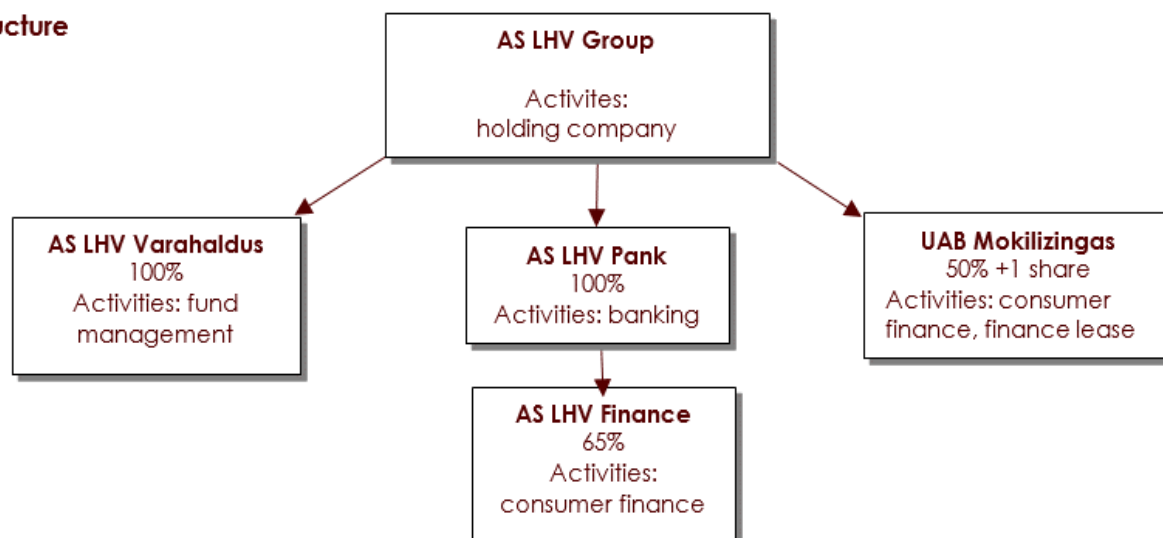


AS LHV Group is the largest financial group in Estonia based on Estonian capital. LHV was founded in 1999 by persons with long-term experience in investment and entrepreneurship. LHV branches are located in Tallinn, Tartu, Riga, Vilnius and Helsinki. LHV has more than 250 employees. The main subsidiaries of AS LHV Group are AS LHV Pank and AS LHV Vast. Our banking services are used by more than 50,000 clients. Our pension funds have over 120,000 clients.

**Group structure**

In addition to key investments presented in the graph above LHV Group has a 40% share in associate AS LHV Capital and 100% ownership of LHV Finance OY, which does not have any activities. In November 2013 Group acquired 10% ownership SIA EUVECA Livonia Partners and in December 33% ownership in start-up OÜ Sviipe.

**Strategy**

The mission of LHV Pank is to help create Estonian capital and support the development of local entrepreneurship.

The values of LHV Pank are: simplicity, support, performance.

LHV is focused on active and independent clients with entrepreneurial mindset. For private customers LHV offers mainly services related to deposits and money growth opportunities. For business customers LHV offers flexible and convenient financing and every-day handling of money matters.

**Shareholders**

AS LHV group has total of 19 202 669 ordinary shares with nominal share value of 1 euro.

As of March 2014 the Group has 155 shareholders:

- 12 725 948 shares (66,3%) were owned by the supervisory board and members of the management board.
- 5 727 238 shares (29,8%) were owned by Estonian entrepreneurs and investors.
- 749 483 shares (3,9%) were owned by LHV current and former employees.

All clients and partners of LHV can be the owners of LHV in the future. LHV is pursuing to become a public company through listing on Tallinn stock exchange.

### Income statement, 9 quarters

Income statement, EURt	Q1-14	Q4-13	Q3-13	Q2-13	Q1-13	Q4-12	Q3-12	Q2-12	Q1-12
Net interest income	4 252	4 053	3 465	2 228	2 093	1 787	1 464	1 513	1 292
Net fee and commission income	2 984	2 670	2 612	2 140	2 005	1 814	1 584	1 469	1 520
Net gains from financial assets	214	149	39	408	2 110	58	329	-355	762
Other income	10	11	26	21	5	16	25	16	44
<b>Total revenue</b>	<b>7 460</b>	<b>6 882</b>	<b>6 142</b>	<b>4 797</b>	<b>6 212</b>	<b>3 675</b>	<b>3 403</b>	<b>2 643</b>	<b>3 618</b>
Staff costs	-2 128	-2 080	-1 674	-1 558	-1 349	-1 345	-1 185	-1 258	-1 229
Office rent and expenses	-341	-341	-310	-297	-288	-303	-274	-271	-282
IT expenses	-300	-300	-225	-214	-200	-231	-194	-228	-219
Marketing expenses	-1 247	-1 117	-961	-753	-710	-959	-929	-798	-859
Other operating expenses	-1 149	-1 403	-1 110	-983	-869	-1 045	-798	-904	-735
<b>Total operating expenses</b>	<b>-5 164</b>	<b>-5 242</b>	<b>-4 281</b>	<b>-3 804</b>	<b>-3 417</b>	<b>-3 883</b>	<b>-3 380</b>	<b>-3 460</b>	<b>-3 325</b>
<b>EBIT</b>	<b>2 296</b>	<b>1 640</b>	<b>1 861</b>	<b>993</b>	<b>2 795</b>	<b>-208</b>	<b>22</b>	<b>-818</b>	<b>293</b>
Change in investment in associate	0	-7	31	-11	-2	26	0	0	0
<b>Earnings before impairment losses</b>	<b>2 296</b>	<b>1 633</b>	<b>1 892</b>	<b>981</b>	<b>2 793</b>	<b>-182</b>	<b>22</b>	<b>-818</b>	<b>293</b>
Impairment losses on loans and advances	-577	-920	-581	-612	-759	-259	-327	-248	-240
Income tax	-56	-83	0	0	0	0	0	0	0
<b>Net profit</b>	<b>1 663</b>	<b>630</b>	<b>1 312</b>	<b>369</b>	<b>2 034</b>	<b>-440</b>	<b>-305</b>	<b>-1 066</b>	<b>53</b>
Profit attributable to non-controlling interests	237	-39	201	-41	-13	0	0	0	0
Profit attributable to owners of the parent	1 426	669	1 111	410	2 047	-440	-305	-1 066	53

### Income statement, 5 years

Income statement, EURt	2013	2012	2011	2010	2009
Net interest income	11 838	5 881	3 517	1 322	614
Net fee and commission income	9 426	6 389	5 153	4 182	3 930
Net gains from financial assets	2 706	969	-1 140	-130	588
Other income	66	101	117	239	284
<b>Total revenue</b>	<b>24 036</b>	<b>13 340</b>	<b>7 647</b>	<b>5 614</b>	<b>5 417</b>
Staff costs	-6 662	-5 017	-4 225	-3 029	-2 085
Office rent and expenses	-1 236	-1 131	-943	-470	-328
IT expenses	-939	-873	-803	-506	-265
Marketing expenses	-3 541	-3 545	-4 212	-2 333	-1 102
Other operating expenses	-4 369	-3 485	-3 347	-2 027	-1 563
<b>Total operating expenses</b>	<b>-16 746</b>	<b>-14 050</b>	<b>-13 530</b>	<b>-8 365</b>	<b>-5 344</b>
<b>EBIT</b>	<b>7 290</b>	<b>-710</b>	<b>-5 883</b>	<b>-2 751</b>	<b>73</b>
Change in investment in associate	10	26	33	-125	-1 551
<b>Earnings before impairment losses</b>	<b>7 300</b>	<b>-684</b>	<b>-5 850</b>	<b>-2 876</b>	<b>-1 478</b>
Impairment losses on loans and advances	-2 872	-1 074	-2 607	0	0
Income tax	-83	0	0	0	0
<b>Net profit</b>	<b>4 345</b>	<b>-1 758</b>	<b>-8 457</b>	<b>-2 876</b>	<b>-1 478</b>
Profit attributable to non-controlling interests	108	0	0	-209	-45
Profit attributable to owners of the parent	4 237	-1 758	-8 457	-2 667	-1 433

## Balance sheet, 9 quarters

Balance sheet, EURt	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13	Dec 12	Sep 12	Jun 12	Mar 12
Cash and cash equivalents	122 400	152 308	87 132	137 356	148 702	90 411	88 616	87 809	89 781
Financial assets at fair value	56 649	48 604	54 578	54 608	73 591	116 864	119 352	112 077	109 257
Loans granted	240 147	212 289	192 679	146 796	121 290	107 174	89 507	83 211	77 689
Loan impairments	-5 973	-5 521	-5 054	-2 300	-1 779	-1 107	-917	-588	-3 060
Receivables from customers	1 051	1 510	2 255	576	530	641	553	1 647	376
Other assets	5 387	6 179	4 976	3 095	3 237	3 311	3 210	3 391	3 425
<b>Total assets</b>	<b>419 661</b>	<b>415 368</b>	<b>336 565</b>	<b>340 131</b>	<b>345 570</b>	<b>317 294</b>	<b>300 320</b>	<b>287 546</b>	<b>277 468</b>
Demand deposits	171 400	160 697	105 767	103 201	90 450	74 785	64 050	49 365	41 493
Term deposits	185 484	191 588	179 429	188 689	214 449	203 717	201 634	203 384	205 980
Accrued interest liability	616	567	717	1 117	1 423	1 506	1 817	1 816	1 793
Loans received	3 330	3 529	3 651	3 675	3 867	4 141	4 005	4 122	4 825
Loans received and deposits from custo	360 830	356 381	289 563	296 683	310 188	284 149	271 505	258 688	254 090
Other liabilities	6 532	7 326	5 983	5 542	3 310	3 431	3 083	2 875	5 011
Subordinated loans	18 685	19 715	9 728	9 726	5 578	8 634	4 205	4 152	4 060
<b>Total liabilities</b>	<b>386 047</b>	<b>383 423</b>	<b>305 274</b>	<b>311 950</b>	<b>319 077</b>	<b>296 214</b>	<b>278 793</b>	<b>265 715</b>	<b>263 162</b>
Minority interest	1 933	1 695	1 734	121	162	0	0	0	0
<b>Equity</b>	<b>31 681</b>	<b>30 251</b>	<b>29 557</b>	<b>28 059</b>	<b>26 331</b>	<b>21 080</b>	<b>21 527</b>	<b>21 832</b>	<b>14 306</b>
<b>Total liabilities and equity</b>	<b>419 661</b>	<b>415 368</b>	<b>336 565</b>	<b>340 131</b>	<b>345 570</b>	<b>317 294</b>	<b>300 320</b>	<b>287 546</b>	<b>277 468</b>

## Balance sheet, 5 years

Balance sheet, EURt	Dec 13	Dec 12	Dec 11	Dec 10	Dec 09
Cash and cash equivalents	152 308	90 411	85 058	68 763	26 847
Financial assets	48 604	116 864	79 052	20 487	7 418
Loans granted	212 289	107 174	69 722	40 513	9 370
Loan impairments	-5 521	-1 107	-3 042	-2 439	0
Receivables from customers	1 510	641	373	1 980	267
Other assets	6 179	3 311	3 427	2 365	1 590
<b>Total assets</b>	<b>415 368</b>	<b>317 294</b>	<b>234 590</b>	<b>131 669</b>	<b>45 491</b>
Demand deposits	160 697	74 785	34 959	17 746	7 281
Term deposits	191 588	203 717	172 745	95 706	24 825
Accrued interest liability	567	1 506	1 482	737	178
Loans received	3 529	4 141	4 519	2 163	1 448
Loans received and deposits from custo	356 381	284 149	213 705	116 352	33 731
Other liabilities	7 326	3 431	2 648	1 540	1 733
Subordinated loans	19 715	8 634	4 009	2 844	0
<b>Total liabilities</b>	<b>383 423</b>	<b>296 214</b>	<b>220 362</b>	<b>120 736</b>	<b>35 464</b>
Minority interest	1 695	0	0	391	488
<b>Equity</b>	<b>30 251</b>	<b>21 080</b>	<b>14 228</b>	<b>10 542</b>	<b>9 538</b>
<b>Total liabilities and equity</b>	<b>415 368</b>	<b>317 294</b>	<b>234 590</b>	<b>131 669</b>	<b>45 491</b>

### Capital adequacy, 9 quarters

EURt	Q1-14	Q4-13	Q3-13	Q2-13	Q1-13	Q4-12	Q3-12	Q2-12	Q1-12
Total Tier 1 capital	29 049	29 102	27 204	26 501	22 516	19 327	19 732	19 982	12 421
Total Tier 2 capital	3 200	14 551	9 600	9 600	5 692	8 500	4 000	4 000	4 000
Net own funds for capital adequacy calculatio	32 249	43 653	36 804	36 101	28 207	27 827	23 732	23 982	16 421
Credit risk RWA	198 708	173 758	158 695	119 273	98 155	101 457	86 263	81 803	74 025
Market risk RWA	9 698	8 513	10 296	10 743	9 930	10 197	9 234	10 514	10 896
Operational risk RWA	30 066	13 307	13 307	13 307	13 307	9 339	6 419	6 419	6 419
Total RWA	238 473	195 578	182 298	143 323	121 391	120 993	101 916	98 736	91 340
Tier 1 Capital Ratio	12,2%	14,9%	14,9%	18,5%	18,5%	16,0%	19,4%	20,2%	13,6%
Capital adequacy	13,5%	22,3%	20,2%	25,2%	23,2%	23,0%	23,3%	24,3%	18,0%

### Capital adequacy, 5 years

EURt	2013	2012	2011	2010	2009
Total Tier 1 capital	29 102	19 327	12 574	9 073	8 458
Total Tier 2 capital	14 551	8 500	4 000	3 000	0
Net own funds for capital adequacy calculatio	43 653	27 827	16 574	12 073	8 458
Credit risk RWA	173 758	101 457	68 443	40 089	25 453
Market risk RWA	8 513	10 197	13 578	7 193	3 826
Operational risk RWA	13 307	9 339	6 419	6 118	4 529
Total RWA	195 578	120 993	88 440	53 400	33 808
Tier 1 Capital Ratio	14,9%	16,0%	14,2%	17,0%	25,0%
Capital adequacy	22,3%	23,0%	18,7%	22,6%	25,0%

Income statement, 9 quarters

Income statement, EURt	Q1-14	Q4-13	Q3-13	Q2-13	Q1-13	Q4-12	Q3-12	Q2-12	Q1-12
Fee and commission income	1 773	1 650	1 568	1 379	1 213	1 115	1 003	895	792
Other operating income	0	0	0	0	0	0	0	0	26
<b>Total revenue</b>	<b>1 773</b>	<b>1 650</b>	<b>1 568</b>	<b>1 379</b>	<b>1 213</b>	<b>1 115</b>	<b>1 003</b>	<b>895</b>	<b>818</b>
Staff costs	-253	-208	-214	-247	-174	-161	-134	-194	-138
Marketing expenses	-689	-493	-540	-524	-534	-658	-616	-537	-637
Other operating expenses	-339	-410	-341	-282	-258	-293	-208	-215	-228
Depreciation and amortization	-10	-10	-8	-5	-5	-5	-5	-5	-5
<b>Total operating expenses</b>	<b>-1 291</b>	<b>-1 121</b>	<b>-1 102</b>	<b>-1 059</b>	<b>-971</b>	<b>-1 117</b>	<b>-963</b>	<b>-951</b>	<b>-1 008</b>
<b>EBIT</b>	<b>481</b>	<b>529</b>	<b>467</b>	<b>321</b>	<b>241</b>	<b>-2</b>	<b>40</b>	<b>-56</b>	<b>-190</b>
Interest expense	-19	-4	-41	-40	-33	-29	-29	-29	-29
Other financial income and expense	57	147	48	10	96	89	108	-18	271
<b>Total financial income and expense</b>	<b>39</b>	<b>143</b>	<b>8</b>	<b>-30</b>	<b>63</b>	<b>59</b>	<b>79</b>	<b>-47</b>	<b>242</b>
<b>Net profit</b>	<b>520</b>	<b>671</b>	<b>474</b>	<b>290</b>	<b>304</b>	<b>57</b>	<b>119</b>	<b>-104</b>	<b>52</b>

Income statement, 5 years

Income statement, EURt	2013	2012	2011	2010	2009
Fee and commission income	5 810	3 804	2 377	1 433	938
Other operating income	0	26	26	0	9
<b>Total revenue</b>	<b>5 810</b>	<b>3 831</b>	<b>2 403</b>	<b>1 433</b>	<b>948</b>
Staff costs	-843	-627	-459	-397	-311
Marketing expenses	-2 091	-2 448	-2 879	-1 974	-905
Other operating expenses	-1 291	-944	-735	-437	-425
Depreciation and amortization	-28	-20	-6	-10	-86
<b>Total operating expenses</b>	<b>-4 253</b>	<b>-4 039</b>	<b>-4 079</b>	<b>-2 817</b>	<b>-1 727</b>
<b>EBIT</b>	<b>1 558</b>	<b>-208</b>	<b>-1 676</b>	<b>-1 385</b>	<b>-779</b>
Interest expense	-119	-117	-134	-115	-125
Other financial income and expense	302	450	-207	356	628
<b>Total financial income and expense</b>	<b>183</b>	<b>333</b>	<b>-341</b>	<b>241</b>	<b>503</b>
<b>Net profit</b>	<b>1 741</b>	<b>124</b>	<b>-2 017</b>	<b>-1 144</b>	<b>-277</b>

## Balance sheet, 9 quarters

Balance sheet, EURt	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13	Dec 12	Sep 12	Jun 12	Mar 12
Cash and cash equivalents	374	383	643	814	1 114	102	291	679	107
Financial assets at fair value	1 449	1 670	1 633	1 386	993	1 001	991	953	770
Receivables and accrued revenue	625	592	511	464	427	406	338	293	283
Other prepaid expenses	115	142	23	77	108	137	32	69	97
Other current assets	0	0	0	0	0	0	3	7	10
<b>Total current assets</b>	<b>2 564</b>	<b>2 787</b>	<b>2 811</b>	<b>2 741</b>	<b>2 642</b>	<b>1 645</b>	<b>1 654</b>	<b>2 001</b>	<b>1 267</b>
Units of funds	4 258	4 216	3 680	3 356	3 133	3 045	2 629	2 245	2 636
Tangible and intangible assets	67	76	78	49	37	42	47	49	54
<b>Total fixed assets</b>	<b>4 325</b>	<b>4 292</b>	<b>3 758</b>	<b>3 404</b>	<b>3 170</b>	<b>3 087</b>	<b>2 676</b>	<b>2 293</b>	<b>2 690</b>
<b>Total assets</b>	<b>6 889</b>	<b>7 079</b>	<b>6 569</b>	<b>6 145</b>	<b>5 812</b>	<b>4 733</b>	<b>4 331</b>	<b>4 295</b>	<b>3 957</b>
Subordinated liabilities	555	1 587	1 664	1 685	1 645	1 102	1 073	1 083	1 054
Trade payables	462	175	260	294	291	67	225	268	382
Other liabilities	158	123	122	118	118	111	86	115	90
<b>Total liabilities</b>	<b>1 175</b>	<b>1 885</b>	<b>2 046</b>	<b>2 097</b>	<b>2 054</b>	<b>1 280</b>	<b>1 384</b>	<b>1 467</b>	<b>1 526</b>
Share capital	4 000	4 000	4 000	4 000	4 000	4 000	4 000	4 000	4 000
Mandatory reserve	93	6	6	6	6	0	0	0	0
Accumulated deficit/profit	1 101	-553	-553	-553	-553	-671	-1 121	-1 121	-1 621
Income for the accounting period	520	1 741	1 069	595	304	124	67	-51	52
<b>Total equity</b>	<b>5 714</b>	<b>5 194</b>	<b>4 522</b>	<b>4 048</b>	<b>3 757</b>	<b>3 453</b>	<b>2 946</b>	<b>2 828</b>	<b>2 431</b>
<b>Total liabilities and equity</b>	<b>6 889</b>	<b>7 079</b>	<b>6 569</b>	<b>6 145</b>	<b>5 812</b>	<b>4 733</b>	<b>4 331</b>	<b>4 295</b>	<b>3 957</b>

## Balance sheet, 5 years

Balance sheet, EURt	Dec 13	Dec 12	Dec 11	Dec 10	Dec 09
Cash and cash equivalents	383	102	44	44	68
Financial assets at fair value	1 670	1 001	906	846	1 359
Receivables and accrued revenue	592	406	227	154	102
Other prepaid expenses	142	137	124	98	58
Other current assets	0	0	13	0	0
<b>Total current assets</b>	<b>2 787</b>	<b>1 645</b>	<b>1 312</b>	<b>1 142</b>	<b>1 587</b>
Units of funds	4 216	3 045	2 429	2 571	1 857
Tangible and intangible assets	76	42	28	20	25
<b>Total fixed assets</b>	<b>4 292</b>	<b>3 087</b>	<b>2 456</b>	<b>2 591</b>	<b>1 882</b>
<b>Total assets</b>	<b>7 079</b>	<b>4 733</b>	<b>3 769</b>	<b>3 732</b>	<b>3 469</b>
Subordinated liabilities	1 587	1 102	1 065	1 029	635
Capital Leasing liabilities	0	0	0	14	21
Provisions	0	0	0	0	38
Trade payables	175	67	228	190	150
Other liabilities	123	111	96	96	54
<b>Total liabilities</b>	<b>1 885</b>	<b>1 280</b>	<b>1 390</b>	<b>1 329</b>	<b>899</b>
Share capital	4 000	4 000	5 100	4 700	4 026
Share premium	0	0	496	303	262
Mandatory reserve	6	0	0	0	0
Accumulated deficit/profit	-553	-671	-1 200	-1 456	-1 441
Income for the accounting period	1 741	124	-2 017	-1 144	-277
<b>Total equity</b>	<b>5 194</b>	<b>3 453</b>	<b>2 379</b>	<b>2 403</b>	<b>2 571</b>
<b>Total liabilities and equity</b>	<b>7 079</b>	<b>4 733</b>	<b>3 769</b>	<b>3 732</b>	<b>3 469</b>

## Assets under management, 9 quarters

Fund assets, EURt	märts.14	dets.13	sept.13	juuni.13	märts.13	dets.12	sept.12	juuni.12	märts.12
LHV Pensionifond XL	54 751	48 719	45 927	41 866	39 137	35 451	32 625	29 299	27 315
LHV Pensionifond L	231 669	210 408	200 619	181 620	167 032	144 869	134 392	115 186	103 450
LHV Pensionifond M	34 354	31 162	30 056	27 571	25 446	22 033	20 706	16 651	13 837
LHV Pensionifond S	43 862	41 741	40 589	38 856	37 110	32 849	31 090	26 048	20 925
LHV Pensionifond XS	9 529	9 236	9 071	8 850	8 547	7 822	7 478	6 955	6 543
LHV Täiendav Pensionifond	5 715	5 701	5 242	5 022	4 903	4 540	4 146	4 015	4 104
LHV Pärsia Lahe Fond	46 702	26 319	21 917	22 880	5 789	3 926	3 837	4 098	5 166
LHV Maailma Aktsiad Fond	1 614	1 596	1 413	1 307	1 407	1 339	1 249	1 203	1 446
<b>Varad kokku</b>	<b>428 196</b>	<b>374 883</b>	<b>354 834</b>	<b>327 971</b>	<b>289 369</b>	<b>252 830</b>	<b>235 524</b>	<b>203 454</b>	<b>182 785</b>

Quarterly returns	märts.14	dets.13	sept.13	juuni.13	märts.13	dets.12	sept.12	juuni.12	märts.12
LHV Pensionifond XL	0,1%	0,4%	1,4%	0,4%	4,4%	2,6%	4,1%	-1,5%	8,7%
LHV Pensionifond L	0,5%	0,4%	0,8%	-0,3%	3,1%	2,4%	3,9%	-1,3%	8,3%
LHV Pensionifond M	0,9%	0,4%	0,7%	0,1%	1,6%	2,3%	3,3%	-0,7%	6,6%
LHV Pensionifond S	1,1%	0,2%	0,2%	0,1%	0,3%	1,8%	2,3%	0,2%	4,6%
LHV Pensionifond XS	1,4%	0,2%	0,1%	0,1%	0,1%	2,1%	2,7%	0,9%	3,7%
LHV Täiendav Pensionifond	0,2%	0,7%	1,7%	0,3%	4,8%	2,7%	4,1%	-1,3%	8,6%
LHV Pärsia Lahe Fond	15,0%	7,0%	9,4%	13,1%	13,0%	1,5%	7,8%	-8,9%	12,5%
LHV Maailma Aktsiad Fond	-3,0%	5,1%	8,1%	-7,8%	2,7%	3,4%	2,8%	-6,5%	12,2%

## Assets under management, 5 years

Fund assets, EURt	2013	2012	2011	2010	2009
LHV Pensionifond XL	48 719	35 451	24 078	13 265	6 461
LHV Pensionifond L	210 408	144 869	89 788	50 257	31 765
LHV Pensionifond M	31 162	22 033	11 065	4 912	3 337
LHV Pensionifond S	41 741	32 849	7 296	3 226	2 601
LHV Pensionifond XS	9 236	7 822	2 583	1 652	1 437
LHV Täiendav Pensionifond	5 701	4 540	3 690	3 298	<b>2 267</b>
LHV Pärsia Lahe Fond	26 319	3 926	4 257	4 975	4 206
LHV Maailma Aktsiad Fond	1 596	1 339	1 265	1 421	821
<b>Varad kokku</b>	<b>374 883</b>	<b>252 830</b>	<b>144 024</b>	<b>83 006</b>	<b>52 894</b>

Annual returns	2013	2012	2011	2010	2009
LHV Pensionifond XL	6,6%	14,4%	-10,3%	15,9%	32,2%
LHV Pensionifond L	4,0%	13,8%	-8,6%	16,1%	29,6%
LHV Pensionifond M	2,8%	11,9%	-3,9%	10,6%	27,7%
LHV Pensionifond S	0,74%	9,1%	0,4%	6,8%	23,6%
LHV Pensionifond XS	0,6%	9,5%	1,0%	7,0%	22,1%
LHV Täiendav Pensionifond	7,6%	14,6%	-10,3%	17,1%	36,4%
LHV Pärsia Lahe Fond	49,5%	12,2%	-2,3%	20,2%	11,6%
LHV Maailma Aktsiad Fond	7,6%	11,5%	-20,1%	15,9%	30,8%

## Income statement, 9 quarters

Income statement, EURt	Q1-14	Q4-13	Q3-13	Q2-13	Q1-13	Q4-12	Q3-12	Q2-12	Q1-12
Net interest income	3 557	3 286	2 827	2 259	2 123	1 843	1 518	1 549	1 299
Net fee and commission income	962	737	691	762	792	704	583	576	728
Net gains from financial assets	185	23	-6	377	1 948	-17	221	-328	507
Other income	23	11	26	21	5	16	25	16	18
<b>Total revenue</b>	<b>4 727</b>	<b>4 057</b>	<b>3 538</b>	<b>3 418</b>	<b>4 869</b>	<b>2 546</b>	<b>2 347</b>	<b>1 812</b>	<b>2 553</b>
Staff costs	-1 577	-1 490	-1 163	-1 310	-1 175	-1 184	-1 051	-1 064	-1 091
Office rent and expenses	-281	-285	-254	-272	-269	-285	-258	-255	-266
IT expenses	-241	-230	-161	-186	-171	-203	-165	-187	-196
Marketing expenses	-412	-399	-321	-230	-176	-303	-315	-263	-221
Other operating expenses	-720	-832	-710	-717	-643	-768	-627	-680	-538
<b>Total operating expenses</b>	<b>-3 230</b>	<b>-3 235</b>	<b>-2 609</b>	<b>-2 715</b>	<b>-2 436</b>	<b>-2 743</b>	<b>-2 416</b>	<b>-2 450</b>	<b>-2 312</b>
<b>Earnings before impairment losses</b>	<b>1 497</b>	<b>821</b>	<b>930</b>	<b>703</b>	<b>2 433</b>	<b>-197</b>	<b>-69</b>	<b>-637</b>	<b>240</b>
Impairment losses on loans and advances	-575	-705	-543	-612	-759	-259	-327	-248	-240
<b>Net profit</b>	<b>921</b>	<b>117</b>	<b>386</b>	<b>91</b>	<b>1 674</b>	<b>-456</b>	<b>-396</b>	<b>-885</b>	<b>0</b>
Profit attributable to non-controlling interest	24	-20	-24	-41	-13	0	0	0	0
Profit attributable to owners of the parent	897	137	410	132	1 687	-456	-396	-885	0

## Income statement, 5 years

Income statement, EURt	2013	2012	2011	2010	2009
Net interest income	10 495	6 209	3 577	1 334	587
Net fee and commission income	2 981	2 591	2 789	2 830	2 717
Net gains from financial assets	2 342	384	-887	268	289
Other income	63	75	91	248	283
<b>Total revenue</b>	<b>15 882</b>	<b>9 258</b>	<b>5 570</b>	<b>4 680</b>	<b>3 876</b>
Staff costs	-5 139	-4 390	-3 766	-2 632	-1 775
Office rent and expenses	-1 080	-1 065	-1 016	-526	-371
IT expenses	-748	-751	-782	-493	-260
Marketing expenses	-1 126	-1 103	-1 333	-359	-207
Other operating expenses	-2 902	-2 613	-2 547	-1 533	-1 031
<b>Total operating expenses</b>	<b>-10 995</b>	<b>-9 922</b>	<b>-9 444</b>	<b>-5 543</b>	<b>-3 643</b>
<b>Earnings before impairment losses</b>	<b>4 887</b>	<b>-663</b>	<b>-3 874</b>	<b>-863</b>	<b>233</b>
Impairment losses on loans and advances	-2 619	-1 074	-2 607	0	0
<b>Net profit</b>	<b>2 268</b>	<b>-1 737</b>	<b>-6 481</b>	<b>-863</b>	<b>233</b>
Profit attributable to non-controlling interest	-98	0	0	0	0
Profit attributable to owners of the parent	2 366	-1 737	-6 481	-863	233



### Balance sheet, 9 quarters

Balance sheet, EURt	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13	Dec 12	Sep 12	Jun 12	Mar 12
Cash and cash equivalents	119 945	150 595	84 810	136 430	147 827	90 295	88 292	87 672	89 679
Financial assets	50 944	42 719	49 265	49 866	69 465	112 818	115 732	108 879	105 852
Loans granted	235 457	207 245	187 825	146 796	121 290	107 174	89 504	83 204	77 679
Loan impairments	-3 107	-2 683	-2 031	-2 300	-1 779	-1 107	-917	-588	-3 060
Receivables from customers	264	720	1 546	109	104	253	216	1 362	94
Tangible and intangible assets	923	949	870	923	1 022	1 072	1 156	1 270	1 322
Other assets	1 183	939	812	948	972	947	862	890	839
<b>Total assets</b>	<b>405 610</b>	<b>400 484</b>	<b>323 095</b>	<b>332 771</b>	<b>338 901</b>	<b>311 452</b>	<b>294 844</b>	<b>282 689</b>	<b>272 404</b>
Loans received and deposits from customers	364 079	359 838	291 221	299 193	312 064	286 162	273 627	261 386	254 222
Other liabilities	3 712	3 750	3 112	5 123	2 899	3 269	2 772	2 499	4 541
Subordinated loans	10 020	10 025	7 016	7 084	4 008	7 365	3 334	3 297	3 249
<b>Total liabilities</b>	<b>377 811</b>	<b>373 612</b>	<b>301 348</b>	<b>311 401</b>	<b>318 971</b>	<b>296 796</b>	<b>279 733</b>	<b>267 182</b>	<b>262 012</b>
Minority interest	101	77	97	121	162	0	0	0	0
<b>Equity</b>	<b>27 697</b>	<b>26 795</b>	<b>21 650</b>	<b>21 249</b>	<b>19 768</b>	<b>14 656</b>	<b>15 111</b>	<b>15 507</b>	<b>10 392</b>
<b>Total liabilities and equity</b>	<b>405 610</b>	<b>400 484</b>	<b>323 095</b>	<b>332 771</b>	<b>338 901</b>	<b>311 452</b>	<b>294 844</b>	<b>282 689</b>	<b>272 404</b>

### Balance sheet, 5 years

Balance sheet, EURt	Dec 13	Dec 12	Dec 11	Dec 10	Dec 09
Cash and cash equivalents	150 595	90 295	85 051	68 747	25 775
Financial assets	42 719	112 818	75 717	17 071	4 201
Loans granted	207 245	107 174	69 722	40 513	10 310
Loan impairments	-2 683	-1 107	-3 042	-2 439	0
Receivables from customers	720	253	154	1 839	178
Tangible and intangible assets	949	1 072	1 376	436	321
Other assets	939	947	813	757	142
<b>Total assets</b>	<b>400 484</b>	<b>311 452</b>	<b>229 791</b>	<b>126 923</b>	<b>40 927</b>
Loans received and deposits from customers	359 838	286 162	213 874	116 971	33 736
Other liabilities	3 750	3 269	2 343	1 246	654
Subordinated loans	10 025	7 365	3 181	3 032	0
<b>Total liabilities</b>	<b>373 612</b>	<b>296 796</b>	<b>219 398</b>	<b>121 249</b>	<b>34 390</b>
Minority interest	77	0	0	0	0
<b>Equity</b>	<b>26 795</b>	<b>14 656</b>	<b>10 393</b>	<b>5 674</b>	<b>6 537</b>
<b>Total liabilities and equity</b>	<b>400 484</b>	<b>311 452</b>	<b>229 791</b>	<b>126 923</b>	<b>40 927</b>

Loans, 9 quarters

EURt	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13	Dec 12	Sep 12	Jun 12	Mar 12
Loans granted, incl:	235 457	207 245	187 825	146 796	121 290	107 174	89 504	83 204	77 679
Corporate loans	148 538	128 820	120 635	106 235	89 163	78 597	66 185	62 238	50 889
Loans to related companies	24 080	24 075	22 071	0	0	0	0	0	0
Leasing	17 789	15 379	11 601	7 895	4 747	2 677	377	0	0
Consumer loans	17 427	15 882	14 584	16 179	14 993	13 144	11 348	10 616	16 841
Leveraged loans	9 932	9 956	9 395	10 140	10 557	11 162	10 435	9 699	9 673
Hire-purchase	6 259	4 883	2 682	848	0	0	0	0	0
Overdraft	5 485	3 947	3 875	3 177	0	0	0	0	0
Credit card loans	2 399	2 298	2 108	1 897	1 667	1 428	991	481	105
Other loans	3 550	2 006	873	426	163	165	168	170	172
Loan impairments	-3 107	-2 683	-2 031	-2 300	-1 779	-1 107	-917	-588	-3 060
<b>Total loans granted</b>	<b>232 350</b>	<b>204 562</b>	<b>185 794</b>	<b>144 496</b>	<b>119 511</b>	<b>106 067</b>	<b>88 587</b>	<b>82 616</b>	<b>74 619</b>

Loans, 5 years

EURt	Dec 13	Dec 12	Dec 11	Dec 10	Dec 09
Loans granted, incl:	207 245	107 174	69 722	40 513	10 310
Corporate loans	128 820	78 597	45 690	17 163	7 296
Loans to related companies	24 075	0	0	0	0
Leasing	15 379	2 677	0	0	0
Consumer loans	15 882	13 144	15 712	13 553	0
Leveraged loans	9 956	11 162	8 080	9 613	3 015
Hire-purchase	4 883	0	0	0	0
Overdraft	3 947	0	0	0	0
Credit card loans	2 298	1 428	66	0	0
Other loans	2 006	165	174	183	0
Loan impairments	-2 683	-1 107	-3 042	-2 439	0
<b>Total loans granted</b>	<b>204 562</b>	<b>106 067</b>	<b>66 680</b>	<b>38 074</b>	<b>10 310</b>

Deposits and loans received from customers, 9 quarters

EURt	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13	Dec 12	Sep 12	Jun 12	Mar 12
Demand deposits	174 650	164 153	107 428	105 711	92 326	76 799	66 172	52 064	41 624
Term deposits	185 484	191 588	179 429	188 689	214 449	203 717	201 634	203 384	205 980
Loans received	3 330	3 529	3 648	3 675	3 867	4 141	4 005	4 122	4 825
Accrued interest liability	616	567	717	1 117	1 423	1 506	1 817	1 816	1 793
<b>Total loans received and deposits from customer</b>	<b>364 079</b>	<b>359 838</b>	<b>291 221</b>	<b>299 193</b>	<b>312 064</b>	<b>286 162</b>	<b>273 627</b>	<b>261 386</b>	<b>254 222</b>

Deposits and loans received from customers, 5 years

EURt	Dec 13	Dec 12	Dec 11	Dec 10	Dec 09
Demand deposits	164 153	76 799	35 128	18 365	7 286
Term deposits	191 588	203 717	172 745	95 706	24 825
Loans received	3 529	4 141	4 519	2 163	1 448
Accrued interest liability	567	1 506	1 482	737	178
<b>Total loans received and deposits from customer</b>	<b>359 838</b>	<b>286 162</b>	<b>213 874</b>	<b>116 971</b>	<b>33 736</b>

Quality of assets, 6 quarters

EURt	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13	Dec 12
Loans granted,	235 457	207 245	187 825	146 796	121 290	107 174
incl. past due:	12 843	9 641	10 741	10 492	9 548	8 603
1-30 days	4 510	4 574	4 089	3 834	3 306	3 367
31-60 days	2 338	1 626	1 457	2 008	2 193	1 277
61-90 days	3 124	1 194	3 486	687	525	922
91 days and over	2 870	2 247	1 709	3 963	3 524	3 037
Loan impairments	-3 107	-2 683	-2 031	-2 300	-1 779	-1 107
Share of impairments in loans over 90 days past due	108,2%	119,4%	118,9%	58,0%	50,5%	36,5%

EURt, percentage	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13	Dec 12
Loans granted,	235 457	207 245	187 825	146 796	121 290	107 174
incl. past due:	5,5%	4,7%	5,7%	7,1%	7,9%	8,0%
1-30 days	1,9%	2,2%	2,2%	2,6%	2,7%	3,1%
31-60 days	1,0%	0,8%	0,8%	1,4%	1,8%	1,2%
61-90 days	1,3%	0,6%	1,9%	0,5%	0,4%	0,9%
91 days and over	1,2%	1,1%	0,9%	2,7%	2,9%	2,8%
Loan impairments	-1,3%	-1,3%	-1,1%	-1,6%	-1,5%	-1,0%
Share of impairments in loans over 90 days past due	108,2%	119,4%	118,9%	58,0%	50,5%	36,5%

Capital adequacy, 9 quarters

EURt	Q1-14	Q4-13	Q3-13	Q2-13	Q1-13	Q4-12	Q3-12	Q2-12	Q1-12
Total Tier 1 capital	26 567	26 561	20 919	20 920	17 256	14 316	14 688	15 017	9 924
Total Tier 2 capital	4 000	10 000	7 000	7 000	4 192	7 000	3 000	3 000	3 000
Net own funds for capital adequacy calculatic	30 567	36 561	27 919	27 920	21 448	21 316	17 688	18 017	12 924
Credit risk RWA	196 508	170 001	157 280	114 958	94 573	98 079	83 507	79 157	71 428
Market risk RWA	4 724	3 406	3 065	6 993	6 832	7 311	6 625	8 380	8 557
Operational risk RWA	19 020	9 755	9 755	9 755	9 755	6 895	6 895	6 895	5 301
Total RWA	220 252	183 161	170 100	131 705	111 160	112 286	97 027	94 433	85 286
Tier 1 Capital Ratio	12,1%	14,5%	12,3%	15,9%	15,5%	12,7%	15,1%	15,9%	11,6%
Capital adequacy	13,9%	20,0%	16,4%	21,2%	19,3%	19,0%	18,2%	19,1%	15,2%

Capital adequacy, 5 years

EURt	2013	2012	2011	2010	2009
Total Tier 1 capital	26 561	14 316	10 006	5 459	6 267
Total Tier 2 capital	10 000	7 000	3 000	2 729	0
Net own funds for capital adequacy calculatic	36 561	21 316	13 006	8 188	6 267
Credit risk RWA	170 001	98 079	65 875	36 228	22 037
Market risk RWA	3 406	7 311	11 481	4 916	2 006
Operational risk RWA	9 755	6 895	5 301	5 871	4 010
Total RWA	183 161	112 286	82 657	47 015	28 053
Tier 1 Capital Ratio	14,5%	12,7%	12,1%	11,6%	22,3%
Capital adequacy	20,0%	19,0%	15,7%	17,4%	22,3%

## Income statement, 3 quarters

<b>Income statement, EURt</b>	<b>Q1-14</b>	<b>Q4-13</b>	<b>Q3-13</b>
Net interest income	829	789	696
Net fee and commission income	249	287	354
Other income	0	-2	-3
<b>Total revenue</b>	<b>1 079</b>	<b>1 073</b>	<b>1 046</b>
Staff costs	-255	-339	-294
Office rent and expenses	-32	-32	-30
IT expenses	-32	-37	-25
Marketing expenses	-145	-225	-102
Other operating expenses	-131	-179	-108
<b>Total operating expenses</b>	<b>-595</b>	<b>-813</b>	<b>-559</b>
<b>Earnings before impairment losses</b>	<b>483</b>	<b>261</b>	<b>488</b>
Impairment losses	-2	-215	-37
Income tax	-56	-83	0
<b>Net profit</b>	<b>426</b>	<b>-38</b>	<b>450</b>

Balance sheet, 3 quarters

<b>Balance sheet, EURt</b>	<b>Mar 14</b>	<b>Dec 13</b>	<b>Sep 13</b>
Cash and cash equivalents	2 002	1 190	1 653
Loans granted	28 770	29 118	26 925
Loan impairments	-2 866	-2 838	-3 023
Receivables from customers	167	213	203
Other assets	1 919	2 898	2 080
<b>Total assets</b>	<b>29 993</b>	<b>30 582</b>	<b>27 838</b>
Loans received	24 080	24 075	22 074
Other liabilities	2 251	3 271	2 489
<b>Total liabilities</b>	<b>26 331</b>	<b>27 345</b>	<b>24 564</b>
<b>Equity</b>	<b>3 662</b>	<b>3 236</b>	<b>3 275</b>
<b>Total liabilities and equity</b>	<b>29 993</b>	<b>30 582</b>	<b>27 838</b>

Loans, 3 quarters

EURt	Mar 14	Dec 13	Sep 13
Loans granted, incl:	28 770	29 118	26 925
Hire-purchase	18 185	18 219	16 108
Consumer loans	8 081	7 910	7 303
Leasing	2 504	2 989	3 515
Loan impairments	-2 866	-2 838	-3 023
<b>Total loans granted</b>	<b>25 904</b>	<b>26 280</b>	<b>23 902</b>



Quality of assets, 3 quarters

<b>EURt</b>	<b>Mar 14</b>	<b>Dec 13</b>	<b>Sep 13</b>
Loans granted,	28 770	29 118	26 925
incl. past due:	7 076	7 235	6 867
1-30 days	2 768	3 079	2 313
31-60 days	1 053	1 086	980
61-90 days	332	297	354
91 days and over	2 924	2 774	3 220
Loan impairments	-2 866	-2 838	-3 023
Share of impairments in loans over 90 days past due	98,0%	102,3%	93,9%

<b>EURt, percentage</b>	<b>Mar 14</b>	<b>Dec 13</b>	<b>Sep 13</b>
Loans granted,	28 770	29 118	26 925
incl. past due:	24,6%	24,8%	25,5%
1-30 days	9,6%	10,6%	8,6%
31-60 days	3,7%	3,7%	3,6%
61-90 days	1,2%	1,0%	1,3%
91 days and over	10,2%	9,5%	12,0%
Loan impairments	-10,0%	-9,7%	-11,2%
Share of impairments in loans over 90 days past due	98,0%	102,3%	93,9%