible persons have to ensure that the risk management process is enforced in all areas of operation and at all units and that established standards are consistently observed.

The second defence line is formed by the Group's independent risk management and compliance function. In addition to measures applied at business unit level, risk management has been assigned to a separate, central management function that is independent of the business units. The risks of the Group as a whole are controlled at Group level. The Group's risk management function is responsible for designing and developing policies for managing, controlling and coordinating risks and risk management principles and methods, making recommendations to the management board regarding risk management and control, and preparing relevant reports. Centralised risk management ensures that uniform risk management principles and practices are pursued across the Group and that the Group can respond to any change effectively.

The compliance function deals with compliance risk detection, control and reporting. The compliance function performs monitoring and both regular and one-time checks on business activities, participates in the development of new products and services, and organises relevant trainings and counselling.

The third defence line of the Group is the internal audit unit that performs independent control over all the Group's activities, including the first and second defence line. The purpose of internal audit is to improve the quality of the Group's activities by giving objective and independent feedback on the Group's management practices, risk management and control efficiency and by making suggestions on enhancing the Group's internal control system. Risk management principles, policies, methods, assumptions and competencies are documented. The policies and procedures for all risks are regularly reviewed and updated when necessary.

The Group's internal regulations are reviewed and their relevance and applicability is assessed on a regular basis. The staff's awareness of and adherence to internal regulations is subject to rigorous control.

### INTERNAL CONTROL SYSTEM

Effective risk management rests on a strong internal risk culture, a uniform and consistent approach to the risks encountered in operations and an effective control environment.

The Group's internal control system is an integral part of the Group's management system. Its purpose is to ensure that the Group's management principles are observed, the Group's assets are safeguarded, true and accurate financial and other accounts are maintained and reliable financial and management information is presented on a timely basis.

The internal control system encompasses the measures implemented by the Group to ensure that its operations are effective, efficient, properly overseen, and comply with regulatory and internally established requirements, its financial reporting is reliable, and decisions are made based on reliable, relevant and up-to-date information. The internal control system deals with all levels of management and operations and supports the Group's business units and operations

The Group's internal control system comprises three levels:

- Operational level. Local entities/business units are responsible for checking, supervising and coordinating operations within a function or entity. They decide application of control measures within the framework of Group-wide and local rules and regulations. The activities of the units are guided by clear objectives, codes of conduct and procedure of reporting.
- Group-wide level. In addition to the control and supervision performed by entities, the Group's structure includes Group-level units and staff that are independent of any specific entity/business unit. Their role is to oversee application of operational control measures at the level of the Group. They are accountable to the manager of their business area and the

- management board. Such units include the sales and service quality management, risk management and compliance control units.
- Internal audit unit. The internal audit unit evaluates the Group's performance, assesses the adequacy and applicability of internal regulations in light of the nature, scope and complexity of the Group's operations, and checks observance of the Group's articles of association, the resolutions of the Group's supervisory and management boards, the Group's internal regulations, laws, other regulatory requirements and good banking practice. The unit monitors the Group's operation and its compliance with effective regulations, limits and other requirements. The unit is directly accountable to the supervisory board. The overall purpose of its work is to improve the Group's performance through evaluation and to enhance the effectiveness of the work done at other levels of the internal control system.

The compliance control function is Group-wide and independent of the Group's business units and functions. The compliance control function is an integral part of the Group's internal control system and its purpose is to ensure compliance of the Group's operations with regulatory requirements, prevent any non-compliance, introduce measures required for ensuring or achieving compliance, and help avoid conflicts of interest. The function oversees all subsidiaries and business and structural units as well as all levels of management and all business functions.

All of the Group's products, customers and customer groups, external rules and regulations, and internal rules, procedures and control techniques are subject to compliance control.

Organisation and operation of compliance control are the responsibilities of the Group's management board. Compliance control is performed by the compliance control unit that works closely with the risk management and internal audit units.

## **DEFINITION OF RISK**

The Group defines risk as a possibility or probability that a decision or event will result in undesired consequences for the Group. In measurable terms, risk is negative deviation from an expected financial result.

Significant risks comprise internal and external factors that may cause significant direct or indirect loss or damage to the Group.

### **RISK MANAGEMENT PRINCIPLES**

The Group defines risk management as a set of activities aimed at identifying, measuring, monitoring and controlling the risks that affect the Group's business operations.

Effective risk management assumes enhancing each staff member's risk awareness and creating a strong control environment.

The overall objective of risk management is to create conditions and provide opportunities for making informed, and therefore more knowledgeable and better-quality business decisions.

Risk management is aimed at ensuring an optimum risk-benefit ratio while maintaining the Group's steady profitability and continuity of operations as well as creating and retaining the trust of the Group's customers, investors and supervisory authorities.

The Group considers all risks it will or may encounter in its operation. All significant risks that may affect the Group's operation are identified, evaluated, analysed and reported.

Risks are identified and assessed for all products, activities, processes and systems. Implementation of any new product, activity, process, or system is preceded by risk assessment.

Risk management is preventive by nature and governed by the principles described below.

Risks are identified before any business decision is made. Risks are taken only in those areas that are familiar and where the Group has had positive experience and results.

The overriding risk control principles are dual control and segregation of functions. Reliable risk

management is underpinned by the application of a uniform assessment system and recognised risk measuring and quantification techniques. The Group monitors the compliance of its risk assessment and control procedures with changing conditions and updates them when necessary.

The concept of business responsibility is observed – each Group employee is personally responsible for the quality of the product or assessing the risk profile of the counterparty.

Risks are identified in consideration of all internal and external factors that may impair the Group's ability to achieve the desired objectives.

When risks are taken in areas with an insufficient control environment, the Group adopts precautionary and counteractive measures in order to minimise the damage that may be caused by processes, systems and employee fraud or dishonesty. The Group avoids taking exceptionally large transaction risks that may jeopardise a major share of its equity.

The Group avoids taking risks in transactions that are exposed to significant legal risk. The Group does not take any unmanageable or unlimited risks. The Group observes the principle that the risk assessment function has to be independent and segregated from the business units.

Unusual events and risks are evaluated using simulation techniques and stress testing.

### **CREDIT RISK**

Credit risk is the risk that a counterparty to a transaction will fail to discharge an obligation in a satisfactory manner and will cause the Group to incur a loss. Credit risk arises mainly from loans, receivables from banks and the debt securities portfolio. Loan credit risk exposures include off-balance sheet commitments (e.g. loans committed but not yet disbursed).

Risks related to credit risk include:

 Concentration risk – the risk of being significantly exposed to a single counterparty or related counterparties or counterparties that are influenced by the same risk factor.

- Country risk the risk arising from the economic, political or social environment in the counterparty's domicile.
- Collateral risk the risk associated with the type, value, form and disposal procedure of the asset pledged as collateral in a transaction.

# Credit risk management

Credit risk is managed at the level of the Group by the Group's management board and credit committees. Branches and subsidiaries manage their credit risk in accordance with the policies and rules adopted by the Group.

The Group manages its credit risk in accordance with the provisions of the Credit Institutions Act, the regulations issued by the Governor of the Bank of Estonia, the regulations applicable to the Group's foreign operations in their domiciles, and its own credit policy.

The Group's credit policy and the principles applied on analysing and granting loans are regularly reviewed and updated to reflect changes in the economic environment and the counterparties' settlement behaviour.

Risk-taking decisions are made collectively by the credit committees or relevantly authorised staff in keeping with the limits and restrictions set by the Group's management board.

The Group's credit policy relies on the following risk management approach:

- Loans are mostly provided to individuals.
   At 31 December 2015, loans to individuals accounted for 92.8% of the loan portfolio.
   The repayment ability of private persons is by nature more stable than that of companies and less influenced by stress scenarios of economic environment than enterprises.
- Loans are granted under carefully drafted legal agreements and recovery proceedings are conducted in full compliance with applicable law. According to the Group's assessment, there are currently no features in the Baltic, Scandinavian and Spanish legislation or legal practice that might exert a significant negative impact on the recovery of loan receivables.

- The Group applies proactive and flexible debt management and results-oriented recovery proceedings.
- Risks are controlled by diversifying the credit portfolio. The loans granted by the Group are smaller than average: the average loan balance does not exceed the two-fold average monthly salary. Smaller receivables are generally easier to recover even in the circumstances of a severe economic downturn because the borrower's settlement power is not weakened by the scarcity of (re)financing opportunities and the Group's receivables can usually be settled with regular monthly income.
- The Group's loan portfolio is highly diversified

   at 31 December 2015, the average loan balance was 2,021 euros and 100 largest loans accounted for 7.8% of the total loan portfolio.

In its lending operations, the Group focuses on the provision of consumer loans that are granted against income and hire-purchase services. In addition, in Estonia and Lithuania, the Group provides loans and financial guarantees to small and medium-sized enterprises. At 31 December 2015, the loans to companies accounted for 7.2% of the Group's loan portfolio.

The Group limits the size of its loan portfolio at two levels. First by determining limits for the ratio of the loan portfolio to total assets and secondly by assigning limits to the total size and regional size of the loan portfolio.

To obtain an overview of the exposures of the total loan portfolio, the credit risk analysis and monitoring department monitors the development of the loan portfolio, the customers' payment behaviour and credit risk, and conducts regular stress tests that focus on assessing the effects that various possible though not highly probable events may have on the Group's financial performance and capital. Such events include growth in settlement arrears due to adverse changes in the macroeconomic environment, specific developments and changes in the dynamics of settlement defaults.

## Measurement and classification of credit risk

The Group uses a system of internal credit ratings to assess the credit risk of both individuals and companies. A customer's credit rating is embedded in the Group's risk management system and it is used for assessing the customer's payment ability and the probability of default, creating impairment allowances, assigning credit limits, measuring receivables and determining the frequency of credit risk assessments and the principles of monitoring credit risk.

A credit rating is an assessment characterising the counterparty in a transaction or the credit risk of a receivable that is used to grade customers or receivables based on the extent of the credit risk exposure. The system of credit ratings differentiates customers and receivables according to their risk level, based on the probability of default in light of the customer's financial position, creditworthiness, value and marketability of collateral (security) and other circumstances that may influence the customers' ability to meet their obligations to the Group.

Each customer is assigned a credit rating at the time the loan application is reviewed. The rating is revised when monitoring indicates that circumstances underlying the credit rating have changed. Circumstances are reviewed monthly. The frequency of changing the rating depends on the features of the group of loans and the loan class. The ratings of companies are updated at least once a year or whenever there is reason to believe that the borrower's credit risk has changed; in the case of non-performing loans the rating is reviewed once a quarter. The ratings of retail customers are updated at least once a quarter or whenever there is a significant change in the borrower's credit risk.

The main parameters the Group uses in assessing the counterparty's credit risk are the probability of default (PD), loss given default (LGD) and exposure at default (EAD). The probability of default reflects how high is the probability that the counterparty will experience a settlement default of more than 90 days by the 12<sup>th</sup> month after the assessment. Loss given default reflects

the economic loss that may occur in the event of default of more than 90 days on the basis of country- and product-specific loss rates identified using historical loss statistics, which have been if needed adjusted to reflect expert opinions. The exposure is equal to the carrying amount of the receivable.

A loan is classified as non-performing on the occurrence of any of the following events associated with the customer, which will or may lead to imminent or future insolvency:

- Low probability of collecting payments. The loan (agreement) is performing but on the basis of objective evidence it is reasonable to assume that the customer is unable to meet the existing financial obligations (loan principal, associated interest and contract fee) in full and the situation cannot be resolved in a satisfactory manner.
- Default on meeting a significant financial obligation. The loan (agreement) is classified as non-performing when the customer is over 90 days in default on the obligation to pay a significant amount of loan principal, interest or fees or the loan is materially restructured so that the remaining balance of loan principal or the accrued interest liability is reduced and the circumstances causing the customer's financial difficulty have not been eliminated.

To better evaluate credit risk, the Group divides loan receivables into six major classes using an internal rating system for determining their quality:

- Very good. The customer's ability to pay and factual payment behaviour are very good.
   There is no evidence suggesting that weaknesses could emerge.
- Good. The customer's estimated ability and willingness to pay and factual payment behaviour are good. The Group is not aware of any circumstances that could cause the receivable not to be settled in accordance with the originally agreed terms and the customer's credit risk is low or moderate.
- Satisfactory. The customer's estimated ability and willingness to pay and factual payment behaviour are satisfactory. There may occur up to 60-day defaults and the receivable may have to be restructured in order to eliminate weaknesses. The customer's credit risk is moderate, i.e. ordinary.
- Weak. The customer has clearly identifiable economic weaknesses. The customer is making payments but there may occur up to 60-day defaults, which is why the receivable has to be restructured. Repayment of the loan is probable but the customer's credit risk is high.
- Inadequate. The customer is more than 90 days in default on significant commitments.
   Settlement of the entire receivable is unlikely if the situation does not change.
- Irrecoverable. The customer is insolvent, repayment is unrealistic and the Group does not have economically effective measures for collecting the receivable or the customer has been declared bankrupt.

# LOAN PORTFOLIO BY INTERNAL RATING CLASSES AS AT 31 DECEMBER 2015

Rating class	Not past due and not impaired	Not past due and impaired	Past due and not impaired	Past due and impaired	Total Ioan portfolio
Very good	112,552	4	50	-	112,606
Good	69,592	-	19,591	11	89,194
Satisfactory	33,578	43	9,310	3	42,934
Weak	1,371	1,412	4,107	541	7,431
Inadequate	1,056	5,278	2,024	53,381	61,739
Irrecoverable	-	69	5	12,059	12,133
Total	218,149	6,806	35,087	65,995	326,037



# LOAN PORTFOLIO BY INTERNAL RATING CLASSES AS AT 31 DECEMBER 2014

Rating class	Not past due and not impaired	Not past due and impaired	Past due and not impaired	Past due and impaired	Total loan portfolio
Very good	92,260	52	4,268	10	96,590
Good	57,534	37	16,515	21	74,107
Satisfactory	25,614	92	7,523	28	33,257
Weak	1,422	2,258	1,533	840	6,053
Inadequate	470	3,513	2,880	72,734	79,597
Irrecoverable	-	69	9	14,534	14,612
Total	177,300	6,021	32,728	88,167	304,216

Loans whose principal or interest payments are in arrears break down as follows:

# **IMPAIRMENT ALLOWANCES BY AGEING OF LOANS AS AT 31 DECEMBER 2015**

	Loan receivable	Loan allowance	Risk position
Loan portfolio not past due	224,955	-2,607	222,348
Loan portfolio past due	101,082	-30,335	70,747
Past due portfolio according to days past due:			
Up to 30 days	24,997	-383	24,614
31-60 days	7,742	-309	7,433
61-90 days	3,820	-135	3,685
Over 90 days	64,523	-29,508	35,015
Statistical impairment allowance (incl IBNR)	-	-7,008	-7,008
Total	326,037	-39,950	286,087

# **IMPAIRMENT ALLOWANCES BY AGEING OF LOANS AS AT 31 DECEMBER 2014**

	Loan receivable	Loan allowance	Risk position
Loan portfolio not past due	183,321	-2,063	181,258
Loan portfolio past due	120,895	-38,769	82,126
Past due portfolio according to days past due:			
Up to 30 days	23,646	-469	23,177
31-60 days	6,924	-422	6,502
61-90 days	3,609	-393	3,216
Over 90 days	86,716	-37,485	49,231
Statistical impairment allowance (incl. IBNR)	-	-4,073	-4,073
Total	304,216	-44,905	259,311

# Policy for creation of impairment allowances

The policies for creating impairment allowances for loans are described in note 1.

The Group creates impairment allowances to mitigate the risk of a decline in the value of its loan receivables, i.e. their impairment. To mitigate the risks associated with the customers' payment behaviour and to cover incurred but not reported credit losses, the Group has created impairment allowances, which at 31 December 2015 totalled 39,950 thousand euros, accounting for 12.3% of the total loan portfolio. Impairment allowances are made on a conservative basis. Further information on impairment allowances is presented in note 7.

# CASH AND BANK BALANCES BY THE BANKS' CREDIT RATINGS

The cash and cash equivalents, based on Moody's Investors Service ratings or their equivalents, are as follows:

As at 31 December	2015	2014
Aaa-Aa3	12,777	2,323
A1-A3	860	10,448
Baa1-Baa3	356	620
Ba1-Ba3	-	274
Total	13,993	13,665

# HELD-TO-MATURITY FINANCIAL ASSETS AND FINANCIAL ASSETS HELD FOR TRADING BY RATINGS

The held-to-maturity financial assets and financial assets held for trading, based on Moody's Investors Service ratings or their equivalents, are as follows:

# Held-to-maturity financial assets

As at 31 December	2015	2014
A1-A3	633	-
Baa1-Baa3	-	1,186
Total	633	1,186

### Financial assets held for trading

As at 31 December	2015	2014
Aaa-Aa3	2,446	-
A1-A3	4,926	-
Baa1-Baa3	7,092	-
Total	14,464	-

### **CONCENTRATION RISK**

Concentration risk is the risk of being significantly exposed to a single counterparty or related counterparties or counterparties that are influenced by the same risk factor.

The Group determines concentration risk taking into account exposures to a single counterparty or related counterparties as well as exposures to a single industry, region or risk factor.

In its day-to-day activity, the Group refrains from taking concentration risk. The Group avoids major concentrations of exposures by providing mainly medium-sized and small loans. The Group may also grant larger loans if sufficient collateral is provided and other relevant conditions are met but the Group's total receivables from a borrower and parties related to the borrower may not, at any time, exceed 10% of the Group's net own funds.

At 31 December 2015, the Group did not have any customers with a high risk concentration, i.e. customers whose liability would have exceeded 10% of the Group's net own funds.

In addition to credit risk management techniques, concentration risk is managed by applying the following measures:

- In its business operations, the Group focuses on serving individuals and small and medium-sized enterprises.
- Customers are identified with due care and using due procedure.
- The customers' reciprocal relations are determined through relevant questionnaires and enquiries.
- The Group monitors the concentration of its credit risk exposure to any single factor and limits, where necessary, exposure to any customer group that is related to or impacted by that factor.



### **COLLATERAL RISK**

Collateral risk is the risk arising from the type, value, form, and methods of disposing of the asset pledged as collateral for a transaction.

The Group consciously limits its collateral risk, assuming that its lending policies and volumes mitigate credit risk more effectively than receipt of collateral and associated cash flows.

The Group monitors on regular bases the effects of fluctuations in the market value of collateral.

Collateral risk is managed using the following principles:

- The Group applies the principle that loans that are provided have to be backed with the borrower's income.
- Requirements for collateral depend on the amount of the loan. As a rule, larger loans have to be secured with physical collateral (real collateral provided under the law of property such as a mortgage on immovable property).
   Smaller loans may be secured with surety agreements or the borrower's cash flows or assets. In making financing decisions, the Group does not rely simply on the borrower's business plan or economic activities.
- In the case of small and medium-sized loans it is expedient to accept collateral provided under the law of obligations. The Group is aware that the legal enforceability of real collateral (collateral provided under the law of property) and the regulation governing its realisation process restrict the use of such collateral in the Group's business activity. The value of collateral provided under the law of obligations does not depend directly on developments in the external environment, except for changes in the regulation governing such collateral.
- Loans are granted in accordance with the limits established by the Group, taking into account the size of the loan and the ratio of the loan amount to the value of the collateral.
- The sufficiency and value of acceptable real or other collateral is determined based on its

- current value considering the changes that will occur over time. Where necessary, the value of collateral is determined with the assistance of experts (e.g. real estate appraisers).
- The Group accepts as loan collateral only such immovable properties whose market value has been determined in a written valuation report issued by a real estate company with whom the Group has a corresponding agreement. Collateral risk is estimated by reference to the valuation report prepared by the real estate company and subjective valuation performed by the Group's staff.
- The agreements made with real estate companies regarding the valuation of assets set out the real estate company's liability for incorrect appraisal.
- The Group accepts only collateral located in an area with an active and transparent real estate market. Such areas are determined in partnership with real estate companies and experts accepted by the Group. Acceptable real collaterals include, above all, mortgages of the first ranking entered in the land register, which should ensure full satisfaction of the Group's claims even when the market value of the collateral decreases.
- The property put up as collateral under the law of property has to be insured throughout the loan term with an insurance company accepted by the Group at least to the extent of the replacement cost of the property.

The Group pledges its own assets as a collateral only if it is required by funding agreements or currency forward and swap contracts.

# OTHER RISKS RELATED TO CREDIT RISK

In addition to concentration risk and collateral risk, the Group takes into account the following risks associated with credit risk:

 Country risk is the risk that arises from the economic, political or social environment of the counterparty's domicile. Country risk is controlled by monitoring the size of the subsidiaries' and branches' portfolios. The main control technique is providing credit mostly to individuals who reside in a country where the Group operates and have regular income in that country.

Business risk or strategic risk is the risk that
arises from inappropriate operating decisions,
deficient execution of operating decisions,
changes in the operating environment or customer behaviour, or inappropriate responses
to technological advances. The Group is
aware that the credit risk inherent in financing
the consumption of individuals may be influenced by changes in the economic cycle that
may reduce its profit. The risk is mitigated by
selecting a payment size that is appropriate
for the customer.

### MARKET RISK

Market risk can arise from adverse changes in interest rates, foreign exchange rates and other relevant parameters, primarily such as market volatility. Market risk is the risk that value of a portfolio will decrease due to the change in value of the market risk factors. Asset and liabilities committee (ALCO) has introduced limits in March 2015 including limits for portfolios of debt securities and open net foreign currency exposures in order to mitigate market risk. Group formed a trading portfolio of debt securities last year, which comprises fixed coupon investment grade bonds. The Finance Area has the primary responsibility for market risk management.

Currency risk is the risk that foreign exchange rates will change. The Group's currency risk arises from changes in exchange rates that are unfavourable for the euro.

Interest rate risk is the risk that interest rates will change.

Currency and interest rate risks are managed at the Group level. Market risks are managed by applying uniform risk-taking and management policies that have been established by the management and supervisory boards for all Group entities. Management of the subsidiaries' and branches' currency and interest rate risks is organised by the Group. Overall currency and interest rate risk management is the responsibility of the Group's management board. Direct currency and interest rate risk management is the responsibility of the Group's chief financial officer.

The Group's core activity is provision of credit to individuals and small and medium-sized enterprises. As a rule, liquid funds are kept with central banks or commercial banks that operate in the Group's operating region or in securities. Generally the Group does not take market or trading risks. Debt instruments that are part of the liquidity portfolio are held until maturity.

The Group monitors currency and interest rate risks together, taking into account their sensitivity to the macroeconomic environment.

Currency and interest rates risks are managed by monitoring changes in the credit and financial markets both in Estonia and in the world on an ongoing basis. On the appearance of developments or trends that may have a significant impact on the Group's performance, the Group reviews and, where necessary, revises its short-and long-term financial plans in order to adapt to the change. The impacts of changes in the macroeconomic environment are also continuously monitored, taking into account potential developments. The Group measures the effect of various market risks with regular stress tests, which indicate what may happen when the market situation changes.

The Group avoids interest rate risk on loans provided by fixing the interest rate in the loan agreement. The Group performs regular stress tests to evaluate its interest rate risk.

The Group operates in different markets both in and outside the euro area. The Group's risk management strategy foresees mitigation of currency risks arising from significant currency risk exposures.

The loans provided by the Group are denominated in the currencies of the regions in which the Group operates or in euros.

To hedge the risks arising from its operation in the Swedish market, the Group enters into euro/



Swedish krona currency swaps and forward foreign exchange contracts.

At the moment, the Group provides loans in euros and in Swedish krona.

## **NET CURRENCY POSITIONS AS AT 31 DECEMBER 2015**

		Position in the statement of financial position		Off-balance sheet position	
	Assets	Liabilities	Assets	Liabilities	
EUR (euro)	306,030	216,618	-	9,760	79,652
SEK (Swedish krona)	45,270	45,222	-	-	48
GBP (British pound)	36	-	-	-	36

### **NET CURRENCY POSITIONS AS AT 31 DECEMBER 2014**

	Position in the statement of financial position		Off-balance sheet position		Net position
	Assets	Liabilities	Assets	Liabilities	
EUR (euro)	275,379	206,059	8,208	1,076	76,452
LTL (Lithuanian litas)*	1,755	256	-	-	1,499
SEK (Swedish krona)	46,086	37,108	-	8,107	871
GBP (British pound)	131	-	-	-	131

<sup>\*</sup> On 1 January 2015, the Republic of Lithuania joined the euro area and all currency positions in Lithuanian litas were converted to euros on that date.

The following tables reflect the potential impact of positions exposed to currency risk on the Group's profit and equity. If the reporting-date exchange

rates of the foreign currencies against the euro had strengthened/weakened by 10%, the impact would have been as follows:

# EFFECT OF A POTENTIAL EXCHANGE RATE CHANGE ON PROFIT AND EQUITY AS AT 31 DECEMBER 2015

	Exposure	Monetary impact	% of equity
SEK (Swedish krona)	48	5	0.0%
GBP (British pound)	36	3	0.0%
Total	84	8	0.0%

# EFFECT OF A POTENTIAL EXCHANGE RATE CHANGE ON PROFIT AND EQUITY AS AT 31 DECEMBER 2014

	Exposure	Monetary impact	% of equity
LTL (Lithuanian litas)*	1,499	150	0.2%
SEK (Swedish krona)	871	87	0.1%
GBP (British pound)	131	13	0.0%
Total	2,501	250	0.3%

### LIQUIDITY AND FINANCING RISKS

Liquidity risk is the risk that the Group will encounter difficulty in meeting the obligations associated with its financial liabilities on time or in full.

Financing risk is the risk of not being able to secure the necessary financing for the Group's operations.

Growth financing risk is the risk of not being able to secure financing for developing, expanding or increasing the Group's operations.

Financing and liquidity risks are managed at the Group level. The Group organises the subsidiaries' and branches' financing and liquidity management.

The main body that manages financing and liquidity risks is the asset-liability committee (ALCO). The ALCO has the authority to deal with the following issues:

- the policy for mitigating the Group's financial risks including liquidity, interest rate and currency risks;
- planning the capital of the Group and its subsidiaries;
- the financing and pricing policies of the Group and its entities;
- the Group's investment policy.

Financing and liquidity risk management is the responsibility of the Group's management board. Direct responsibility for this has been assigned to the Group's chief financial officer.

Financing and liquidity risk management is based on preparing regular cash flow and ratio reports and forecasts that are determined in the liquidity management plan, performing stress tests, and maintaining adequate liquidity buffers.

The following principles are applied:

- The objective of liquidity risk management is to ensure that the Group will always have sufficient funds for its operation, both in the short- and long-term perspective, and to ensure that the Group can meet its existing commitments both under normal and stressed circumstances.
- The guiding principle in liquidity planning is that no claim against the Group, which will or may fall due, considering all available sources of financing and the possibilities for limiting the provision of loans, may cause a lack of liquidity.
- The Group monitors the maturity structure of assets and liabilities on an ongoing basis and establishes ceilings to the maximum allowed differences between assets and liabilities over a certain period.
- The Group maintains a sufficient liquidity buffer so as to be able to meet its commitments
  at any time. Liquid assets are held with the
  central banks and invested in money market
  and liquidity funds, term deposits and bonds.
- The Group diversifies its financing sources by raising deposits in different markets.

# REMAINING MATURITIES OF FINANCIAL ASSETS AND LIABILITIES AS AT 31 DECEMBER 2015

	Past due	Less than 1 month	1-12 months	1-5 years	Over 5 years	Total
Financial assets				7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	,	
Cash and bank balances	-	29,151	120	50	-	29,321
Loans to customers	45,922	8,548	72,718	153,942	18,401	299,531
Of which loan portfolio	32,478	8,548	72,718	153,942	18,401	286,087
Of which interest receivables	13,444	-	-	-	-	13,444
Financial assets held for trading	-	-	-	7,815	6,649	14,464
Held-to-maturity financial assets	-	-	633	-	-	633
Total financial assets	45,922	37,699	73,471	161,807	25,050	343,949
Financial liabilities						
Deposits from customers	-	16,510	103,939	121,315	15,417	257,181
Total financial liabilities	-	16,510	103,939	121,315	15,417	257,181
Net exposure	45,922	21,189	-30,468	40,492	9,633	86,768

# REMAINING MATURITIES OF FINANCIAL ASSETS AND LIABILITIES AS AT 31 DECEMBER 2014

	Past due	Less than 1 month	1-12 months	1-5 years	Over 5 years	Total
Financial assets						
Cash and bank balances	-	31,229	2,466	120	-	33,815
Loans to customers	61,666	7,591	64,413	128,297	13,134	275,101
Of which loan portfolio	45,876	7,591	64,413	128,297	13,134	259,311
Of which interest receivables	15,790	-	-	-	-	15,790
Held-to-maturity financial assets	-	823	363	-	-	1,186
Derivatives with positive fair value	-	-	-	225	-	225
Total financial assets	61,666	39,643	67,242	128,642	13,134	310,327
Financial liabilities						
Deposits from customers	-	7,744	83,766	128,193	19,330	239,033
Derivatives with negative fair value	-	-	-	75	-	75
Total financial liabilities	-	7,744	83,766	128,268	19,330	239,108
Net exposure	61,666	31,899	-16,524	374	-6,196	71,219

The Group monitors its financing and liquidity risks together, taking into account their inter-relatedness in its operations.

The Group monitors the maturity structure of its and its subsidiaries' assets and liabilities (matching of their volumes and due dates) and establishes limits to the maximum allowed differences between assets and liabilities over a certain period.

In addition to a liquidity buffer for meeting its forecast liquidity needs, the Group maintains a liquidity reserve that has to amount to at least 5% of the loan portfolio and which is generally not used for covering ordinary financing needs but is held for financing potential exceptional expenditures.

The Group has adopted a continuity and recovery plan for ensuring liquidity and financing, which sets out guidance and models for acting and behaving in exceptional liquidity and financing

circumstances and resolving such situations.

The Group's specialization in consumer credit allows controlling its asset volumes. Changes in the size of the Group's loan portfolio are relatively stable. Owing to its contractual basis, the size of the portfolio cannot fluctuate significantly in the short- or medium-long perspective. The Group does not have a contractual obligation to provide new loans and the proportion of loans with unused credit limits is very small.

The Group controls financing and liquidity risks by adjusting (limiting and reducing) the proportion of the loan portfolio. Where prompt response is necessary, the Group will restrict provision of new loans. Should it appear that the Group is not capable of financing its ordinary operations to the required extent, provision of loans will be reduced to such an extent that repayments of previously provided loans will allow the Group to meet its existing financial obligations.

# EXPECTED FUTURE CASH FLOWS\* OF THE GROUP'S FINANCIAL LIABILITIES AS AT 31 DECEMBER 2015

	Carrying amount	Less than 1 month	1-3 months	3-12 months	1-5 years	Over 5 years	Total
Payables to suppliers (note 16)	870	870	-	-	-	-	870
Deposits from customers (note 15)	257,181	9,541	15,454	94,038	132,138	18,802	269,973
Contingent liabilities (note 28)	9,760	2,572	6	1,326	5,856	-	9,760
Total liabilities	267,811	12,983	15,460	95,364	137,994	18,802	280,603

# EXPECTED FUTURE CASH FLOWS\* OF THE GROUP'S FINANCIAL LIABILITIES AS AT 31 DECEMBER 2014

	Carrying amount	Less than 1 month	1-3 months	3-12 months	1-5 years	Over 5 years	Total
Payables to suppliers (note 16)	502	502	-	-	-	-	502
Deposits from customers (note 15)	239,033	7,768	14,290	71,846	138,944	22,633	255,481
Contingent liabilities (note 28)	770	-	20	130	836	-	986
Total liabilities	240,305	8,270	14,310	71,976	139,780	22,633	256,969

<sup>\*</sup> undiscounted cash flows



### **OPERATIONAL RISK**

Operational risk is the possibility or probability that a decision or event arising from the Group's internal processes, people or systems or from the external environment will have undesirable consequences for the Group.

Operational risk entails the following risks:

- Legal risk is the possibility or probability that the Group's activity does not comply with effective legislation, contracts and agreements, generally accepted best practice and ethical standards or is based on their incorrect interpretation, or the Group as an entitled party cannot exercise its rights or expect fulfilment of obligations because the obligated party does not discharge its commitments.
- Compliance risk is the possibility or probability that the Group does not meet or comply with the requirements set forth in laws, regulations, policies or other applicable rules and regulations either in part or in full or that it operates under a conflict of interest.
- Strategic risk is the possibility or probability that achievement of the Group's business goals and targets and execution of the Group's decisions and activities will be hindered by competition, operating environment or the activity of the supervision authorities.
- Reputational risk is the possibility or probability that negative publicity, regardless of its veracity, will lead to a decrease in the customer base, a loss in revenue or an increase in expenses.
- Security risk is the possibility or probability that an incident in the external or internal environment will damage or destroy the usability, reliability, safety, integrity, completeness and confidentiality of the Group's resources (assets, people, data, documents, buildings and structures).
- Personnel risk is the possibility or probability that achievement of the Group's business goals and targets and execution of the Group's decisions and activities will be

- hindered or obstructed by lack of staff or employee disloyalty, incompetence or unsuitability for office.
- Control and management risk is the possibility or probability that control mechanisms and management measures are not in place or are inappropriate for achieving the Group's business goals and targets.
- Regulatory risk is the possibility or probability that the Group will not achieve its business goals and targets or achievement of those goals and targets will be hindered because of changes in the regulatory environment.
- Information technology risk is the possibility or probability that the Group's information technology systems will not function, will function inadequately, will be unusable, or will be used inadequately or wrongly.
- Procedural risk is the possibility or probability that the rules of procedure implemented by the Group are inadequate, are not applied or are applied inappropriately.

The Group treats operational and associated risks as an independent risk management area that is tightly related to its main risk - credit risk. The Group monitors operational and associated risks together, taking into account their significant inter-relatedness in its operation.

Operational and associated risks are controlled and coordinated at Group level. Overall management of operational and associated risks is the responsibility of the Group's management board. Direct management of operational and associated risks is the responsibility of the Group's risk manager and unit managers. The operational and associated risks of subsidiaries and branches are managed by the subsidiaries' and branches' managements.

The Group has defined a centralised basis for operational risk management activities. The concepts are fixed in the Group's policies, internal regulations and rules of procedure. Since operational risk management is a broad area, operational risks are regulated by different internal regulations and procedure documents.

The Group's risk management function is responsible for uniform reporting on the Group's operational risks. The levels of the Group's operational risks are analysed on a quarterly basis and the results are documented in a report that is submitted to the management of the Group and the management of business units. Unusual events and risks are evaluated using various simulation techniques and stress testing.

The purpose of operational risk management is to achieve the lowest possible risk level while applying economically efficient risk management principles. The Group does not take unmanageable or unlimited risks regardless of potential revenue growth. Operational risks whose realization may harm the Group's reputation are carefully scrutinized and limited.

The Group manages its operational risks using the following methods:

- The key measures for preventing operational loss are assigning responsibility for risk management to business units, increasing each employee's risk recognition and awareness and creating a strong control environment. The Group believes that operational risk can be best controlled by designing and developing a risk conscious and responsible organisational culture that is supported by appropriate practices and policies, effective internal regulations and controls, insurance and, above all, sufficient operating income.
- The Group does not provide overly complex or integrated products. Its offering includes only simple products such as loans and deposits.
- The Group has developed a uniform, organisation-wide understanding of potential operational risk incidents, loss events and events resulting in unusual income and has put in place procedures for managing such events and incidents. The controls in place are updated on the basis of case analysis so as to mitigate and prevent potential future threats.
- Operational and associated risks are managed using preventive, forward-looking analyses of potential loss events that may be

- caused by the risks inherent in the Group's operations. The Group monitors, analyses and controls operational and associated risks on a regular basis using various risk indicators that are also applied to the Group's subsidiaries and branches.
- Operational and associated risks are identified and evaluated using self- and risk evaluation questionnaires and/or seminars and by mapping unit, function and process risks according to risk type.
- The Group identifies and evaluates the operational and associated risks of all products, significant activities, processes and systems.
   The evaluation is performed before the implementation of any new product, process, or system.
- The Group has implemented a system for business continuity planning that is designed to prepare the Group for unlikely but probable events, such as process and system interruptions, to protect life and health and to mitigate the impact of adverse events on the Group. Business continuity is supported by business continuity scenarios and specific action plans. The Group protects its assets against possible threats by pursuing preventive security management and applying appropriate technical, organisational and administrative measures. The main risks are mitigated by purchasing insurance cover.

One of the key mechanisms for assessing, monitoring and mitigating operational risk is compliance risk management. Compliance risk management is an ongoing process aimed at:

- achieving and maintaining compliance and thereby precluding, reducing or limiting the Group's regulatory or ethical liability to its employees, customers, legal authorities, transaction counterparties or the public;
- creating and building trust in the Group among the Group's customers and investors as well as the supervisory authorities.



Compliance risk management is preventive and proportionate and it is driven by a rule- and risk-based approach.

The Group screens external service providers and its relations with services providers are based on specific contracts.

The Group's historical experience indicates that operational risk events can be prevented. Identification of threats is facilitated by applying standardized processes and specializing in a small number of products whose risks can be easily recognised and detected because of historical experience and suitable operating routines. The Group has no experience of incidents causing significant loss or involving the possibility of significant loss. The Group has experienced only events with insignificant impact, which in their entirety have not exceeded the threshold for significant loss.

The Group applies the total own fund ratios under the standardized approach of the regulation (EU) No. 575/2013 of the European Parliament and of the Council in determining the risk position of unanticipated operational losses. The Group has implemented the required tools such as the operational loss database, self-assessment of risks and business scenario planning.

The capital allotted to operational risk is included in the Group's capital ratios. Total capital exposure for covering operational risk is identified using the standardized approach.

# **OWN FUNDS**

Own funds are a buffer for covering losses that may arise from the risks taken by the Group. The Group's ability to absorb losses depends on the effectiveness of its operations as well as various qualitative factors such as the Group's capacity for controlling risks, management quality and control.

The Group classifies items as own funds based on relevant regulatory requirements. The most important components of the Group's own funds are:

- Common Equity Tier 1 Capital (CET1) including:
  - Paid-up share capital. The Group's paid-up share capital amounts to 8,000 thousand euros.
  - Statutory capital reserve. In line with the requirements of the Commercial Code, the Group has created a capital reserve which at 31 December 2015 amounted to 800 thousand euros.
  - Prior period retained earnings. Profits retained in previous periods have been audited by an independent external auditor. The figure has been determined by taking into account all relevant taxes and dividend distributions. At 31 December 2015, the Group's prior period retained earnings totalled 70,065 thousand euros.
  - Net profit for the reporting period that has been verified by an independent external auditor in the review of the financial information (2015: nine months), less foreseeable dividends and following the permit of the Estonian Financial Supervisory Authority.

At 31 December 2015, the Group's Tier 1 capital amounted to 85,682 thousand euros.

	Basel III	Basel III
As at	31.12.2015	31.12.2014
Paid up capital instruments	8,000	8,000
Other reserves	800	800
Previous years retained earnings	70,065	58,897
Other accumulated comprehensive income	1,047	1,087
Other intangible assets	-1,611	-1,181
Profit or loss eligible	7,381	11,168*
Adjustments to CET1 due to prudential filters	-	-193
Common equity Tier 1 capital	85,682	78,578
Tier 1 capital	85,682	78,578
Tier 2 capital	-	-
Deductions	-	-
Total own funds	85,682	78,578

<sup>\*</sup> Profit for the year 2014 has been adjusted for the dividends.

Tier 2 Capital does not include subordinated deposits following the precept of the Estonian Financial Supervisory Authority. Comparison figures for 31.12.2014 have been corrected accordingly in the amount of 1,689 thousand euros.

are stipulated in the regulation (EU) No. 575/2013 of the European Parliament and of the Council.

The Group uses the standardized method in calculating both the assets weighted with credit risk and the risk position.

# TOTAL RISK EXPOSURE

The methods used by the Group for calculating the total risk exposure and single risk positions

the total risk exposure and single risk positions		
	Basel III	Basel III
	31.12.2015	31.12.2014
Risk weighted exposure amounts for credit and counterparty credit (standardized approach)		
Central governments or central banks	1,214	635
Regional governments or local authorities	372	-
Institutions	5,423	3,455
Corporates	35,906	13,680
Retail	167,994	146,966
Secured by mortgages on immovable property	5,498	4,488
Exposures in default	42,032	58,279
Other items	8,901	17,290
Total risk weighted exposure amounts for credit and counterparty credit (standardized approach)	267,340	244,793
Total risk exposure amount for foreign exchange risk (standardized approach)	84	2,501
Total risk exposure amount for operational risk (standardized approach)	80,860	68,504
Total risk exposure amount for credit valuation adjustment (standardized approach)	-	2,924
Total risk exposure amount	348,284	318,722

## **CAPITAL RATIOS**

	Basel III	Basel III
	31.12.2015	31.12.2014
CET1 Capital ratio	24.6%	24.7%
T1 Capital ratio	24.6%	24.7%
Total capital ratio	24.6%	24.7%
Leverage ratio	23.7%	22.2%

The comparison data (31 December 2014) of capital ratios has been corrected in accordance with the precept of the Estonian Financial Supervision Authority dd. 16 October 2015 about non-qualification of subordinated deposits as Tier 2 capital. Consequently, no subordinated deposits are included in the calculation of capital ratios in Tier 2 capital of the comparison data and therefore the total capital ratio decreased by 0.5 percentage points.

Total capital ratio has been calculated for Bigbank AS Group. At 31 December 2015, total capital ratio at the level of the parent company was 21.1% (31 December 2014: 21.1%).

The composition of the Group's own funds, their treatment and the calculation of capital ratios are in accordance with the regulation (EU) No 575/2013 of the European Parliament and of the Council.

The definition of a consolidation group for the purposes of calculating capital adequacy does not differ from the definition of a consolidation group for the purposes of preparing financial statements.

The net loss on hedges of net investments in foreign operations, which has been recognised in other reserves in equity, has been deducted from Tier 1 capital for the year 2014.

The Group has no Tier 2 nor Tier 3 capital.

Capital requirements have been determined using the standardized approach.

In determining the capital requirement for foreign exchange risk, the Group has taken into account the exposures covered by the devaluation clauses in 2014.

## **CAPITAL MANAGEMENT**

The Group has only two shareholders that have been involved in the activity of the company since its establishment, holding 50% of the shares each. The shareholders have a long-term vision of the development of the company.

The Group's target for 2015 was to maintain at least a 13.8% total capital ratio both at the level of the Group and the parent company. At 31 December 2015, the total capital ratio was 24.6%, significantly exceeding the regulatory requirement. Group's CET1 capital ratio was 24.6% at 31 December 2015, Group's Tier 1 ratio was the same.

The Group applies risk-based capital planning in order to ensure that all the risks inherent in its operation would be covered at all times with sufficient own funds. Capital planning is based on forecasts that take into account the Group's strategy, risk profile and risk appetite.

Capital needs are forecast and planned based on the calculation of the regulatory total capital ratio level which is increased by additional risk exposure amount for covering risks that are not considered in the regulatory total risk exposure amount. Capital needs are forecast taking into account how the strategic and reputation risk may affect the Group's operation.

In addition, an appropriate capital buffer is calculated for ensuring an internally desired total capital ratio level on the occurrence of unlikely but possible unfavourable macroeconomic developments.

The Group's capital structure changes mainly through changes in internally generated capital.

The Group realizes that it has no prompt or considerable means for increasing capital significantly when total capital ratio drops below the desired level. When total capital ratio falls below the desired level, the Group will change the structure of its assets (limit provision of new loans and place the funds received in low or lowest risk assets).

# INTERNAL CAPITAL ADEQUACY ASSESSMENT PROCESS

The internal capital adequacy assessment process (ICAAP) is a Group-wide process by which the Group ensures sufficient capital for covering the risks inherent in its operations and carrying out and developing its activities. The internal capital

adequacy assessment process takes into account all relevant risks the Group may have to face. The Group ensures that aggregated risks are covered with sufficient capital at all times. The Group identifies itself as a specialised credit institution with a small market share and low systemic significance whose offering includes simple standardized financial products – loans and deposits.

Note 4. Cash and bank balances and cash equivalents

## **CASH AND BALANCES AT BANKS AS AT 31 DECEMBER 2015**

	Estonia	Latvia	Lithuania	Finland	Spain	Sweden	Total
Cash and balances at central banks	10,127	2,751	-	2,450	-	-	15,328
Of which mandatory reserves*	427	-	-	-	-	-	427
Of which surplus on mandatory reserves	9,700	2,751	-	2,450	-	-	14,901
Due from banks	1,023	935	1,014	847	1,146	9,028	13,993
Total	11,150	3,686	1,014	3,297	1,146	9,028	29,321

### CASH AND BALANCES AT BANKS AS AT 31 DECEMBER 2014

	Estonia	Latvia	Lithuania	Finland	Spain	Sweden	Total
Cash and balances at central banks	13,450	3,000	-	3,700	-	-	20,150
Of which mandatory reserves*	212	-	-	-	-	-	212
Of which surplus on mandatory reserves	13,238	3,000	-	3,700	-	-	19,938
Due from banks	1,749	968	2,995	1,073	2,005	4,875	13,665
Total	15,199	3,968	2,995	4,773	2,005	4,875	33,815

<sup>\*</sup> The mandatory reserve requirement is fulfilled in accordance with the Regulation (EC) No. 1745/2003 of the ECB of 12 September 2003 on the application of minimum reserves (ECB/2003/9). The mandatory reserve rate is 1% of deposits and borrowings with maturities up

to 2 years, after allowed deductions, filled by average of period set by the European Central Bank, by depositing the appropriate amount of euros on TARGET2 account with the Bank of Estonia.



# **CASH AND CASH EQUIVALENTS**

As at 31 December	2015	2014
Demand and overnight deposits with credit institutions	13,823	11,079
Term deposits with credit institutions with maturity of less than 1 year	170	2,585
Surplus on the mandatory reserves with central banks	14,901	19,938
Total cash and cash equivalents	28,894	33,602

# Note 5. Financial assets held for trading

As at 31 December	2015	2014
Financial assets held for trading	14,464	-
Financial assets held for trading by issuer		
General governments' bonds	3,544	-
Credit institutions' bonds	4,661	-
Other financial corporations' bonds	1,229	-
Non-financial corporations' bonds	5,030	-
Financial assets held for trading by currency		
EUR (euro)	14,464	-

# Note 6. Loans to customers

# LOANS TO CUSTOMERS AS AT 31 DECEMBER 2015

Loan receivables from customers 55,657 79,673 62,022 55,867 32,516 40,302 3	326,037
Impairment allowance for loans -5,235 -11,150 -4,161 -1,819 -6,018 -4,559 -	-32,942
Interest receivable from 5,260 10,141 1,629 1,313 3,021 1,610	22,974
Impairment allowances for interest receivables -2,269 -4,103 -702 -203 -1,766 -487	-9,530
Statistical impairment -1,311 -3,097 -594 -654 -572 -780	-7,008
Total loans to customers, incl. interest and allowances 52,102 71,464 58,194 54,504 27,181 36,086 2	299,531
	100.0%

# **LOANS TO CUSTOMERS AS AT 31 DECEMBER 2014**

	Estonia	Latvia	Lithuania	Finland	Spain	Sweden	Total
Loan receivables from customers	57,137	75,336	43,159	53,088	33,205	42,291	304,216
Impairment allowance for loans	-8,690	-14,411	-5,663	-4,982	-4,508	-2,578	-40,832
Interest receivable from customers	7,180	9,689	2,158	1,421	1,573	1,384	23,405
Impairment allowances for interest receivables	-2,584	-3,279	-876	-239	-442	-195	-7,615
Statistical impairment allowance	-1,200	-2,035	-660	-65	-29	-84	-4,073
Total loans to customers, incl. interest and							
allowances	51,843	65,300	38,118	49,223	29,799	40,818	275,101
Share of region	18.9%	23.7%	13.9%	17.9%	10.8%	14.8%	100.0%

# LOAN RECEIVABLES FROM CUSTOMERS\* BY LOAN TYPE

As at 31 December	2015	2014
Loans against income	284,368	265,959
Surety loans	11,360	13,864
Loans secured with real estate	30,152	23,496
Loans with insurance cover	123	741
Loans against other collaterals	34	156
Total loan receivables from customers	326,037	304,216

# LOAN RECEIVABLES FROM CUSTOMERS\* BY CONTRACTUAL CURRENCY

As at 31 December	2015	2014
EUR (euro)	285,735	261,417
LTL (Lithuanian litas)	-	508
SEK (Swedish kronor)	40,302	42,291
Total loan receivables from customers	326,037	304,216

 $<sup>^{\</sup>ast}$  Loan receivables from customers comprise loan principal.



# **AGEING ANALYSIS AS AT 31 DECEMBER 2015\***

	Not past due	30 days or less	31-60 days	61-90 days	Over 90 days	Total
Loans against income						
Loan portfolio	193,421	21,649	6,782	2,970	59,546	284,368
Impairment allowance	-6,726	-801	-442	-195	-28,104	-36,268
Surety loans						
Loan portfolio	6,775	932	557	122	2,974	11,360
Impairment allowance	-403	-64	-33	-8	-1,648	-2,156
Loans secured with real estate						
Loan portfolio	24,677	2,393	399	728	1,955	30,152
Impairment allowance	-659	-99	-13	-24	-702	-1,497
Loans with insurance cover						
Loan portfolio	56	21	4	-	42	123
Impairment allowance	-2	-1	-	-	-23	-26
Loans against other collaterals						
Loan portfolio	26	2	-	-	6	34
Impairment allowance	-1	-	-	-	-2	-3
Total loan portfolio	224,955	24,997	7,742	3,820	64,523	326,037
Total impairment allowance	-7,791	-965	-488	-227	-30,479	-39,950

# **AGEING ANALYSIS AS AT 31 DECEMBER 2014\***

	Not past due	30 days or less	31-60 days	61-90 days	Over 90 days	Total
Loans against income						
Loan portfolio	160,959	18,546	6,342	2,939	77,173	265,959
Impairment allowance	-3,916	-630	-426	-344	-34,195	-39,511
Surety loans						
Loan portfolio	6,003	1,224	301	471	5,865	13,864
Impairment allowance	-387	-89	-60	-96	-2,960	-3,592
Loans secured with real estate						
Loan portfolio	15,838	3,801	265	186	3,406	23,496
Impairment allowance	-403	-122	-17	-5	-1,114	-1,661
Loans with insurance cover						
Loan portfolio	374	75	10	13	269	741
Impairment allowance	-20	-5	-1	-2	-107	-135
Loans against other collaterals						
Loan portfolio	148	-	5	-	3	156
Impairment allowance	-4	-	-	-	-1	-5
Total loan portfolio	183,322	23,646	6,923	3,609	86,716	304,216
Total impairment allowance*	-4,730	-846	-504	-447	-38,377	-44,904

<sup>\*</sup> Total loan principals only, does not include interest receivable.



# Note 7. Impairment of loans, receivables and financial investments

### CHANGE IN IMPAIRMENT ALLOWANCES FOR LOANS AND RELATED INTEREST RECEIVABLES

	2015	2014
Balance at beginning of year	-52,520	-44,815
Loan and interest receivables written off	47,649	20,281
Increase in allowances for loan and interest receivables	-44,475	-28,117
Effect of movements in exchange rates	-134	131
Balance at end of year	-49,480	-52,520

# IMPAIRMENT LOSSES ON LOANS, RECEIVABLES AND FINANCIAL INVESTMENTS

	2015	2014
Recovery of loan and interest receivables written off	14,157	4,102
Increase in allowances for loan and interest receivables	-44,475	-28,117
Impairment losses on other receivables	-616	-650
Total impairment losses	-30,934	-24,665

# **IMPAIRMENT ALLOWANCES BY LOAN ASSESSMENT CATEGORY AS AT 31 DECEMBER 2015**

	Loans receivables	Impairment allowances for loans	Interest receivables	Impairment allowances for loan interest	Total impairment allowances
Collectively assessed items	287,092	-19,651	19,144	-6,129	-25,780
Individually assessed items	38,945	-13,291	3,830	-3,401	-16,692
Statistical impairment allowance	-	-7,008	-	-	-7,008
Total	326,037	-39,950	22,974	-9,530	-49,480

### IMPAIRMENT ALLOWANCES BY LOAN ASSESSMENT CATEGORY AS AT 31 DECEMBER 2014

	Loans receivables	Impairment allowances for loans	Interest receivables	Impairment allowances for loan interest	Total impairment allowances
Collectively assessed items	268,955	-24,065	20,380	-5,015	-29,080
Individually assessed items	35,261	-16,767	3,025	-2,600	-19,367
Statistical impairment allowance	_	-4,073	_	_	-4,073
Total	304,216	-44,905	23,405	-7,615	-52,520

Collectively assessed items include homogenous groups of receivables whose individual amount is not significant, historical settlement pattern and collateralization or other features are similar and which are not assessed for impairment individually.

Individually assessed items include receivables from companies, receivables exceeding 100,000 euros and other receivables that have not been grouped.

Statistical impairment allowances are established for collectively assessed groups of receivables that have not been found individually impaired using statistical methods (statistical analysis of historical data on delinquency) or a formula approach based on the historical loss rate experience.

# Note 8. Held-to-maturity financial assets

### **DEBT SECURITIES PORTFOLIO**

As at 31 December	2015	2014
Acquisition cost of the debt securities portfolio	633	1,186
Held-to-maturity financial assets by issuer		
Government bonds	633	1,186
Held-to-maturity financial assets by currency		
EUR (euro)	633	-
LTL (Lithuanian litas)	-	1,186

Held-to-maturity financial assets comprise purchased debt securities that the Group has the ability and intention to hold until maturity. Interest income on held-to-maturity financial assets is presented in note 19.

# Note 9. Derivative financial instruments

The Group operates in different markets both in and outside the euro area. The Group's risk management strategy foresees mitigation of currency risks arising from significant currency risk exposures. To hedge the risks arising from its operation in the Swedish market, the Group previously entered into euro/Swedish krona currency swaps and forward contracts and accounted for those

instruments as hedges of a net investment in a foreign operation. The Swedish branch reached self-financing rate in year 2015, where Swedish kronor time deposit volumes reached and passed the loan amount volumes in Swedish kronor thus removing the reason for hedging net investment. The Group derecognised the hedge after closing the outstanding swap and forward contracts.

# Note 10. Other receivables

As at 31 December	2015	2014
Collection, recovery and other charges receivable	1,275	2,454
Miscellaneous receivables	512	791
Impairment allowance for other receivables	-701	-1,181
Total	1,086	2,064

# Note 11. Prepayments

As at 31 December	2015	2014
Prepaid taxes	435	3,238
Other prepayments	671	729
Total	1,106	3,967



# Note 12. Property and equipment

	Land and buildings	Other items	Total
Cost			
Balance at 1 January 2014	2,890	2,805	5,695
Purchases	15	186	201
Improvements	87	-	87
Sales	-	-30	-30
Write-off	-	-88	-88
Effect of movements in exchange rates	-	-1	-1
Balance at 31 December 2014	2,992	2,872	5,864
Balance at 1 January 2015	2,992	2,872	5,864
Purchases	21	335	356
Improvements	38	-	38
Sales	-	-81	-81
Write-off	-	-418	-418
Effect of movements in exchange rates	-	1	1
Balance at 31 December 2015	3,051	2,709	5,760
Depreciation			
Balance at 1 January 2014	_*	-2,132	-2,132
Depreciation charge for the year	-87	-325	-412
Sales	-	17	17
Write-off	-	88	88
Effect of movements in exchange rates	-	1	1
Balance at 31 December 2014	-87	-2,351	-2,438
Balance at 1 January 2015	-87	-2,351	-2,438
Depreciation charge for the year	-94	-320	-414
Sales	-	66	66
Write-off	-	415	415
Balance at 31 December 2015	-181	-2,190	-2,371
Carrying amount			
Balance at 1 January 2014	2,890	673	3,563
Balance at 31 December 2014	2,905	521	3,426
Balance at 31 December 2015	2,870	519	3,389

<sup>\*</sup> In 2013, the Group has changed its accounting policy for the measurement of land and buildings to the revaluation model, the accumulated depreciation as at the revaluation date was eliminated against the gross carrying amount of the revalued asset.



If land and buildings were measured using the cost model, the carrying amounts would be as follows:

As at 31 December	2015	2014
Cost	2,784	2,725
Depreciation	-905	-814
Net carrying amount	1,879	1,911

# Note 13. Investment properties

	2015	2014
Opening balance at 1 January	1,100	1,382
Additions	13	-
Sales	-172	-56
Net loss from fair value adjustment (note 31)	-144	-226
Closing balance at 31 December	797	1,100

The investment properties comprise plots, houses and apartments originally pledged by customers as loan collateral and later bought by the Group through auctions.

The Group earned rental income derived from investment properties of 5 thousand euros in financial year 2015 (2014: 4 thousand euros). The operating expenses were 20 thousand euros, (2014: 15 thousand euros), please see note 26.

The Group has no restrictions on the realisability of its investment properties and no contractual obligations to purchase, construct or develop investment properties or for repairs, maintenance and enhancements.

Note 14. Intangible assets

# **PURCHASED SOFTWARE LICENCES**

	2015	2014
Cost at beginning of year	2,243	1,910
Purchases	677	333
Write-off	-1	-
Cost at end of year	2,919	2,243
Amortisation at beginning of year	-1,062	-871
Amortisation charge for the year	-247	-191
Write-off	1	-
Amortisation at end of year	-1,308	-1,062
Carrying amount at beginning of year	1,181	1,039
Carrying amount at end of year	1,611	1,181

# Note 15. Deposits from customers

As at 31 December	2015	2014
Term deposits	257,181	239,033
Term deposits by customer type		
Individuals	247,033	233,489
Legal persons	10,148	5,544
Term deposits by currency		
EUR (euro)	212,508	202,239
SEK (Swedish kronor)	44,673	36,794
Term deposits by maturity		
Maturing within 6 months	57,428	42,111
Maturing between 6 and 12 months	63,021	48,149
Maturing between 12 and 18 months	34,437	22,125
Maturing between 18 and 24 months	32,540	28,402
Maturing between 24 and 36 months	30,330	44,688
Maturing between 36 and 48 months	17,794	20,346
Maturing in over 48 months	21,631	33,212
Average deposit amount	21	19
Weighted average interest rate	2.5%	3.1%
Weighted average duration until maturity (months)	20.5	25.5
Weighted average total contract term (months)	40.5	45.3

The Group has accepted subordinated term deposits in the nominal amount of 1,797 thousand euros in summer 2014, with an average interest rate of 5.18% p.a. maturing between 60 and 120 months.

# Annual interest rates of deposits offered to customers as at 31 December 2015

Interest rates of deposits offered to customers depend on the country as well as the deposit

# Note 16. Other liabilities

As at 31 December	2015	2014
Payables to suppliers	870	502
Payables to employees	799	614
Other payables	1,331	1,916
Total other liabilities	3,000	3,032

term, currency and amount, and interest payment method. Deposit terms range from 1 month to 10 years. Respective interest rates range from 0.3% to 2.65% per year. Deposits with the shortest term of 1 month are offered in Estonia, Latvia, Finland, Austria and Germany. In Sweden the shortest term for deposits is 6 months and in the Netherlands 12 months. The minimum deposit amount is 300 euros or 10,000 Swedish kronor.

# 17. Deferred income and tax liabilities

As at 31 December	2015	2014
Taxes payable	1,230	763
Prepayments from customers	429	380
Total deferred income and tax liabilities	1,659	1,143

## Note 18. Equity

#### SHARE CAPITAL

Bigbank AS is a limited company, whose minimum and maximum authorised share capital amount to 5,113 thousand euros and 12,782 thousand euros respectively. Share capital as at 31 December 2015 and 31 December 2014 consists of 80,000 fully paid in ordinary shares with a par value of one hundred euros each. Each share carries one vote at meetings of the company, granting the holder the right to participate in the management of the company, the distribution of profits and the distribution of residual assets on the dissolution of the company.

#### STATUTORY CAPITAL RESERVE

The capital reserve is established in accordance with the Estonian Commercial Code. Under the latter, the capital reserve is established using

annual net profit transfers. Each year, the parent company has to transfer at least one twentieth of net profit for the year to the capital reserve until the reserve amounts to one tenth of share capital. The capital reserve may be used for covering losses and increasing share capital. The capital reserve may not be used for making distributions to shareholders.

# **OTHER RESERVES**

Other reserves comprise:

- operations. This item comprises foreign currency differences arising from the translation of the financial statements of the Group's foreign operations that use functional currencies other than the Group's functional currency.
- Asset revaluation reserve comprises the increase in the carrying value of land and buildings classified as Property and equipment as a result of revaluation.

As at 31 December	2015	Change	2014	Change	2013
Exchange differences on translating foreign operations	69	-39	108	78	30
Net loss on hedges of net investments in foreign operations	-	193	-193	-71	-122
Asset revaluation reserve	979	-	979	-	979
Total other reserves	1,048	154	894	7	887

# UNRESTRICTED EQUITY

At 31 December 2015, the Group's unrestricted equity amounted to 81,259 thousand euros (31 December 2014: 71,565 thousand euros).



#### **DIVIDENDS**

In 2015 and 2014, the company made the following dividend distributions:

- 2015: 18.75 euros per share, i.e. 1,500 thousand euros in aggregate;
- 2014: 13.50 euros per share, i.e. 1,080 thousand euros in aggregate.

#### Note 19. Interest income

	2015	2014
Interest income on loans to customers *	71,710	59,578
Interest income on financial assets held for trading	213	-
Interest income on deposits	16	49
Interest income on held-to- maturity financial assets	3	31
Other interest income	17	22
Total interest income	71,959	59,680

<sup>\*</sup> Accruing interest of loans that are past due more than 90 days were suspended according to the Decree No. 9, 27.06.2000 (officially published: 10.07.2000 RTL 2000, 76, 1146) of Governor of Bank of Estonia until year 2015. The Group applied IFRS for interest income on non-performing claims from the third quarter of 2015 according to which the revenue recognition of accrued interest on loans past due more than 90 days is not suspended resulting in recognition of 5,159 thousand euros of interest income and appropriate provision expense in the amount of 3,475 thousand euros.

#### Note 20. Interest expense

	2015	2014
Interest expense on deposits	6,660	7,591

# Note 21. Net gain/loss on financial transactions

Foreign exchange losses and gains arise from open net foreign currency positions, currency exchange transactions and currency forward and swap contracts.

	2015	2014
Foreign exchange losses	-22	-794
Foreign exchange gains	119	436
Losses on debt securities	-375	-
Loss on cancelling derivative instruments	-287	-
Net loss on financial transactions	-565	-358

#### Note 22. Other income

	2015	2014
Income from debt recovery proceedings	4,486	7,019
Gains on derecognition of non financial assets	36	-
Miscellaneous income	276	241
Total other income	4,798	7,260

# Note 23. Salaries and associated charges

	2015	2014
Salaries	10,342	9,160
Social security costs	3,130	2,802
Employee health costs and fringe benefits including associated taxes	330	301
Other expenses	-	4
Total salaries and associated charges	13,802	12,267

Annual average number of employees working full time was 441 (2014: 457).

# Note 24. Other operating expenses

	2015	2014
Marketing expenses	5,315	4,066
Office, rental and similar expenses	1,272	1,428
Other personnel-related expenses	915	886
Software licensing and other information technology costs	517	732
Other services	464	662
Postal supplies and charges	370	445
Telephone and other communications expenses	457	370
Miscellaneous operating expenses	242	152
Total other operating expenses	9,552	8,741

#### Note 25. Other expenses

	2015	2014
Expenses related to enforcement proceedings	1,149	1,572
Expenses related to registry inquires	832	690
Legal regulation charges	445	548
Expenses from investment properties	20	24
Onerous contracts provisions	58	215
Miscellaneous expenses	206	192
Total other expenses	2,710	3,241

# Note 26. Operating leases

#### THE GROUP AS A LESSEE

The Group uses office premises under operating leases. Most leases of office premises can be cancelled by giving one to six months' notice. Fixed-term lease contracts can be extended on market terms and conditions.

#### **OPERATING LEASE EXPENSES**

	2015	2014
Operating lease payments made for office premises	659	809

# MINIMUM NON-CANCELLABLE OPERATING LEASE RENTALS PAYABLE IN SUBSEQUENT PERIODS

As at 31 December	2015	2014
Future operating lease rentals payable for office premises under fixed-term contracts, of which	654	384
Up to 1 year	249	320
1 to 5 years	403	64

#### THE GROUP AS A LESSOR

# MINIMUM NON-CANCELLABLE OPERATING LEASE RENTALS RECEIVABLE IN SUBSEQUENT PERIODS

As at 31 December	2015	2014
Up to 1 year	4	4
1 to 5 years	11	12

For the rental income and operating expenses see note 13.

## Note 27. Assets pledged as collateral

Although the following Group's assets have been pledged as collateral, the Group has no liabilities related to these pledged assets at 31 December 2015.

- The Group's immovable property at Rüütli 21/23 in Tartu is encumbered with a second-ranking mortgage of 671 thousand euros to secure liabilities to Danske Bank AS Estonian branch (formerly AS Sampo Pank).
- The Group's immovable property at Rüütli 21/23 in Tartu is encumbered with a first-ranking mortgage of 282 thousand euros to secure liabilities to AS SEB Liising.
- An apartment ownership at Tartu mnt 18 in Tallinn is encumbered with a mortgage of 601 thousand euros to secure liabilities to Swedbank AS.
- Apartment ownerships at Tartu mnt 18 in Tallinn are encumbered with a mortgage of 895 thousand euros to secure liabilities to Swedbank AS.

# Note 28. Contingent liabilities

At 31 December 2015, the unused portions of the Group's credit lines totalled 9,670 thousand euros (31 December 2014: 986 thousand euros).

At 31 December 2015, the Group had provided guarantees of 90 thousand euros (31 December 2014: 90 thousand euros).

# Contingent income tax liabilities

At 31 December 2015, the Group's undistributed profits totalled 81,259 thousand euros.

The maximum income tax liability that could arise if all of the undistributed profits were distributed as dividends amounts to 9,911 thousand euros. Thus, the maximum amount that could be distributed as the net dividend is 71,348 thousand euros. Under the Estonian Income Tax Act, in 2015 profit distributions, including dividend distributions, were subject to income tax calculated as 20/80 of the net distribution. The income tax payable on dividends is reduced by the corresponding tax rate of the dividends received from subsidiaries.

The maximum contingent income tax liability has been calculated under the assumption that the net dividend and the dividend tax expense reported in the income statement for 2015 cannot exceed total distributable profits as at 31 December 2015.

#### Note 29. Income tax expense

#### **INCOME TAX EXPENSE**

	2015	2014
Current income tax expense/income*	994	-1,550
Change in deferred income tax	1,683	76
Total income tax expense/ income	2,677	-1,474

<sup>\*</sup> Current tax expense has been calculated on net profit earned in Latvia, Lithuania and Finland in 2015 and in Latvia, Lithuania and Sweden in 2014.

The Group has fully written off deferred tax assets earlier recognised in Sweden and Spain in 2015. The Group has unrecognised potential deferred tax assets in respect of unused tax loss carry forwards of 1,320 thousand euros (2014: -).

# RECONCILIATION OF ACCOUNTING PROFIT AND INCOME TAX EXPENSE

	2015	2014
Consolidated profit before tax	13,871	11,194
The parent company's domestic tax rate 0%	-	-
Effect of tax rates in foreign jurisdictions	1,003	621
Effect of exempt income and taxable expenses	-584	101
Addition of tax profits / Utilisation of unrealized tax losses carried forward	545	-39
Change in recognised deferred tax assets	1,683	76
Effect of income tax of previous years	30	-2,230
Effect of exchange rate fluctuations	-	-3
Income tax reported in statement of comprehensive		
expense/income	2,677	-1,474

#### **RECOGNISED DEFERRED TAX ASSETS**

As at 31 December	2015	2014
Deductible temporary differences on		
Loans to customers*	1,002	1,028
Property and equipment	23	23
Tax losses	-	1,659
Other liabilities (vacation pay liabilities to employees)	-16	-17
Total recognised deferred tax assets	1,009	2,693

<sup>\*</sup> From 2010, deferred tax assets are recognised for the difference in the value of receivables in the statement of financial position of the Latvian branch and the Group's consolidated statement of financial position.

## Note 30. Related parties

For the purposes of these financial statements, parties are related if one controls the other or exerts significant influence on the other's business decisions. Related parties include:

- shareholders of Bigbank AS;
- members of Group companies' management and supervisory boards;
- close family members of the above;
- companies connected with the above persons, except where the persons cannot exert significant influence on the company's business decisions.

In 2015, the remuneration of the members of the Group's management and supervisory boards including relevant taxes amounted to 702 thousand euros (2014: 563 thousand euros) and 56 thousand euros (2014: 56 thousand euros) respectively.

As at 31 December 2015 and 31 December 2014, the Group had no claims nor liabilities to related parties.

The Group is financing Group subsidiaries and branches with long term loans under arm's length conditions. Such loans are eliminated in consolidated financial statements.

# Note 31. Fair values of financial assets and financial liabilities

The fair values of the assets and liabilities reported in the consolidated statement of financial position as at 31 December 2015 do not differ significantly from their carrying amounts. The fair values of

held-to-maturity financial assets have been determined by reference to their market price at 31 December 2015.

	Carrying amount		Fair	/alue
Financial assets as at 31 December	2015	2014	2015	2014
Cash and balances at central banks (note 4)	15,328	20,150	15,328	20,150
Cash and balances at banks (note 4)	13,993	13,665	13,993	13,665
Financial assets held for trading (note 5)	14,464	-	14,464	-
Loans to customers (note 6,7)	299,531	275,101	299,531	275,101
Held-to-maturity financial assets (note 8)	633	1,186	633	1,185
Derivatives (note 9)	-	225	-	225
Other financial receivables (note 10)	1,086	2,064	1,086	2,064
Total financial assets	345,035	312,391	345,035	312,390

	Carrying amount		Fair value	
Financial liabilities as at 31 December	2015	2014	2015	2014
Deposits from customers (note 15)	257,181	239,033	257,181	239,033
Derivatives (note 9)	-	75	-	75
Other financial liabilities (note 16)	3,000	3,032	3,000	3,032
Total	260,181	242,140	260,181	242,140

**Total** 

The table below analyses financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1);
- Inputs other than quoted prices included within

level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (Level 2);

Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (Level 3).

Level 1 Level 2 Level 3

#### FAIR VALUE HIERARCHY AS AT 31 DECEMBER 2015

	Level 1	Level 2	Level 3	iotai
Assets measured at fair value				
Financial assets held for trading (note 5)	14,464	-	-	14,464
Investment properties (note 13)			797	797
Assets for which fair values are disclosed				
Loans to customers (note 6,7)	-	-	299,531	299,531
Held-to-maturity financial assets (note 8)	633	-	-	633
Land and buildings (note 12)	-	-	2,870	2,870
Other financial receivables (note 10)			1,086	1,086
Total assets	633	-	304,284	304,917
Liabilities for which fair values are disclosed				
Deposits from customers (note 15)	-	-	257,181	257,181
Other financial liabilities (note 16)	-	-	3,000	3,000
Total liabilities	-	-	260,181	260,181
FAIR VALUE HIERARCHY AS AT 31 DECEMBER 2014	Level 1	Level 2	Level 3	Total
Assets measured at fair value				
Derivatives used for hedging (note 9)				
Currency swap contract	-	172	-	172
Currency forward contract	-	53	-	53
Investment properties (note 13)	-	-	1,100	1,100
Assets for which fair values are disclosed				
Loans to customers (note 6,7)	-	-	275,101	275,101
Held-to-maturity financial assets (note 8)	1,185	-	-	1,185
Land and buildings (note 12)	-	-	2,905	2,905
Other financial receivables (note 10)	-	-	2,064	2,064
Total assets	1,185	225	281,170	282,580
Liabilities measured at fair value				
Derivatives used for hedging (note 9)				
Currency swap contract	-	41	-	41
Currency forward contract	-	34	-	34
Liabilities for which fair values are disclosed				
Deposits from customers (note 15)	-		239,033	239,033
Other financial liabilities (note 16)	-	-	3,032	3,032
Total liabilities	-	75	242,065	242,140

There have been no transfers between Level 1 and Level 2 during 2015 and 2014.

The Level 3 *loans to customers* that amounts to 299,531 thousand euros is measured at amortised cost using the effective interest rate method less any impairment losses as the management believes that it most effectively demonstrates the fair value of these financial assets. The Group's accounting policy on loans to customer is discussed in note 1 (section *Financial assets*) and 3. Management estimates that the selected accounting policy on loans reflects the fair value of loans to customers.

The Level 3 land and buildings that amounts to 2,870 thousand euros consists of real estate used by the Group in Tallinn and in Tartu (see note 12).

The property in Tallinn is valued using the fair value model (discounted cash flow and sales comparison approach model).

The sales comparison method means that valuations performed by the valuer are based on active market prices, significantly adjusted for differences in the nature, location or condition of the specific property. For valuation of property in Tallinn, for prior year the valuer has taken as basis the prices per square metre of residentials in Tallinn city that are in the range of 2,264 – 2,485 euros.

Under the discounted cash flow method, fair value is estimated using assumptions regarding the benefits and liabilities of ownership over the asset's life including an exit or terminal value. This method involves the projection of a series of cash flows on a real property interest. To this projected cash flow series, a market-derived discount rate is applied to establish the present value of the income stream associated with the asset. The estimated rental value per square meter per month is 11 euros, the rent growth 3%, long-term vacancy rate 5%, and vacancy rate for the first year 15% and discount rate 9% for commercial property in Tallinn.

The property in Tartu is valued using the cost model (residual value method).

The residual value method takes into account the profit that can be achieved on a development

if the existing property would be developed and sold as private flats. Following inputs were used for valuation of the properties in Tartu: price per square metre of flats in Tartu old town 2,000 euros and development costs per square metre 706 euros.

Valuations are performed with sufficient frequency to ensure that the fair value of a revalued asset does not differ materially from its carrying amount (see note 1, the section *Property and equipment* and *Fair value measurement*, and note 2). Management has assessed that the fair value has not changed in year 2015.

The Level 3 investment properties that amount to 797 thousand euros is valued using the fair value model and valuations are performed by the management using sales comparison method.

Note 32. Earnings per share

	2015	2014
Net profit for the year, in thousands of euros	11,194	12,668
Number of shares at beginning of year	80,000	80,000
Number of shares at end of year	80,000	80,000
Weighted average number of ordinary shares outstanding	80,000	80,000
Earnings per share, in euros	140	158

At the end of 2015 and 2014 the Group did not have any potential dilutive ordinary shares. Therefore, diluted earnings per share equal basic earnings per share.

# Note 33. Unconsolidated statements of parent company as a separate entity

The parent company's unconsolidated financial statements have been prepared in accordance with the Accounting Act of the Republic of Estonia, and do not

constitute parent company's separate financial statements in the meaning of IAS 27 "Separate financial statements".

# STATEMENT OF FINANCIAL POSITION

As at 31 December	2015	2014
Assets		
Cash and balances at central banks	15,328	20,150
Due from banks	13,734	11,609
Financial assets held for trading	14,464	-
Loans to customers	296,857	275,880
Receivables from subsidiaries	69,038	72,493
Held-to-maturity financial assets	633	1,186
Investments in subsidiaries	611	611
Derivatives with positive fair value	-	225
Other receivables	1,030	1,996
Prepayments	1,002	3,732
Property and equipment	936	908
Investment properties	509	583
Intangible assets	1,611	1,181
Deferred tax assets	7	1,665
Total assets	415,760	392,219
Liabilities		
Deposits from customers	257,181	239,033
Liabilities to subsidiaries	60,448	64,646
Derivatives with negative fair value	-	75
Provisions	-	215
Other liabilities	2,940	2,968
Deferred income and tax liabilities	1,605	1,048
Total liabilities	322,174	307,985
Equity		
Share capital	8,000	8,000
Capital reserve	800	800
Other reserves	330	177
Retained earnings	84,456	75,257
Total equity	93,586	84,234
Total liabilities and equity	415,760	392,219

# STATEMENT OF COMPREHENSIVE INCOME

STATEMENT OF COMPREHENSIVE INCOME		
	2015	2014
Interest income	72,930	61,342
Interest expense	-9,504	-11,552
Net interest income	63,426	49,790
Net fee and commission income	2,140	1,946
Net loss on financial transactions	-565	-357
Other income	4,892	7,087
Total income	69,893	58,466
Salaries and associated charges	-13,346	-11,790
Other operating expenses	-9,373	-8,552
Depreciation and amortisation expense	-572	-518
Impairment losses on loans and financial investments	-30,457	-24,148
Losses resulting from changes in the fair value of investment properties	-2	-155
Other expenses	-2,765	-3,311
Total expenses	-56,515	-48,474
Profit before income tax	13,378	9,992
Income tax	-2,679	1,596
Profit for the year	10,699	11,588
Other comprehensive income/expense		
Other comprehensive income to be reclassified to profit or loss in subsequent periods:		
Exchange differences on translating foreign operations	-40	78
Net loss on hedges of net investments in foreign operations	193	-71
Net other comprehensive income to be reclassified to profit or loss in subsequent periods	153	7
Other comprehensive income for the year	153	7
Total comprehensive income for the year	10,852	11,595



# STATEMENT OF CASH FLOWS

	2015	2014
Cash flows from operating activities		
Interest received	60,081	54,254
Interest paid	-5,692	-7,234
Salary and other operating expenses paid	-23,614	-20,407
Other income received	6,277	7,706
Other expenses paid	-4,369	-4,622
Fees and commissions received	1,129	1,547
Fees and commissions paid	-174	-176
Recoveries of receivables previously written off	14,942	3,928
Received for other assets	610	237
Paid for other assets	-687	-336
Loans granted	-169,083	-137,341
Repayment of loans granted	121,355	109,346
Change in mandatory reserves with central banks and related interest receivables	-215	1,541
Proceeds from customer deposits	69,420	58,806
Paid on redemption of deposits	-53,296	-57,299
Change in financial assets held for trading	-14,626	-
Income tax paid	1,989	-1,519
Effect of movements in exchange rates	-6	105
Net cash from operating activities	4,041	8,536
Cash flows from investing activities		
Acquisition of property and equipment and intangible assets	-1,006	-413
Proceeds from sale of property and equipment	14	7
Proceeds from sale of investment properties	103	41
Acquisition of financial instruments	-3,864	-11,143
Proceeds from redemption of financial instruments	4,420	17,961
Net cash used in/from investing activities	-333	6,453
Cash flows from financing activities		
Repayment of loans from companies	-7,041	-8,400
Dividends paid	-1,500	-1,080
Net cash used in financing activities	-8,541	-9,480
Effect of exchange rate fluctuations	171	-314
Decrease/increase in cash and cash equivalents	-4,662	5,195
Cash and cash equivalents at beginning of period	33,297	28,102
Cash and cash equivalents at end of period	28,635	33,297

# **CASH AND CASH EQUIVALENTS**

As at 31 December	2015	2014
Demand and overnight deposits with banks	13,564	10,774
Term deposits with banks	170	2,585
Surplus on mandatory reserves with central banks	14,901	19,938
Total	28,635	33,297

CTATE	TIABLE	$\bigcirc$ E	CHAN	ICEC	INI D	QUITY
SIAIE		UE	CHAN	IGES	IIN C	

Share capital	Statutory capital reserve	Other reserves	Retained earnings	Total
8,000	800	170	64,749	73,719
-	-	-	11,588	11,588
-	-	77	-	77
-	-	-70	-	-70
-	-	7	-	7
-	-	7	11,588	11,595
-	-	-	-1,080	-1,080
-	-	-	-1,080	-1,080
8,000	800	177	75,257	84,234
8,000	800	177	75,257	84,234
-	-	-	10,699	10,699
-	-	-40	-	-40
-	-	193	-	193
-	-	153	-	153
-	-	153	10,699	10,852
-	-	-	-1,500	-1,500
-	-	-	-1,500	-1,500
8,000	800	330	84,456	93,586
	8,000 8,000	capital reserve           8,000         800           -         -           -         -           -         -           8,000         800           8,000         800           -         -           -	capital reserve         reserve           8,000         800         170           -         -         -           -         -         -           -         -         -           -         -         -           8,000         800         177           8,000         800         177           -         -         -           -         -         -           -         -         -           -         -         153           -         -         -           -         -         -           -         -         -	capital reserve         capital reserve         reserves         earnings           8,000         800         170         64,749           -         -         -         11,588           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -         -           8,000         800         177         75,257           8,000         800         177         75,257           -         -         -         -           -         -         -         10,699           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -         -           -         -         -         -           -         -

As at 31 December	2015	2014
Unconsolidated equity at end of period	93,586	84,234
Investments in subsidiaries:		
Carrying value	-611	-611
Carrying value under the equity method*	-1,868	-2,364
Adjusted unconsolidated equity at end of period	91,107	81,259

<sup>\*</sup> Carrying value under the equity method is negative due to the elimination of the intragroup profit earned by the subsidiary selling the loan portfolio to the branch in 2010.



# Signatures

The management board has prepared the review of operations and financial statements of Bigbank AS for 2015.

# Kaido Saar

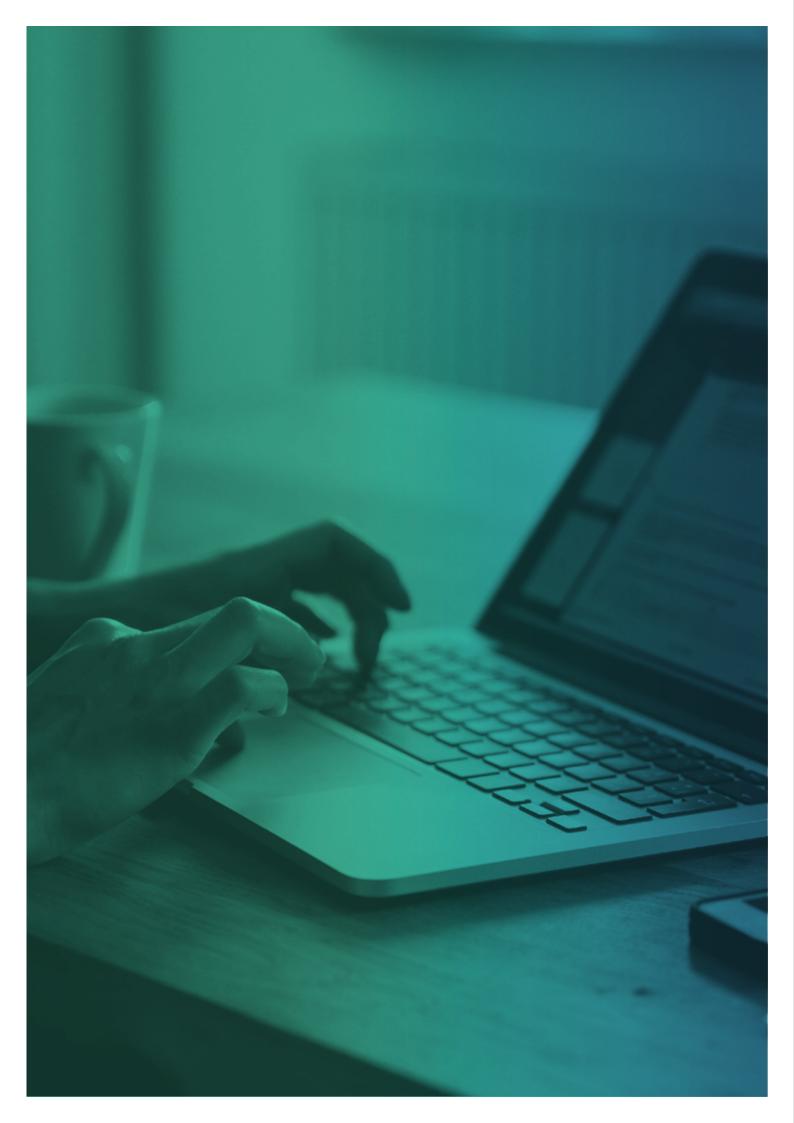
Chairman of the Management Board 26 February 2016

# Ingo Põder

Member of the Management Board 26 February 2016

# Agur Jõgi

Member of the Management Board 26 February 2016





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Code of legal entity: 10877299 VAT payer code: EE 100770654

Translation of the Estonian Original

#### INDEPENDENT AUDITOR'S REPORT

#### To the Shareholders of Bigbank AS

We have audited the accompanying consolidated financial statements of Bigbank AS, which comprise the consolidated statement of financial position as at 31 December 2015, and the consolidated statement of comprehensive income, consolidated statement of changes in equity 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 financial statements in accordance with the International Financial Reporting Standards as adopted by the European Union, and for such internal control as management determines is necessary to enable the preparation and fair presentation 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 financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing (Estonia). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about 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 risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by 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 consolidated financial statements present fairly, in all material respects, the financial position of Bigbank AS as at 31 December 2015, and its financial performance and its cash flows for the year then ended in accordance with the International Financial Reporting Standards as adopted by the European Union.

Tallinn, 26 February 2016

Olesia Abramova

Authorised Auditor's number 561

Ernst & Young Baltic AS

Audit Company's Registration number 58

Authorised Auditor's number 441

# Profit allocation proposal

The total consolidated distributable profits of Bigbank AS as at 31 December 2015 comprise of:

Earnings retained in prior years as at 31 December 2015	70,065	thousand euros
Net profit for 2015	11,194	thousand euros
Total distributable profits as at 31 December 2015	81.259	thousand euros

The management board of Bigbank AS proposes to the general meeting to distribute the profit for the reporting period as follows:

1.	Dividend distribution (16.25 euros per share)	1,300	thousand euros;
2.	Transfer to retained earnings	9,894	thousand euros;
	Balance of retained earnings after allocations	79,959	thousand euros.

# Kaido Saar

Chairman of the Management Board 26 February 2016

# Ingo Põder

Member of the Management Board 26 February 2016

# Agur Jõgi

Member of the Management Board 26 February 2016



