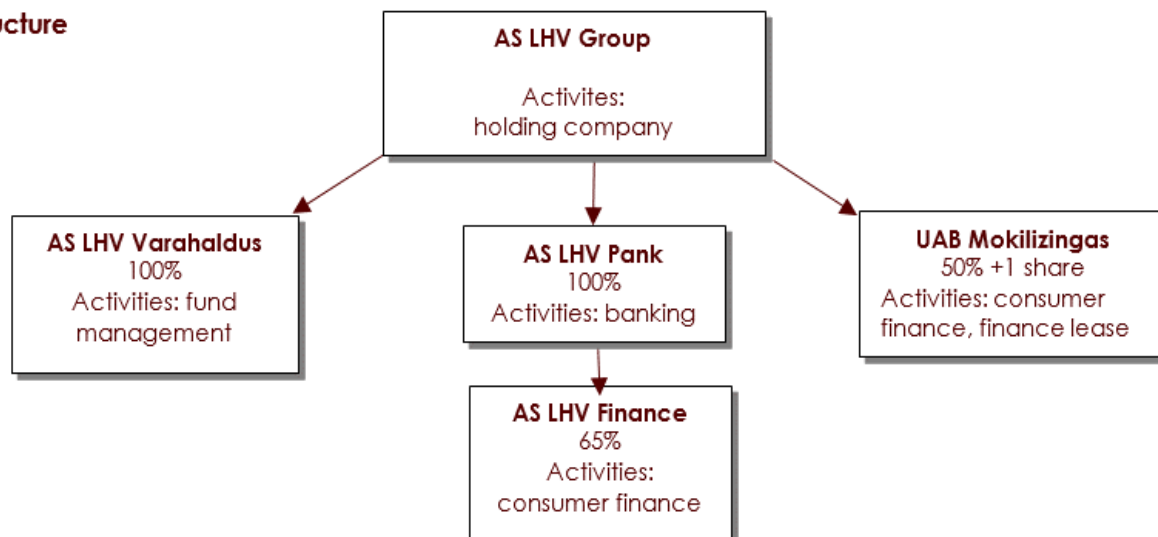


AS LHV Group is the largest financial group in Estonia based on Estonian capital. LHV was founded in 1999 by persons with long-term experience in investment and entrepreneurship. LHV branches are located in Tallinn, Tartu, Riga and Vilnius. LHV has more than 270 employees. The main subsidiaries of AS LHV Group are AS LHV Pank and AS LHV Varahaldus. Our banking services are used by more than 60,000 clients. Our pension funds have over 130,000 clients.

### Group structure



### 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 23,356,005 ordinary shares with nominal share value of 1 euro.

As of 31st March 2015 the Group has 266 shareholders:

- 13,370,738 shares (57.2%) were owned by the supervisory board and members of the management board.
- 9,195,778 shares (39.4%) were owned by Estonian entrepreneurs and investors.
- 789,489 shares (3.4%) 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.

### Discontinued operations

Financial information presented in the fact book might not reconcile with the interim report because consisting of discontinued operations.

## Income statement, 9 quarters

Income statement, EURt	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14	Q4-13	Q3-13	Q2-13	Q1-13
Net interest income	5,222	5,892	5,396	4,803	4,252	4,053	3,465	2,228	2,093
Net fee and commission income	3,343	3,355	3,316	3,117	2,984	2,670	2,612	2,140	2,005
Net gains from financial assets	3,401	80	60	147	214	149	39	408	2,110
Other income	1	-16	2	-12	10	11	26	21	5
<b>Total revenue</b>	<b>11,967</b>	<b>9,311</b>	<b>8,775</b>	<b>8,054</b>	<b>7,460</b>	<b>6,882</b>	<b>6,142</b>	<b>4,797</b>	<b>6,212</b>
Staff costs	-2,585	-2,502	-2,204	-2,260	-2,128	-2,080	-1,674	-1,558	-1,349
Office rent and expenses	-339	-370	-349	-340	-341	-341	-310	-297	-288
IT expenses	-340	-365	-334	-291	-300	-300	-225	-214	-200
Marketing expenses	-840	-1,125	-1,197	-1,277	-1,247	-1,117	-961	-753	-710
Other operating expenses	-1,420	-1,472	-1,157	-1,333	-1,149	-1,403	-1,110	-983	-869
<b>Total operating expenses</b>	<b>-5,524</b>	<b>-5,834</b>	<b>-5,240</b>	<b>-5,500</b>	<b>-5,164</b>	<b>-5,242</b>	<b>-4,281</b>	<b>-3,804</b>	<b>-3,417</b>
<b>EBIT</b>	<b>6,442</b>	<b>3,477</b>	<b>3,535</b>	<b>2,554</b>	<b>2,296</b>	<b>1,640</b>	<b>1,861</b>	<b>993</b>	<b>2,795</b>
Change in investment in associate	0	0	0	0	0	-7	31	-11	-2
<b>Earnings before impairment losses</b>	<b>6,442</b>	<b>3,477</b>	<b>3,535</b>	<b>2,554</b>	<b>2,296</b>	<b>1,633</b>	<b>1,892</b>	<b>981</b>	<b>2,793</b>
Impairment losses on loans and advances	-656	-32	-1,106	-928	-577	-920	-581	-612	-759
Income tax	-669	562	-34	-23	-56	-83	0	0	0
<b>Net profit</b>	<b>5,116</b>	<b>4,006</b>	<b>2,395</b>	<b>1,603</b>	<b>1,663</b>	<b>630</b>	<b>1,312</b>	<b>369</b>	<b>2,034</b>
Profit attributable to non-controlling interest	213	89	85	53	237	-39	201	-41	-13
Profit attributable to owners of the parent	4,904	3,917	2,311	1,549	1,426	669	1,111	410	2,047

## Income statement, 5 years

Income statement, EURt	2014	2013	2012	2011	2010
Net interest income	20,343	11,838	6,057	3,517	1,322
Net fee and commission income	12,772	9,426	6,388	5,153	4,251
Net gains from financial assets	500	2,706	793	-1,140	-198
Other income	-16	63	101	117	239
<b>Total revenue</b>	<b>33,600</b>	<b>24,033</b>	<b>13,339</b>	<b>7,647</b>	<b>5,614</b>
Staff costs	-9,093	-6,662	-5,017	-4,225	-3,029
Office rent and expenses	-1,399	-1,236	-1,131	-943	-470
IT expenses	-1,290	-939	-873	-803	-506
Marketing expenses	-4,846	-3,541	-3,545	-4,212	-2,333
Other operating expenses	-5,111	-4,366	-3,484	-3,347	-2,027
<b>Total operating expenses</b>	<b>-21,738</b>	<b>-16,743</b>	<b>-14,048</b>	<b>-13,530</b>	<b>-8,365</b>
<b>EBIT</b>	<b>11,862</b>	<b>7,290</b>	<b>-710</b>	<b>-5,883</b>	<b>-2,751</b>
Change in investment in associate	0	10	26	33	-125
<b>Earnings before impairment losses</b>	<b>11,862</b>	<b>7,300</b>	<b>-684</b>	<b>-5,850</b>	<b>-2,876</b>
Impairment losses on loans and advances	-2,644	-2,872	-1,074	-2,607	0
Income tax	449	-83	0	0	0
<b>Net profit</b>	<b>9,667</b>	<b>4,345</b>	<b>-1,757</b>	<b>-8,457</b>	<b>-2,876</b>
Profit attributable to non-controlling interest	464	108	0	0	-209
Profit attributable to owners of the parent	9,203	4,237	-1,757	-8,457	-2,667

## Balance sheet, 9 quarters

Balance sheet, EURt	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13
Cash and cash equivalents	113,471	84,129	62,014	75,074	122,401	152,309	87,132	137,356	148,702
Financial assets at fair value	146,752	149,524	130,787	102,464	56,649	48,604	54,578	54,608	73,591
Loans granted	331,278	321,412	293,673	262,690	240,145	212,289	192,679	146,796	121,290
Loan impairments	-4,509	-5,570	-7,582	-6,736	-5,973	-5,521	-5,054	-2,300	-1,779
Receivables from customers	1,448	1,569	1,118	1,257	1,050	1,508	2,255	576	530
Other assets	4,032	4,626	4,460	4,158	5,387	6,179	4,976	3,095	3,237
<b>Total assets</b>	<b>592,472</b>	<b>555,690</b>	<b>484,470</b>	<b>438,907</b>	<b>419,658</b>	<b>415,368</b>	<b>336,565</b>	<b>340,131</b>	<b>345,570</b>
Demand deposits	275,002	273,668	208,644	174,859	171,400	160,697	105,767	103,201	90,450
Term deposits	213,700	183,665	182,500	183,211	185,484	191,588	179,429	188,689	214,449
Accrued interest liability	689	589	709	714	616	567	717	1,117	1,423
Loans received	16,704	17,091	17,338	3,638	3,330	3,529	3,651	3,675	3,867
Loans received and deposits from customers	506,095	475,013	409,190	362,423	360,830	356,381	289,563	296,683	310,188
Other liabilities	6,487	5,957	4,646	8,306	6,527	7,324	5,983	5,542	3,310
Subordinated loans	16,684	16,688	16,685	16,783	18,685	19,715	9,728	9,726	5,578
<b>Total liabilities</b>	<b>529,266</b>	<b>497,658</b>	<b>430,522</b>	<b>387,512</b>	<b>386,042</b>	<b>383,421</b>	<b>305,274</b>	<b>311,950</b>	<b>319,077</b>
<b>Equity</b>	<b>63,206</b>	<b>58,032</b>	<b>53,948</b>	<b>51,396</b>	<b>33,616</b>	<b>31,947</b>	<b>31,291</b>	<b>28,181</b>	<b>26,493</b>
Minority interest	2,372	2,160	2,070	1,986	1,932	1,695	1,734	121	162
<b>Total liabilities and equity</b>	<b>592,472</b>	<b>555,690</b>	<b>484,470</b>	<b>438,907</b>	<b>419,658</b>	<b>415,368</b>	<b>336,565</b>	<b>340,131</b>	<b>345,570</b>

## Balance sheet, 5 years

Balance sheet, EURt	Dec 14	Dec 13	Dec 12	Dec 11	Dec 10
Cash and cash equivalents	84,129	152,309	90,411	85,058	68,763
Financial assets	149,524	48,604	116,864	79,052	20,487
Loans granted	321,412	212,289	107,174	69,722	40,513
Loan impairments	-5,570	-5,521	-1,107	-3,042	-2,439
Receivables from customers	1,569	1,508	641	373	1,980
Other assets	4,626	6,179	3,311	3,427	2,365
<b>Total assets</b>	<b>555,690</b>	<b>415,368</b>	<b>317,294</b>	<b>234,590</b>	<b>131,669</b>
Demand deposits	273,668	160,697	74,785	34,959	17,746
Term deposits	183,665	191,588	203,717	172,745	95,706
Accrued interest liability	589	567	1,506	1,482	737
Loans received	17,091	3,529	4,141	4,519	2,163
Loans received and deposits from customers	475,013	356,381	284,149	213,705	116,352
Other liabilities	5,957	7,324	3,431	2,648	1,540
Subordinated loans	16,688	19,715	8,634	4,009	2,844
<b>Total liabilities</b>	<b>497,658</b>	<b>383,421</b>	<b>296,214</b>	<b>220,362</b>	<b>120,736</b>
<b>Equity</b>	<b>58,032</b>	<b>31,947</b>	<b>21,080</b>	<b>14,228</b>	<b>10,933</b>
Minority interest	2,160	1,695	0	0	391
<b>Total liabilities and equity</b>	<b>555,690</b>	<b>415,368</b>	<b>317,294</b>	<b>234,590</b>	<b>131,669</b>

Quality of assets, 9 quarters

EURt	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13
Loans granted,	331,278	321,412	293,673	262,690	240,145	212,289	192,679	146,796	121,290
incl. past due:	12,303	19,050	21,889	19,635	20,124	17,027	17,696	10,534	9,548
1-30 days	5,371	8,297	9,142	8,458	7,284	7,672	6,406	3,834	3,306
31-60 days	2,933	2,880	3,357	2,931	3,394	2,714	2,438	2,008	2,193
61-90 days	1,932	1,479	2,145	1,776	3,459	1,492	3,841	687	525
over 90 days or contract cancelled	2,067	6,394	7,245	6,470	5,987	5,149	5,012	4,005	3,524
Loan impairments	-4,509	-5,570	-7,582	-6,736	-5,973	-5,521	-5,054	-2,300	-1,779
Share of impairments (over 90 days or cancelled)	218.1%	87.1%	104.6%	104.1%	99.8%	107.2%	100.9%	57.4%	50.5%

EURt, percentage	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13
Loans granted,	331,278	321,412	293,673	262,690	240,145	212,289	192,679	146,796	121,290
incl. past due:	3.7%	5.9%	7.5%	7.5%	8.4%	8.0%	9.2%	7.2%	7.9%
1-30 days	1.6%	2.6%	3.1%	3.2%	3.0%	3.6%	3.3%	2.6%	2.7%
31-60 days	0.9%	0.9%	1.1%	1.1%	1.4%	1.3%	1.3%	1.4%	1.8%
61-90 days	0.6%	0.5%	0.7%	0.7%	1.4%	0.7%	2.0%	0.5%	0.4%
over 90 days or contract cancelled	0.6%	2.0%	2.5%	2.5%	2.5%	2.4%	2.6%	2.7%	2.9%
Loan impairments	-1.4%	-1.7%	-2.6%	-2.6%	-2.5%	-2.6%	-2.6%	-1.6%	-1.5%
Share of impairments (over 90 days or cancelled)	218.1%	87.1%	104.6%	104.1%	99.8%	107.2%	100.9%	57.4%	50.5%

### Capital adequacy, 9 quarters

EURt	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14	Q4-13	Q3-13	Q2-13	Q1-13
Total Tier 1 capital	55,573	55,894	49,568	47,828	29,993	29,951	28,071	26,501	22,516
Total Tier 2 capital	16,650	16,650	16,650	16,750	3,200	14,975	9,600	9,600	5,692
Net own funds for capital adequacy calculation	72,223	72,544	66,218	64,578	33,193	44,926	37,671	36,101	28,207
Credit risk RWA	284,571	279,949	249,299	220,057	198,708	173,758	158,695	119,273	98,155
Market risk RWA	9,030	7,859	2,919	6,112	9,698	8,513	10,296	10,743	9,930
Operational risk RWA	44,367	30,066	30,066	30,066	30,066	13,307	13,307	13,307	13,307
Total RWA	337,967	317,874	282,284	256,235	238,473	195,578	182,298	143,323	121,391
Tier 1 Capital Ratio	16.4%	17.6%	17.6%	18.7%	12.6%	15.3%	15.4%	18.5%	18.5%
Capital adequacy	21.4%	22.8%	23.5%	25.2%	13.9%	23.0%	20.7%	25.2%	23.2%

### Capital adequacy, 5 years

EURt	2014	2013	2012	2011	2010
Total Tier 1 capital	55,894	29,951	19,327	12,574	9,073
Total Tier 2 capital	16,650	14,975	8,500	4,000	3,000
Net own funds for capital adequacy calculation	72,544	44,926	27,827	16,574	12,073
Credit risk RWA	279,949	173,758	101,457	68,443	40,089
Market risk RWA	7,859	8,513	10,197	13,578	7,193
Operational risk RWA	30,066	13,307	9,339	6,419	6,118
Total RWA	317,874	195,578	120,993	88,440	53,400
Tier 1 Capital Ratio	17.6%	15.3%	16.0%	14.2%	17.0%
Capital adequacy	22.8%	23.0%	23.0%	18.7%	22.6%

### Income statement, 9 quarters

Income statement, EURt	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14	Q4-13	Q3-13	Q2-13	Q1-13
Fee and commission income	2,186	2,401	2,220	2,062	1,773	1,650	1,568	1,379	1,213
Other operating income	0	0	0	0	0	0	0	0	0
<b>Total revenue</b>	<b>2,186</b>	<b>2,401</b>	<b>2,220</b>	<b>2,062</b>	<b>1,773</b>	<b>1,650</b>	<b>1,568</b>	<b>1,379</b>	<b>1,213</b>
Staff costs	-277	-251	-237	-274	-253	-208	-214	-247	-174
Marketing expenses	-488	-513	-621	-640	-689	-493	-540	-524	-534
Other operating expenses	-399	-406	-376	-341	-339	-410	-341	-282	-258
Depreciation and amortization	-1	-5	-5	-55	-10	-10	-8	-5	-5
<b>Total operating expenses</b>	<b>-1,165</b>	<b>-1,175</b>	<b>-1,239</b>	<b>-1,309</b>	<b>-1,291</b>	<b>-1,121</b>	<b>-1,102</b>	<b>-1,059</b>	<b>-971</b>
<b>EBIT</b>	<b>1,021</b>	<b>1,226</b>	<b>982</b>	<b>753</b>	<b>481</b>	<b>529</b>	<b>467</b>	<b>321</b>	<b>241</b>
Interest expense	-11	-11	-11	-11	-19	-4	-41	-40	-33
Other financial income and expense	240	25	73	77	57	147	48	10	96
<b>Total financial income and expense</b>	<b>229</b>	<b>14</b>	<b>62</b>	<b>65</b>	<b>39</b>	<b>143</b>	<b>8</b>	<b>-30</b>	<b>63</b>
<b>Net profit</b>	<b>1,250</b>	<b>1,240</b>	<b>1,044</b>	<b>819</b>	<b>520</b>	<b>671</b>	<b>474</b>	<b>290</b>	<b>304</b>

### Income statement, 5 years

Income statement, EURt	2014	2013	2012	2011	2010
Fee and commission income	8,456	5,810	3,804	2,377	1,433
Other operating income	0	0	26	26	0
<b>Total revenue</b>	<b>8,456</b>	<b>5,810</b>	<b>3,831</b>	<b>2,403</b>	<b>1,433</b>
Staff costs	-1,015	-843	-627	-459	-397
Marketing expenses	-2,463	-2,091	-2,448	-2,879	-1,974
Other operating expenses	-1,461	-1,291	-944	-735	-437
Depreciation and amortization	-75	-28	-20	-6	-10
<b>Total operating expenses</b>	<b>-5,013</b>	<b>-4,253</b>	<b>-4,039</b>	<b>-4,079</b>	<b>-2,817</b>
<b>EBIT</b>	<b>3,443</b>	<b>1,558</b>	<b>-208</b>	<b>-1,676</b>	<b>-1,385</b>
Interest expense	-53	-119	-117	-134	-115
Other financial income and expense	232	302	450	-207	356
<b>Total financial income and expense</b>	<b>180</b>	<b>183</b>	<b>333</b>	<b>-341</b>	<b>241</b>
<b>Net profit</b>	<b>3,622</b>	<b>1,741</b>	<b>124</b>	<b>-2,017</b>	<b>-1,144</b>

Balance sheet, 9 quarters

Balance sheet, EURt	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13
Cash and cash equivalents	2,015	1,640	1,462	520	374	383	643	814	1,114
Financial assets at fair value	1,182	1,375	1,360	1,735	1,449	1,670	1,633	1,386	993
Receivables and accrued revenue	760	1,031	722	679	625	592	511	464	427
Other prepaid expenses	127	158	36	76	115	142	23	77	108
Other current assets	0	0	0	0	0	0	0	0	0
<b>Total current assets</b>	<b>4,084</b>	<b>4,203</b>	<b>3,580</b>	<b>3,010</b>	<b>2,564</b>	<b>2,787</b>	<b>2,811</b>	<b>2,741</b>	<b>2,642</b>
Units of funds	5,789	5,588	5,107	4,709	4,258	4,216	3,680	3,356	3,133
Tangible and intangible assets	1	2	7	12	67	76	78	49	37
<b>Total fixed assets</b>	<b>5,790</b>	<b>5,590</b>	<b>5,114</b>	<b>4,721</b>	<b>4,325</b>	<b>4,292</b>	<b>3,758</b>	<b>3,404</b>	<b>3,170</b>
<b>Total assets</b>	<b>9,874</b>	<b>9,793</b>	<b>8,694</b>	<b>7,731</b>	<b>6,889</b>	<b>7,079</b>	<b>6,569</b>	<b>6,145</b>	<b>5,812</b>
Subordinated liabilities	1,504	554	554	554	555	1,587	1,664	1,685	1,645
Trade payables	409	229	386	470	462	175	260	294	291
Other liabilities	190	158	164	175	158	123	122	118	118
<b>Total liabilities</b>	<b>2,104</b>	<b>941</b>	<b>1,104</b>	<b>1,198</b>	<b>1,175</b>	<b>1,885</b>	<b>2,046</b>	<b>2,097</b>	<b>2,054</b>
Share capital	5,857	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000
Mandatory reserve	274	93	93	93	93	6	6	6	6
Other reserves	54	36	14	0	0	0	0	0	0
Accumulated deficit/profit	335	1,101	1,101	1,101	1,101	-553	-553	-553	-553
Income for the accounting period	1,250	3,622	2,382	1,339	520	1,741	1,069	595	304
<b>Total equity</b>	<b>7,771</b>	<b>8,852</b>	<b>7,590</b>	<b>6,532</b>	<b>5,714</b>	<b>5,194</b>	<b>4,522</b>	<b>4,048</b>	<b>3,757</b>
<b>Total liabilities and equity</b>	<b>9,874</b>	<b>9,793</b>	<b>8,694</b>	<b>7,731</b>	<b>6,889</b>	<b>7,079</b>	<b>6,569</b>	<b>6,145</b>	<b>5,812</b>

Balance sheet, 5 years

Balance sheet, EURt	Dec 14	Dec 13	Dec 12	Dec 11	Dec 10
Cash and cash equivalents	1,640	383	102	44	44
Financial assets at fair value	1,375	1,670	1,001	906	846
Receivables and accrued revenue	1,031	592	406	227	154
Other prepaid expenses	158	142	137	124	98
Other current assets	0	0	0	13	0
<b>Total current assets</b>	<b>4,203</b>	<b>2,787</b>	<b>1,645</b>	<b>1,312</b>	<b>1,142</b>
Units of funds	5,588	4,216	3,045	2,429	2,571
Tangible and intangible assets	2	76	42	28	20
<b>Total fixed assets</b>	<b>5,590</b>	<b>4,292</b>	<b>3,087</b>	<b>2,456</b>	<b>2,591</b>
<b>Total assets</b>	<b>9,793</b>	<b>7,079</b>	<b>4,733</b>	<b>3,769</b>	<b>3,732</b>
Subordinated liabilities	554	1,587	1,102	1,065	1,029
Capital Leasing liabilities	0	0	0	0	14
Trade payables	229	175	67	228	190
Other liabilities	158	123	111	96	96
<b>Total liabilities</b>	<b>941</b>	<b>1,885</b>	<b>1,280</b>	<b>1,390</b>	<b>1,329</b>
Share capital	4,000	4,000	4,000	5,100	4,700
Share premium	0	0	0	496	303
Mandatory reserve	93	6	0	0	0
Accumulated deficit/profit	1,101	-553	-671	-1,200	-1,456
Income for the accounting period	3,622	1,741	124	-2,017	-1,144
<b>Total equity</b>	<b>8,852</b>	<b>5,194</b>	<b>3,453</b>	<b>2,379</b>	<b>2,403</b>
<b>Total liabilities and equity</b>	<b>9,793</b>	<b>7,079</b>	<b>4,733</b>	<b>3,769</b>	<b>3,732</b>

## Assets under management, 9 quarters

Fund assets, EURt	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13
LHV Pensionifond XL	74,505	70,034	66,130	61,568	54,751	48,994	45,928	41,866	39,137
LHV Pensionifond L	310,912	289,148	274,966	252,678	231,669	211,541	200,621	181,620	167,032
LHV Pensionifond M	44,752	42,451	41,062	37,581	34,354	31,326	30,057	27,571	25,446
LHV Pensionifond S	52,227	50,360	48,791	46,098	43,862	41,741	40,589	38,856	37,110
LHV Pensionifond XS	14,104	12,093	11,723	10,228	9,529	9,236	9,071	8,850	8,547
LHV Täiendav Pensionifond	6,689	6,247	5,970	5,821	5,715	5,727	5,242	5,022	4,903
LHV Pärsia Lahe Fond	20,375	32,667	60,555	52,013	46,702	26,319	21,951	22,925	5,777
LHV Maaailma Aktsiad Fond	1,486	1,316	1,395	1,521	1,614	1,596	1,413	1,307	1,407
<b>Varad kokku</b>	<b>525,050</b>	<b>504,316</b>	<b>510,592</b>	<b>467,508</b>	<b>428,196</b>	<b>376,480</b>	<b>354,873</b>	<b>328,016</b>	<b>289,357</b>

Quarterly returns	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14	Q4-13	Q3-13	Q2-13	Q1-13
LHV Pensionifond XL	4.3%	-0.1%	0.2%	1.0%	0.1%	0.4%	1.4%	0.4%	4.4%
LHV Pensionifond L	3.9%	0.2%	0.5%	1.0%	0.5%	0.4%	0.8%	-0.3%	3.1%
LHV Pensionifond M	3.1%	0.4%	0.8%	0.9%	0.9%	0.4%	0.7%	0.1%	1.6%
LHV Pensionifond S	2.2%	1.0%	1.2%	1.5%	1.1%	0.2%	0.2%	0.1%	0.3%
LHV Pensionifond XS	2.2%	1.1%	1.3%	1.6%	1.4%	0.2%	0.1%	0.1%	0.1%
LHV Täiendav Pensionifond	5.9%	0.0%	0.1%	1.3%	0.2%	0.7%	1.7%	0.3%	4.8%
LHV Pärsia Lahe Fond	1.0%	-13.8%	15.4%	-2.2%	15.0%	7.0%	9.4%	13.1%	13.0%
LHV Maaailma Aktsiad Fond	12.1%	2.1%	-5.8%	1.9%	-3.0%	5.1%	8.1%	-7.8%	2.7%

## Assets under management, 5 years

Fund assets, EURt	2014	2013	2012	2011	2010
LHV Pensionifond XL	70,034	48,994	35,451	24,078	13,265
LHV Pensionifond L	289,148	211,541	144,869	89,788	50,257
LHV Pensionifond M	42,451	31,326	22,033	11,065	4,912
LHV Pensionifond S	50,360	41,741	32,849	7,296	3,226
LHV Pensionifond XS	12,093	9,236	7,822	2,583	1,652
LHV Täiendav Pensionifond	6,247	5,727	4,540	3,690	<b>3,298</b>
LHV Pärsia Lahe Fond	32,667	26,319	3,984	4,257	4,975
LHV Maaailma Aktsiad Fond	1,316	1,596	1,339	1,265	1,421
<b>Varad kokku</b>	<b>504,316</b>	<b>376,480</b>	<b>252,888</b>	<b>144,024</b>	<b>83,006</b>

Annual returns	2014	2013	2012	2011	2010
LHV Pensionifond XL	1.3%	6.6%	14.4%	-10.3%	15.9%
LHV Pensionifond L	2.3%	4.0%	13.8%	-8.6%	16.1%
LHV Pensionifond M	3.0%	2.8%	11.9%	-3.9%	10.6%
LHV Pensionifond S	4.9%	0.7%	9.1%	0.4%	6.8%
LHV Pensionifond XS	5.5%	0.6%	9.5%	1.0%	7.0%
LHV Täiendav Pensionifond	1.7%	7.6%	14.6%	-10.3%	17.1%
LHV Pärsia Lahe Fond	11.9%	49.5%	12.2%	-2.3%	20.2%
LHV Maaailma Aktsiad Fond	-4.9%	7.6%	11.5%	-20.1%	15.9%



## Income statement, 9 quarters

Income statement, EURt	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14	Q4-13	Q3-13	Q2-13	Q1-13
Net interest income	4,168	4,851	4,485	4,010	3,557	3,286	2,827	2,259	2,123
Net fee and commission income	1,011	818	927	851	962	737	691	762	792
Net gains from financial assets	3,178	73	12	72	185	23	-6	377	1,948
Other income	10	-6	13	0	23	11	26	21	5
<b>Total revenue</b>	<b>8,367</b>	<b>5,735</b>	<b>5,437</b>	<b>4,934</b>	<b>4,727</b>	<b>4,057</b>	<b>3,538</b>	<b>3,418</b>	<b>4,869</b>
Staff costs	-1,873	-1,795	-1,619	-1,615	-1,577	-1,490	-1,163	-1,310	-1,175
Office rent and expenses	-278	-313	-292	-282	-281	-285	-254	-272	-269
IT expenses	-232	-256	-216	-209	-241	-230	-161	-186	-171
Marketing expenses	-229	-392	-353	-381	-412	-399	-321	-230	-176
Other operating expenses	-916	-944	-679	-734	-720	-832	-710	-717	-643
<b>Total operating expenses</b>	<b>-3,529</b>	<b>-3,700</b>	<b>-3,158</b>	<b>-3,221</b>	<b>-3,230</b>	<b>-3,235</b>	<b>-2,609</b>	<b>-2,715</b>	<b>-2,436</b>
<b>Earnings before impairment losses</b>	<b>4,839</b>	<b>2,035</b>	<b>2,279</b>	<b>1,713</b>	<b>1,497</b>	<b>821</b>	<b>930</b>	<b>703</b>	<b>2,433</b>
Impairment losses on loans and advances	-431	207	-841	-760	-575	-705	-543	-612	-759
Income tax	-600	600	0	0	0	0	0	0	0
<b>Net profit</b>	<b>3,808</b>	<b>2,842</b>	<b>1,438</b>	<b>952</b>	<b>921</b>	<b>117</b>	<b>386</b>	<b>91</b>	<b>1,674</b>
Profit attributable to non-controlling interest	108	43	56	32	24	-20	-24	-41	-13
Profit attributable to owners of the parent	3,700	2,798	1,382	920	897	137	410	132	1,687

## Income statement, 5 years

Income statement, EURt	2014	2013	2012	2011	2010
Net interest income	16,904	10,495	6,209	3,577	1,334
Net fee and commission income	3,558	2,981	2,591	2,789	2,830
Net gains from financial assets	342	2,342	384	-887	268
Other income	30	63	75	91	248
<b>Total revenue</b>	<b>20,833</b>	<b>15,882</b>	<b>9,258</b>	<b>5,570</b>	<b>4,680</b>
Staff costs	-6,605	-5,139	-4,390	-3,766	-2,632
Office rent and expenses	-1,167	-1,080	-1,065	-1,016	-526
IT expenses	-922	-748	-751	-782	-493
Marketing expenses	-1,539	-1,126	-1,103	-1,333	-359
Other operating expenses	-3,077	-2,902	-2,613	-2,547	-1,533
<b>Total operating expenses</b>	<b>-13,310</b>	<b>-10,995</b>	<b>-9,922</b>	<b>-9,444</b>	<b>-5,543</b>
<b>Earnings before impairment losses</b>	<b>7,524</b>	<b>4,887</b>	<b>-663</b>	<b>-3,874</b>	<b>-863</b>
Impairment losses on loans and advances	-1,970	-2,619	-1,074	-2,607	0
Income tax	600	0	0	0	0
<b>Net profit</b>	<b>6,154</b>	<b>2,268</b>	<b>-1,737</b>	<b>-6,481</b>	<b>-863</b>
Profit attributable to non-controlling interest	156	-98	0	0	0
Profit attributable to owners of the parent	5,998	2,366	-1,737	-6,481	-863

### Balance sheet, 9 quarters

Balance sheet, EURt	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13
Cash and cash equivalents	112,164	82,393	60,025	72,842	119,945	150,595	84,810	136,430	147,827
Financial assets	139,781	142,563	124,323	96,019	50,944	42,719	49,265	49,866	69,465
Loans granted	325,029	316,386	287,885	257,305	235,454	207,245	187,825	146,796	121,290
Loan impairments	-2,463	-3,597	-4,237	-3,680	-3,107	-2,683	-2,031	-2,300	-1,779
Receivables from customers	490	364	231	354	264	720	1,546	109	104
Tangible and intangible assets	759	817	1,022	1,050	923	949	870	923	1,022
Other assets	1,569	2,086	1,612	1,278	1,183	939	812	948	972
<b>Total assets</b>	<b>577,329</b>	<b>541,012</b>	<b>470,861</b>	<b>425,167</b>	<b>405,607</b>	<b>400,484</b>	<b>323,095</b>	<b>332,771</b>	<b>338,901</b>
Loans received and deposits from customers	511,794	479,117	413,690	365,782	364,079	359,838	291,221	299,193	312,064
Other liabilities	4,517	4,505	2,892	6,587	3,709	3,750	3,112	5,123	2,899
Subordinated loans	12,032	12,249	12,031	12,029	10,020	10,025	7,016	7,084	4,008
<b>Total liabilities</b>	<b>528,342</b>	<b>495,872</b>	<b>428,613</b>	<b>384,398</b>	<b>377,808</b>	<b>373,612</b>	<b>301,348</b>	<b>311,401</b>	<b>318,971</b>
Minority interest	48,987	45,141	42,247	40,769	27,799	26,872	21,748	21,371	19,931
<b>Equity</b>	<b>341</b>	<b>233</b>	<b>190</b>	<b>134</b>	<b>101</b>	<b>77</b>	<b>97</b>	<b>121</b>	<b>162</b>
<b>Total liabilities and equity</b>	<b>577,329</b>	<b>541,012</b>	<b>470,861</b>	<b>425,167</b>	<b>405,607</b>	<b>400,484</b>	<b>323,095</b>	<b>332,771</b>	<b>338,901</b>

### Balance sheet, 5 years

Balance sheet, EURt	Dec 14	Dec 13	Dec 12	Dec 11	Dec 10
Cash and cash equivalents	82,393	150,595	90,295	85,051	68,747
Financial assets	142,563	42,719	112,818	75,717	17,071
Loans granted	316,386	207,245	107,174	69,722	40,513
Loan impairments	-3,597	-2,683	-1,107	-3,042	-2,439
Receivables from customers	364	720	253	154	1,839
Tangible and intangible assets	817	949	1,072	1,376	436
Other assets	2,086	939	947	813	757
<b>Total assets</b>	<b>541,012</b>	<b>400,484</b>	<b>311,452</b>	<b>229,791</b>	<b>126,923</b>
Loans received and deposits from customers	479,117	359,838	286,162	213,874	116,971
Other liabilities	4,505	3,750	3,269	2,343	1,246
Subordinated loans	12,249	10,025	7,365	3,181	3,032
<b>Total liabilities</b>	<b>495,872</b>	<b>373,612</b>	<b>296,796</b>	<b>219,398</b>	<b>121,249</b>
Minority interest	45,141	26,872	14,656	10,393	5,674
<b>Equity</b>	<b>233</b>	<b>77</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total liabilities and equity</b>	<b>541,012</b>	<b>400,484</b>	<b>311,452</b>	<b>229,791</b>	<b>126,923</b>

### Loans, 9 quarters

EURt	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13
Loans granted, incl:	325,029	316,386	287,885	257,305	235,454	207,245	187,825	146,796	121,290
Corporate loans	235,942	214,379	190,393	170,011	153,983	132,738	124,510	109,411	89,163
Loans to related companies	27,073	27,074	26,090	25,077	24,080	24,075	22,071	0	0
Leasing	28,575	27,706	25,213	19,748	17,789	15,379	11,601	7,895	4,747
Consumer loans	0	16,313	19,106	18,703	17,424	15,882	14,584	16,179	14,993
Leveraged loans	9,474	9,196	9,317	8,874	9,932	9,956	9,395	10,140	10,557
Hire-purchase	14,099	12,677	9,922	7,928	6,259	4,883	2,682	848	0
Credit card loans	2,975	2,959	2,719	2,542	2,399	2,298	2,108	1,897	1,667
Other loans	6,890	6,084	5,125	4,421	3,589	2,034	873	426	163
Loan impairments	-2,463	-3,597	-4,237	-3,680	-3,107	-2,683	-2,031	-2,300	-1,779
<b>Total loans granted</b>	<b>322,566</b>	<b>312,790</b>	<b>283,648</b>	<b>253,624</b>	<b>232,347</b>	<b>204,562</b>	<b>185,794</b>	<b>144,496</b>	<b>119,511</b>

### Loans, 5 years

EURt	Dec 14	Dec 13	Dec 12	Dec 11	Dec 10
Loans granted, incl:	316,386	207,245	107,174	69,722	40,513
Corporate loans	214,379	132,738	78,597	45,690	17,163
Loans to related companies	27,074	24,075	0	0	0
Leasing	27,706	15,379	2,677	0	0
Consumer loans	16,313	15,882	13,144	15,712	13,553
Leveraged loans	9,196	9,956	11,162	8,080	9,613
Hire-purchase	12,677	4,883	0	0	0
Credit card loans	2,959	2,298	1,428	66	0
Other loans	6,084	2,034	165	174	183
Loan impairments	-3,597	-2,683	-1,107	-3,042	-2,439
<b>Total loans granted</b>	<b>312,790</b>	<b>204,562</b>	<b>106,067</b>	<b>66,680</b>	<b>38,074</b>

Deposits and loans received from customers, 9 quarters

EURt	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13
Demand deposits	280,703	276,769	212,143	178,218	174,650	164,153	107,428	105,711	92,326
Term deposits	213,700	184,668	183,501	183,211	185,484	191,588	179,429	188,689	214,449
Loans received	16,701	17,091	17,336	3,639	3,330	3,529	3,648	3,675	3,867
Accrued interest liability	689	589	709	714	616	567	717	1,117	1,423
<b>Total loans received and deposits from customers</b>	<b>511,794</b>	<b>479,117</b>	<b>413,690</b>	<b>365,782</b>	<b>364,079</b>	<b>359,838</b>	<b>291,221</b>	<b>299,193</b>	<b>312,064</b>

Deposits and loans received from customers, 5 years

EURt	Dec 14	Dec 13	Dec 12	Dec 11	Dec 10
Demand deposits	276,769	164,153	76,799	35,128	18,365
Term deposits	184,668	191,588	203,717	172,745	95,706
Loans received	17,091	3,529	4,141	4,519	2,163
Accrued interest liability	589	567	1,506	1,482	737
<b>Total loans received and deposits from customers</b>	<b>479,117</b>	<b>359,838</b>	<b>286,162</b>	<b>213,874</b>	<b>116,971</b>

Quality of assets, 9 quarters

EURt	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13
Loans granted,	325,029	316,386	287,885	257,305	235,454	207,245	187,825	146,796	121,290
incl. past due:	5,403	13,193	14,264	12,420	13,009	9,758	10,796	10,534	9,548
1-30 days	2,200	5,483	6,214	5,669	4,517	4,594	4,092	3,834	3,306
31-60 days	1,236	1,821	2,195	1,824	2,341	1,628	1,458	2,008	2,193
61-90 days	1,533	1,156	1,781	1,434	3,128	1,195	3,487	687	525
over 90 days or contract cancelled	434	4,733	4,074	3,493	3,023	2,341	1,758	4,005	3,524
Loan impairments	-2,463	-3,597	-4,237	-3,680	-3,107	-2,683	-2,031	-2,300	-1,779
Share of impairments (over 90 days or cancelled)	567.9%	76.0%	104.0%	105.4%	102.8%	114.6%	115.5%	57.4%	50.5%

EURt, percentage	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13	Sep 13	Jun 13	Mar 13
Loans granted,	325,029	316,386	287,885	257,305	235,454	207,245	187,825	146,796	121,290
incl. past due:	1.7%	4.2%	5.0%	4.8%	5.5%	4.7%	5.7%	7.2%	7.9%
1-30 days	0.7%	1.7%	2.2%	2.2%	1.9%	2.2%	2.2%	2.6%	2.7%
31-60 days	0.4%	0.6%	0.8%	0.7%	1.0%	0.8%	0.8%	1.4%	1.8%
61-90 days	0.5%	0.4%	0.6%	0.6%	1.3%	0.6%	1.9%	0.5%	0.4%
over 90 days or contract cancelled	0.1%	1.5%	1.4%	1.4%	1.3%	1.1%	0.9%	2.7%	2.9%
Loan impairments	-0.8%	-1.1%	-1.5%	-1.4%	-1.3%	-1.3%	-1.1%	-1.6%	-1.5%
Share of impairments (over 90 days or cancelled)	567.9%	76.0%	104.0%	105.4%	102.8%	114.6%	115.5%	57.4%	50.5%

### Capital adequacy, 9 quarters

EURt	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14	Q4-13	Q3-13	Q2-13	Q1-13
Total Tier 1 capital	44,484	44,485	40,257	39,275	26,453	26,366	20,897	20,928	17,256
Total Tier 2 capital	12,000	12,000	12,000	12,000	4,000	10,000	7,000	7,000	4,192
Net own funds for capital adequacy calculation	56,484	56,485	52,257	51,275	30,453	36,366	27,897	27,928	21,448
Credit risk RWA	279,364	275,304	243,892	216,529	195,398	169,607	156,924	115,180	94,580
Market risk RWA	3,182	2,288	2,987	2,997	4,724	3,406	3,065	6,990	6,830
Operational risk RWA	28,734	19,194	19,194	19,194	19,194	9,755	9,755	9,750	9,750
Total RWA	311,280	296,786	266,073	238,721	219,316	182,767	169,744	131,920	111,160
Tier 1 Capital Ratio	14.3%	15.0%	15.1%	16.5%	12.1%	14.4%	12.3%	15.9%	15.5%
Capital adequacy	18.1%	19.0%	19.6%	21.5%	13.9%	19.9%	16.4%	21.2%	19.3%

### Capital adequacy, 5 years

EURt	2014	2013	2012	2011	2010
Total Tier 1 capital	44,485	26,366	14,215	9,892	5,459
Total Tier 2 capital	12,000	10,000	7,000	3,000	2,729
Net own funds for capital adequacy calculation	56,485	36,366	21,215	12,892	8,188
Credit risk RWA	275,304	169,607	98,080	65,875	36,228
Market risk RWA	2,288	3,406	7,310	11,481	4,916
Operational risk RWA	19,194	9,755	6,900	5,301	5,871
Total RWA	296,786	182,767	112,290	82,657	47,015
Tier 1 Capital Ratio	15.0%	14.4%	12.7%	12.0%	11.6%
Capital adequacy	19.0%	19.9%	18.9%	15.6%	17.4%

Income statement, 7 quarters

Income statement, EURt	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14	Q4-13	Q3-13
Net interest income	1,120	1,124	979	924	829	789	696
Net fee and commission income	147	138	169	204	249	287	354
Other income	0	0	-1	-1	0	-2	-3
<b>Total revenue</b>	<b>1,267</b>	<b>1,262</b>	<b>1,147</b>	<b>1,128</b>	<b>1,079</b>	<b>1,073</b>	<b>1,046</b>
Staff costs	-378	-396	-294	-321	-255	-339	-294
Office rent and expenses	-32	-33	-31	-30	-32	-32	-30
IT expenses	-50	-75	-59	-49	-32	-37	-25
Marketing expenses	-120	-221	-223	-256	-145	-225	-102
Other operating expenses	-183	-168	-183	-238	-131	-179	-108
<b>Total operating expenses</b>	<b>-764</b>	<b>-893</b>	<b>-790</b>	<b>-895</b>	<b>-595</b>	<b>-813</b>	<b>-559</b>
<b>Earnings before impairment losses</b>	<b>504</b>	<b>369</b>	<b>357</b>	<b>233</b>	<b>483</b>	<b>261</b>	<b>488</b>
Impairment losses	-226	-239	-265	-168	-2	-215	-37
Income tax	-69	-38	-34	-23	-56	-83	0
<b>Net profit</b>	<b>208</b>	<b>92</b>	<b>57</b>	<b>42</b>	<b>426</b>	<b>-38</b>	<b>450</b>

Balance sheet, 8 quarters

<b>Balance sheet, EURt</b>	<b>Mar 15</b>	<b>Dec 14</b>	<b>Sep 14</b>	<b>Jun 14</b>	<b>Mar 14</b>	<b>Dec 13</b>	<b>Sep 13</b>	<b>Jun 13</b>
Cash and cash equivalents	489	1,175	1,637	1,624	2,002	1,190	1,653	1,404
Loans granted	33,322	32,100	31,877	30,462	28,770	29,118	26,925	24,200
Loan impairments	-2,046	-1,973	-3,345	-3,055	-2,866	-2,838	-3,023	-2,915
Receivables from customers	202	174	169	155	167	213	203	216
Other assets	496	481	684	644	1,919	2,898	2,080	1,678
<b>Total assets</b>	<b>32,464</b>	<b>31,957</b>	<b>31,023</b>	<b>29,830</b>	<b>29,993</b>	<b>30,582</b>	<b>27,838</b>	<b>24,584</b>
Loans received	27,075	27,074	26,092	25,077	24,080	24,075	22,074	19,208
Other liabilities	1,327	1,029	1,170	1,049	2,251	3,271	2,489	2,551
<b>Total liabilities</b>	<b>28,402</b>	<b>28,103</b>	<b>27,262</b>	<b>26,126</b>	<b>26,331</b>	<b>27,345</b>	<b>24,564</b>	<b>21,759</b>
<b>Equity</b>	<b>4,062</b>	<b>3,853</b>	<b>3,761</b>	<b>3,704</b>	<b>3,662</b>	<b>3,236</b>	<b>3,275</b>	<b>2,824</b>
<b>Total liabilities and equity</b>	<b>32,464</b>	<b>31,957</b>	<b>31,023</b>	<b>29,830</b>	<b>29,993</b>	<b>30,582</b>	<b>27,838</b>	<b>24,584</b>



Loans, 8 quarters

<b>EURt</b>	<b>Mar 15</b>	<b>Dec 14</b>	<b>Sep 14</b>	<b>Jun 14</b>	<b>Mar 14</b>	<b>Dec 13</b>	<b>Sep 13</b>	<b>Jun 13</b>
Loans granted, incl:	33,322	32,100	31,877	30,462	28,770	29,118	26,925	24,200
Hire-purchase	22,684	21,489	20,889	19,554	18,185	18,219	16,108	13,563
Consumer loans	9,746	9,470	9,526	8,983	8,081	7,910	7,303	6,502
Leasing	892	1,141	1,463	1,926	2,504	2,989	3,515	4,135
Loan impairments	-2,046	-1,973	-3,345	-3,055	-2,866	-2,838	-3,023	-2,915
<b>Total loans granted</b>	<b>31,276</b>	<b>30,126</b>	<b>28,532</b>	<b>27,407</b>	<b>25,904</b>	<b>26,280</b>	<b>23,902</b>	<b>21,285</b>

Quality of assets, 8 quarters

EURt	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13	Sep 13	Jun 13
Loans granted,	33,322	32,100	31,877	30,462	28,770	29,118	26,925	24,200
incl. past due:	6,936	5,856	7,625	7,215	7,116	7,269	6,900	6,535
1-30 days	3,171	2,813	2,928	2,789	2,768	3,079	2,313	2,021
31-60 days	1,696	1,059	1,162	1,107	1,053	1,086	980	956
61-90 days	399	322	364	342	332	297	354	283
over 90 days or contract cancelled	1,669	1,662	3,172	2,978	2,963	2,808	3,253	3,275
Loan impairments	-2,046	-1,973	-3,345	-3,055	-2,866	-2,838	-3,023	-2,915
Share of impairments (over 90 days or cancelled)	122.6%	118.8%	105.5%	102.6%	96.7%	101.1%	92.9%	89.0%

EURt, percentage	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14	Dec 13	Sep 13	Jun 13
Loans granted,	33,322	32,100	31,877	30,462	28,770	29,118	26,925	24,200
incl. past due:	20.8%	18.2%	23.9%	23.7%	24.7%	25.0%	25.6%	27.0%
1-30 days	9.5%	8.8%	9.2%	9.2%	9.6%	10.6%	8.6%	8.4%
31-60 days	5.1%	3.3%	3.6%	3.6%	3.7%	3.7%	3.6%	4.0%
61-90 days	1.2%	1.0%	1.1%	1.1%	1.2%	1.0%	1.3%	1.2%
over 90 days or contract cancelled	5.0%	5.2%	9.9%	9.8%	10.3%	9.6%	12.1%	13.5%
Loan impairments	-6.1%	-6.1%	-10.5%	-10.0%	-10.0%	-9.7%	-11.2%	-12.0%
Share of impairments (over 90 days or cancelled)	122.6%	118.8%	105.5%	102.6%	96.7%	101.1%	92.9%	89.0%