

***annual report***



# Management Board Report on the status of the company



Dear customers and business partners,

Same as in the preceding years, in the year 2010 OTP banka continued to ensure stable and profitable operations. The worsened economic situation, general decline of standard and unemployment growth marked the previous year and aggravated the operating assumptions by creating increased credit risks. Adverse currency trends further contributed to insecurity and affected liquidity and stability of operations. However, by careful decision-making and rational management, the Bank managed to achieve a growth of the operating result, maintain a stable liquidity and provide coverage for all contingent risks. In the segment of customers' deposits, which is a key source of financing, the Bank significantly strengthened its market position, same as in the segment of retail lending, thus achieving its financial plans in full.

## **Bank's results in 2010**

OTP banka Hrvatska successfully ended the business year 2010, realising the total profit after tax in the amount of HRK 75,213 thousand, where the return on assets (ROA) equalled 0.59% and the return on equity (ROE) equalled 4.88%.

In September 2010 the Bank paid out

dividend of HRK 200 million, and the capital was still increased by HRK 11.2m following a revaluation of the securities held in the AFS portfolio.

The recession and the accompanying adverse factors that emerged in 2009 continued to have effect during the last year, precluding more agreeable conditions for recovery and growth of the business environment and the Bank alike. Although on the country level the repercussions of the crisis in 2010 may have been even stronger than in the year before, which was evident in increased credit risks and growth of the provisioning costs, the Bank managed to secure a growth of the operating result and prevent a larger drop of its final result. Hence, although by 15% lower than the year before, the total profit after tax is fully in line with the expectations and financial plans. In the operating income structure, the net interest income recorded a growth of 4.4% as a result of lower interest paid, despite an increase in the total sources. As it happened, during 2010 the Bank continued to cut the interest rates paid on sources so the average interest rate on total liabilities in 2010 was by 0.26 percentage points lower than the average interest rate in 2009. At the same time, restructuring of the assets by investing them where they could bring more yield, and aided by more favourable market trends, the average interest rate on the assets side also went up.

The net fee income grew by 2.6%, and the net income from trade and valuation of financial instruments by 15.7%.

The operating costs grew by 1.6% and this was exclusively a consequence of higher amortisation costs generated by investments made in the preceding period. The cost/income ratio was cut by 2.7 percentage points. During the last year the Bank successfully managed all the risks (credit, liquidity, interest, currency, operating), all the regulatory measures were observed and the regular operations were not disturbed. Liquidity of the Bank was at the satisfactory level, which created additional assumptions for rational management of sources. During the last quarter both - the share of costly large deposits in the sources, and the liabilities towards the parent bank - were decreased.

### **New products and services**

Throughout 2010 OTP banka was very active in developing products and services. We extended the range of card products for retail customers by introducing MasterCard Standard charge card and MasterCard Standard revolving card. We issue MasterCard chip cards, so they are safer to use.

We also offered new housing loans with fixed interest rate for the first year of repayment, with especially favourable interest rates for the

young, and we made a separate housing loans offer for doctors, dentists and medical staff.

For our MSE customers wishing to use a number of products and services at the same time, we designed special service packages. Furthermore, we improved our internet banking for retail customers and expanded our SMS info.

### **Corporate social responsibility**

The principles of corporate social responsibility have already been accepted by OTP banka for a number of years during which, apart from responsible and transparent daily operations, it has been engaging in activities that promote its social responsibility.

Our understanding of social responsibility includes a standing obligation to foster sustainable economic growth. The Bank intends to achieve this goal in cooperation with its employees, their families, local communities and the society as a whole, all in order to improve the standard of living in a way acceptable to the Bank and for the development in general.

OTP banka has been implementing its programme titled "Green Light to Knowledge" for some years now, trying to provide better education conditions for young people. In

2010 we commenced a project of scholarships for students of lower financial standing in the Zadar and Istria Counties, and in the cities of Dubrovnik and Sisak. We invested almost HRK 600,000 into scholarships for young people with good prospects and a strong desire for learning, thus giving our modest contribution to the development of a true society of knowledge.

In 2010 the Bank set aside HRK 3.8m for participation in charity campaigns; supporting worthy cultural, educational, sports and ecological projects; paying special attention to the young, to health, to healthy lifestyle, and stimulating the development of entrepreneurship.

## Group results in 2010

### **OTP Invest**

OTP Invest recorded a growth of assets under management from HRK 234.6m at the end of 2009 to HRK 359m at the end of 2010. At that, the (open investment funds) market share of the company grew from 2.05 percent to 2.76 percent in 2010. The highest growth was realised by OTP Index Fund (an index fund replicating the movements of the Zagreb Stock Exchange index - CROBEX) where the assets under management grew from HRK 109m to HRK 149m in 2010, and OTP Money Fund where the assets under management grew from HRK 43m to almost HRK 128m in

2010.

Thus, OTP Index Fund became the eighth biggest equity fund in Croatia, proving to be an important tool in exposure to Croatian stocks for both institutional and individual investors.

The funds managed by OTP Invest in 2010 realised the following yields:

OTP Money	2.75%
OTP Euro Bond	3.71%
OTP Balanced	-5.73%
OTP Index	7.19%
OTP Meridian 20	3.54%
OTP Europe Plus	4.31%

### **OTP Nekretnine**

Throughout 2010 OTP Nekretnine was carrying out its operations amid a generally depressed real estate market, a drop in the demand for flats and business lease and, consequently, a drop in lending intended for real estate business. Despite hardships, the company realised net profit of HRK 540,000.00, with adequate liquidity. The company provided support to the core business divisions in the Bank in management of risks connected to crediting of real estate business.

### **Plans for 2011**

The upcoming business year will not be a year on the basis of which significant growth plans could be made. Instead, it will be the

time in which first signs of recovery will appear, still with strongly felt presence of caution and risks. The impaired economic situation in the Republic of Croatia in the last year, and adverse trends of almost all economic indicators, will reflect on operations of the banking sector in 2011 in the form of further growth of credit risks and increased need for their coverage. Therefore, the focus will remain on more careful monitoring and generating of assumptions for making of the necessary provisions.

Consequently, profit expectations are at the last year's level, with anticipation of growth of the operating result based primarily on good allocation of funds and interest rate management. Credit portfolio growth rates will be modest and primarily achieved in our domicile regions.

The Bank will build its credit potential on the expected growth of deposits of its customers, at the same time continuing to expand and improve its range of products, and the quality

of its services.

On the side of costs, we will continue to implement the efficient management strategy in order to curb the growth of costs in comparison with the growth of the operating result, thus ensuring even higher operating profit and better stability for the Bank.

Finally, on my behalf, on behalf of the Management Board, our employees and the complete OTP Group, I would like to extend my thanks to our customers and business partners for the trust shown.



**Damir Odak**

*President of the Management Board*

# Corporate Governance Code

Zadar, September 2009

By virtue of the provisions of the Companies Act and the views of the Croatian National Bank, the Management Board of OTP banka Hrvatska d.d. by its decision No 2001-319/09 of 17th September 2009, adopted the following

## **CORPORATE GOVERNANCE CODE**

### **1. OBJECTIVES AND BASIC PRINCIPLES**

OTP banka Hrvatska d.d. (hereinafter: the Bank) as a credit institution is well aware of the importance of a responsible and ethics-based conduct of corporate entities as an essential prerequisite for developing high-quality relations and loyal competition between business partners as well as for efficient functioning of the market.

To this end, the Bank is developing its business activities and acting in accordance with the good corporate management practice. Moreover, it is trying, by way of its business strategy, business policy, key internal acts and business practice, to contribute to transparent and efficient business activities and better-quality relations with its business environment.

Bank's adequate corporate management includes:

1. clear organisational structure with well defined authorisations and responsibilities;
2. efficient activities for establishing, measuring and monitoring of the risks the Bank is or may be exposed to as well as related reporting activities;
3. adequate internal controls mechanisms

which also involve prudent administrative and accounting procedures, the strategies and the procedures for a constant assessment and review of the figures, the structure and the distribution of the internal capital required as coverage for current and future risks;

4. fulfilment of general transparency requirements dictated by investors, clients, rating assessment agencies, supervisors and other counterparties;
5. meeting the obligations and the responsibilities towards the shareholders, the employees and other interested parties;
6. safe and stable business activities in accordance with law and regulations.

It is considered that a vital segment of the Bank's identity is responsible management, therefore the Bank's view is that good corporate management is realised not just by fully meeting the regulatory requirements but that is also derives from the corporate culture prevailing in the Bank and personal integrity of all Bank's employees.

Basic corporate management principles of the Bank are the following:

1. transparency of the business activities;
2. clearly elaborated operating procedures;
3. avoidance of the conflict of interest;
4. efficient internal control;
5. efficient responsibilities system..

Any interpretation of the provisions contained herein should be governed primarily by accomplishment of the mentioned objectives and adherence to the mentioned principles.

## 2. PUBLICATION

In addition to the data the Bank publishes as it is required to do so by laws and other regulations, the Bank shall also publish and thus make available to any interested party, pertinent information on its work and activities which primarily refers to financial statements given that they are the most important and the most complete source of information on the Bank and the Annual Report on the company's status.

If the Bank's shares are listed on the stock exchange and they are traded in on a regulated securities market, the Bank shall:

1. give notice of any change to the rights under issued shares or other issued securities;
2. publish any information it is familiar with in respect of the shares and other securities of the Bank that are owned by any member of the Supervisory Board or the Management Board;
3. make public any other information that may be regarded vital in relation to the Bank, its financial standing, operating results, the ownership structure and management;
4. publish all the information categories clearly and unambiguously and enable any interested party equal and timely access to such information;
5. publish instantly any information that may have an impact on the making of decisions on investments into shares and other securities of the Bank, covering equally the positive and the negative aspects, with a view to allowing the investor to understand and correctly assess the Bank's standing.

Publishing of information is carried out in the manner laid down in law or the Bank's Articles of Association, whereas the Bank also ensures that pieces of information are published on own web pages and over the Internet.

## 3. BODIES OF THE BANK

The bodies of the Bank ensuring that good corporate management practice is implemented are the ones stated below:

1. General Meeting
2. Supervisory Board
3. Management Board

### 3.1 GENERAL MEETING

The General Meeting is the body of the Bank whereby shareholders exercise their main management rights by passing decisions on the Bank's activities that fall under their competence. The decisions passed by the General Meeting are laid down in law and the Bank's Articles of Association.

General Meetings are called when necessary, but at least once a year, and whenever the interests of the company require so.

General Meetings shall be called by the Management Board.

General Meetings may be called by the Supervisory Board in cases prescribed by law, and whenever the Supervisory Board deems it necessary.

The General Meeting shall also be called if



so requested by shareholders who separately or together hold no less than 1/20 (One Twentieth) of the Bank's share capital providing that the Management Board has been notified about the purpose of the General Meeting.

Shareholders decide on their rights and obligations at the General Meeting in accordance with law and the Articles of Association.

Shareholders must meet the conditions prescribed by law and the Articles of Association in order to participate in the work of the General Meeting.

Each share, except for those not carrying the right to vote, entitles the shareholder to one vote, in proportion to the nominal value of each share.

The Bank issues shares made out to a name, and depending on the rights they carry they are either regular or preferential.

The Bank shall treat and accord equal conditions to all shareholders regardless of the number of shares they hold. The Bank shall equally accord same treatment to the investors notwithstanding the nature of the investor i.e. individual or institutional investors.

The General Meeting shall make its decisions by votes given by the shareholders present in person or by proxy at the General Meeting.

The General Meeting shall have a quorum if shareholders representing at least 50% (Fifty

per cent) of the total share capital of the Bank are present (either in person or represented by proxy).

The General Meeting shall make decisions by a simple majority of the votes, except when deciding on the matters that require a certain necessary majority determined by law and the Articles of Association.

The right of a shareholder to participate in the General Meeting and exercise his/her voting rights may be realised by proxy, a legal entity or a natural person.

A power of attorney shall be issued and verified in the form prescribed by the Management Board and certified by a Notary Public.

### **3.2 SUPERVISORY BOARD**

The Supervisory Board shall supervise the management of the Bank. The competence of the Supervisory Board is laid down by law, the Articles of Association and other acts of the Bank.

It has authority to inspect the Bank's business books and all the Bank's documents and assets including cash and securities, which and when it deems necessary.

Supervisory Board members shall act in the Bank's interest, keep business and bank secrets and act with the due care of a good businessman.

The Supervisory Board members shall dedicate

sufficient time to their obligations in the Bank and carry out activities based on complete and reliable information, whilst driven by good intentions.

The Supervisory Board shall have 5 members, one of whom is independent. The members of the Supervisory Board are elected by the General Meeting. The election of the Supervisory Board members is based on the acceptance or rejection of the proposed list of members as a whole. The members of the Supervisory Board shall elect the Chairman and the Deputy of the Supervisory Board among themselves.

The mandate of each Supervisory Board member is two years from the date of the General Meeting at which the member was elected.

The Supervisory Board members can be re-elected.

The Supervisory Board's activities are carried out at its meetings.

The Supervisory Board's meetings are chaired by the Chairman of the Supervisory Board or the Deputy. The Supervisory Board shall make valid decisions if at least 3 (Three) members attend the meeting. Each member of the Supervisory Board has one vote.

The Supervisory Board can pass decisions without convening a meeting, if votes are cast by a letter, phone, fax or by using other envisaged technical possibilities for that purpose, if none of the Supervisory Board members objects to such manner of voting.

The Supervisory Board shall have its own Rules of procedure whereby the arrangement of meetings, decision-making process, position of the committees and their authorities shall be governed.

The Management Board can perform particular types of business activities subject to prior consent of the Supervisory Board.

### **3.2.1 Audit Committee**

In accordance with law, the Supervisory Board established the Audit Committee and appointed its members.

The authority of the Audit Committee is laid down in the provisions of the Audit Act and the Credit Institutions Act.

The work of the Audit Committee is laid down in detail in the Rules of procedure of the Audit Committee.

The Audit Committee shall always have uneven number of members.

## **3.3 MANAGEMENT BOARD**

The Management Board is responsible for conducting the Bank's business. The Management Board acts jointly.

The Bank is represented individually and independently by the president of the Management Board and Management Board members. The Bank can be represented by procura holder providing that he/she acts jointly with a Management Board member.

The Management Board consists of 3 (Three) to 5 (Five) members appointed by the Supervisory Board, subject to prior consent of the Croatian National Bank.

Any person who meets the requirements of the Companies Act and the Credit Institutions Act can be appointed a member of the Management Board.

Members of the Management Board are appointed for a period not longer than 5 (Five) years and may be re-elected.

When appointing Management Board members, it shall be attempted that they possess the following characteristics:

- experience in banking operations management
- developed organisational skills
- experience in detection and monitoring of risks and dealing with crisis situations
- knowledge of accounting and finance
- familiarization with Bank's business scope
- understanding of domestic and international money market
- ability to incorporate all the interests within the Bank
- personality that contributes to the realisation of the Bank's objectives
- knowledge of good corporate management practice
- strategic vision.

The Management Board shall unanimously adopt the Rules of Conduct of the Management Board, subject to prior consent of the Supervisory Board.

The scope of the Management Board's activities and responsibilities includes the activities in line with law, the Articles of Association and the Rules of Conduct of the Management Board.

During his/her term of office, no member of the Management Board shall without prior written consent of the Supervisory Board:

- a) take or have employment, mandate or engagement with any other company or bank,
- b) in his/her own name and on his/her own behalf directly or indirectly be concerned or interested in business activities which are related to the Bank's business activities;
- c) take or have membership in any limited liability company/partnership.
- d) directly or indirectly own, conduct, contract, invest or acquire shares, engage or take part in some other way in any business activity or enterprise, which would represent competition to activities of the Bank.

#### **4. RELATIONS BETWEEN THE MANAGEMENT BOARD, THE SUPERVISORY BOARD AND THE COMPANY**

The Management Board and the Supervisory Board shall establish the strategic goals and the corporate values of the Bank and familiarize all the employees therewith.

The Management Board shall adopt the strategy and the risk policy, subject to prior consent of the Supervisory Board.

The Bank shall ensure a reasonable, transparent and documented decision-making procedure and see to that assigning of responsibilities and competences within the Bank is clear.

The Bank shall clearly define in writing the powers and key responsibilities of the Management Board, the Supervisory Board, the employees, committees and advisory bodies in the Bank.

The Management Board and the Supervisory Board shall cooperate in the best interest of the Bank as well as negotiate and come to a mutual agreement on the strategic features of the Bank's business activities.

The members of both the Management Board and the Supervisory Board shall avoid conflict of interest or a potential conflict of interest, including also spending of company funds for personal purposes and abuse of power with regard to transactions with related parties.

The Management Board shall timely and in full report to the Supervisory Board on all the facts and circumstances that may have an impact on the business activities, the financial standing and the balance of the Bank's assets and shall grant access to all the required data and the documents necessary to exercise their powers.

Members of the Management Board are entitled to remuneration for their work. The Supervisory Board shall sign contracts with members of the Management Board in order to regulate mutual rights and obligations.

Members of the Supervisory Board shall receive reward for their work in the amount decided by the General Meeting. The reward may be different for each member of the Supervisory Board, depending on the duties entrusted to them.

#### **4.1 Conflict of interest**

Conflict of interest exists in a member of the Supervisory Board, that is, a member of the Management Board who is not neutral in respect of the matter to be decided or it can be assumed on the grounds of his connection with other companies, persons or deals that his interests and inclinations do not necessarily correspond to Bank's interests.

Members of the Management Board and the Supervisory Board shall not pass decisions based on personal interests or the interests of the persons they are closely involved with.

All the activities the members of the Management Board or the Supervisory Board or their related parties and the Bank or its related parties are engaged in shall be market-based particularly as concerns deadlines, interest, guarantees etc.

All the contracts or agreements between a member of the Supervisory Board or a Management Board member and the Bank are subject to prior consent of the Supervisory Board.

## **4.2 Prohibition of competition**

Members of the Management Board i.e. the Supervisory Board shall not, for own or someone else's account, personally or through third parties carry out the activities under the Bank's scope nor shall they supply advice to the persons that may be deemed Bank's competition.

Moreover, members of the Management Board and the Supervisory Board shall not hold a significant stake in the companies that may be deemed Bank's competitors.

## **5. INDEPENDENT EXTERNAL AUDITOR**

The Bank is aware of the importance and the role of the audit function for the success of the corporate management, the legality and the transparency in the performance of all business processes in the Bank.

One of the important corporate management factors is to contract an independent external auditor, which the Bank must do, with a view to ensuring that financial statements adequately reflect the actual and the overall situation in the Bank.

The external auditor shall be deemed any auditor who is not related to the Bank by ownership or interests and does not provide, on its own or through related parties, any other service to the Bank.

The independent external auditor shall, as clearly and unambiguously as possible,

give own opinion on whether the financial statements prepared by the Management Board adequately reflect the capital balance and the Bank's financial standing and assets as well as the results for the given period.

## **6. INTERNAL CONTROLS SYSTEM**

The Bank shall ensure an adequate internal controls system which enables it to timely monitor and detect any material risk the Bank is or may be exposed to in the pursuit of its business activities.

The Management Board is responsible for developing and maintaining the system which allows for efficient business activities, adequate risk control, reliability of financial and other non-financial information as well as compliance of the Bank's business activities with laws, regulations and Bank's internal acts.

In addition to the members of the Management Board and the Supervisory Board, employees and all organisational units of the Bank partake in the implementation of the mentioned control measures which are directly or indirectly integrated into the business processes.

In the Bank the internal controls system is realised through three mutually independent functions:

1. risk monitoring function
2. compliance monitoring function
3. internal audit function.

When establishing the mentioned functions the Management Board shall adhere to the following principles:

1. all three functions must be co-independent;
2. each function independently and directly reports on its work to the persons and/or bodies in line with laws, regulations and Bank's internal acts;
3. the Management Board should employ sufficient number of the persons qualified to exercise the mentioned functions.

## **7. BUSINESS BOOKS AND FINANCIAL STATEMENTS**

The Bank keeps business books and other business documentation and records, evaluates assets and liabilities, prepares and publishes annual financial statements and the Annual Report on the company's status as required by applicable regulations and professional standards.

The Bank keeps business books and other business documentation and records by applying a method by way of which it may be checked at any time whether the Bank operates in line with applicable regulations and professional standards.

## **8. RISKS**

The Bank manages risks by implementing the procedures and the methods for detecting, measuring i.e. assessing, controlling and monitoring risks and also by reporting on the risks it is or may be exposed to in its business activities.

The Bank prescribes procedures, criteria and methods for measuring, assessing and managing of risks in its acts, in accordance with statutory regulations, standards and rules of profession.

Risk management includes continuous detection, measuring, assessing and reporting on all materially significant risks the Bank is or may be exposed to.

The risk policy is connected to the Bank's strategy and encompasses defining of the type and the level of risk the Bank is willing to assume in order to reach its business objectives.

The Bank possesses written policies and procedures relating to risk management which are updated and the implementation of which is controlled.

## **9. TRANSPARENT AND TIMELY REPORTING**

The Bank publishes corporate management data and information which are based on statutory regulations and good practice.

The information being published must be true, relevant, timely and available so that all the interested parties' needs are met.

The Bank places special emphasis on transparent and timely reporting to both the Bank's clients and the Bank's shareholders, as well as to any other interested party.

## **10. STATEMENT ON ADHERING TO THE CORPORATE MANAGEMENT CODE**

The Bank's shares are not traded in on a regulated securities market, that is to say, the shares are not listed on the stock exchange.

If the shares of the Bank are listed and traded in on a regulated securities market, the Management Board and the Supervisory Board shall ensure that the Management Board publishes the data laid down in Article 272 p of the Companies Act in a special section of the Annual Report on the company's status.

In accordance with Article 18 of the Accounting Act the Bank shall also introduce into the Annual Report on the company's status an overview of the corporate management rules it applies.

# Responsibility for the Financial Statements



Pursuant to the Croatian Accounting Law and the Croatian Banking Law, the Management Board is responsible for ensuring that financial statements are prepared for each financial year in accordance with the applicable legislation and regulatory requirements, which give a true and fair view of the financial position of OTP banka Hrvatska d.d. Zadar (the "Bank") and Group OTP banka Hrvatska d.d. Zadar (the "Group") and of the results of their operations, changes in equity and cash flows for that period.



After making enquiries, the Management Board has a reasonable expectation that the Bank and the Group have adequate resources to continue in operational existence for the foreseeable future. For this reason, the Management Board continues to adopt the going concern basis in preparing the financial statements. In preparing those financial statements, the responsibilities of the Management Board include ensuring that:

- suitable accounting policies are selected and then applied consistently;
- judgements and estimates are reasonable and prudent;
- applicable accounting standards are followed, subject to any material departures disclosed and explained in the financial statements; and
- the financial statements are prepared on the going concern basis unless it is inappropriate to presume that the Bank and the Group will continue in business.

The Management Board is responsible for keeping proper accounting records, which disclose, with reasonable accuracy at any time, the financial position of the Bank and the Group and must also ensure that the financial statements comply with the Croatian Accounting Law and the Croatian Banking Law. The Management Board is also responsible for safeguarding the assets of the Bank and the Group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

These financial statements were authorized for issue by the Management Board on 10 March 2011 and were therefore signed on its behalf as follows:



**Damir Odak**

*President of the Management Board*



**Zorislav Vidović**

*Member of the Management Board*

OTP banka Hrvatska d.d.  
Domovinskog rata 3  
23 000 Zadar  
Republic of Croatia

10 March 2011

# Independent Auditor's Report

## TO THE SHAREHOLDERS OF OTP BANKA HRVATSKA D.D.:

We have audited the accompanying unconsolidated and consolidated financial statements of OTP banka Hrvatska d.d. ("the Bank") and its subsidiaries (together "the Group") which comprise the unconsolidated and consolidated Statements of Financial position as at 31 December 2010 and the unconsolidated and consolidated Statements of Comprehensive Income, Statements of Changes in Equity and Cash Flow Statements for the year then ended, and a summary of significant accounting policies and other explanatory notes.

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

Management is responsible for the preparation and fair presentation of these financial statements in accordance with statutory accounting requirements for banks in Croatia. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

### **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. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the 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 Bank's and Group's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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



### **Opinion**

In our opinion the unconsolidated and consolidated financial statements, set out on pages 4 to 78, give a true and fair view of the financial position of the Bank and the Group, respectively, as at 31 December 2010 and of their financial performances and their cash flows for the year then ended in accordance with statutory accounting requirements for banks in Croatia.

### **Other legal and regulatory requirements.**

Pursuant to the Decision of the Croatian National Bank on the Form and Content of the Bank Annual Financial Statements (Official Gazette No. 62/08, hereinafter: "the Decision"), the Bank's management has prepared the forms, as presented in the Appendix to these financial statements on pages 79 to 87, which comprise the statement of financial position as of 31 December 2010, and the statements of comprehensive income, changes in equity and cash flows for the year then ended, as well as the reconciliation to the financial statements. These forms and the accompanying reconciliation to the financial statements are the responsibility of the Bank's management, and do not represent

components of the financial statements prepared in accordance with statutory accounting requirements for banks in Croatia, which are set out on pages 4 to 78, but rather a requirement specified by the Decision. The financial information provided in those forms have been derived from the financial statements of the Bank.

**Deloitte.**  
**Deloitte d.o.o.**



**Branislav Vrtačnik,**  
*Certified Auditor*

Zagreb, 10 March 2011



# Statements of comprehensive income

For the year ended 31 December 2010

	Note	Group		Bank	
		2010	2009	2010	2009
Interest and similar income	3	729,532	742,258	729,780	742,315
Interest and similar expense	3	(352,391)	(380,861)	(352,329)	(380,893)
Net interest income		377,141	361,397	377,451	361,422
Fee and commission income	4	146,641	143,591	140,523	136,679
Fee and commission expense	4	(38,895)	(37,640)	(38,895)	(37,640)
Net fee and commission income		107,746	105,951	101,628	99,039
Net trading and valuation gains on financial instruments	5	49,297	42,607	49,271	42,605
Other operating income	6	17,766	18,118	14,140	13,795
Net trading and other income		67,063	60,725	63,411	56,400
Operating income		551,950	528,073	542,490	516,861
Operating expenses	7	(357,885)	(353,140)	(346,630)	(341,333)
Profit before loss provisions and income tax		194,065	174,933	195,860	175,528
Impairment losses and provisions	8	(101,270)	(64,523)	(101,270)	(64,523)
Profit before taxation		92,795	110,410	94,590	111,005
Income tax	9a	(19,495)	(22,585)	(19,377)	(22,358)
Net profit for the year		73,300	87,825	75,213	88,647
Other comprehensive income					
Assets available for sale:					
Revaluation gains taken to equity		14,053	15,037	14,053	15,037
Tax on items taken directly to or transferred from equity	9	(2,811)	(3,007)	(2,811)	(3,007)
		11,242	12,030	11,242	12,030
Total comprehensive income		84,542	99,855	86,455	100,677
Net profit attributable to:					
Owners of the Bank		73,715	88,611	75,213	88,647
Non-controlling interests		(415)	(786)	-	-
Profit for the year		73,300	87,825	75,213	88,647
Total comprehensive income attributable to:					
Owners of the Bank		84,957	100,641	86,455	100,677
Non-controlling interests		(415)	(786)	-	-
Total comprehensive income		84,542	99,855	86,455	100,677
EARNINGS PER SHARE					
- Basic and diluted (in HRK)	10	17.93	21.55	18.29	21.56

• The accompanying notes form an integral part of these financial statements.

# Statement of financial position

As at 31 December 2010

	Note	Group		Bank	
		2010	2009	2010	2009
<b>ASSETS</b>					
Cash and balances with the Croatian National Bank	11	1,489,477	1,428,335	1,489,477	1,428,335
Amounts due from other banks	12	682,741	1,378,016	682,741	1,378,016
Financial assets at fair value through profit or loss	13a	40,794	9,237	40,517	8,937
Amounts due from customers	14	8,592,884	8,370,419	8,594,877	8,373,389
Financial assets available for sale	15	1,495,145	883,096	1,495,145	883,094
Held-to-maturity investments	16	17,404	30,631	17,404	30,631
Investments in subsidiaries	17	-	-	81,390	79,882
Investment property	18	77,227	85,717	-	-
Property and equipment	19	210,303	217,041	200,863	207,065
Intangible assets	20	45,171	37,584	44,587	37,055
Goodwill	21	42,966	42,966	42,966	42,966
Other assets	22	69,156	74,925	68,155	75,653
<b>Total assets</b>		<b>12,763,268</b>	<b>12,557,967</b>	<b>12,758,122</b>	<b>12,545,023</b>
<b>LIABILITIES</b>					
Amounts due to other banks	23	311,071	68,954	311,071	68,954
Amounts due to customers	24	10,005,712	9,186,587	10,006,739	9,187,136
Other borrowed funds	25	798,399	1,562,450	798,399	1,562,450
Financial liabilities at fair value through profit or loss	13b	17,968	-	17,968	-
Provisions	26	40,161	34,186	40,161	34,186
Deferred income tax liability	9c	12,163	8,928	10,437	7,092
Current income tax	9d	-	-	-	-
Other liabilities	27	91,771	89,639	89,689	87,998
<b>Total liabilities</b>		<b>11,277,245</b>	<b>10,950,744</b>	<b>11,274,464</b>	<b>10,947,816</b>
<b>SHAREHOLDERS' EQUITY</b>					
Share capital	28	822,280	822,280	822,280	822,280
Share premium		171,260	171,260	171,260	171,260
Statutory and legal reserves	28	82,228	82,228	82,228	82,228
Other reserves	28	236,174	224,936	199,724	188,486
Retained earnings		174,060	306,605	208,166	332,953
<b>Total shareholders' equity attributable to equity holders of the Bank</b>		<b>1,486,002</b>	<b>1,607,309</b>	<b>1,483,658</b>	<b>1,597,207</b>
Minority interests		21	(86)	-	-
<b>Total shareholders' equity</b>		<b>1,486,023</b>	<b>1,607,223</b>	<b>1,483,658</b>	<b>1,597,207</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>		<b>12,763,268</b>	<b>12,557,967</b>	<b>12,758,122</b>	<b>12,545,023</b>
<b>CONTINGENCIES AND COMMITMENTS</b>	29	<b>1,529,417</b>	<b>1,082,767</b>	<b>1,531,442</b>	<b>1,082,792</b>

• The accompanying notes form an integral part of these financial statements.

# Statement of Changes in Equity

For the year ended 31 December 2010

Group							Total
	Share capital	Share premium	Legal and statutory reserves	Other reserves	Retained earnings	Minority interests	
Balance at 1 January 2009	822,280	171,260	60,528	212,910	239,580	700	1,507,258
Net profit for the period	-	-	-	-	88,611	(786)	87,825
Other comprehensive income	-	-	-	12,030	-	-	12,030
Total comprehensive income	-	-	-	12,030	88,611	(786)	99,855
Transfer to reserve	-	-	21,700	-	(21,700)	-	-
Other movements (in the reserve funds for housing units and holders of minority interests)	-	-	-	(4)	114	-	110
Balance at 31 December 2009	822,280	171,260	82,228	224,936	306,605	(86)	1,607,223
Net profit for the period	-	-	-	-	73,715	(415)	73,300
Other comprehensive income	-	-	-	11,242	-	-	11,242
Total comprehensive income	-	-	-	11,242	73,715	(415)	84,542
Issued share capital	-	-	-	-	-	522	522
Dividend paid	-	-	-	-	(200,000)	-	(200,000)
Adjustment to change in accounting policy	-	-	-	-	(6,374)	-	(6,374)
Other movements	-	-	-	(4)	114	-	110
Balance at 31 December 2010	822,280	171,260	82,228	236,174	174,060	21	1,486,023

• The accompanying notes form an integral part of these financial statements.

# Statement of Changes in Equity

For the year ended 31 December 2010

<b>Bank</b>	<b>Share capital</b>	<b>Share premium</b>	<b>Legal and statutory reserves</b>	<b>Other reserves</b>	<b>Retained earnings</b>	<b>Total</b>
Balance at 1 January 2009	822,280	171,260	60,528	176,460	266,006	1,496,534
Changes in equity during 2009						
Net profit for the year	-	-	-	-	88,647	88,647
Other comprehensive income	-	-	-	12,030	-	12,030
Total comprehensive income	-	-	-	12,030	88,647	100,677
Proposed transfer to the general banking risk reserve	-	-	21,700	-	(21,700)	-
Other movements (in the reserve funds for housing units)	-	-	-	(4)	-	(4)
Balance at 31 December 2009	822,280	171,260	82,228	188,486	332,953	1,597,207
Changes in equity during 2010						
Net profit for the year	-	-	-	-	75,213	75,213
Other comprehensive income	-	-	-	11,242	-	11,242
Total comprehensive income	-	-	-	11,242	75,213	86,455
Dividend paid	-	-	-	-	(200,000)	(200,000)
Other movements (in the reserve funds for housing units)	-	-	-	(4)	-	(4)
Balance at 31 December 2010	822,280	171,260	82,228	199,724	208,166	1,483,658

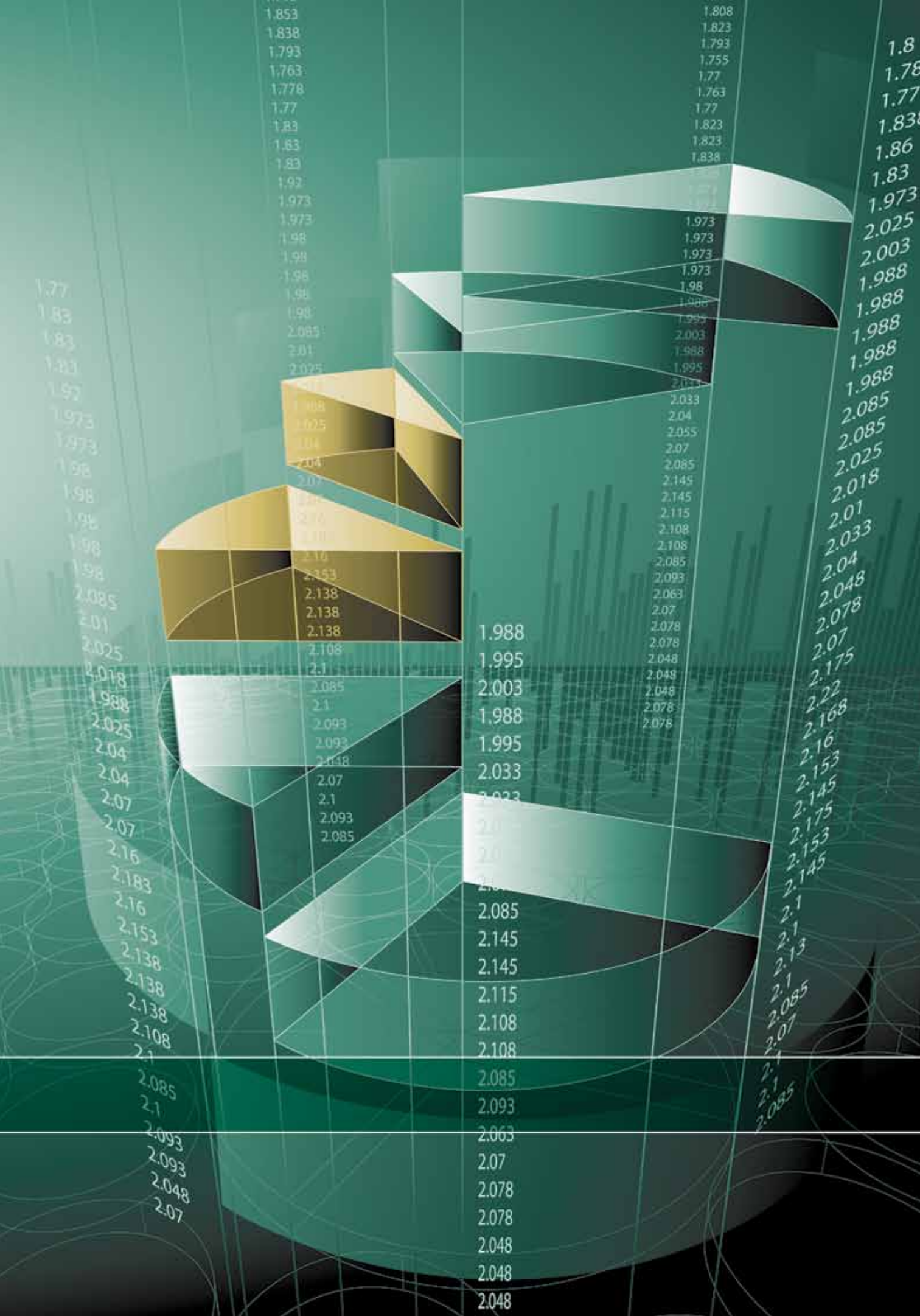
• The accompanying notes form an integral part of these financial statements.

# Cash flow statements

For the year ended 31 December 2010

	Note	Group Year ended 31 December		Bank Year ended 31 December	
		2010	2009	2010	2009
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>					
Profit before taxes		92,795	110,410	94,590	111,005
Adjustments to reconcile profit before taxes to net cash from operating activities					
Net impairment allowance on loans and receivables		133,158	(14,040)	139,133	(14,040)
Provisions for legal actions and off-balance sheet items		10,953	1,574	5,002	1,574
Depreciation and amortisation		39,122	31,964	36,038	30,936
Gain on disposal of property and equipment		(851)	(1,047)	(851)	(1,047)
Interest income		(729,532)	(742,258)	(729,780)	(742,315)
Interest expense		352,391	380,861	352,329	380,893
Realised gains on assets available for sale		5,328	430	5,328	430
Other loss/gain		-	-	-	-
Operating income before changes in working capital		(96,636)	(232,106)	(98,211)	(232,564)
(Increase)/decrease in operating assets:					
Obligatory reserves with the CNB		20,818	(62,373)	20,818	(62,373)
Amounts due from other banks		26,430	(23,808)	26,430	(23,808)
Amounts due from customers		(353,998)	115,702	(353,021)	116,497
Assets at fair value through profit or loss		(13,589)	(893)	(13,612)	(593)
Assets available for sale		(606,135)	(80,255)	(606,137)	(80,367)
Other assets		(15,791)	(6,317)	(14,712)	(7,274)
Increase/(decrease) in operating liabilities:					
Amounts due to other banks		242,117	(366,350)	242,177	(366,350)
Amounts due to customers		819,125	304,944	819,603	319,202
Other liabilities		388	(8,179)	(30)	(6,043)
Net cash from operating activities before interest and income taxes paid		(22,729)	(359,630)	(23,305)	(358,224)
Income tax paid		(20,470)	(48,531)	(20,335)	(47,839)
Interests paid		(340,949)	(366,310)	(340,887)	(366,342)
Interests received		739,759	745,562	740,007	745,619
Net cash generated from / (used in) operating activities		401,069	(28,909)	402,090	(26,786)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>					
Purchases of property and equipment, intangible assets and investment property		(40,674)	(41,593)	(40,177)	(41,075)
Proceeds from sale of property, equipment and intangible assets and foreclosed assets		3,670	4,254	3,660	4,25
Increase in investments in subsidiaries		-	-	(1,508)	(2,640)
Net proceeds on sale of available-for-sale financial assets		-	-	-	-
Proceeds from matured held to maturity securities		13,227	40,600	13,227	40,600
Net cash generated from investing activities		23,777	3,261	(24,798)	1,139
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>					
Paid dividend		(200,000)	-	(200,000)	-
Net increase/(decrease) in other borrowed funds		(764,051)	(273,607)	(764,051)	(273,607)
Net cash from financing activities		(964,051)	(273,607)	(964,051)	(273,607)
Net increase/(decrease) in cash and cash equivalents		(586,759)	(299,255)	(586,759)	(299,254)
Cash and cash equivalents at beginning of year		1,785,441	2,084,696	1,785,441	2,084,695
Cash and cash equivalents at end of year	30	1,198,682	1,785,441	1,198,682	1,785,441

• The accompanying notes form an integral part of these financial statements.



1.853  
1.838  
1.793  
1.763  
1.778  
1.77  
1.83  
1.83  
1.83  
1.92  
1.973  
1.973  
1.98  
1.98  
1.98  
1.98  
1.98  
2.085  
2.01  
2.025  
2.01  
1.988  
2.025  
2.04  
2.04  
2.07  
2.10  
2.10  
2.10  
2.10  
2.138  
2.138  
2.138  
2.108  
2.1  
2.085  
2.1  
2.093  
2.093  
2.048  
2.07  
2.1  
2.093  
2.085

1.808  
1.823  
1.793  
1.755  
1.77  
1.763  
1.77  
1.823  
1.823  
1.838  
1.973  
1.973  
1.973  
1.973  
1.98  
1.988  
1.992  
2.003  
1.988  
1.995  
2.033  
2.04  
2.055  
2.07  
2.085  
2.145  
2.145  
2.115  
2.108  
2.108  
2.085  
2.093  
2.063  
2.07  
2.078  
2.078  
2.048  
2.048  
2.078  
2.078

1.8  
1.78  
1.77  
1.83  
1.86  
1.83  
1.973  
2.025  
2.003  
1.988  
1.988  
1.988  
1.988  
1.988  
2.085  
2.085  
2.025  
2.018  
2.01  
2.033  
2.04  
2.048  
2.078  
2.07  
2.175  
2.22  
2.168  
2.16  
2.153  
2.145  
2.175  
2.153  
2.145  
2.1  
2.1  
2.1  
2.1  
2.1  
2.1  
2.085  
2.07  
2.085

1.77  
1.83  
1.83  
1.81  
1.97  
1.973  
1.973  
1.98  
1.98  
1.98  
1.98  
1.98  
2.085  
2.01  
2.025  
2.018  
1.988  
2.025  
2.04  
2.04  
2.07  
2.07  
2.16  
2.183  
2.16  
2.153  
2.138  
2.138  
2.138  
2.108  
2.1  
2.085  
2.1  
2.093  
2.093  
2.048  
2.07

1.988  
1.995  
2.003  
1.988  
1.995  
2.033  
2.033  
2.085  
2.145  
2.145  
2.115  
2.108  
2.108  
2.085  
2.093  
2.063  
2.07  
2.078  
2.078  
2.048  
2.048  
2.048





***notes to the financial statements***



1.988  
1.995  
2.033  
2.033  
2.04  
2.055  
2.07  
2.085  
2.145  
2.145  
2.145  
2.01  
2.033  
2.04  
2.048  
2.078  
2.07  
2.175  
2.22  
2.169

# Notes to the financial statements

For the year ended 31 December 2010

## 1. GENERAL

The consolidated group of OTP banka Hrvatska d.d. (the "Group") consists of the parent company OTP banka Hrvatska d.d. (the "Bank") and three subsidiaries fully owned by the Bank (OTP Invest d.o.o., OTP Nekretnine d.o.o., and Kratos Nekretnine d.o.o.). The

Bank is headquartered in Zadar, Domovinskog rata 3, and is incorporated in the Republic of Croatia as a joint stock company. The Bank provides retail and corporate banking services. The Bank is registered at the Commercial Court in Zadar, with the registered share capital in the amount of HRK 822,279,600 as at 31 December 2010 (2009: HRK 822,279,600).

### ***The Bank's main areas of operation are as follows:***

1. Foreign exchange operations in Croatia;
2. Domestic payment transactions;
3. Receipt of all types of deposits;
4. Issuance of all types of loans, opening of letters of credit, issuance of warranties and bank guarantees, and assuming other financial obligations;
5. Bill-of-exchange, cheque and deposit certificate operations for own account or on behalf of the Bank's customers;
6. Services related to securities (including brokerage);
7. Issuance and management of payment instruments (including cards);
8. Foreign credit operations and payment transactions;
9. Domestic payment operations.

## Directors and Management

<b>General Assembly</b>	
Viktor Siništaj	President of the General Assembly
<b>Supervisory Board</b>	
Antal György Kovács	President
Gábor Czikora	Member
Gábor Kovács	Member
Lászlo Kecskes	Member
Csaba Attila Farago	Member
Anita Szórád	Member
Zsolt Szabő	Member
<b>Management Board</b>	
Damir Odak	President
Bálazs Békeffy	Member
Zorislav Vidović	Member

## Shareholding structure

The shareholding structure of the Bank is as follows:

	31 December 2010		31 December 2009	
	Paid capital	Ownership %	Paid capital	Ownership %
OTP Bank Rt, Hungary	822,280	100.00	822,280	100.00
Total	822,280	100.00	822,280	100.00

All services are provided in the Republic of Croatia, and therefore are considered a single geographical segment. The Group considers that its business consists of a single business segment, banking and related services, hence no segment information is presented.

These financial statements comprise both the separate and the consolidated financial statements of the Bank as defined in International Accounting Standard 27 "Consolidated and Separate Financial Statements".

## 2. ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these financial statements are summarised below. Where specific accounting policies are aligned with accounting principles set out in International Financial Reporting Standards, reference may be made to certain Standards in describing the accounting policies of the Group; unless otherwise stated, these references are to Standards applicable at 31 December 2010.

### 2.1 Statement of compliance

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

The accounting regulations of the CNB are based on International Financial Reporting Standards. The main difference between the accounting regulations of the CNB and recognition and measurement requirements of International Financial Reporting Standards ("IFRS") is as follows:

**The CNB requires banks to recognise impairment losses, through profit and loss, on assets not identified as impaired (including sovereign risk assets) at prescribed rates (excluding assets at fair value through profit or loss and assets available for sale). The Group and the Bank have made portfolio based provisions of HRK 100,223 thousand (2009: HRK 110,477 thousand) carried in the statement of financial position in compliance with these regulations, and have recognised an income of HRK 10,254 thousand in relation to these provisions (2009: income of HRK 4,837 thousand). Although, in accordance with IFRS, such provisions should more properly be presented as an appropriation**

within equity, in accordance with CNB rules the Group continues to recognise such provisions as a substitute for existing but unidentified impairment losses calculated in accordance with the requirements of IFRS. The Group is in the process of compiling the observable historical data in respect of the unidentified losses existing in its various credit risk portfolios at the statement of financial position date, determining the appropriate emergence period over which these losses come to light, and identifying, for each portfolio, the relevant current economic conditions with which the historical data should be adjusted, as a basis for estimating the extent of unidentified losses existing at the statement of financial position date on the basis required by IFRS.

A further difference between IFRS and the accounting regulations of the CNB relates to the determination of impairment losses by discounting the estimated cash flows of the impaired asset at the instrument's original effective interest rate. Contrary to IFRS, the amortisation of such discount should be recognised as a reversal of the impairment loss in accordance with local regulations, and not as interest income. Additionally the CNB prescribes minimum levels of impairment losses against certain specifically identified impaired exposures, which may be different from the impairment loss required to be recognised in accordance with IFRS.

Management expects that unidentified impairment losses estimated on this basis will not exceed those required to be calculated in accordance with the accounting regulations of the CNB.

## 2.2 Basis of preparation

The financial statements have been prepared on the historical cost basis except for the revaluation of certain non-current assets and financial instruments. Historical cost is generally based on the fair value of the consideration given in exchange for assets.

In preparing the financial statements, management has made judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities and disclosure of commitments and contingencies at the consolidated statement of financial position date, as well as amounts of income and expense for the period. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances and information available at the date of the preparation of the financial statements, the result of which form the basis for making the judgements about carrying amounts of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of revision and future periods if the revision affects both current and future periods.

Judgements made by management in the application of applicable standards that have significant effects on the financial statements and estimates with a significant risk of a

possible material adjustment in the next year are discussed in Note 39.

The accounting policies have been consistently applied to all periods presented in these financial statements and are presented below. Accounting policies are unified for both Bank and Group except where emphasized.

The following amendments to the existing standards issued by the International Accounting Standards Board and interpretations issued by the International Financial Reporting Interpretations Committee are effective for the current period:

- IFRS 1 (revised) "First-time Adoption of IFRS" (effective for annual periods beginning on or after 1 July 2009),
- IFRS 3 (revised) "Business Combinations" (effective for annual periods beginning on or after 1 July 2009),
- Amendments to IFRS 1 "First-time Adoption of IFRS"- Additional Exemptions for First-time Adopters (effective for annual periods beginning on or after 1 January 2010),
- Amendments to IFRS 2 "Share-based Payment" - Group cash-settled share-based payment transactions (effective for annual periods beginning on or after 1 January 2010),
- Amendments to IAS 39 "Financial Instruments: Recognition and Measurement" - Eligible hedged items (effective for annual periods beginning on or after 1 July 2009),
- Amendments to various standards and interpretations "Improvements to IFRSs (2009)" resulting from the annual improvement project of IFRS published on 16 April 2009 (IFRS 2, IFRS 5, IFRS 8, IAS 1, IAS 7, IAS 17, IAS 18, IAS 36, IAS 38, IAS 39, IFRIC 9 and IFRIC 16) primarily with

a view to removing inconsistencies and clarifying wording, (most amendments are to be applied for annual periods beginning on or after 1 January 2010),

- IFRIC 17 "Distributions of Non-Cash Assets to Owners" (effective for annual periods beginning on or after 1 July 2009),
- IFRIC 18 "Transfers of Assets from Customers" (effective for transfer of assets from customers received on or after 1 July 2009)

The Management Board has assessed the impact of these standards and has concluded that these changes do not have impact on the Bank's financial statements.

### **Standards and Interpretations in issue not yet adopted**

At the date of authorisation of these financial statements the following standards, revisions and interpretations were in issue but not yet effective:

- IFRS 9 "Financial Instruments" (effective for annual periods beginning on or after 1 January 2013),
- Amendments to IFRS 1 "First-time Adoption of IFRS"- Limited Exemption from Comparative IFRS 7 Disclosures for First-time Adopters (effective for annual periods beginning on or after 1 July 2010),
- Amendments to IFRS 7 "Financial Instruments: Disclosures"- Transfers of Financial Assets (effective for annual periods beginning on or after 1 July 2011),
- Amendments to IAS 24 "Related Party Disclosures" - Simplifying the disclosure requirements for government-related entities and clarifying the definition of a related party (effective for annual periods beginning on or after 1 January 2011),

- Amendments to IAS 32 “Financial Instruments: Presentation” - Accounting for rights issues (effective for annual periods beginning on or after 1 February 2010),
- Amendments to various standards and interpretations “Improvements to IFRSs (2010)” resulting from the annual improvement project of IFRS published on 6 May 2010 (IFRS 1, IFRS 3, IFRS 7, IAS 1, IAS 27, IAS 34, IFRIC 13) primarily with a view to removing inconsistencies and clarifying wording (most amendments are to be applied for annual periods beginning on or after 1 January 2011),
- Amendments to IFRIC 14 “IAS 19 – The Limit on a defined benefit Asset, Minimum Funding Requirements and their Interaction” - Prepayments of a Minimum Funding Requirement (effective for annual periods beginning on or after 1 January 2011),
- IFRIC 19 “Extinguishing Financial Liabilities with Equity Instruments” (effective for annual periods beginning on or after 1 July 2010).

The Bank has elected not to adopt these standards, revisions and interpretations in advance of their effective dates. The Bank anticipates that the adoption of standards 7 and 9 will have significant impact on financial statements mostly in respect of financial instruments classification, while acceptance of other standards, revisions and interpretations will have no material impact on the financial statements of the Bank in the period of initial application.

## 2.3 Functional and presentation currency

Items included in the financial statements of each of the Group’s entities are measured using the currency of the primary economic environment in which the entity operates (“the functional currency”). The consolidated and unconsolidated financial statements are presented in Croatian HRK (“HRK”) which is the Bank’s and the Group’s functional and presentation currency. Amounts are rounded to the nearest thousand (unless otherwise stated).

The principal rates of exchange set by the Croatian National Bank and used in the preparation of the Group’s statement of financial position at the reporting dates were as follows:

### 31 December 2009.

1 EUR = HRK 7.306199 1 USD = HRK 5.089300

### 31 December 2010

1 EUR = HRK 7.385173 1 USD = HRK 5.568252

## 2.4 Basis of consolidation

These consolidated financial statements of the Group incorporate the financial statements of the Bank and the entities controlled by the Bank (its subsidiaries). Control is achieved where the Bank has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities.

The results of subsidiaries acquired or disposed of during the year are included in the consolidated statement of comprehensive

income from the effective date of acquisition or up to the effective date of disposal, as appropriate.

Where necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with those used by the Group. All intra-group transactions, balances, income and expenses are eliminated on consolidation.

Non-controlling interests in subsidiaries are identified separately from the Group's equity therein. The interest of non-controlling shareholders may be initially measured either at fair value or at the non-controlling interests' proportionate share of the fair value of the acquiree's identifiable net assets. The choice of measurement basis is made on an acquisition-by-acquisition basis. Subsequent to acquisition, the carrying amount of non-controlling interests is the amount of those interests at initial recognition plus the non-controlling interests' share of subsequent changes in equity. Total comprehensive income is attributed to non-controlling interests even if this results in the non-controlling interests having a deficit balance.

Changes in the Group's interest in a subsidiary that do not result in a loss of control are accounted for as equity transactions. The carrying amounts of the Group's interests and the non-controlling interests are adjusted to reflect the changes in their relative interests in the subsidiary. Any difference between the amount by which the non-controlling interests are adjusted and the fair value of the consideration paid or received is recognised directly in equity and attributed to owners of the Bank.

When the Group loses control of a subsidiary, the profit or loss on disposal is calculated as

the difference between (i) the aggregate of the fair value of the consideration received and the fair value of any retained interest and (ii) the previous carrying amount of the assets (including goodwill), and liabilities of the subsidiary and any non-controlling interests. Amounts previously recognised in other comprehensive income in relation to the subsidiary are accounted for (i.e. reclassified to profit or loss or transferred directly to retained earnings) in the same manner as would be required if the relevant assets or liabilities were disposed of. The fair value of any investment retained in the former subsidiary at the date when control is lost is regarded as the fair value on initial recognition for subsequent accounting under IAS 39 Financial Instruments: Recognition and Measurement or, when applicable, the cost on initial recognition of an investment in an associate or jointly controlled entity.

## 2.5 Business combination

Acquisitions of subsidiaries and businesses are accounted for using the acquisition method. The consideration for each acquisition is measured at the aggregate of the fair values (at the date of exchange) of assets given, liabilities incurred or assumed, and equity instruments issued by the Group in exchange for control of the acquire. Acquisition-related costs are recognised in profit or loss as incurred.

Where applicable, the consideration for the acquisition includes any asset or liability resulting from a contingent consideration arrangement, measured at its acquisition-date fair value. Subsequent changes in such fair values are adjusted against the cost of acquisition where they qualify as measurement period adjustments (see below). All other subsequent changes in the



fair value of contingent consideration classified as an asset or liability are accounted for in accordance with relevant IFRSs. Changes in the fair value of contingent consideration classified as equity are not recognised.

Where a business combination is achieved in stages, the Group's previously held interests in the acquired entity are premeasured to fair value at the acquisition date (i.e. the date the Group attains control) and the resulting gain or loss, if any, is recognised in profit or loss. Amounts arising from interests in the acquire prior to the acquisition date that have previously been recognised in other comprehensive income are reclassified to profit or loss, where such treatment would be appropriate if that interest were disposed of.

The acquirer's identifiable assets, liabilities and contingent liabilities that meet the conditions for recognition under IFRS 3 are recognised at their fair value at the acquisition date, except that:

- deferred tax assets or liabilities and liabilities or assets related to employee benefit arrangements are recognised and measured in accordance with IAS 12 Income Taxes and IAS 19 Employee Benefits respectively
- liabilities or equity instruments related to the replacement by the Group of an acquirer's share-based payment awards are measured in accordance with IFRS 2 Share-based Payment; and
- assets (or disposal groups) that are classified as held for sale in accordance with IFRS 5 Non-current Assets Held for Sale and Discontinued Operations are measured in accordance with that Standard.

If the initial accounting for a business combination is incomplete by the end of the

reporting period in which the combination occurs, the Group reports provisional amounts for the items for which the accounting is incomplete. Those provisional amounts are adjusted during the measurement period (see below), or additional assets or liabilities are recognised, to reflect new information obtained about facts and circumstances that existed as of the acquisition date that, if known, would have affected the amounts recognised as of that date.

The measurement period is the period from the date of acquisition to the date the Group obtains complete information about facts and circumstances that existed as of the acquisition date and is subject to a maximum of one year.

## 2.6 Foreign currency translation

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of comprehensive income.

Non-monetary assets and items that are measured in terms of historical cost in foreign currency are translated using the exchange rate at the date of the transaction and are not retranslated at statement of financial position date. The Group does not have qualifying cash flow hedges and qualifying net investment hedges as defined in International Accounting Standard 39 "Financial Instruments: Measurement and Recognition" ("IAS 39").

Changes in the fair value of monetary securities denominated in foreign currency classified as available for sale are analysed between translation differences resulting from changes in the amortised cost of the security and other changes in the carrying amount of the security. Translation differences are recognised in profit or loss, and other changes in carrying amount are recognised in other comprehensive income.

The Group has certain assets and liabilities originated in HRK, which are linked to foreign currency with one-way currency clause. In accordance with this clause the Group has an option to revalue relevant assets by the higher of the foreign exchange rate valid as of the date of maturity and foreign exchange rate valid as of the date of origination of the financial instrument. In the case of relevant liabilities the counterparty has this option. Due to the specific conditions of the market in the Republic of Croatia the fair value of this option cannot be calculated as forward rates for HRK for periods over 6 months are not available. The Group therefore values its assets and liabilities governed by such clauses at the higher of the middle rate of the Croatian National Bank valid at the statement of financial position date and foreign exchange rate agreed by the option (rate valid at origination).

## 2.7 Goodwill

Goodwill arising in a business combination is recognised as an asset at the date that control is acquired (the acquisition date). Goodwill is measured as the excess of the sum of the consideration transferred, the amount of any non-controlling interest in the acquire and the fair value of the acquirer's previously held equity interest (if any) in the entity over net of the acquisition-date amounts of the

identifiable assets acquired and the liabilities assumed.

If, after reassessment, the Group's interest in the fair value of the acquirer's identifiable net assets exceeds the sum of the consideration transferred, the amount of any non-controlling interest in the acquire and the fair value of the acquirer's previously held equity interest in the acquire (if any), the excess is recognised immediately in profit or loss as a bargain purchase gain.

Goodwill is not amortised but is reviewed for impairment at least annually. For the purpose of impairment testing, goodwill is allocated to each of the Group's cash-generating units expected to benefit from the synergies of the combination. Cash-generating units to which goodwill has been allocated are tested for impairment annually, or more frequently when there is an indication that the unit may be impaired. If the recoverable amount of the cash-generating unit is less than its carrying amount, the impairment loss is allocated first to reduce the carrying amount of any goodwill allocated to the unit and then to the other assets of the unit pro-rata on the basis of the carrying amount of each asset in the unit. An impairment loss recognised for goodwill is not reversed in a subsequent period.

On disposal of a subsidiary, the attributable amount of goodwill is included in the determination of the profit or loss on disposal.

## 2.9 Non-controlling interest

Non-controlling interests in the net assets (excluding goodwill) of consolidated subsidiaries are identified separately from the Group's equity therein. Non-controlling interest consist of the amount of those interests at the date of the original business combination and

the minority's share of changes in equity since the date of the combination. Losses applicable to the minority in excess of the minority's interest in the subsidiary's equity are allocated against the interests of the Group except to the extent that the minority has a binding obligation and is able to make an additional investment to cover the losses.

## 2.10 Leases

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

Assets held under finance leases are recognized as assets of the Group at their fair value at the inception of the lease or, if lower, at the present value of the minimum lease payments. The corresponding liability to the lessor is included in the statement of financial position as a finance lease obligation. Lease payments are apportioned between finance expenses and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance expenses are recognised immediately in profit or loss, unless they are directly attributable to qualifying assets, in which case they are capitalised in accordance with the Group's general policy on borrowing costs. Contingent rentals are recognised as expenses in the periods in which they are incurred.

Operating lease payments are recognised as an expense on a straight-line basis over the lease term, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed. Contingent rentals arising under operating leases are recognised as an expense in the period in which they are incurred.

In the event that lease incentives are received to enter into operating leases, such incentives are recognised as a liability. The aggregate benefit of incentives is recognised as a reduction of rental expense on a straight-line basis, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

## 2.11 Interest income and expense

Interest income is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount.

Interest income includes coupons earned on fixed income investments and securities and accrued discount and premium on treasury bills and other discounted instruments.

Loan origination fees for loans which are probable of being drawn down, are deferred (together with related direct costs) and recognized as an adjustment to the effective yield of the loan and as such adjust the interest income.

## 2.12 Fee and commission income and expense

Fees and commissions consist mainly of fees on domestic and foreign payments, granted loans and other credit instruments issued by the Group.

Fees and commissions are generally recognized as income when due.

## 2.13 Employee benefits

### **Short-term service benefits**

Obligations for contributions to defined contribution pension plans and other short-term benefits are recognised as an expense in the profit and loss as incurred.

### **Long-term service benefits**

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

## 2.14 Taxation

Income tax expense represents the sum of the tax currently payable and deferred tax.

### **Current tax**

The tax currently payable is based on taxable profit for the year. Taxable profit differs from profit as reported in the consolidated statement of comprehensive income because of items of income or expense that are taxable or deductible in other years and items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the end of the reporting period.

### **Deferred tax**

Deferred tax is recognised on temporary differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable temporary differences. Deferred tax assets are generally recognised for all deductible temporary differences to the extent that it is probable that taxable profits will be available against which those deductible temporary differences can be utilised. Such deferred tax assets and liabilities are not recognised if the temporary difference arises from goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

Deferred tax liabilities are recognised for taxable temporary differences associated with investments in subsidiaries and associates, and interests in joint ventures, except where the Group is able to control the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future. Deferred tax assets arising from deductible temporary differences associated with such investments and interests are only recognised to the extent that it is probable that there will be sufficient taxable profits against which to utilise the benefits of the temporary differences and they are expected to reverse in the foreseeable future.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period in which the liability is settled or the asset realised, based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period. The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Group expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Group intends to settle its current tax assets and liabilities on a net basis.

### ***Current and deferred tax for the period***

Current and deferred tax are recognised as an expense or income in profit or loss, except when they relate to items that are recognised outside profit or loss (whether in other comprehensive income or directly in equity), in which case the tax is also recognised outside profit or loss, or where they arise from the initial accounting for a business combination. In the case of a business combination, the tax effect is taken into account in the accounting for the business combination.

## **2.15 Cash and cash equivalents**

For the purpose of reporting cash flows, cash and cash equivalents are defined as cash, balances with the Croatian National Bank ('CNB'), current accounts with other banks and term placements with other banks with residual maturity up to 1 months.

Cash and cash equivalents exclude the obligatory reserves with the CNB, as these funds are not available for the Group's day to day operations.

## **2.16 Financial instruments**

### ***Classification***

The Group classifies its financial instruments in the following categories: at fair value through profit or loss, loans and receivables, financial assets available for sale, held-to-maturity investments or other financial liabilities. The classification depends on the purpose for which the financial instruments were acquired. The management determines the classification of financial instruments upon initial recognition and, where appropriate, reviews this designation at every reporting date. Items are only classified as at fair value through profit or loss upon initial recognition. Items classified as at fair value through profit or loss are not reclassified.

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

This category has two sub-categories: financial instruments held for trading (including derivatives), and those designated by management as at fair value through profit or loss at inception. A financial instrument

is classified in this category if it is acquired or incurred principally for the purpose of selling or repurchasing it in the near term, for the purpose of short-term profit-taking, or designated as such by management.

A financial asset is classified as held for trading if:

- it has been acquired principally for the purpose of selling it in the near term; or
- on initial recognition it is part of a portfolio of identified financial instruments that the Group manages together and has a recent actual pattern of short-term profit-taking; or
- it is a derivative that is not designated and effective as a hedging instrument.

A financial asset other than a financial asset held for trading may be designated as at FVTPL upon initial recognition if:

- such designation eliminates or significantly reduces a measurement or recognition inconsistency that would otherwise arise; or
- the financial asset forms part of a group of financial assets or financial liabilities or both, which is managed and its performance is evaluated on a fair value basis, in accordance with the Group's documented risk management or investment strategy, and information about the grouping is provided internally on that basis; or
- it forms part of a contract containing one or more embedded derivatives, and IAS 39 Financial Instruments: Recognition and Measurement permits the entire combined contract (asset or liability) to be designated as at FVTPL.

Financial instruments at fair value through profit or loss include investments in the investment funds as well as derivatives.

### ***Loans and receivables***

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Loans and receivables arise when the Group provides money to a debtor with no intention of trading with the receivable and include amounts due from other banks, loans to and receivables from customers, and the obligatory reserve with the Croatian National Bank. Loans and receivables are measured at amortised cost using the effective interest method, less any impairment. Interest income is recognised by applying the effective interest rate, except for short-term receivables when the recognition of interest would be immaterial.

### ***Held-to-maturity investments***

Held-to-maturity investments 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. These include certain debt securities. Held-to-maturity investments are measured at amortised cost using the effective interest method less any impairment, with revenue recognised on an effective yield basis.

### ***Available-for-sale financial assets***

Available-for-sale financial assets are non-derivatives that are either designated in this category or not classified in any of the other categories. Financial assets designated as available for sale are intended to be held for an indefinite period of time, but may be sold in response to needs for liquidity or changes in interest rates, foreign exchange rates, or equity prices. Available-for-sale financial assets include debt and equity securities and units in open ended investment funds. Fair value is determined in the manner described in note 15. Gains and losses arising from

changes in fair value are recognised in other comprehensive income and accumulated in the investments revaluation reserve with the exception of impairment losses, interest calculated using the effective interest method, and foreign exchange gains and losses on monetary assets, which are recognised in profit or loss. Where the investment is disposed of or is determined to be impaired, the cumulative gain or loss previously accumulated in the investments revaluation reserve is reclassified to profit or loss.

Dividends on AFS equity instruments are recognised in the statement of comprehensive income when the Group's right to receive the dividends is established.

The fair value of AFS monetary assets denominated in a foreign currency is determined in that foreign currency and translated at the spot rate at the end of the reporting period. The foreign exchange gains and losses that are recognised in profit or loss are determined based on the amortised cost of the monetary asset. Other foreign exchange gains and losses are recognised in other comprehensive income.

#### ***Other financial liabilities***

Other financial liabilities comprise all financial liabilities which are not held for trading or designated at fair value through profit or loss. Other financial liabilities include amounts due to other banks, amounts due to customers and other borrowed funds.

#### **Recognition and derecognition**

Purchases and sales of financial instruments at fair value through profit or loss, held to maturity and available for sale are recognised on the settlement date, which is the date when the financial instrument is delivered to or transferred from the Group. Loans and

receivables and other financial liabilities are recognised when advanced to borrowers or received from lenders.

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

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

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

#### **Initial and subsequent measurement**

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

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

impairment. Debt securities that do not have a quoted market price in an active market are stated at cost of investment or indexed cost.

Loans and receivables and held-to-maturity investments and other financial liabilities are measured at amortised cost using the effective interest method.

### Gains and losses

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

Gains and losses from a change in the fair value of available-for-sale monetary assets are recognised directly in a fair value reserve within equity and are disclosed in the statement of changes in other comprehensive income. Impairment losses, foreign exchange gains and losses, interest income and amortisation of premium or discount using the effective interest method on available-for-sale monetary assets are recognised in the profit or loss. Dividend income is recognised in the profit or loss.

Upon sale or other derecognition of available-for-sale assets, any cumulative gains or losses are transferred to the profit or loss.

Gains and losses on financial instruments carried at amortised cost may also arise, and are recognised in the profit or loss, when a financial instrument is derecognised or when its value is impaired.

### Fair value measurement principles

The fair values of quoted investments are based on current closing bid prices. If the market for a financial asset is not active (and for unlisted securities), or if, for any other reason, the fair value cannot be reliably

measured by market price, the Group establishes fair value by using valuation techniques. These include the use of prices achieved in recent arm's length transactions, reference to other instruments that are substantially the same, discounted cash flow analysis, and option pricing models, making maximum use of market inputs and relying as little as possible on entity-specific inputs. Where discounted cash flow techniques are used, estimated future cash flows are based on management's best estimate and the discount rate is a market rate. The fair value of non-exchange-traded derivatives is estimated at the amount that the Group would receive or pay to terminate the contract at the statement of financial position date taking into account current market conditions and the current creditworthiness of the counterparties.

### Reclassification of financial assets

Reclassification is only permitted in rare circumstances and where the asset is no longer held for the purpose of selling in the short-term. Reclassifications are accounted for at the fair value of the financial asset at the date of reclassification.

## 2.17 Impairment of financial assets

### *Impairment of financial assets identified as impaired*

The Group assesses at each statement of financial position date whether there is objective evidence that a financial asset or group of financial assets is impaired. A financial asset or a group of financial assets is impaired and impairment losses are incurred if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a "loss event") and that loss event (or events) has an impact on the estimated future cash flows of



the financial asset or group of financial assets that can be reliably estimated. Objective evidence that a financial asset or group of assets is impaired includes observable data that comes to the attention of the Group. If there is objective evidence that an impairment loss on loans and receivables or held-to-maturity investments 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 estimated future cash flows discounted at the financial asset's original effective interest rate.

The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in the profit or loss. If a loan and receivable or held-to-maturity investment has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

Individually significant financial assets are tested for impairment on an individual basis. The remaining financial assets are assessed collectively. Those individually significant assets which are not impaired are included in the basis for collective impairment assessment.

If in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed by adjusting the allowance account. The amount of the reversal is recognised in the profit or loss.

When a loan is uncollectible, it is written off against the related impairment allowance account. Such loans are written off after

all the necessary procedures have been completed and the amount of the loss has been determined. Subsequent recoveries of amounts previously written off are recognised as a reversal of impairment losses in the profit or loss.

#### ***Financial assets carried at fair value***

The Group assesses at each statement of financial position date whether there is objective evidence that a financial asset or a group of financial assets is impaired. In the case of other comprehensive income investments classified as available for sale, a significant or prolonged decline in the fair value of the investment below its cost is considered in determining whether the assets are impaired. If any such evidence exists for available-for sale financial assets, the cumulative loss, measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss, is removed from equity and recognised in the profit or loss. Impairment losses recognised in the profit or loss on equity securities are not reversed through the profit or loss. If, in a subsequent period, the fair value of a debt instrument classified as available for sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed through the profit or loss.

#### ***Financial assets carried at cost***

These include equity securities classified as available for sale for which there is no reliable fair value. The Group assesses at each statement of financial position date whether there is objective evidence that a financial asset or a group of financial assets is impaired.

An impairment loss is calculated as the

difference between the carrying amount of the financial asset and the present value of expected future cash receipts discounted by the current market interest rate for similar financial assets. Impairment losses on such instruments, recognised in the profit or loss, are not subsequently reversed through the profit or loss.

#### ***Impairment of financial assets not identified as impaired***

In addition to the above described impairment losses on financial assets identified as impaired, the Group recognises impairment losses, in income, on on- and off-balance sheet credit risk exposures not identified as impaired at rates from 0.85-1.20% in accordance with the accounting regulations of the CNB.

Debt securities at fair value through profit or loss were excluded from the basis of such calculation at the statement of financial position date.

### **2.18 Derivative financial instruments**

The Group uses derivative financial instruments to hedge economically its exposure to foreign exchange and interest rate risks arising from operational, financing and investment activities.

In accordance with its treasury policy, the Group does not hold or issue derivative financial instruments for speculative trading purposes. No derivatives are accounted for as hedging instruments.

All derivatives are classified as financial instruments held for trading, within financial instruments at fair value through profit or loss. Derivative financial instruments including foreign exchange contracts, forward rate agreements and cross currency swaps are initially recognised in the statement of financial position and subsequently remeasured at their fair value. Fair values are obtained from quoted market prices or discounted cash flow models as appropriate.

All derivatives are carried as assets when their fair value is positive and as liabilities when negative.

Changes in the fair value of derivatives are included in the profit or loss.

### **2.19 Sale of repurchase agreement**

If a financial asset is sold under an agreement to repurchase it at a fixed price or at the sale price plus a lender's return or if it is loaned under an agreement to return it to the transferor, it is not derecognized, as the Group retains substantially all the risks and rewards of ownership.

Securities sold under sale and repurchase agreements ('repos') are recorded as assets in the statement of financial position as originally classified or the Group reclassifies the asset on its statement of financial position as a repurchase receivable if the transferee obtains the right to sell or pledge the asset. The corresponding liability towards the counterparty is included in amounts due to banks or amounts due to customers as appropriate.

Securities purchased under agreements to purchase and resell ('reverse repos') are recorded as assets due from banks or as loans and receivables as appropriate, with the corresponding decrease in cash being included in cash and balances with the Croatian National Bank.

The difference between the sale and repurchase price is treated as interest and accrued evenly over the life of the repo agreement using the effective interest rate.

## 2.20 Property, equipment and intangible assets

Property, equipment and intangible assets are stated at cost less accumulated depreciation/amortisation and impairment loss, if any. Land and assets under construction are not depreciated.

Depreciation and amortization are calculated for all assets, except for land and assets under construction, under the straight line method at rates estimated to write off the cost of each asset to their residual values over their estimated useful life as follows::

	2010	2009
Buildings	10-40 years	10-40 years
Computers	4 years	4 years
Furniture and equipment	2.5-10 years	2.5-10 years
Motor vehicles	4 years	4 years
Intangible assets	3.3-15 years	3.3-15 years

Where the carrying amount of an asset exceeds its estimated recoverable amount, it is written down to its recoverable amount.

Gains and losses on disposal of property and equipment are determined by reference to their carrying amount and are taken into account in determining operating profit. Repairs and renewals are charged to the profit or loss when the expenditure is incurred. Improvements are capitalised.

## 2.21 Investment property

Investment properties are properties held to earn rentals and/or for capital appreciation (including property under construction for such purposes). Investment properties are measured initially at cost, including transaction costs.

The Bank has decided to change the model of investment property valuation from fair value model to the cost model in 2010. This has been done for purpose of reconciliation with the group accounting policies and the Bank management believes that this model is more relevant and appropriate in case of the Bank.

## 2.22 Impairment of property, plant and equipment and intangible assets

Assets that have an indefinite useful life, such as goodwill, are not subject to amortisation and are tested at least annually for impairment. Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. Intangible assets that are not yet available for use are assessed at

each statement of financial position date. An impairment loss is recognised whenever the carrying amount of an asset exceeds its recoverable amount. Impairment losses are recognised in the profit or loss. The recoverable amount of property, plant and equipment and intangible assets is the higher of the asset's fair value less costs to sell and value in use. For the purpose of assessing impairment, assets are grouped at the lowest level for which there is separately identifiable cash flows (cash-generating units). In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or cash-generating unit.

### 2.23 Financial guarantees

Financial guarantees are contracts that require the Group to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payment when due in accordance with the terms of a debt instrument.

Financial guarantee liabilities are initially recognised at their fair value, and the initial fair value is amortised over the life of the financial guarantee. The guarantee liability is subsequently carried at the higher of this amortised amount and the present value of any expected payment (when a payment under the guarantee has become probable). Financial guarantees are included within other liabilities.

### 2.24 Off-balance-sheet commitments

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

### 2.25 Provisions

Provisions are recognised when the Group has a present obligation as a result of a past event, and it is probable that the Group will be required to settle that obligation. The Management Board determines the adequacy of the provision based upon reviews of individual items, recent loss experience, current economic conditions, the risk characteristics of the various categories of transactions and other pertinent factors at the statement of financial position date. Provisions are discounted to present value where the effect is material.

### 2.26 Fiduciary activities

Assets and income arising thereon together with related undertakings to return such assets to customers are excluded from these financial statements when the Group acts in a fiduciary capacity such as nominee, trustee or agent. Fees earned by the Group for such services are recognised as income when earned.

### **2.27 Issued share capital**

Issued share capital represents the nominal value of paid-in ordinary and preference shares classified as equity and is denominated in HRK.

Dividends are recognised as a liability in the period in which they are declared.

### **2.28 Treasury shares**

When any Group company purchases the Bank's equity share capital (treasury shares), the consideration paid is deducted from equity attributable to the Bank's equity holders until the shares are cancelled, reissued or disposed of and classified as treasury shares. When such shares are subsequently sold or reissued, any consideration received net of transaction costs is included in equity attributable to the Bank's equity holders.

### **2.29 Retained earnings**

Any profit for the year is retained after appropriations are transferred to reserves.

### **2.30 Borrowing costs**

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale.

Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs eligible for capitalisation.

All other borrowing costs are recognised in the statement of comprehensive income in the period in which they are incurred.

### 3. NET INTEREST INCOME

	Group		Bank	
	2010	2009	2010	2009
<b>Interest and similar income</b>				
Cash reserves and amounts due from other banks	9,817	12,145	10,065	12,202
Balances with Croatian National Bank	6,227	6,121	6,227	6,121
Corporate loans	203,556	212,987	203,556	212,987
Retail loans	462,330	465,869	462,330	465,869
Debt securities	47,602	45,120	47,602	45,120
Other	-	16	-	16
	729,532	742,258	729,780	742,315
<b>Interest and similar expense</b>				
Amounts due to retail customers	294,045	273,962	294,045	273,962
Amounts due to corporate customers	30,822	52,339	30,822	52,339
Other borrowed funds and amounts due to other banks	26,605	53,076	26,543	53,108
Other	919	1,484	919	1,484
	352,391	380,861	352,329	380,893

### 4. NET FEE AND COMMISSION INCOME

#### a) Net fee and commission income by source

	Group		Bank	
	2010	2009	2010	2009
<b>Fee and commission income</b>				
Corporate customers	38,358	40,953	32,240	34,041
Banks	22,530	21,020	22,530	21,020
Retail customers	85,753	81,618	85,753	81,618
	146,641	143,591	140,523	136,679
<b>Fee and commission expense</b>				
Corporate customers	22,845	30,329	22,845	30,329
Banks	16,050	7,311	16,050	7,311
	38,895	37,640	38,895	37,640

#### b) Net fee and commission income per type of fee

	Group		Bank	
	2010	2009	2010	2009
<b>Fee and commission income</b>				
Loans related fees and commissions	11,748	10,295	11,748	10,295
Credit card related fees and commissions	34,876	35,967	34,876	35,967
Domestic payment transaction related fees and commissions	40,742	39,449	40,742	39,449
Foreign payment transaction related fees and commissions	6,377	6,754	6,377	6,754
Guarantee related fees and commissions	4,813	6,136	4,813	6,136
Investment management, brokerage and consultancy fees	1,596	2,049	1,596	2,049
Other fees and commissions	46,489	42,941	40,371	36,029
	146,641	143,591	140,523	136,679
<b>Fee and commission expense</b>				
Credit card related charges	10,855	9,597	10,855	9,597
Domestic payment transaction related charges	13,375	14,324	13,375	14,324
Foreign payment transaction related charges	3,879	2,271	3,879	2,271
Other fees and commissions	10,786	11,448	10,786	11,448
	38,895	37,640	38,895	37,640

## 5. NET TRADING AND VALUATION GAINS ON FINANCIAL INSTRUMENTS

	Group		Bank	
	2010	2009	2010	2009
Net gains on foreign currency spot transactions	50,778	41,569	50,778	41,569
Realized gain/ (loss) on securities available-for-sale	5,328	(430)	5,328	(430)
Net loss on derivatives	(27,786)	(106)	(27,786)	(106)
Net gain on translation of foreign currency assets and liabilities	20,977	1,574	20,951	1,572
	49,297	42,607	49,271	42,605

## 6. OTHER OPERATING INCOME

	Group		Bank	
	2010	2009	2010	2009
Management fees	3,729	4,269	-	-
Income from litigations	18	2,796	18	2,796
Income on closing of dormant accounts	121	149	121	149
Dividend income	166	655	166	655
Accrued profit under the collective insurance policy	359	1,517	359	1,517
Gains on sale and disposal of property and equipment	851	1,047	851	1,047
Sale of written-off inventory	1,336	140	1,336	140
Income generated from bankruptcy estate	1,658	1,495	1,658	1,495
Write off liabilities	2,399	273	2,399	273
Income from rentals	2,666	1,907	2,666	1,907
Other income	4,463	3,870	4,566	3,816
	17,766	18,118	14,140	13,795
Net book value of sold /disposed assets	(866)	(810)	(866)	(810)
Income from sale of assets	1,717	1,857	1,717	1,857
Gains on sale and disposal of property and equipment	851	1,047	851	1,047

## 7. OPERATING EXPENSES

	Group		Bank	
	2010	2009	2010	2009
Staff costs	152,678	157,311	148,171	152,444
Provisions for retirement benefits and bonuses to employees	4,978	(91)	5,006	(97)
	157,656	157,220	153,177	152,347
Professional services and cost of material	103,451	105,554	103,303	102,552
Savings deposit insurance premiums	22,126	21,651	22,126	21,651
Marketing	15,085	17,214	14,845	17,011
Amortisation and depreciation	39,122	31,960	36,038	30,932
Administrative expenses	13,339	12,305	13,339	12,305
Other taxes and contributions	1,344	1,707	1,344	1,707
Write-off of receivables	1,045	597	1,045	597
Other costs	4,717	4,932	1,413	2,231
	357,885	353,140	346,630	341,333

### Staff costs:

	Group		Bank	
	2010	2009	2010	2009
Gross salary	111,104	111,192	107,754	107,675
- Net salaries	75,228	75,486	73,357	73,466
- Taxes, surtaxes and contributions	35,876	35,706	34,397	34,209
Contributions on salaries	19,201	19,184	18,612	18,567
Other payments to employees	27,351	26,844	26,811	26,105
	157,656	157,220	153,177	152,347

At year end, the Group had 1,030 (2009: 1,039) and the Bank 1,017 (2009: 1,028) employees.

## 8. IMPAIRMENT LOSSES AND PROVISIONS

	Group		Bank	
	2010	2009	2010	2009
Impairment of loans receivables and other assets	93,499	62,497	93,499	62,497
Litigation provisions	2,582	3,266	2,582	3,266
Provisions for off-balance sheet items	5,189	(1,240)	5,189	(1,240)
	101,270	64,523	101,270	64,523



## 9. TAXATION

### (a) Income tax expense recognised in the statement of comprehensive income

	Group		Bank	
	2010	2009	2010	2009
Current income tax charge	18,956	22,404	18,843	22,176
Net deferred tax charge	539	181	534	182
	19,495	22,585	19,377	22,358

### (b) Reconciliation of the accounting profit and income tax expense at 20%

	Group		Bank	
	2010	2009	2010	2009
Profit before income tax	92,795	110,410	94,590	111,005
Tax calculated at statutory tax rate of 20% (2009: 20%)	18,559	22,082	18,918	22,201
Income not subject to tax net of non-tax deductible expenses	166	(211)	26	65
Utilisation of double-dip benefits	(101)	(90)	(101)	(90)
Tax loss in a subsidiary not recognised as deferred tax asset	332	623	-	-
Current Income tax charge	18,956	22,404	18,843	22,176
Effective income tax rate	20.4%	20.3%	19.9%	20.0%

### (c) Movement in deferred tax asset and (liability)

#### Group

	Deffered loan origination fees	Unrealised gains/(losses) on available-for-sale securities		Total
			Other	
Balance at 1 January 2009	7,024	(10,927)	(1,951)	(5,854)
Charged to profit or loss	(181)	-	-	(181)
Charged to other comprehensive income	-	(3,007)	114	(2,893)
Balance at 31 December 2009	6,843	(13,934)	(1,837)	(8,928)
Charged to profit or loss	(539)	-	-	(539)
Charged to other comprehensive income	-	(2,811)	114	(2,697)
Balance at 31 December 2010	6,304	(16,745)	(1,723)	(12,164)

#### Bank

	Deffered loan origination fees	Unrealised gains/(losses) on available-for-sale securities		Total
			Other	
Balance at 1 January 2009	7,024	(10,927)	-	(3,903)
Charged to profit or loss	(182)	-	-	(182)
Charged to other comprehensive income	-	(3,007)	-	(3,007)
Balance at 31 December 2009	6,842	(13,934)	-	(7,092)
Charged to profit or loss	(534)	-	-	(534)
Charged to other comprehensive income	-	(2,811)	-	(2,811)
Balance at 31 December 2010	6,308	(16,745)	-	(10,437)

**(d) Current income tax liability**

	Group		Bank	
	2010	2009	2010	2009
Current income tax charge	18,956	22,404	18,843	22,176
Paid income tax charge	(20,470)	(25,123)	(20,335)	(24,861)
Current income tax liability	(1,514)	(2,719)	(1,492)	(2,685)

The current tax liability amounts to HRK 0 because the Group and Bank has overpaid its tax liability through tax prepayments.

**(e) Tax losses**

The Group is subject to corporate income tax in accordance with Croatian law. Tax gains and losses of individual Group companies cannot be utilised on the Group level or transferred from one Group member to another. Tax losses can be carried forward up to five years and are subject to adjustment resulting from inspections by the Croatian Ministry of Finance.

**Tax losses:**

	Group		Bank	
	2010	2009	2010	2009
Tax losses brought forward	8,531	5,799	-	-
Tax loss for the year	1,671	3,077	-	-
Amounts utilised in the year	-	-	-	-
Tax loss not available for carry forward	(908)	(345)	-	-
Total tax losses available for carry forward	9,294	8,531	-	-
Tax effect from tax losses carried forward (at a rate of 20%)	1,859	1,706	-	-
Amount not recognised as deferred tax assets	(1,859)	(1,706)	-	-
Recognised deferred tax assets	-	-	-	-

At 31 December 2010 unutilised gross tax losses that are available for setting off against the future profits amount to HRK nil (2009: nil) for the Bank and HRK 9,294 thousand (2009: HRK 8,531 thousand) for the Group.

Based on these losses, no deferred tax asset has been recognised by the Group because the management believes that the possibility of companies with accumulated tax losses using them as a tax shield is remote.

**At 31 December 2010 and 2009, gross tax losses available for carry forward expire as follows:**

	Group		Bank	
	2010	2009	2010	2009
Up to 5 years	1,671	3,077	-	-
Up to 4 years	3,077	1,952	-	-
Up to 3 years	1,952	206	-	-
Up to 2 years	206	2,388	-	-
Up to 1 year	2,388	908	-	-
Total tax loss available for carry forward	9,294	8,531	-	-

Croatian tax legislation and practice have changed significantly in recent years. Many parts of the legislation remain untested and there is uncertainty about the interpretation that the tax authorities may apply in a number of areas. Tax positions taken by the Group are subject to examination and could be

challenged by the tax authorities. As a result there is uncertainty about the potential impacts should the interpretation of the tax authorities differ from that applied by the Group. However, the Group's management considers that any tax liability which might arise in connection with this would not be material.

## 10. EARNING PER SHARE

**For the purposes of calculating earnings per share, earnings are calculated as the net profit after tax for the period attributable to ordinary shareholders. A reconciliation of the profit after tax attributable to ordinary shareholders is provided below.**

	<b>Group</b>	
	<b>31.12.2010</b>	<b>31.12.2009</b>
Profit for the year attributable to equity holders of the Bank	73,715	88,611
Profit attributable to ordinary shareholders	73,715	88,611
Weighted average number of shares of 200 HRK each (for basic and diluted earnings per share)	4,111,398	4,111,398
Earnings per ordinary share - basic and diluted (HRK)	17.93	21.55

	<b>Bank</b>	
	<b>31.12.2010</b>	<b>31.12.2009</b>
Profit for the year	75,213	88,647
Profit attributable to ordinary shareholders	75,213	88,647
Weighted average number of shares of 200 HRK each (for basic and diluted earnings per share)	4,111,398	4,111,398
Earnings per ordinary share - basic and diluted (HRK)	18.29	21.56

## 11. CASH AND BALANCES WITH THE CROATIAN NATIONAL BANK

	<b>Group</b>		<b>Bank</b>	
	<b>31.12.2010</b>	<b>31.12.2009</b>	<b>31.12.2010</b>	<b>31.12.2009</b>
Cash in hand	136,374	129,699	136,374	129,699
Giro account balance	341,866	262,555	341,866	262,555
Current accounts with foreign banks	30,233	33,094	30,233	33,094
Current accounts with domestic banks	5,271	5,065	5,271	5,065
Items in course of collection	2,494	3,865	2,494	3,865
Assets included in cash and cash equivalents (Note 30)	516,238	434,278	516,238	434,278
Obligatory reserve at Croatian National Bank				
- in HRK	803,714	814,975	803,714	814,975
- in foreign currency	169,525	179,082	169,525	179,082
Total obligatory reserve at Croatian National Bank	973,239	994,057	973,239	994,057
	<b>1,489,477</b>	<b>1,428,335</b>	<b>1,489,477</b>	<b>1,428,335</b>

The CNB determines the requirement for banks to hold obligatory reserves, both in the form of amounts required to be deposited with the CNB and in the form of other liquid receivables. The obligatory reserve with the CNB represents the amount required to be deposited with the CNB.

The obligatory reserve requirement at 31 December 2010 amounted to 13% (2009: 14%) of HRK and foreign currency denominated deposits, borrowings and issued debt securities.

At 31 December 2010, the required rate of the HRK obligatory reserve with the CNB amounted to 70% (2009: 70%), while the remaining 30% (2009: 30%) must be held in the form of other liquid receivables, excluding cash in the vault and in hand. The percentage includes the part of foreign currency obligatory reserve required to be held in HRK (see below).

Of the total foreign currency obligatory reserve, 60 % (2009: 60%) is maintained

with the CNB, while the remaining 40% (2009: 40%) must be held in the form of other liquid receivables, after adjusting for the obligatory reserve requirement arising from foreign currency funds from non-residents and

related parties (which is required to be held in full with the CNB). The portion of the foreign currency obligatory reserve required to be held in HRK is 75% (2009: 75%), and it is added to the HRK obligatory reserve (see above).

## 12. AMOUNTS DUE FROM OTHER BANKS

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Short-term placements with other banks	639,463	1,379,614	639,463	1,379,614
Loans and advances to other banks in Croatia	45,002	-	45,002	-
	684,465	1,379,614	684,465	1,379,614
Less: impairment allowance	(1,724)	(1,598)	(1,724)	(1,598)
	682,741	1,378,016	682,741	1,378,016

### ***Movements in provisions for impairment for amounts due from other banks for the Group and the Bank were as follows:***

	31.12.2010	31.12.2009
Balance as at 1 January	1,598	3,734
Provisions released/ provision (charged)	126	(2,136)
Balance as at 31 December	1,724	1,598

## 13. FINANCIAL ASSETS AND LIABILITIES AT FAIR VALUE THROUGH PROFIT OR LOSS

### **(a) Financial assets at fair value through profit and loss**

	<b>Group</b>		<b>Bank</b>	
	<b>31.12.2010</b>	<b>31.12.2009</b>	<b>31.12.2010</b>	<b>31.12.2009</b>
Units in open-ended investment funds	40,794	9,237	40,517	8,937
	40,794	9,237	40,517	8,937

The units in open-ended investment funds are valued at the net asset value of these funds.

### **(b) Financial liabilities at fair value through profit and loss**

	<b>Group</b>		<b>Bank</b>	
	<b>31.12.2010</b>	<b>31.12.2009</b>	<b>31.12.2010</b>	<b>31.12.2009</b>
Fair value of derivatives	17,968	-	17,968	-
	17,968	-	17,968	-

The Bank has entered into derivative contracts as noted below.

The Bank uses cross-currency swaps to reduce the currency exposures that are inherent in any banking business. As at 31 December 2010 the Bank has had an receivable for forward SWAP leg in amount of HRK 541,270 thousand in USD currency and HRK 258,733 thousand in HRK currency.

In addition the Bank has an payable forward SWAP leg as at 31 December 2010 in amount of HRK 816,210 thousand in CHF currency. These balances are shown through Bank's off balance. The fair value of SWAP as at 31 December 2010 amounts to HRK 17,968 (2009: HRK 84 thousand). Counterparties of the Bank's derivative transactions are financial institutions (including related parties).

## 14. AMOUNTS DUE FROM CUSTOMERS

### Analysis by type of product

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
HRK denominated				
Retail customers	5,709,055	5,394,062	5,709,055	5,394,062
Corporate customers	2,808,833	2,767,991	2,809,821	2,770,961
Foreign currency denominated				
Retail customers	48	85	48	85
Corporate customers	543,609	545,409	544,614	545,409
<b>Total loans</b>	<b>9,061,545</b>	<b>8,707,547</b>	<b>9,063,538</b>	<b>8,710,517</b>
Less: allowance for impairment	(468,661)	(337,128)	(468,661)	(337,128)
	<b>8,592,884</b>	<b>8,370,419</b>	<b>8,594,877</b>	<b>8,373,389</b>

Included within Group HRK loans are balances linked to foreign currency, such as Euro (EUR), Swiss franc (CHF) and US dollar (USD), which amount to HRK 6,156,241 thousand (2009: HRK 5,568,403 thousand). Repayments

of principal and interest payments are determined in foreign currency and paid in the HRK equivalent translated at the foreign exchange rate applicable on the date of payment.

### Movements in allowance for impairment were as follows:

#### GROUP AND BANK

	31.12.2010	31.12.2009
Balance at 1 January	337,128	341,153
Amounts collected	(24,004)	(24,544)
New provisions made	115,878	95,776
Exchange differences	756	(54)
Amounts written off	38,903	(75,203)
<b>Balance at 31 December</b>	<b>468,661</b>	<b>337,128</b>

At 31 December 2010, the total gross amount of non-performing loans for the Bank and the Group was HRK 929,327 thousand (2009: HRK 491,947 thousand).

## Concentration of credit risk by industry

Set out below is an overview of the Group's and Bank's concentration by various types of industries (gross amounts before allowance for impairment):

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Agriculture, forestry and fisheries	270,235	268,448	270,235	268,448
Mining	66,290	68,259	66,290	68,259
Food and beverages	73,871	90,068	73,871	90,068
Leather and textiles	6,783	7,815	6,783	7,815
Publishing and printing	10,912	12,854	10,912	12,854
Non-metal mineral and chemical products	17,499	16,441	17,499	16,441
Metal-working industry	22,389	22,514	22,389	22,514
Other manufacturing industries	376,505	239,513	376,505	239,513
Energy, gas and water supply	55,627	53,514	55,627	53,514
Construction	604,085	669,339	604,085	669,339
Trade and commerce	472,204	509,840	472,204	509,840
Hotels and restaurants	411,001	425,208	411,001	425,208
Transport and communications	119,660	72,704	119,660	72,704
Financial intermediation	15,202	18,002	16,190	18,959
Real estate	150,489	151,659	151,494	153,672
Public administration and defence	468,032	460,847	468,032	460,847
Education, health and social welfare	133,057	141,926	133,057	141,926
Other services and social activities	78,601	84,497	78,602	84,497
Foreign entities	-	-	-	-
Total corporate loans	3,352,442	3,313,448	3,354,435	3,316,418
Retail customers	5,709,103	5,394,099	5,709,103	5,394,099
	9,061,545	8,707,547	9,063,538	8,710,517
Less: impairment allowance	(468,661)	(337,128)	(468,661)	(337,128)
Total loans	8,592,884	8,370,419	8,594,877	8,373,389

## 15. FINANCIAL ASSETS AVAILABLE FOR SALE

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Equity securities	6,215	12,545	6,215	12,545
Debt securities	1,466,290	848,704	1,466,290	848,704
Units in open-ended investment funds	22,640	21,847	22,640	21,845
	1,495,145	883,096	1,495,145	883,094

**(a) Equity securities**

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Equity securities at cost				
- unquoted	10,571	16,901	10,571	16,901
Less: impairment allowance	(4,356)	(4,356)	(4,356)	(4,356)
	6,215	12,545	6,215	12,545

**(b) Debt securities**

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Quoted				
Bonds of the Ministry of Finance	17,938	15,612	17,938	15,612
CBRD bonds	9,008	13,237	9,008	13,237
Bonds of foreign governments	676,359	175,118	676,359	175,118
Subtotal: Quoted debt securities	703,305	203,967	703,305	203,967
Treasury bills of the Ministry of Finance	278,184	186,508	278,184	186,508
Replacement bonds of the Croatian Ministry of Finance	484,801	458,229	484,801	458,229
Subtotal: Unquoted debt securities	762,985	644,737	762,985	644,737
	1,466,290	848,704	1,466,290	848,704

RHMF-0-103A bonds of the Republic of Croatia were issued in 2010. They are denominated in Croatian HRK and bear interest at a rate of 6.50%, which is paid semi-annually. The bonds mature in 2020 and are quoted on the Zagreb Stock Exchange.

RHMF-0-172A bonds of the Republic of Croatia were issued in 2007. They are denominated in Croatian HRK and bear interest at a rate of 4.75%, which is paid semi-annually. The bonds mature in 2017 and are quoted on the Zagreb Stock Exchange.

The bonds of the Croatian Bank for Reconstruction and Development ("CBRD") are issued with the guarantee of the Ministry of Finance on behalf of the Croatian Government. The bonds are denominated in Euro and the interest rate on these bonds is 5.75% and interest is paid annually. The bonds mature on 4 December 2012. These bonds are quoted on the Luxembourg Stock Exchange.

Replacement bonds were issued by the Croatian Government to replace economic restructuring bonds based on the Government decision of 6 April 2000. The replacement bonds are denominated in Croatian HRK and are indexed to the industrial price index.

Every six months the principal amount of the bond is revalued based on changes in the index and the revaluation gains/(losses) are recognized directly in equity. The interest rate on these bonds is 5% annually, and the interest is paid on a semi-annual basis. The principal is due in 2011.

Bonds of the Government of the Republic of Hungary were issued from 2001 through to including 2009 and are denominated in euro. The interest rate on these bonds is from 3.625% to 6.75% and interest is paid annually. The bonds mature from 2011 to 2014 and are listed on foreign security exchanges.



The Bank has in its portfolio Treasury Bills of the Ministry of Finance with maturities of 91 and 364 days. The T-bills are HRK and EUR denominated, and bear interest at market rates.

The Bank has investments in open-end investment funds managed by the investment fund manager OTP Invest d.o.o. These are: OTP Balanced Fund, OTP Cash Fund, OTP Index Fund, OTP Euro Bond Fund, and OTP Europa Plus.

## 16. HELD TO MATURITY INVESTMENTS

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Receivables for Bonds of the Croatian Ministry of Finance	16,186	16,013	16,186	16,013
Corporate bills of exchange	1,304	14,704	1,304	14,704
Less: allowance for impairment	(86)	(86)	(86)	(86)
	17,404	30,631	17,404	30,631

The receivables for bonds of the Ministry of Finance relates to compensation for flats purchased by the Government of Croatia. Pending the clarification of the terms, the Bank has not recognised accrued interest on these bonds. Management of the Bank is

aware that there is uncertainty in collection of these receivables, however, there is no need for impairment. The investments held-to-maturity are not traded publicly.

## 17. INVESTMENTS IN SUBSIDIARIES

***Set out below are the operating subsidiaries of the Bank, included in the consolidated statements of the Group:***

Name	Business activity	Effective share	
		31.12.2010.	31.12.2009.
OTP Invest d.o.o.	Investment fund management	74.33%	74.33%
OTP Nekretnine d.o.o.	Real estate	100%	100%
Kratos nekretnine d.o.o	Real estate	100%	100%

In July 2007 OTP Invest d.o.o., then a fully owned subsidiary of the Bank, underwent a process of legal division into three separate companies, each owned by the Bank. As a result of this process, the Bank became the owner of two new subsidiaries, Kratos nekretnine d.o.o. and Kvirinal nekretnine d.o.o., each with an issued share capital of HRK 20 thousand. During 2008, the company Kvirinal nekretnine d.o.o. was merged into the Bank.

As of 31 December 2010, total investment in subsidiaries was HRK 81,390 thousand (2009:

HRK 79,882 thousand)  
Investment in OTP Nekretnine d.o.o. is HRK 72,762 thousand (2009: HRK 72,762 thousand), OTP Invest d.o.o. HRK 8,608 thousand (2009: HRK 7,100 thousand) and in Kratos Nekretnine d.o.o. HRK 20 thousand (2009: HRK 20 thousand). Increase in investment in OTP Invest d.o.o. relates to increase in share capital of the company in amount of HRK 1,508 thousand. The Bank assessed the recoverability of its investments in subsidiaries and determine that there is no impairment on these investments.

## 18. INVESTMENT PROPERTY

The Group has change the method of valuation of investment property from fair value model to the cost model to harmonise its accounting policies to these of the Group.

The Group applied this change in policy retrospectively and has calculated the depreciation expenses for entire period

from moment when the properties have been classified as investment property. Total depreciation expense from previous years and recorded through retained earnings in 2010 was HRK 6,374 thousand. The Management does not believe that this is material amount for the Group and accordingly the financial statements have not been restated.

### *The movement in investment property during the year as follows:*

	<b>2010</b>
Opening balance	85,717
Depreciation expense for the year	(2,116)
Depreciation expense from previous year recorded through other comprehensive income	(6,374)
Closing balance	77,227

## 19. PROPERTY AND EQUIPMENT

<b>Group</b>	<b>Land and buildings</b>	<b>Computers</b>	<b>Furniture and equipment</b>	<b>Motor vehicles</b>	<b>Other</b>	<b>Assets under construction</b>	<b>Total</b>
<b>Cost:</b>							
At 1 January 2009	220,004	66,421	128,309	2,553	960	31,701	449,948
Transfer from assets under construction	9,431	7,419	14,693	390	-	(48,129)	(16,196)
Additions	-	6	202	231	6	41,078	41,523
Disposals	(4,494)	(327)	(6,277)	(306)	-	-	(11,404)
At 31 December 2009	224,941	73,519	136,927	2,868	966	24,650	463,871
At 1 January 2010	224,941	73,519	136,927	2,868	966	24,650	463,871
Transfer from assets under construction	10,260	5,468	4,973	-	2	(40,895)	(20,192)
Additions	-	-	266	-	-	39,786	40,052
Disposals	(1,353)	(22,586)	(4,885)	(392)	-	-	(29,216)
At 31 December 2010	233,848	56,401	137,281	2,476	968	23,541	454,515
<b>Accumulated depreciation/amortisation and impairment</b>							
At 1 January 2009	90,730	51,169	86,436	2,334	3	-	230,672
Charge for the year	5,480	7,412	11,309	154	-	-	24,355
Disposals	(1,442)	(327)	(6,122)	(306)	-	-	(8,197)
At 31 December 2009	94,768	58,254	91,623	2,182	3	-	246,830
At 1 January 2010	94,768	58,254	91,623	2,182	3	-	246,830
Charge for the year	5,765	7,702	12,116	100	-	-	25,683
Disposals	(484)	(22,586)	(4,839)	(392)	-	-	(28,301)
At 31 December 2010	100,049	43,370	98,900	1,890	3	-	244,212
<b>Net book value:</b>							
At 1 January 2010	130,173	15,265	45,304	686	963	24,650	217,041
At 31 December 2010	133,799	13,031	38,381	586	965	23,541	210,303

Transfer of HRK 20,192 thousand in 2010 (2009: HRK 16,196 thousand) relate to

transfer of assets under construction to intangible assets.

<b>Bank</b>	<b>Land and buildings</b>	<b>Computers</b>	<b>Furniture and equipment</b>	<b>Motor vehicles</b>	<b>Other</b>	<b>Assets under construction</b>	<b>Total</b>
<b>Cost:</b>							
At 1 January 2009	213,438	66,028	127,807	1,962	961	31,701	441,897
Transfer from assets under construction	9,431	7,419	14,693	390	-	(48,129)	(16,196)
Additions	-	-	-	-	6	41,069	41,075
Disposals	(4,494)	(327)	(6,277)	(306)	-	-	(11,404)
At 31 December 2009	218,375	73,120	136,223	2,046	967	24,641	455,372
At 1 January 2010	218,375	73,120	136,223	2,046	967	24,641	455,372
Transfer from assets under construction	10,260	5,468	4,973	-	2	(40,895)	(20,192)
Additions	-	-	-	-	-	39,745	39,745
Disposals	(1,353)	(22,586)	(4,885)	(392)	-	-	(29,216)
At 31 December 2010	227,282	56,002	136,311	1,654	969	23,491	445,709
<b>Accumulated depreciation/amortisation and impairment</b>							
At 1 January 2009	93,940	50,861	86,258	1,956	-	-	233,015
Charge for the year	4,907	7,354	11,227	1	-	-	23,489
Disposals	(1,442)	(327)	(6,122)	(306)	-	-	(8,197)
At 31 December 2009	97,405	57,888	91,363	1,651	-	-	248,307
At 1 January 2010	97,405	57,888	91,363	1,651	-	-	248,307
Charge for the year	5,192	7,702	11,856	100	-	-	24,850
Disposals	(484)	(22,586)	(4,849)	(392)	-	-	(28,311)
At 31 December 2010	102,113	43,004	98,370	1,359	-	-	244,846
<b>Net book value:</b>							
At 1 January 2010	120,970	15,232	44,860	395	967	24,641	207,065
At 31 December 2010	125,169	12,998	37,941	295	969	23,491	200,863

## 20. INTANGIBLE ASSETS

	<b>Group Intangible assets</b>	<b>Bank Intangible assets</b>
<b>Cost:</b>		
At 1 January 2009	67,475	66,550
Transfer from assets into use	16,196	16,196
Additions	71	-
At 31 December 2009	83,742	82,746
Transfer from assets into use	20,192	20,192
Additions	622	432
Disposals	(12,402)	(12,402)
At 31 December 2010	92,154	90,968
<b>Accumulated amortisation</b>		
At 1 January 2009	38,549	38,244
Charge for the year	7,609	7,447
At 31 December 2009	46,158	45,691
Charge for the year	11,323	11,188
Disposals	(10,498)	(10,498)
At 31 December 2010	46,983	46,381
<b>Net book value:</b>		
At 31 December 2009	37,584	37,055
At 31 December 2010	45,171	44,587

Intangible assets relate to the software and leasehold improvements.

## 21. GOODWILL

Goodwill reported on the Bank's statement of financial position represents goodwill originally arisen on the acquisition of Istarska Bank d.d., Pula and Sisačka Bank d.d. Sisak (which is included in the Bank's accounts following the merger with these banks on 30 June 2002), and Dubrovačka Bank d.d., Dubrovnik (which is included in the Bank's accounts

following the merger with this bank on 30 September 2004). The value of goodwill as of 31 December 2010 amounts to HRK 42,966 thousand (2009: HRK 42,966 thousand). The Group assessed the recoverability of the goodwill and determine that there is no impairment on goodwill as of 31 December 2010 and 2009.

## 22. OTHER ASSETS

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Accrued fees and commissions	13,208	11,786	13,208	11,786
Accounts receivable	10,401	17,974	9,250	17,690
Foreclosed assets	178	178	178	178
Receivables in respect of credit card operations	20,845	19,266	20,845	19,266
Due from insurance company	23,409	20,794	23,409	20,794
Receivables for prepaid income tax	1,514	2,719	1,492	2,685
Receivables for prepaid taxes and contributions	266	423	-	195
Prepaid expenses	6,540	6,920	6,540	6,920
Other	1,886	2,457	2,324	3,731
	78,247	82,517	77,246	83,245
Less: impairment allowance	(9,091)	(7,592)	(9,091)	(7,592)
	69,156	74,925	68,155	75,653

***Movements in provisions for impairment for other assets for the Group and the Bank were as follows:***

	31.12.2010	31.12.2009
Balance as at 1 January	7,592	14,191
Provision charged/ provision (release)	1,499	(6,599)
Balance as at 31 December	9,091	7,592

## 23. AMOUNTS DUE TO OTHER BANKS

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Demand deposits				
HRK denominated	140	319	140	319
Foreign currency denominated	27,093	39,173	27,093	39,173
Time deposits				
Domestic currency denominated	257,250	-	257,250	-
Foreign currency denominated	26,588	29,462	26,588	29,462
	311,071	68,954	311,071	68,954

## 24. AMOUNTS DUE TO CUSTOMERS

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
<b>Retail customers</b>				
<b>Demand deposits</b>				
HRK denominated	889,363	838,411	889,363	838,411
Foreign currency denominated	1,024,682	920,822	1,024,682	920,822
<b>Time deposits</b>				
HRK denominated	1,099,307	1,021,838	1,099,307	1,021,838
Foreign currency denominated	5,824,773	5,183,968	5,824,773	5,183,968
<b>Corporate customers</b>				
<b>Demand deposits</b>				
HRK denominated	462,365	451,254	462,365	451,254
Foreign currency denominated	158,402	144,967	158,402	144,967
<b>Time deposits</b>				
HRK denominated	277,243	420,728	277,243	420,728
Foreign currency denominated	269,577	204,599	269,577	204,599
Current accounts and deposits of subsidiaries	-	-	1,027	549
	10,005,712	9,186,587	10,006,739	9,187,136

## 25. OTHER BORROWED FUNDS

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
<b>Domestic creditors:</b>				
CBRD	746,281	766,577	746,281	766,577
Ministry of Finance	2,802	2,802	2,802	2,802
Other borrowings from domestic banks	2	2	2	2
<b>Foreign creditors:</b>				
Refinanced foreign currency borrowings	50	783	50	783
Commercial banks	10,869	753,313	10,869	753,313
Government agencies	38,395	38,973	38,395	38,973
	798,399	1,562,450	798,399	1,562,450

### (a) Amounts due to the Croatian Bank for Reconstruction and Development (the "CBRD")

Other funds borrowed from CBRD are designated for approving loans to end users - corporate and retail customers - under the SMEs, tourist trade and agriculture incentive programme supported by the CBRD, at an average interest rate of 2,21% (2009: 2.09%). No short-term repo borrowings existed as of 31 December 2010.

### (b) Other borrowings from domestic banks

As of 31 December 2010, the Group and the Bank had no other long-term borrowings from domestic banks.

### (c) Refinanced foreign currency loans

#### *London Club*

As of 31 December 2010, the liabilities to the London Club amount to HRK 0 (2009: HRK 735 thousand) for the Group and for the Bank. Based on the Information Memorandum of 9 May 1999 and the Notification of Offer of 14 June 1996, the Croatian Government assumed at 31 July 1996 the obligation in respect of 29.5% of reprogrammed debt of the former Yugoslavia to commercial banks under the New Financial Agreement by issuing own A- and B-series bonds on 31 July 1996 to replace the debt under the New Financial Agreement. The financial debt was USD denominated and has been reprogrammed on over 14 years, at an interest rate of six-month LIBOR for USD + 13/16% margin annually.

### (d) Amounts due to commercial banks

Major portions of total amounts due to commercial banks relates to the:

- a) Loans from OTP Bank Rt., Hungary, in the amount of HRK 678.233 thousand were repaid earlier i.e. on 23 December 2010. Loans from OTP Bank Rt. Hungary extended to the Group in the total amount of HRK 0 (2009: HRK 736,413 thousand) and to the Bank in the total amount of HRK 0 (2009: HRK 736,413 thousand), with a variable interest 3-month CHF LIBOR .
- b) A World Bank (IBRD) loan, with the balance outstanding in the amount of HRK 10,625 thousand (2009: HRK 15,763 thousand), both for the Group and for the Bank. The interest on the borrowings is determined at a variable rate in the amount of 6-month EURIBOR + 0.50% margin annually. The loan is repayable in semi-annual instalments and matures in 2012.

### (e) Amounts due to government agencies

The major portion of this debt relates to the debt to the Deutsche Investitions und Entwicklungsgesellschaft (the "DEG"), which amounts to HRK 37,760 thousand (2009: HRK 37,356 thousand). The loan was approved for a period of 6 years, at a variable interest rate (6-month EURIBOR + 1.3%); these funds are included in the Bank's supplementary capital in accordance with CNB regulations. The entire loan is due on 15 November 2014. The HRK 508 thousand (2009: HRK 1,508 thousand) of the total debt to government agencies represents a loan from MEDIOCREBITO, which is repayable in equal semi-annual instalments until 2011, at a fixed interest rate of 1.75%.

## 26. PROVISIONS

### (a) Analysis of provisions

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Provisions for off-balance sheet items	14,393	9,204	14,393	9,204
Litigation provision	25,768	24,982	25,768	24,982
	40,161	34,186	40,161	34,186

### (b) Movements in provisions for risks and charges

Provisions for off-balance sheet items	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Balance at 1 January	9,204	10,444	9,204	10,444
Additional provisions established	5,717	547	5,717	547
Amounts utilised	(528)	(1,787)	(528)	(1,787)
Balance at 31 December	14,393	9,204	14,393	9,204

Litigation provisions	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Balance at 1 January	24,982	22,168	24,982	22,168
Additional provisions established	2,582	3,266	2,582	3,266
Write-off of liability in respect of net profit distributions	(1,057)	-	(1,057)	-
Amounts utilised	(739)	(452)	(739)	(452)
Balance at 31 December	25,768	24,982	25,768	24,982

Litigation provision relates to the legal disputes in relation to the loan agreements between the Bank and its clients. The Bank has provided for these legal cases where it

is expected that outcome of the legal case will result in an outflow from the Bank of resources embodying economic benefits.

## 27. OTHER LIABILITIES

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Provisions for retirement benefits	9,247	4,269	9,234	4,228
Bonuses to employees	15,416	16,146	14,877	15,407
Liability under guarantee issued for client	1	808	1	808
Amounts due to suppliers	20,045	19,974	19,079	18,802
Salaries and contributions payable	11,424	11,234	11,077	10,909
Due to State agency for deposit insurance and bank rehabilitation for saving deposits insurance	5,764	4,690	5,764	4,690
Deferred income	1,188	1,272	1,188	1,272
Liabilities under credit card operations	4,087	4,403	4,087	4,403
Liabilities under currency dealings	(2)	32	(2)	32
Tax-liability from previous years	6,711	6,711	6,711	6,711
Liabilities under opening accounts	3,224	4,023	3,224	4,023
Other liabilities	14,666	16,077	14,449	16,713
	91,771	89,639	89,689	87,998

	Group	Bank
Beginning balance 1/1/2009	4,360	4,325
Income (net)	(91)	(97)
Balance as at 31/12/2009	4,269	4,228
Expense from new provisions (net)	4,978	5,006
Balance as at 31/12/2010	9,247	9,234

## 28. SHAREHOLDERS' EQUITY

### ISSUED SHARE CAPITAL

As at 31 December 2010 the share capital of the Bank comprised 4,111,398 ordinary shares (2009: 4,111,398 ordinary shares),

with a par value of HRK 200 each. All the ordinary shares are ranked equally and carry one vote per share.

### RESERVES

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Legal reserve	41,114	41,114	41,114	41,114
Statutory reserve	41,114	41,114	41,114	41,114
Total legal and statutory reserves	82,228	82,228	82,228	82,228
Fair value reserve	90,658	79,416	90,658	79,416
General banking risks reserve	105,819	105,819	105,819	105,819
Other	39,697	39,701	3,247	3,251
Total other reserves	236,174	224,936	199,724	188,486

**Movements within the reserves related to fair valuation was as follows:**

### GROUP AND BANK

	31.12.2010	31.12.2009
Balance as at 1 January 2010	79,416	67,386
Increase in reserves	29,848	15,345
Decrease in reserves	(15,795)	(308)
Taxes	(2,811)	(3,007)
Balance as at 31 December 2010	90,658	79,416

#### Legal and statutory reserves

A legal reserve has been formed in accordance with Croatian law, which requires 5% of the profit for the year to be transferred to this reserve until it reaches 5% of issued share capital. The legal reserve, in the amount of up to 5% of issued share capital, can be used for covering current and prior year losses. In addition, in accordance with the Bank's internal regulations, an additional reserve equivalent to the legal reserve has been created in an amount of up to 5% of the share capital to cover impairment losses, payment of dividend on preference shares and for the same purposes as legal reserve.

#### Reserve for general banking risks

According to CNB regulations the Bank is obliged to create a reserve for general banking risks if the increase of relevant on- and off-balance-sheet exposure at the statement of financial position date exceeds 15% of the exposure at the prior year end. The general banking risk reserve is not transferrable to retained earnings or other reserves, or otherwise distributable until the expiry of a consecutive three-year period from the period in which the Bank has recorded an annual growth over 15%.

#### Fair value reserve

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



**Other reserves**

Other reserves at Group mainly represent revaluation reserve related to investment property. In 2005 the Bank has increased the share capital of OTP Nekretnine with property shown under investment property, note 18. At that time those real estates were revaluated and their increase in value was shown through

other reserves on the Group level, while the Bank has shown this increase as gain for 2005.

**Retained earnings**

Retained earnings include accumulated profits from prior years.

## 29. CONTINGENCIES AND COMMITMENTS

**Presented below are contractual amounts of the Group's and the Bank's off-balance-sheet financial instruments:**

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Payment guarantees	514,141	88,263	514,141	88,263
Performance guarantees	59,090	82,190	59,090	82,190
Letters of credit	21,277	13,875	21,277	13,875
Approved unused loans	932,339	897,605	934,364	897,630
Other	2,570	834	2,570	834
	1,529,417	1,082,767	1,531,442	1,082,792

## 30. CASH AND CASH EQUIVALENTS

**For the purposes of cash flow statements, cash and cash equivalent comprise the following balances with maturities of up to 90 days:**

	Group		Bank	
	31.12.2010	31.12.2009	31.12.2010	31.12.2009
Cash and cash equivalents (excluding mandatory reserve with Croatian National Bank - Note 11)	516,238	434,278	516,238	434,278
Amounts due from other banks - Note 12	682,444	1,351,163	682,444	1,351,163
	1,198,682	1,785,441	1,198,682	1,785,441

## 31. CAPITAL RISK MANAGEMENT

The Croatian National Bank (“the CNB”), as the Bank’s key regulator, determines and supervises capital requirements for the Bank as a whole. The amount of capital allocated to individual operations is based primarily on regulatory requirements. The allocation of capital to specific activities is performed independent of individuals in charge of those activities.

Although the maximisation of return on the risk-weighted capital is the key basis used in determining the allocation of capital within the Bank to individual activities, it is not the only basis in the decision-making process. Synergies with other activities, availability of the Management Board and other resources, as well as the alignment of the activities with the Bank’s strategic goals in the long run. The

directors review regularly the Bank’s policies for managing and allocating capital.

The capital adequacy ratio is determined as the ratio between the regulatory capital and the risk-weighted assets, risk exposures (capital requirements for position risks multiplied by 10) and the overall uncovered FX exposure to the currency risk. The Bank has included in its calculation of capital adequacy its net gain for the year, that it plans on transferring to retained earnings. The Group is not obliged to calculate regulatory capital and capital requirements.

The capital adequacy ratio is calculated in accordance with the CNB regulations, as presented in the following table. Due to change in CNB regulation for capital adequacy, no comparable information are available.

	<b>Bank</b>
Regulatory capital	
Tier 1 capital	1,373,615
Tier 2 capital	22,656
Items deductible from regulatory capital	(11,306)
Total regulatory capital	1,384,965
Capital requirements in respect of credit and counterparty risks	989,149
Capital requirements in respect of currency risk	
Capital requirements in respect of position risk	4,842
Capital requirements in respect of operational risk	115,077
Total risk-based capital requirements	1,109,068
Capital adequacy ratio %	15%

## 32. CREDIT RISK

The Group and the Bank take on exposure to credit risk, which is the risk upon credit approval that the counterparty will be unable to pay amounts in full when due. Both the Group and the Bank structure the levels of credit risk they undertake by placing limits on the amount of risk accepted in relation to one borrower, or groups of borrowers, and to industry segments. Such risks are monitored on a revolving basis and subject to an annual or more frequent review. The exposure to

credit risk for all assets exposed to credit risk is limited by the carrying amount of that asset in the statement of financial position. The exposure to credit risk of derivatives with positive fair value is their notional amount. Additionally, the Group and Bank are exposed to credit risk on off-balance-sheet items, including undrawn commitments to extend credit guarantees and letters of credit. Exposure to credit risk is managed through regular analysis of the ability of borrowers

and potential borrowers to meet interest and capital repayment obligations and by changing these lending limits where appropriate.

Exposure to credit risk is also managed in part by obtaining collateral and corporate and personal guarantees.

### **Concentration of assets and liabilities related to the Croatian state and its institutions.**

	Notes	Group		Bank	
		31.12.2010	31.12.2009	31.12.2010	31.12.2009
Current account with the Croatian National Bank	11	341,866	262,555	341,866	262,555
Obligatory reserve with the Croatian National Bank	11	973,239	994,057	973,239	994,057
Ministry of Finance - Treasury bills	15b)	278,184	186,508	278,184	186,508
Republic of Croatia bonds	15b)	17,938	15,612	17,938	15,612
Loans provided by Croatian Bank for Reconstruction and Development and Government		450,496	445,701	450,496	445,701
Replacement bonds	15b)	484,801	458,229	484,801	458,229
Factoring receivables from Ministry of Agriculture	14	6,612	-	6,612	-
Other assets		599	3,643	298	3,367
Liabilities to the Ministry of Finance in respect of rescheduled foreign borrowings		(50)	(783)	(50)	(783)
Current income tax payable	9d)	-	-	-	-
Other liabilities		(8,820)	(8,510)	(8,604)	(8,218)
		2,544,865	2,357,012	2,544,780	2,357,028

## 33. CURRENCY RISK

The Bank and the Group take on exposure to the effects of fluctuations in the prevailing foreign currency exchange rates on their financial positions and cash flows.

The table below provides an analysis of the Group's and of the Bank's main currency exposures. The remaining currencies are shown within 'Other currencies.' Both the Group and the Bank monitor their foreign exchange (FX) position for compliance with the regulatory requirements of the Croatian National Bank established in respect of limits on open positions. Measuring the open positions of the Group and of the Bank

includes monitoring the value at risk limit both for the Group and for the Bank. Other currencies also include CHF linked.

The Bank has made VaR analysis (Value at Risk). This analysis is defined as worst possible scenario in time frame in normal market conditions. For the calculation, 10 days frame is taken and reliability of 99%. Possibility that the Bank will lose more than VaR calculated in normal market conditions is 1%. VaR calculated as of 31 December 2010 is HRK 651 thousand (2009: HRK 426 thousand).

Group	EUR						
	EUR	currency clause	Total EUR	USD	HRK	Other currencies	Total
At 31 December 2010							
Assets							
Cash and balances with the Croatian National Bank	37,125	-	37,125	181,532	1,246,881	23,939	1,489,477
Amounts due from other banks	317,718	-	317,718	217,200	46,002	101,821	682,741
Financial assets at fair value through profit or loss	-	-	-	-	40,794	-	40,794
Amounts due from customers	542,182	5,213,372	5,755,554	47,852	1,912,929	876,549	8,592,884
Financial assets available for sale	685,446	218,027	903,473	2,820	588,852	-	1,495,145
Held-to-maturity investments	16,186	-	16,186	-	1,218	-	17,404
Property and equipment and intangible assets and goodwill	-	-	-	-	298,440	-	298,440
Investment property	-	-	-	-	77,227	-	77,227
Other assets	221	23,269	23,490	64	45,591	11	69,156
<b>Total assets</b>	<b>1,598,878</b>	<b>5,454,668</b>	<b>7,053,546</b>	<b>449,468</b>	<b>4,257,934</b>	<b>1,002,320</b>	<b>12,763,268</b>
Liabilities							
Amounts due to other banks	51,969	-	51,969	1,018	257,390	694	311,071
Amounts due to customers	6,111,407	104,589	6,215,996	985,597	2,618,949	185,170	10,005,712
Other borrowed funds	49,065	712,507	761,572	248	36,579	-	798,399
Financial liabilities at fair value through profit or loss	-	-	-	-	17,968	-	17,968
Provisions	-	-	-	-	40,161	-	40,161
Deferred tax liability	-	-	-	-	12,163	-	12,163
Other liabilities and current income tax liability	4,431	-	4,431	577	86,709	54	91,771
<b>Total liabilities</b>	<b>6,216,872</b>	<b>817,096</b>	<b>7,033,968</b>	<b>987,440</b>	<b>3,069,919</b>	<b>185,918</b>	<b>11,277,245</b>
<b>Net FX position</b>	<b>(4,617,994)</b>	<b>4,637,572</b>	<b>19,578</b>	<b>(537,972)</b>	<b>1,188,015</b>	<b>816,402</b>	<b>1,486,023</b>
At 31 December 2009							
<b>Total assets</b>	<b>1,460,056</b>	<b>4,889,287</b>	<b>6,349,343</b>	<b>864,964</b>	<b>4,416,832</b>	<b>926,828</b>	<b>12,557,967</b>
<b>Total liabilities</b>	<b>5,541,760</b>	<b>789,602</b>	<b>6,331,362</b>	<b>862,060</b>	<b>2,832,520</b>	<b>924,803</b>	<b>10,950,745</b>
<b>Net FX position</b>	<b>(4,081,704)</b>	<b>4,099,685</b>	<b>17,981</b>	<b>2,904</b>	<b>1,584,312</b>	<b>2,025</b>	<b>1,607,222</b>

Bank	EUR						
	EUR	currency clause	Total EUR	USD	HRK	Other currencies	Total
At 31 December 2010							
Assets							
Cash and balances with the Croatian National Bank	37,125	-	37,125	181,532	1,246,881	23,939	1,489,477
Amounts due from other banks	317,718	-	317,718	217,200	46,002	101,821	682,741
Financial assets at fair value through profit or loss	-	-	-	-	40,517	-	40,517
Amounts due from customers	543,170	5,213,372	5,756,542	47,852	1,913,934	876,549	8,594,877
Financial assets available for sale	685,446	218,027	903,473	2,820	588,852	-	1,495,145
Held-to-maturity investments	16,186	-	16,186	-	1,218	-	17,404
Investments in subsidiaries	-	-	-	-	81,390	-	81,390
Property and equipment and intangible assets and goodwill	-	-	-	-	288,416	-	288,416
Other assets	221	23,269	23,490	64	44,590	11	68,155
<b>Total assets</b>	<b>1,599,866</b>	<b>5,454,668</b>	<b>7,054,534</b>	<b>449,468</b>	<b>4,251,800</b>	<b>1,002,320</b>	<b>12,758,122</b>
Liabilities							
Amounts due to other banks	51,969	-	51,969	1,018	257,390	694	311,071
Amounts due to customers	6,111,413	104,589	6,216,002	985,601	2,619,966	185,170	10,006,739
Other borrowed funds	49,065	712,507	761,572	248	36,579	-	798,399
Financial liabilities at fair value through profit or loss	-	-	-	-	17,968	-	17,968
Provisions	-	-	-	-	40,161	-	40,161
Deferred tax liability	-	-	-	-	10,437	-	10,437
Other liabilities and current income tax liability	4,431	-	4,431	577	84,627	54	89,689
<b>Total liabilities</b>	<b>6,216,878</b>	<b>817,096</b>	<b>7,033,974</b>	<b>987,444</b>	<b>3,067,128</b>	<b>185,918</b>	<b>11,274,464</b>
<b>Net FX position</b>	<b>(4,617,012)</b>	<b>4,637,572</b>	<b>20,560</b>	<b>(537,976)</b>	<b>1,184,672</b>	<b>816,402</b>	<b>1,483,658</b>
At 31 December 2009							
<b>Total assets</b>	<b>1,460,056</b>	<b>4,889,287</b>	<b>6,349,343</b>	<b>864,964</b>	<b>4,403,888</b>	<b>926,828</b>	<b>12,545,023</b>
<b>Total liabilities</b>	<b>5,541,760</b>	<b>789,602</b>	<b>6,331,362</b>	<b>862,060</b>	<b>2,829,591</b>	<b>924,803</b>	<b>10,947,816</b>
<b>Net FX position</b>	<b>(4,081,704)</b>	<b>4,099,685</b>	<b>17,981</b>	<b>2,904</b>	<b>1,574,297</b>	<b>2,025</b>	<b>1,597,207</b>

Group	EUR						
	EUR	currency clause	Total EUR	USD	HRK	Other currencies	Total
At 31 December 2009							
Assets							
Cash and balances with the Croatian National Bank	45,454	-	45,454	194,665	1,166,765	21,451	1,428,335
Amounts due from other banks	668,758	-	668,758	619,331	-	89,927	1,378,016
Financial assets at fair value through profit or loss	-	-	-	-	9,237	-	9,237
Amounts due from customers	541,160	4,707,942	5,249,102	41,755	2,264,171	815,391	8,370,419
Financial assets available for sale	188,434	181,345	369,779	9,151	504,166	-	883,096
Held-to-maturity investments	16,013	-	16,013	-	14,618	-	30,631
Property and equipment and intangible assets and goodwill	-	-	-	-	297,591	-	297,591
Investment property	-	-	-	-	85,717	-	85,717
Other assets	237	-	237	62	74,567	59	74,925
<b>Total assets</b>	<b>1,460,056</b>	<b>4,889,287</b>	<b>6,349,343</b>	<b>864,964</b>	<b>4,416,832</b>	<b>926,828</b>	<b>12,557,967</b>
Liabilities							
Amounts due to other banks	36,907	-	36,907	1,379	319	30,349	68,954
Amounts due to customers	5,445,640	66,769	5,512,409	858,459	2,658,656	157,063	9,186,587
Other borrowed funds	54,798	722,833	777,631	955	46,548	737,316	1,562,450
Financial liabilities at fair value through profit or loss	-	-	-	-	-	-	-
Provisions	-	-	-	-	34,186	-	34,186
Deferred tax liability	-	-	-	-	8,928	-	8,928
Other liabilities and current income tax liability	4,415	-	4,415	1,267	83,883	75	89,640
<b>Total liabilities</b>	<b>5,541,760</b>	<b>789,602</b>	<b>6,331,362</b>	<b>862,060</b>	<b>2,832,520</b>	<b>924,803</b>	<b>10,950,745</b>
Net FX position	(4,081,704)	4,099,685	17,981	2,904	1,584,312	2,025	1,607,222
At 31 December 2008							
Total assets	1,515,631	4,673,865	6,189,496	853,248	4,770,160	998,196	12,811,100
Total liabilities	5,418,268	775,233	6,193,501	852,039	3,278,149	980,153	11,303,842
Net FX position	(3,902,637)	3,898,632	(4,005)	1,209	1,492,011	18,043	1,507,258

Bank	EUR						
	EUR	currency clause	Total EUR	USD	HRK	Other currencies	Total
At 31 December 2009							
Assets							
Cash and balances with the Croatian National Bank	45,454	-	45,454	194,665	1,166,765	21,451	1,428,335
Amounts due from other banks	668,758	-	668,758	619,331	-	89,927	1,378,016
Financial assets at fair value through profit or loss	-	-	-	-	8,937	-	8,937
Amounts due from customers	541,160	4,707,942	5,249,102	41,755	2,267,141	815,391	8,373,389
Financial assets available for sale	188,434	181,345	369,779	9,151	504,164	-	883,094
Held-to-maturity investments	16,013	-	16,013	-	14,618	-	30,631
Investments in subsidiaries	-	-	-	-	79,882	-	79,882
Property and equipment and intangible assets and goodwill	-	-	-	-	287,086	-	287,086
Other assets	237	-	237	62	75,295	59	75,653
<b>Total assets</b>	<b>1,460,056</b>	<b>4,889,287</b>	<b>6,349,343</b>	<b>864,964</b>	<b>4,403,888</b>	<b>926,828</b>	<b>12,545,023</b>
Liabilities							
Amounts due to other banks	36,907	-	36,907	1,379	319	30,349	68,954
Amounts due to customers	5,445,640	66,769	5,512,409	858,459	2,659,205	157,063	9,187,136
Other borrowed funds	54,798	722,833	777,631	955	46,548	737,316	1,562,450
Financial liabilities at fair value through profit or loss	-	-	-	-	-	-	-
Provisions	-	-	-	-	34,186	-	34,186
Deferred tax liability	-	-	-	-	7,092	-	7,092
Other liabilities and current income tax liability	4,415	-	4,415	1,267	82,241	75	87,998
<b>Total liabilities</b>	<b>5,541,760</b>	<b>789,602</b>	<b>6,331,362</b>	<b>862,060</b>	<b>2,829,591</b>	<b>924,803</b>	<b>10,947,816</b>
Net FX position	(4,081,704)	4,099,685	17,981	2,904	1,574,297	2,025	1,597,207
At 31 December 2008							
Total assets	1,515,625	4,673,865	6,189,490	853,248	4,754,205	998,196	12,795,139
Total liabilities	5,418,273	775,233	6,193,506	852,039	3,272,907	980,153	11,298,605
Net FX position	(3,902,648)	3,898,632	(4,016)	1,209	1,481,298	18,043	1,496,534

## 34. INTEREST RATE RISK

### *Interest rate sensitivity of assets and liabilities*

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates. The length of time for which the rate of interest is fixed on a financial instrument, indicates to what extent it is exposed to interest rate risk. The table below provides information on the extent of the Group's and of the Bank's interest rate exposure based either on the contractual maturity date of its financial instruments or, in the case of instruments that reprice to a market rate of interest before maturity, the next reprising date. It is the policy both of the Group and of the Bank to manage the exposure to fluctuations in net interest income arising from changes in interest rates by the degree of reprising mismatch in the statement of financial position.

Those assets and liabilities that do not have contractual maturity date or are not interest bearing are grouped in the 'Non-interest-bearing' category. Earnings will also be affected by the currency of the assets and liabilities. The Group and the Bank have a significant proportion of interest earning assets and interest-bearing liabilities denominated in or linked to foreign currency. A significant portion of loans and receivables from customers presented as at fixed rate relates to corporate loans where the Bank has the right to change the interest rates, but in practice has not done so to date. The Bank has calculated the impact of a 200 bp change in interest rates, in which case the economic value would change to 6.27 percent of the regulatory capital.

Group	Up to 1 month	1 do 3 months	3 months to 1 year	Over 1 year	Non-interest bearing	Total
At 31 December 2010						
<b>Assets</b>						
Cash and balances with the Croatian National Bank	819,047	-	-	-	670,430	1,489,477
Amounts due from other banks	682,444	-	-	-	297	682,741
Financial assets at fair value through profit or loss	-	-	-	-	40,794	40,794
Amounts due from customers	5,900,804	185,559	578,374	1,871,333	56,814	8,592,884
Financial assets available for sale	1,444,028	-	-	-	51,117	1,495,145
Held-to-maturity investments	818	399	-	-	16,187	17,404
Property and equipment and intangible assets and goodwill	-	-	-	-	298,440	298,440
Investment property	-	-	-	-	77,227	77,227
Other assets	-	-	-	-	69,156	69,156
<b>Total assets</b>	<b>8,847,141</b>	<b>185,958</b>	<b>578,374</b>	<b>1,871,333</b>	<b>1,280,462</b>	<b>12,763,268</b>
<b>Liabilities</b>						
Amounts due to other banks	53,810	256,960	-	-	301	311,071
Amounts due to customers	5,103,943	1,152,141	3,629,991	23,990	95,647	10,005,712
Other borrowed funds	1,164	41,059	97,889	654,464	3,823	798,399
Provisions	17,968	-	-	-	-	17,968
Deferred tax liability	-	-	-	-	40,161	40,161
Other liabilities and current corporate income tax liability	-	-	-	-	12,163	12,163
Other liabilities	-	-	-	-	91,771	91,771
<b>Total liabilities</b>	<b>5,176,885</b>	<b>1,450,160</b>	<b>3,727,880</b>	<b>678,454</b>	<b>243,866</b>	<b>11,277,245</b>
<b>On-balance-sheet interest rate gap</b>	<b>3,670,256</b>	<b>(1,264,202)</b>	<b>(3,149,506)</b>	<b>1,192,879</b>	<b>1,036,596</b>	<b>1,486,023</b>

<b>Bank</b>	<b>Up to 1 month</b>	<b>1 do 3 months</b>	<b>3 months to 1 year</b>	<b>Over 1 year</b>	<b>Non-interest bearing</b>	<b>Total</b>
At 31 December 2010						
<b>Assets</b>						
Cash and balances with the Croatian National Bank	819,047	-	-	-	670,430	1,489,477
Amounts due from other banks	682,444	-	-	-	297	682,741
Financial assets at fair value through profit or loss	-	-	-	-	40,517	40,517
Amounts due from customers	5,900,804	185,559	580,367	1,871,333	56,814	8,594,877
Financial assets available for sale	1,444,028	-	-	-	51,117	1,495,145
Held-to-maturity investments	818	399	-	-	16,187	17,404
Investments in subsidiaries	-	-	-	-	81,390	81,390
Property and equipment and intangible assets and goodwill	-	-	-	-	288,416	288,416
Other assets	-	-	-	-	68,155	68,155
<b>Total assets</b>	<b>8,847,141</b>	<b>185,958</b>	<b>580,367</b>	<b>1,871,333</b>	<b>1,273,323</b>	<b>12,758,122</b>
<b>Liabilities</b>						
Amounts due to other banks	53,810	256,960	-	-	301	311,071
Amounts due to customers	5,104,970	1,152,141	3,629,991	23,990	95,647	10,006,739
Other borrowed funds	1,164	41,059	97,889	654,464	3,823	798,399
Provisions	17,968	-	-	-	-	17,968
Deferred tax liability	-	-	-	-	40,161	40,161
Other liabilities and current income tax liability	-	-	-	-	10,437	10,437
Other liabilities	-	-	-	-	89,689	89,689
<b>Total liabilities</b>	<b>5,177,912</b>	<b>1,450,160</b>	<b>3,727,880</b>	<b>678,454</b>	<b>240,058</b>	<b>11,274,464</b>
On-balance-sheet interest rate gap	3,669,229	(1,264,202)	(3,147,513)	1,192,879	1,033,265	1,483,658

<b>Group</b>	<b>Up to 1 month</b>	<b>1 do 3 months</b>	<b>3 months to 1 year</b>	<b>Over 1 year</b>	<b>Non-interest bearing</b>	<b>Total</b>
At 31 December 2009						
<b>Assets</b>						
Cash and balances with the Croatian National Bank	836,530	-	-	-	591,805	1,428,335
Amounts due from other banks	1,376,679	-	-	-	1,337	1,378,016
Financial assets at fair value through profit or loss	-	-	-	-	9,237	9,237
Amounts due from customers	5,417,878	229,506	1,201,362	1,453,290	68,383	8,370,419
Financial assets available for sale	838,056	-	-	-	45,040	883,096
Held-to-maturity investments	3,244	9,236	2,136	-	16,015	30,631
Property and equipment and intangible assets and goodwill	-	-	-	-	297,591	297,591
Investment property	-	-	-	-	85,717	85,717
Other assets	-	-	-	-	74,925	74,925
<b>Total assets</b>	<b>8,472,387</b>	<b>238,742</b>	<b>1,203,498</b>	<b>1,453,290</b>	<b>1,190,050</b>	<b>12,557,967</b>
<b>Liabilities</b>						
Amounts due to other banks	68,941	-	-	-	13	68,954
Amounts due to customers	4,842,735	1,122,912	3,110,389	27,004	83,547	9,186,587
Other borrowed funds	1,095	48,646	85,090	1,422,903	4,716	1,562,450
Provisions	-	-	-	-	34,186	34,186
Deferred tax liability	-	-	-	-	8,928	8,928
Other liabilities and current corporate income tax liability	-	-	-	-	89,640	89,640
<b>Total liabilities</b>	<b>4,912,771</b>	<b>1,171,558</b>	<b>3,195,479</b>	<b>1,449,907</b>	<b>221,030</b>	<b>10,950,745</b>
On-balance-sheet interest rate gap	3,559,616	(932,816)	(1,991,981)	3,383	969,020	1,607,222

<b>Bank</b>	<b>Up to 1 month</b>	<b>1 do 3 months</b>	<b>3 months to 1 year</b>	<b>Over 1 year</b>	<b>Non-interest bearing</b>	<b>Total</b>
<b>At 31 December 2009</b>						
<b>Assets</b>						
Cash and balances with the Croatian National Bank	836,530	-	-	-	591,805	1,428,335
Amounts due from other banks	1,376,679	-	-	-	1,337	1,378,016
Financial assets at fair value through profit or loss	-	-	-	-	8,937	8,937
Amounts due from customers	5,418,828	229,506	1,203,362	1,453,290	68,403	8,373,389
Financial assets available for sale	838,056	-	-	-	45,040	883,096
Held-to-maturity investments	3,244	9,236	2,136	-	16,015	30,631
Investments in subsidiaries	-	-	-	-	79,882	79,882
Property and equipment and intangible assets and goodwill	-	-	-	-	287,086	287,086
Other assets	-	-	-	-	75,653	75,653
<b>Total assets</b>	<b>8,473,335</b>	<b>238,742</b>	<b>1,205,498</b>	<b>1,453,290</b>	<b>1,174,158</b>	<b>12,545,023</b>
<b>Liabilities</b>						
Amounts due to other banks	68,941	-	-	-	13	68,954
Amounts due to customers	4,843,284	1,122,912	3,110,389	27,004	83,547	9,187,136
Other borrowed funds	1,095	48,646	85,090	1,422,903	4,716	1,562,450
Provisions	-	-	-	-	34,186	34,186
Deferred tax liability	-	-	-	-	7,092	7,092
Other liabilities and current income tax liability	-	-	-	-	87,998	87,998
<b>Total liabilities</b>	<b>4,913,320</b>	<b>1,171,558</b>	<b>3,195,479</b>	<b>1,449,907</b>	<b>217,552</b>	<b>10,947,816</b>
<b>On-balance-sheet interest rate gap</b>	<b>3,560,015</b>	<b>(932,816)</b>	<b>(1,989,981)</b>	<b>3,383</b>	<b>956,606</b>	<b>1,597,207</b>

**The table below summarises the average effective interest rate at year-end for monetary financial instruments.**

	<b>Group</b>			
	<b>31.12.2010</b>	<b>Interest rate %</b>	<b>31.12.2009</b>	<b>Interest rate %</b>
Cash and balances with the Croatian National Bank	1,489,477	0.4	1,428,335	0.4
Amounts due from other banks	682,741	1.2	1,378,016	0.6
Amounts due from customers	8,592,884	7.7	8,370,419	7.8
Held-to-maturity investments	17,404	0.7	30,631	4.0
Financial assets available for sale	1,495,145	4.1	883,096	5.0
	12,277,651		12,090,497	
Amounts due to other banks	311,071	3.8	68,954	0.9
Amounts due to customers	10,005,712	3.1	9,186,587	3.8
Other borrowed funds	798,399	2.2	1,562,450	1.8
	11,115,182		10,817,991	

	<b>Bank</b>			
	<b>31.12.2010</b>	<b>Interest rate %</b>	<b>31.12.2009</b>	<b>Interest rate %</b>
Cash and balances with the Croatian National Bank	1,489,477	0.4	1,428,335	0.4
Amounts due from other banks	682,741	1.2	1,378,016	0.6
Loans and other financial assets created by the Bank	8,594,877	7.7	8,373,389	7.8
Held-to-maturity investments	17,404	0.7	30,631	4.0
Financial assets available for sale	1,495,145	4.1	883,094	5.0
	12,279,644		12,093,465	
Amounts due to other banks	311,071	3.8	68,954	0.9
Amounts due to customers	10,006,739	3.1	9,187,136	3.8
Other borrowed funds	798,399	2.2	1,562,450	1.8
	11,116,209		10,818,540	



## 35. LIQUIDITY RISK

The Group and the Bank are exposed to daily calls on their available cash resources from overnight deposits, current accounts, maturing deposits, loan drawdown's, guarantees and from margin and other calls on cash-settled derivatives. The Group and the Bank do not maintain cash resources to meet all of these needs as experience shows that a minimum level of reinvestment of maturing funds can be predicted with a high level of certainty.

The management sets limits on the minimum

proportion of maturing funds available to meet such calls and on the minimum level of interbank and other borrowing facilities that should be in place to cover withdrawals at unexpected levels of demand. The table below analyses assets and liabilities of the Group and of the Bank into relevant maturity groupings based on the remaining period from the statement of financial position date to the contractual maturity date.

Group	Up to 1 month	1 to 3 months	3 months to 1 year	1 to 3 years	Over 3 years	Unidentified	Total
At 31 December 2010							
Assets							
Cash and balances with the Croatian National Bank	889,045	153,401	430,249	3,991	12,791	-	1,489,477
Amounts due from other banks	284,431	398,310	-	-	-	-	682,741
Financial assets at fair value through profit or loss	40,794	-	-	-	-	-	40,794
Amounts due from customers	1,530,912	272,262	937,611	1,804,925	4,047,174	-	8,592,884
Financial assets available for sale	44,902	59,412	1,108,776	91,612	190,443	-	1,495,145
Held-to-maturity investments	819	399	-	-	16,186	-	17,404
Property and equipment and intangible assets and goodwill	-	-	-	-	-	298,440	298,440
Investment property	-	-	-	-	-	77,227	77,227
Other assets	45,569	-	23,587	-	-	-	69,156
<b>Total assets</b>	<b>2,836,472</b>	<b>883,784</b>	<b>2,500,223</b>	<b>1,900,528</b>	<b>4,266,594</b>	<b>375,667</b>	<b>12,763,268</b>
Liabilities							
Amounts due to other banks	54,111	256,960	-	-	-	-	311,071
Amounts due to customers	3,893,094	1,571,325	4,407,146	40,883	93,264	-	10,005,712
Other borrowed funds	4,987	41,059	97,889	206,084	448,380	-	798,399
Financial liabilities at fair value through profit or loss	17,968	-	-	-	-	-	17,968
Provisions	-	-	-	-	-	40,161	40,161
Deferred tax liability	-	-	-	-	-	12,163	12,163
Other liabilities and current income tax liability	67,108	-	20,610	-	4,053	-	91,771
<b>Total liabilities</b>	<b>4,037,268</b>	<b>1,869,344</b>	<b>4,525,645</b>	<b>246,967</b>	<b>545,697</b>	<b>52,324</b>	<b>11,277,245</b>
<b>Net liquidity gap</b>	<b>(1,200,796)</b>	<b>(985,560)</b>	<b>(2,025,422)</b>	<b>1,653,561</b>	<b>3,720,897</b>	<b>323,343</b>	<b>1,486,023</b>
At 31 December 2009							
Total assets	3,402,378	565,623	2,299,598	1,965,796	3,941,264	383,308	12,557,967
Total liabilities	3,930,521	1,705,941	3,717,499	952,681	600,989	43,114	10,950,745
<b>Net liquidity gap</b>	<b>(528,143)</b>	<b>(1,140,318)</b>	<b>(1,417,901)</b>	<b>1,013,115</b>	<b>3,340,275</b>	<b>340,194</b>	<b>1,607,222</b>

<b>Bank</b>	<b>Up to 1 month</b>	<b>1 to 3 months</b>	<b>3 months to 1 year</b>	<b>1 to 3 years</b>	<b>Over 3 years</b>	<b>Unidentified</b>	<b>Total</b>
<b>At 31 December 2010</b>							
<b>Assets</b>							
Cash and balances with the Croatian National Bank	889,045	153,401	430,249	3,991	12,791	-	1,489,477
Amounts due from other banks	284,431	398,310	-	-	-	-	682,741
Financial assets at fair value through profit or loss	40,517	-	-	-	-	-	40,517
Amounts due from customers	1,530,930	272,262	939,586	1,804,925	4,047,174	-	8,594,877
Financial assets available for sale	44,902	59,412	1,108,776	91,612	190,443	-	1,495,145
Held-to-maturity investments	819	399	-	-	16,186	-	17,404
Investments in subsidiaries	-	-	-	-	-	81,390	81,390
Property and equipment and intangible assets and goodwill	-	-	-	-	-	288,416	288,416
Other assets	44,568	-	23,587	-	-	-	68,155
<b>Total assets</b>	<b>2,835,212</b>	<b>883,784</b>	<b>2,502,198</b>	<b>1,900,528</b>	<b>4,266,594</b>	<b>369,806</b>	<b>12,758,122</b>
<b>Liabilities</b>							
Amounts due to other banks	54,111	256,960	-	-	-	-	311,071
Amounts due to customers	3,894,121	1,571,325	4,407,146	40,883	93,264	-	10,006,739
Other borrowed funds	4,987	41,059	97,889	206,084	448,380	-	798,399
Financial liabilities at fair value through profit or loss	17,968	-	-	-	-	-	17,968
Provisions	-	-	-	-	-	40,161	40,161
Deferred tax liability	-	-	-	-	-	10,437	10,437
Other liabilities and current income tax liability	65,578	-	20,058	-	4,053	-	89,689
<b>Total liabilities</b>	<b>4,036,765</b>	<b>1,869,344</b>	<b>4,525,093</b>	<b>246,967</b>	<b>545,697</b>	<b>50,598</b>	<b>11,274,464</b>
<b>Net liquidity gap</b>	<b>(1,201,553)</b>	<b>(985,560)</b>	<b>(2,022,895)</b>	<b>1,653,561</b>	<b>3,720,897</b>	<b>319,208</b>	<b>1,483,658</b>
<b>At 31 December 2009</b>							
<b>Total assets</b>	<b>3,404,061</b>	<b>565,623</b>	<b>2,301,311</b>	<b>1,965,796</b>	<b>3,941,264</b>	<b>366,968</b>	<b>12,545,023</b>
<b>Total liabilities</b>	<b>3,930,208</b>	<b>1,705,941</b>	<b>3,716,719</b>	<b>952,681</b>	<b>600,989</b>	<b>41,278</b>	<b>10,947,816</b>
<b>Net liquidity gap</b>	<b>(526,147)</b>	<b>(1,140,318)</b>	<b>(1,415,408)</b>	<b>1,013,115</b>	<b>3,340,275</b>	<b>325,690</b>	<b>1,597,207</b>

<b>Group</b>	<b>Up to 1 month</b>	<b>1 to 3 months</b>	<b>3 months to 1 year</b>	<b>1 to 3 years</b>	<b>Over 3 years</b>	<b>Unidentified</b>	<b>Total</b>
<b>At 31 December 2009</b>							
<b>Assets</b>							
Cash and balances with the Croatian National Bank	838,310	179,835	392,406	4,239	13,545	-	1,428,335
Amounts due from other banks	1,292,714	58,449	-	-	26,853	-	1,378,016
Financial assets at fair value through profit or loss	-	-	9,237	-	-	-	9,237
Amounts due from customers	1,181,658	315,691	1,532,519	1,481,108	3,859,443	-	8,370,419
Financial assets available for sale	32,496	2,412	363,123	459,655	25,410	-	883,096
Held-to-maturity investments	3,247	9,236	2,135	-	16,013	-	30,631
Property and equipment and intangible assets and goodwill	-	-	-	-	-	297,591	297,591
Investment property	-	-	-	-	-	85,717	85,717
Other assets	53,953	-	178	20,794	-	-	74,925
<b>Total assets</b>	<b>3,402,378</b>	<b>565,623</b>	<b>2,299,598</b>	<b>1,965,796</b>	<b>3,941,264</b>	<b>383,308</b>	<b>12,557,967</b>
<b>Liabilities</b>							
Amounts due to other banks	68,954	-	-	-	-	-	68,954
Amounts due to customers	3,786,531	1,657,295	3,616,222	39,066	87,473	-	9,186,587
Other borrowed funds	5,811	48,646	85,090	913,615	509,288	-	1,562,450
Financial liabilities at fair value through profit or loss	-	-	-	-	-	-	-
Provisions	-	-	-	-	-	34,186	34,186
Deferred tax liability	-	-	-	-	-	8,928	8,928
Other liabilities and current income tax liability	69,225	-	16,187	-	4,228	-	89,640
<b>Total liabilities</b>	<b>3,930,521</b>	<b>1,705,941</b>	<b>3,717,499</b>	<b>952,681</b>	<b>600,989</b>	<b>43,114</b>	<b>10,950,745</b>
<b>Net liquidity gap</b>	<b>(528,143)</b>	<b>(1,140,318)</b>	<b>(1,417,901)</b>	<b>1,013,115</b>	<b>3,340,275</b>	<b>340,194</b>	<b>1,607,222</b>
<b>At 31 December 2008</b>							
<b>Total assets</b>	<b>3,592,745</b>	<b>581,654</b>	<b>1,785,003</b>	<b>2,268,432</b>	<b>4,206,380</b>	<b>376,886</b>	<b>12,811,100</b>
<b>Total liabilities</b>	<b>5,028,622</b>	<b>1,553,215</b>	<b>3,295,860</b>	<b>742,896</b>	<b>644,783</b>	<b>38,466</b>	<b>11,303,842</b>
<b>Net liquidity gap</b>	<b>(1,435,877)</b>	<b>(971,561)</b>	<b>(1,510,857)</b>	<b>1,525,536</b>	<b>3,561,597</b>	<b>338,420</b>	<b>1,507,258</b>

<b>Bank</b>	<b>Up to 1 month</b>	<b>1 to 3 months</b>	<b>3 months to 1 year</b>	<b>1 to 3 years</b>	<b>Over 3 years</b>	<b>Unidentified</b>	<b>Total</b>
<b>At 31 December 2009</b>							
<b>Assets</b>							
Cash and balances with the Croatian National Bank	838,310	179,835	392,406	4,239	13,545	-	1,428,335
Amounts due from other banks	1,292,714	58,449	-	-	26,853	-	1,378,016
Financial assets at fair value through profit or loss	-	-	8,937	-	-	-	8,937
Amounts due from customers	1,182,615	315,691	1,534,532	1,481,108	3,859,443	-	8,373,389
Financial assets available for sale	32,494	2,412	363,123	459,655	25,410	-	883,094
Held-to-maturity investments	3,247	9,236	2,135	-	16,013	-	30,631
Investments in subsidiaries	-	-	-	-	-	79,882	79,882
Property and equipment and intangible assets	-	-	-	-	-	287,086	287,086
<b>Other assets</b>	<b>54,681</b>	<b>-</b>	<b>178</b>	<b>20,794</b>	<b>-</b>	<b>-</b>	<b>75,653</b>
<b>Total assets</b>	<b>3,404,061</b>	<b>565,623</b>	<b>2,301,311</b>	<b>1,965,796</b>	<b>3,941,264</b>	<b>366,968</b>	<b>12,545,023</b>
<b>Liabilities</b>							
Amounts due to other banks	68,954	-	-	-	-	-	68,954
Amounts due to customers	3,787,080	1,657,295	3,616,222	39,066	87,473	-	9,187,136
Other borrowed funds	5,811	48,646	85,090	913,615	509,288	-	1,562,450
Financial liabilities at fair value through profit or loss	-	-	-	-	-	-	-
Provisions	-	-	-	-	-	34,186	34,186
Deferred tax liability	-	-	-	-	-	7,092	7,092
Other liabilities and current income tax liability	68,363	-	15,407	-	4,228	-	87,998
<b>Total liabilities</b>	<b>3,930,208</b>	<b>1,705,941</b>	<b>3,716,719</b>	<b>952,681</b>	<b>600,989</b>	<b>41,278</b>	<b>10,947,816</b>
<b>Net liquidity gap</b>	<b>(526,147)</b>	<b>(1,140,318)</b>	<b>(1,415,408)</b>	<b>1,013,115</b>	<b>3,340,275</b>	<b>325,690</b>	<b>1,597,207</b>
<b>At 31 December 2008</b>							
<b>Total assets</b>	<b>3,592,519</b>	<b>581,654</b>	<b>1,788,758</b>	<b>2,268,432</b>	<b>4,206,380</b>	<b>357,396</b>	<b>12,795,139</b>
<b>Total liabilities</b>	<b>5,025,336</b>	<b>1,553,215</b>	<b>3,295,860</b>	<b>742,896</b>	<b>644,783</b>	<b>36,515</b>	<b>11,298,605</b>
<b>Net liquidity gap</b>	<b>(1,432,817)</b>	<b>(971,561)</b>	<b>(1,507,102)</b>	<b>1,525,536</b>	<b>3,561,597</b>	<b>320,881</b>	<b>1,496,534</b>

The matching and controlled mismatching of the maturities and interest rates of assets and liabilities is fundamental to the management of the Bank. It is unusual for banks ever to be completely matched since business transacted is often of uncertain term and of different types. An unmatched position potentially enhances profitability, but also increases the risk of losses.

The maturities of assets and liabilities and the ability to replace, at an acceptable cost, interest-bearing liabilities as they mature, are important factors in assessing the liquidity of the Group and the Bank and its exposure to

changes in interest rates and exchange rates. Liquidity requirements to support calls under guarantees and standby letters of credit are considerably less than the amount of the commitment because the Group and the Bank does not generally expect the third party to draw funds under the agreement. The total outstanding contractual amount of commitments to extend credit does not necessarily represent future cash requirements, since many of these commitments will expire or terminate without being funded.

## 36. RELATED PARTY TRANSACTIONS

The Bank is the parent of the OTP banka Group. The Bank considers that it has an immediate related party relationship with its key shareholders and their subsidiaries; its subsidiaries and associates; the investment funds managed by one of its subsidiaries, OTP Invest; Supervisory Board members, Management Board members; close family

members of Management Board; and entities controlled, jointly controlled or significantly influenced by key management personnel and their close family members, in accordance with the definitions contained in International Accounting Standard 24 "Related Party Disclosures" (the "IAS 24").

**Outstanding balances at the year-end and relating expense and income for the year are as follows:**

	31.12.2010		31.12.2009	
	Receivables	Payables	Receivables	Payables
OTP Bank Rt. Hungary	156,499	275,573	124,574	782,187
OTP Nekretnine d.o.o.	1,284	646	3,523	625
OTP invest d.o.o.	1,011	513	1,811	839
Kratos nekretnine d.o.o.	-	1	-	20
	158,794	276,733	129,908	783,671

	31.12.2010		31.12.2009	
	Income	Expenses	Income	Expenses
OTP Bank Rt. Hungary	3,041	33,018	2,517	17,168
OTP Nekretnine d.o.o.	596	755	845	588
OTP invest d.o.o.	88	2	103	65
Kratos nekretnine d.o.o.	1	-	1	-
	3,726	33,775	3,466	17,821

Remuneration paid to key management personnel amounted to HRK 8,425 thousand and relates to short-term employee benefits (2009: HRK 6,857 thousand). Included in key management personnel are Management Board members.

Remuneration paid to Supervisory Board members amounted to HRK 910 thousand (2009: HRK 511 thousand).

## 37. FUNDS MANAGED ON BEHALF OF THIRD PARTIES

The Group manages funds on behalf of third parties placed mainly as loans between enterprises through the Group as agent. These assets are accounted for separately from those of the Group and no liability falls on the Group in connection with these transactions. The Group charges a fee for these services. At 31 December 2010, Funds managed by

the Group and the Bank as an agent on behalf of third parties amounted to HRK 120,725 thousand (2009: HRK 97,245 thousand). Additionally, assets under the management of OTP Invest, a subsidiary of the Bank, amounted to HRK 358,874 thousand (2009: HRK 243,744 thousand).

## 38. FAIR VALUES OF FINANCIAL ASSETS AND LIABILITIES

The fair value of financial instruments is the amount for which an asset could be exchanged or a liability settled, between knowledgeable willing parties in an arm's-length transaction, where available. Fair value is based on quoted market prices. However, no readily available market prices exist for

a significant portion of the Group's financial instruments. In circumstances where quoted market prices are not readily available, fair value is estimated using alternative techniques, or financial assets are measured at cost, amortised cost or indexed cost.

### ***Valuation techniques and assumptions applied for the purposes of measuring fair value***

The fair values of financial assets and financial liabilities are determined as follows.

- The fair values of financial assets and financial liabilities with standard terms and conditions and traded on active liquid markets are determined with reference to quoted market prices (includes listed redeemable notes, bills of exchange, debentures and perpetual notes).
- The fair values of other financial assets and financial liabilities (excluding derivative instruments) are determined in accordance with generally accepted pricing models based on discounted cash flow analysis using prices from observable current market transactions and dealer quotes for similar instruments.
- The fair values of derivative instruments are calculated using quoted prices. Where such prices are not available, a discounted cash flow analysis is performed using the applicable yield curve for the duration of the instruments for non-optional derivatives, and option pricing models for optional derivatives. Foreign currency forward contracts are measured using quoted forward exchange rates and yield curves derived from quoted interest rates matching maturities of the contracts. Interest rate swaps are measured at the present value of future cash flows estimated and discounted based on the applicable yield curves derived from quoted interest rates.

### ***Fair value measurements recognised in the statement of financial position***

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

- Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities;
- Level 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices); and
- Level 3 fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

	Group			Total HRK'000
	Level 1 HRK'000	Level 2 HRK'000	Level 3 HRK'000	
Financial assets at fair value through profit or loss				
Non-derivative financial assets	40,794	-	-	40,794
Available-for-sale financial assets				
Equity securities	2,820	-	3,395	6,215
Debt securities	703,305	278,184	484,801	1,466,290
Units in open-ended investment funds	22,640	-	-	22,640
<b>Total</b>	<b>769,559</b>	<b>278,184</b>	<b>488,196</b>	<b>1,535,939</b>
Financial liabilities at fair value through profit or loss				
Other derivative financial liabilities	-	-	17,968	17,968
<b>Total</b>	<b>-</b>	<b>-</b>	<b>17,968</b>	<b>17,968</b>

	Bank			Total HRK'000
	Level 1 HRK'000	Level 2 HRK'000	Level 3 HRK'000	
Financial assets at fair value through profit or loss				
Non-derivative financial assets	40,517	-	-	40,517
Available-for-sale financial assets				
Equity securities	2,820	-	3,395	6,215
Debt securities	703,305	278,184	484,801	1,466,290
Units in open-ended investment funds	22,640	-	-	22,640
<b>Total</b>	<b>769,282</b>	<b>278,184</b>	<b>488,196</b>	<b>1,535,662</b>
Financial liabilities at fair value through profit or loss				
Other derivative financial liabilities	-	-	17,968	17,968
<b>Total</b>	<b>-</b>	<b>-</b>	<b>17,968</b>	<b>17,968</b>

There were no transfers between Level 1 and 2 in the period.

### 39. ACCOUNTING ESTIMATES AND JUDGEMENTS IN APPLYING ACCOUNTING POLICIES

The Group and the Bank makes estimates and assumptions about uncertain events, including estimates and assumptions about the future. Such accounting assumptions and estimates are regularly evaluated, and are based on historical experience and other factors such as the expected flow of future events that can be rationally assumed in existing circumstances, but nevertheless necessarily represent sources of estimation uncertainty. The estimation of impairment losses in the Group's and in the Bank's credit risk portfolio represents the major source of estimation uncertainty. This and other key sources of estimation uncertainty, that have a significant risk of causing a possible material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below.

#### Impairment losses on loans and receivables

The Group and the Bank monitors the creditworthiness of its customers on an ongoing basis. In accordance with regulations, the need for impairment of the Group's on- and off-balance-sheet credit risk exposure is assessed at least quarterly. Impairment losses are made mainly against the carrying value of loans to and receivables from corporate and retail customers (summarised in note 14), and as provisions for liabilities and charges arising from off-balance-sheet risk exposure to customers, mainly in the form of undrawn lending commitments, guarantees, letters of credit and unused credit card limits (summarised in note 26). Impairment losses are also considered for credit risk exposures to banks, and for other assets not carried at fair value, where the primary risk of impairment is not credit risk.

	Notes	Group		Bank	
		2010	2009	2010	2009
Summary of impairment losses on customers					
Impairment allowance on loans to and receivables from customers	14	468,661	337,128	468,661	337,128
Provisions for off-balance-sheet exposures	26	14,393	9,204	14,393	9,204
		483,054	346,332	483,054	346,332

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

risk characteristics. These portfolios are then assessed collectively for impairment. The Group estimates impairment losses in cases where it judges that the observable data indicates the likelihood of a measurable decrease in the estimated future cash flows of the asset or portfolio of assets. Such evidence includes delinquency in payments or other

indications of financial difficulty of borrowers; and adverse changes in the economic conditions in which borrowers operate or in the value or enforceability of security, where these changes can be correlated with defaults. The Group takes into consideration the combined effect of several events when assessing impairment and uses its experienced judgement in cases where the observable data required to estimate impairment is

limited. In estimating impairment losses on items individually or collectively assessed as impaired, the Group also has regard to the ranges of specific impairment loss rates prescribed by the CNB.

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

Group and Bank	2010		2009			
	Corporate	Retail	Total	Corporate	Retail	Total
Gross value of Exposure of impaired loans	359,427	569,900	929,327	201,002	290,945	491,947
Impairment rate	24.62%	42.86%	35.80%	26.20%	62.96%	47.94%

Each additional increase of one percentage point in the impairment rate on the gross portfolio at 31 December 2010 would lead to the recognition of an additional impairment loss of HRK 9,293 thousand for the Group and the Bank.

The Group has recognised an impairment allowance calculated on a portfolio basis in accordance with the range of impairment loss rates of 0.85% to 1.20% prescribed by the CNB, to be calculated on all credit risk exposures except those carried at fair value through profit or loss and available for sale portfolio, including off-balance-sheet amounts (including undrawn lending and credit card commitments) and sovereign risk. Amounts assessed as impaired are excluded from this calculation.

The amount of impairment allowance at 31 December 2010 calculated on a portfolio basis in accordance with local regulations amounted to HRK 100,223 thousand (2009: HRK 110,477 thousand) of the relevant on- and off-balance-sheet exposure for the Group and Bank. The total of these portfolio based impairment losses amounted to 0,85% (2009: 0.85%) of eligible loans to and receivables from customers and commitments and contingencies of the Group and the Bank respectively, in both cases net of amounts

individually assessed as impaired.

At the maximum rate prescribed by the CNB, portfolio based impairment losses would be HRK 41,268 thousand (2009: HRK 45,490 thousand) higher than the amount recognised by the Group and Bank.

### Impairment of available-for-sale equity investments

The Group determines that available-for-sale equity investments are impaired when there has been a significant or prolonged decline in the fair value below its cost.

This determination of what is significant or prolonged requires judgement. In making this judgement, the Group evaluates among other factors, the nominal volatility in share price. In addition, impairment may be appropriate when there is evidence of a deterioration in the financial health of the investee, industry and sector performance, changes in technology, and operational and financing cash flows.

### Held-to-maturity investments

The Group follows the guidance of IAS 39 on classifying non-derivative financial assets with fixed or determinable payments and fixed maturity as held to maturity. This classification requires significant judgement. In making this



judgement, the Group evaluates its intention and ability to hold such investments to maturity.

### **Taxation**

The Group provides for tax liabilities in accordance with the tax laws of the Republic of Croatia. Tax returns are subject to the approval of the tax authorities who are entitled to carry out subsequent inspections of taxpayers' records.

### **Regulatory requirements**

The CNB is entitled to carry out regulatory

inspections of the Group's operations and to request changes to the carrying values of assets and liabilities, in accordance with the underlying regulations.

### **Legal actions**

In the ordinary course of business, the Group is subject to various legal actions and complaints, the outcome of which is uncertain. As of 31 December 2010, based on the advice of legal counsel, management created provisions for the related risks amounting to HRK 25,768 thousand (2009: HRK 24,982 thousand).

## 40. APPROVAL OF FINANCIAL STATEMENTS

The consolidated and unconsolidated financial statements are signed by and approved for issuing by the Management Board of OTP banka Hrvatska d.d. Zadar on 11 March 2011.



**Damir Odak**

*President of the Management Board*



**Zorislav Vidović**

*Member of the Management Board*

Pursuant to the Croatian Accounting Law,  
Croatian National Bank issued the Decision

on structure and contents of annual financial  
statement of the banks.

**The following tables present consolidated financial statements in accordance to the above mentioned decision.**

## Statements of comprehensive income

	<b>2010</b>	<b>2009</b>
	HRK '000	HRK '000
1. Interest income	730,999	742,072
2. (Interest expenses)	(376,292)	(402,507)
<b>3. Net interest income</b>	<b>354,706</b>	<b>339,565</b>
4. Commission and fee income	140,525	136,657
5. (Commission and fee expenses)	(38,893)	(37,639)
6. Net commission and fee income	101,632	99,018
7. Gain/(loss) from investments in subsidiaries, affiliated companies and joint ventures	-	-
8. Gain/(loss) from trading activities	22,992	41,463
9. Gain/(loss) from embedded derivatives	(7)	(1)
10. Gain/(loss) from financial assets not traded on active markets at fair value through profit and loss	608	930
11. Gain/(loss) from financial assets available for sale	5,328	(430)
12. Gain/(loss) from financial assets held to maturity	-	-
13. Gain/(loss) from hedging transactions	-	-
14. Income from investments in subsidiaries, affiliated companies and joint ventures	-	-
15. Income from other equity investments	166	655
16. Gain/(loss) from foreign exchange differences	22,329	1,746
17. Other income	13,454	12,312
18. Other expenses	(26,204)	(25,807)
19. General and administrative expenses, depreciation and amortization	(300,970)	(297,243)
20. Net income before value adjustments and provisions for losses	194,035	172,208
21. Expenses from value adjustments and provisions for losses	(99,445)	(61,203)
22. Profit/(loss) before tax	94,590	111,004
23. Income tax	(19,377)	(22,358)
24. Current year profit/(loss)	75,213	88,647
25. Earnings per share	18.29	21.56
26. Current year profit/(loss)	75,213	88,647
27. Distributable to the parent company shareholders	75,213	88,647
28. Minority participation	-	-

# Statement of financial position

Assets	2010	2009
	HRK '000	HRK '000
1. Cash and deposits with the CNB	1,453,452	1,389,658
1.1. Cash	138,867	133,563
1.2. Deposits with the CNB	1,314,585	1,256,095
2. Deposits with banking institutions	673,192	1,415,963
3. Treasury bills of Ministry of Finance and treasury bills of the CNB	278,184	186,508
4. Securities and other financial instruments held for trading	-	-
5. Securities and other financial instruments available for sale	1,193,878	685,116
6. Securities and other financial instruments held to maturity	24,016	30,629
7. Securities and other financial instruments that are not traded on active markets at fair value through profit and loss	40,517	8,937
8. Derivative financial assets	18	26
9. Loans to financial institutions	57,978	16,150
10. Loans to other clients	8,657,383	8,452,011
11. Investments in subsidiaries, affiliated companies and joint ventures	82,211	80,703
12. Repossessed assets	178	178
13. Tangible and intangible assets (minus depreciation and amortization)	198,687	199,831
14. Interests, fees and other assets	263,197	265,427
15. Special reserves for identified losses	(87,258)	(101,273)
<b>A. Total assets</b>	<b>12,835,633</b>	<b>12,629,864</b>
<b>Liabilities and equity</b>		
1. Borrowings from financial institutions	745,654	766,527
2. Deposits	10,211,971	9,167,798
2.1. Deposits on giro-accounts and current accounts	1,328,641	1,317,892
2.2. Savings deposits	1,211,028	1,064,228
2.3. Term deposits	7,672,302	6,785,678
3. Other borrowings	11,133	753,792
3.1. Short-term borrowings	-	-
3.2. Long-term borrowings	11,133	753,792
4. Derivative financial liabilities and other trading financial liabilities	17,997	59
5. Issued debt securities	-	-
6. Issued subordinated instruments	37,760	37,356
7. Issued Subordinated debt	-	-
8. Interests, fees and other liabilities	327,459	307,124
<b>B. Total liabilities</b>	<b>11,351,974</b>	<b>11,032,656</b>
1. Share capital	989,607	989,607
2. Current year gain/loss	75,213	88,647
3. Retained earnings/(loss)	156,633	267,986
4. Legal reserves	41,114	41,114
5. Statutory and other capital reserves	154,113	154,117
6. Unrealised gain/(loss) from available for sale fair value adjustment	66,979	55,736
<b>C. Total equity</b>	<b>1,483,659</b>	<b>1,597,207</b>
<b>D. Total liabilities and equity</b>	<b>12,835,633</b>	<b>12,629,864</b>
8. Total equity	1,483,659	1,597,207
9. Equity distributable to parent company shareholders	1,483,659	1,597,207
10. Minority participation	-	-

# Statement of Changes in Equity

Change in equity	Share capital	Legal statutory and other reserves	Retained earning / (losses)	Current year profit / loss	Unrealised gain/(losses) from available for sale	Total capital and reserves
					financial assets fair value adjustment	
1. Balance at 1 January 2010	989,607	195,231	267,986	88,647	55,736	1,597,207
2. Changes of Accounting policies and error corrections	-	-	-	-	-	-
3. Restated balance at 1 January 2010(1+2)	989,607	195,231	267,986	88,647	55,736	1,597,207
4. Sale of financial assets available for sale	-	-	-	-	-	-
5. Fair value changes of financial assets available for sale	-	-	-	-	14,054	14,054
6. Tax on items directly recognised or transferred from capital and reserves	-	-	-	-	(2,811)	(2,811)
7. Other gains or losses directly recognised in capital and reserves	-	-	-	-	-	-
8. Net gains/losses directly recognised in capital and reserves (4+5+6+7)	-	-	-	-	11,243	11,243
9. Current year gain/(loss) 2010.	-	-	-	75,213	-	75,213
10. Total income and expenses recognised for the current year 2009	-	-	-	75,213	11,243	86,456
11. Increase/ (decrease) in share capital	-	-	-	-	-	-
12. Buying/(sale) of treasury shares	-	-	-	-	-	-
13. Other changes	-	(4)	88,647	(88,647)	-	(4)
14. Transfer to reserves	-	-	-	-	-	-
15. Dividends paid	-	-	(200,000)	-	-	(200,000)
16. Distribution of profit (14+15)	-	-	(200,000)	-	-	(200,000)
17. Balance at 31 December 2010 (3+10+11+12+13+16)	989,607	195,227	156,633	75,213	66,979	1,483,659

Changes in equity	Share capital	Legal statutory and other reserves	Retained earning / (losses)	Current year profit / loss	Unrealised gain/(losses) from available for sale	Total capital and reserves
					financial assets fair value adjustment	
1. Balance at 1 January 2009	989,607	173,535	141,138	148,548	43,707	1,496,535
2. Changes of Accounting policies and error corrections	-	-	-	-	-	-
3. Restated balance at 1 January 2009(1+2)	989,607	173,535	141,138	148,548	43,707	1,496,535
4. Sale of financial assets available for sale	-	-	-	-	-	-
5. Fair value changes of financial assets available for sale	-	-	-	-	15,036	15,036
6. Tax on items directly recognised or transferred from capital and reserves	-	-	-	-	(3,007)	(3,007)
7. Other gains or losses directly recognised in capital and reserves	-	-	-	-	-	-
8. Net gains/losses directly recognised in capital and reserves (4+5+6+7)	-	-	-	-	-	-
9. Current year gain/(loss) 2009.	-	-	-	88,647	-	88,647
10. Total income and expenses recognised for the current year 2009	-	-	-	88,647	12,029	100,676
11. Increase/ (decrease) in share capital	-	-	-	-	-	-
12. Buying/(sale) of treasury shares	-	-	-	-	-	-
13. Other changes	-	(4)	126,848	-	-	126,844
14. Transfer to reserves	-	21,700	-	(148,548)	-	(126,848)
15. Dividends paid	-	-	-	-	-	-
16. Distribution of profit (14+15)	-	21,700	-	(148,548)	-	(126,848)
17. Balance at 31 December 2009 (3+10+11+12+13+16)	989,607	195,231	267,986	88,647	55,736	1,597,207

# Cash flow statement

	<b>2010</b>	<b>2009</b>
	HRK '000	HRK '000
<b>Operating activities</b>		
1.1. Gain/(loss) before tax	94,590	111,004
1.2. Value adjustments and provisions for losses	(14,015)	(3,597)
1.3. Depreciation and amortization	36,038	30,936
1.4. Net unrealised (gain)/loss from financial assets and liabilities at fair value through profit and loss	-	-
1.5. Gain/(loss) from tangible assets sale	5,283	11,536
<b>1. Operating cash flow before operating assets movements</b>	<b>121,896</b>	<b>149,879</b>
2.1. Deposits with CNB	(58,490)	(71,009)
2.2. Treasury bills of Ministry of Finance and treasury bills of CNB	(91,676)	97,822
2.3. Deposits with banking institutions and loans to financial institutions	742,771	261,510
2.4. Loans to other clients	(247,200)	147,524
2.5. Securities and other financial instruments held for trading	31,572	482
2.6. Securities and other financial instruments available for sale	(497,520)	(176,195)
2.7. Securities and other financial instruments that are not traded on active markets at fair value through profit and loss	-	-
2.8. Other operating assets	3,189	(44,025)
<b>2. Net (increase)/decrease in operating assets</b>	<b>(180,498)</b>	<b>(215,152)</b>
<b>Increase/(decrease) in operating liabilities</b>		
3.1. Demand deposits	10,749	(311,067)
3.2. Savings and term deposits	1,033,424	263,171
3.3. Derivative financial liabilities and other trading liabilities	17,937	(162)
3.4. Other liabilities	20,335	(268)
<b>3. Net increase/(decrease) in operating liabilities</b>	<b>1,082,445</b>	<b>(48,236)</b>
<b>4. Net cash flow from operating activities before profit tax paying</b>	<b>1,023,843</b>	<b>316,705</b>
5. Paid profit tax	(20,335)	(47,839)
<b>6. Net inflows/(outflows) of cash from operating activities</b>	<b>1,003,508</b>	<b>268,866</b>
<b>Investing activities</b>		
7.1. Receipts from sale/(payments for purchasing) tangible and intangible assets	(40,177)	(41,075)
7.2. Receipts from sale /(payments for buying) investments in subsidiaries, affiliated companies and joint ventures	(1,508)	(2,640)
7.3. Receipts from collection/(payments for buying) securities and other financial instruments held to maturity	6,613	40,600
<b>7. Net cash flow from investing activities</b>	<b>35,072</b>	<b>3,115</b>
<b>Financial activities</b>		
8.1. Net increase/(decrease) in borrowings	(763,532)	(270,880)
8.2. Net increase/(decrease) in issued debt securities	-	-
8.3. Net increase/(decrease) in subordinated and Subordinated debt	(400)	(93)
8.4. Receipts from issued share capital	-	-
8.5. (Dividends paid)	(200,000)	-
8.6. Other receipts/(payments) from financial activities	-	-
<b>8. Net cash flow from financial activities</b>	<b>(963,132)</b>	<b>(270,793)</b>
<b>9. Net increase/(decrease) in cash and cash equivalents</b>	<b>5,304</b>	<b>(5,222)</b>
10. Cash and cash equivalents at the beginning of the year	1,785,411	1,780,189
<b>11. Cash and cash equivalents at the end of the year</b>	<b>1,790,715</b>	<b>1,785,411</b>

As data in financial statements prepared in accordance with the Croatian National Bank ("CNB") decision are classified differently from those in financial statements prepared

according to the statutory accounting requirements for banks in Croatia the following tables present comparatives.

## Comparative statements of comprehensive income for 2010 and 2009

	HRK '000					
	<b>Croatian National Bank decision 2010</b>	<b>Accounting Requirements for banks in Croatia for 2010</b>	<b>Difference 2010</b>	<b>Croatian National Bank decision 2009</b>	<b>Accounting Requirements for banks in Croatia for 2009</b>	<b>Difference 2009</b>
1. Interest income	730,999	729,780	1,219	742,072	742,315	(243)
2. (Interest expenses)	(376,292)	(352,329)	(23,963)	(402,507)	(380,893)	(21,614)
3. Net interest income	354,706	377,451	(22,746)	339,565	361,422	(21,857)
4. Commission and fee income	140,525	140,523	2	136,657	136,679	(22)
5. (Commission and fee expenses)	(38,893)	(38,895)	2	(37,639)	(37,640)	1
6. Net commission and fee income	101,632	101,628	4	99,018	99,039	(21)
7. Gain/(loss) from investments in subsidiaries, affiliated companies and joint ventures	-	-	-	-	-	-
8. Gain/(loss) from trading activities	22,992	22,992	-	41,463	41,463	-
9. Gain/(loss) from embedded derivatives	(7)	-	(7)	(1)	-	(1)
10. Gain/(loss) from financial assets not traded on active markets at fair value through profit and loss	608	-	608	930	-	930
11. Gain/(loss) from financial assets available for sale	5,328	5,328	-	(430)	(430)	-
12. Gain/(loss) from financial assets held to maturity	-	-	-	-	-	-
13. Gain/(loss) from hedging transactions	-	-	-	-	-	-
14. Income from investments in subsidiaries, affiliated companies and joint ventures	-	-	-	-	-	-
15. Income from other equity investments	166	-	166	655	-	655
16. Gain/(loss) from foreign exchange differences	22,329	20,951	1,378	1,746	1,572	174
17. Other income	13,454	14,140	(686)	12,312	13,795	(1,483)
18. Other expenses	(26,204)	-	(26,204)	(25,807)	-	(25,807)
19. General and administrative expenses, depreciation and amortization	(300,970)	(346,630)	45,660	(297,243)	(341,333)	44,090
20. Net income before value adjustments and provisions for losses	194,035	195,860	(1,825)	172,208	175,528	(3,320)
21. Expenses from value adjustments and provisions for losses	(99,445)	(101,270)	200,715	(61,203)	(64,523)	3,320
22. Profit/(loss) before tax	94,590	94,590	-	111,005	111,005	-
23. Income tax	(19,377)	(19,377)	-	(22,358)	(22,358)	-
24. Current year profit/(loss)	75,213	75,213	-	88,647	88,647	-
25. Earnings per share	18.29	18.29	-	21.56	21.56	-
26. Current year profit/(loss)	75.213	75.213	-	88,647	88,647	-

**Reconciliations between the statement of financial position items disclosed in the Annual Report and those specified by the CNB Decision relate to the following categories:**

**Reconciliation notes to the 2010 Statements of comprehensive income**

The difference in the total interest income reported CNB accounting requirements for banks in the Republic of Croatia versus the Annual Report relates to savings deposit insurance premiums, which were included in "Operating expenses" in the Annual Report as well as to the position "Net profit or loss from trading in foreign currencies, securities and translation of foreign-currency denominated assets and liabilities".

The items "Trading gains/losses", "Gains/losses on derivatives" and "Gains/losses on exchange

differences" are presented separately under the CNB bank accounting requirements, whereas in the Annual Report they have been included in "Net profit or loss from trading in foreign currencies, securities and translation of foreign-currency denominated assets and liabilities".

Items "Profit/(loss) on assets not actively traded and measured at FVTPL", "Income from other equity investments", "Other income" and "Extraordinary income" are presented separately, as provided by the CNB accounting requirements for banks, whereas in the Annual Report they are aggregated under "Other operating income".

Items "Other expenses", "Extraordinary expenses" and "General and administrative expenses and depreciation" are presented separately, as provided by the CNB accounting requirements for banks, whereas in the Annual Report they are aggregated under "Operating expenses".

# Comparatives for Statement of financial position as at 31 December 2010 and 2009

HRK '000

Assets	Croatian	Accounting	Difference	Croatian	Accounting	Difference
	National Bank decision 2010	Requirements for banks in Croatia for 2010		National Bank decision 2009	Requirements for banks in Croatia for 2009	
1. Cash and deposits with the CNB	1,453,452	1,489,477	(36,025)	1,389,658	1,428,335	(38,677)
1.1. Cash	138,867	516,238	(377,371)	133,563	434,278	(300,715)
1.2. Deposits with the CNB	1,314,585	973,239	341,346	1,256,095	994,057	262,038
2. Deposits with banking institutions	673,192	682,741	(9,549)	1,415,963	1,378,016	37,947
3. Treasury bills of Ministry of Finance and treasury bills of the CNB	278,184	-	278,184	186,508	-	186,508
4. Securities and other financial instruments held for trading	-	-	-	-	8,937	(8,937)
5. Securities and other financial instruments available for sale	1,193,878	1,495,145	(301,267)	685,116	883,094	(197,978)
6. Securities and other financial instruments held to maturity	24,016	17,404	6,612	30,629	30,631	(2)
7. Securities and other financial instruments that are not traded on active markets at fair value through profit and loss	40,517	40,517	-	8,937	-	8,937
8. Derivative financial assets	18	-	18	26	-	26
9. Loans to financial institutions	57,978	-	57,978	16,150	-	16,150
10. Loans to other clients	8,657,383	8,594,877	62,506	8,452,011	8,373,389	78,622
11. Investments in subsidiaries, affiliated companies and joint ventures	82,211	81,390	821	80,703	79,882	821
12. Repossessed assets	178	-	178	178	-	178
13. Tangible and intangible assets (minus depreciation and amortization)	198,687	288,416	(89,729)	199,831	287,086	(87,255)
14. Interests, fees and other assets	263,198	68,155	195,043	265,427	75,653	189,774
15. Specif reserves for indentified losses	(87,258)	-	(87,258)	(101,273)	-	(101,273)
<b>A. Total assets</b>	<b>12,836,633</b>	<b>12,758,122</b>	<b>77,511</b>	<b>12,629,864</b>	<b>12,545,023</b>	<b>84,841</b>

Liabilities and equity	Croatian	Accounting	Difference	Croatian	Accounting	Difference
	National Bank decision 2010	Requirements for banks in Croatia for 2010		National Bank decision 2009	Requirements for banks in Croatia for 2009	
1. Borrowings from financial institutions	745,654	798,399	(52,745)	766,527	1,562,450	(795,923)
2. Deposits	10,211,971	-	10,211,971	9,167,798	-	9,167,798
2.1. Deposits on giro-accounts and current accounts	1,328,641	-	1,328,641	1,317,892	-	1,317,892
2.2. Savings deposits	1,211,028	-	1,211,028	1,064,228	-	1,064,228
2.3. Term deposits	7,672,302	-	7,672,302	6,785,678	-	6,785,678
3. Other borrowings	11,133	-	11,133	753,782	-	753,792
3.1. Short-term borrowings	-	-	-	-	-	-
3.2. Long-term borrowings	11,133	-	11,133	753,792	-	753,792
4. Due to other banks and deposits from customers	-	311,071	(311,071)	-	68,954	(68,954)
5. Due to customers	-	10,006,739	(10,006,739)	-	9,187,136	(9,187,136)
6. Derivative financial liabilities and other trading financial liabilities	17,997	17,968	29	59	-	59
8. Issued subordinated instruments	37,760	-	37,760	37,356	-	37,356
9. Financial liabilities through fair value	-	-	-	-	-	-
10. Provisions	-	40,161	(40,161)	-	34,186	(34,186)
11. Deferred tax liabilities	-	10,437	(10,437)	-	7,092	(7,092)
12. Income tax liabilities	-	-	-	-	-	-
13. Interests, fees and other liabilities	327,459	89,689	237,771	307,124	87,998	219,126
<b>B. Total liabilities</b>	<b>11,351,974</b>	<b>11,274,464</b>	<b>77,511</b>	<b>11,032,656</b>	<b>10,947,816</b>	<b>84,841</b>
1. Share capital	989,607	822,280	167,327	989,607	822,280	167,327
Share premium	-	171,260	(171,260)	-	171,260	(171,260)
2. Current year gain/loss	75,213	-	75,213	88,647	-	88,647
3. Retained earnings/(loss)	156,633	208,166	(51,533)	267,986	332,953	(64,967)
4. Legal reserves	41,114	-	41,114	41,114	-	41,114
Statutory and other capital reserves	-	82,228	(82,228)	-	82,228	(82,228)
5. Statutory and other capital reserves	154,113	-	154,113	154,117	-	154,117
Other reserves	-	199,724	(199,724)	-	188,486	(188,486)
6. Unrealised gain/(loss) from available for sale fair value adjustment	66,979	-	66,979	55,736	-	55,736
<b>C. Total equity</b>	<b>1,483,659</b>	<b>1,483,658</b>	<b>-</b>	<b>1,597,207</b>	<b>1,597,207</b>	<b>-</b>
<b>D. Total liabilities and equity</b>	<b>12,835,633</b>	<b>12,758,122</b>	<b>77,511</b>	<b>12,629,864</b>	<b>12,545,023</b>	<b>84,841</b>



**Reconciliations between the statement of financial position items disclosed in the Annual Report and those specified by the CNB Decision relate to the following categories:**

**Reconciliation notes to the 2010 Statement of financial position**

**ASSETS**

Items "Cash and deposits with the CNB" and "Deposits and receivables from banking institutions" are presented separately, as provided by the CNB accounting requirements for banks, whereas in the Annual Report they are captured under "Loans and receivables from other banks", "Mandatory reserve with the CNB" and "Loans to other banks".

The Treasury Bills of the Ministry of Finance and of the Croatian National Bank are presented separately, in accordance with the CNB accounting requirements for banks in the Republic of Croatia, whereas in the Annual Report, they are reported under "Financial assets available for sale". Securities and other financial instruments not actively traded and carried at FVTPL are presented separately under the CNB accounting requirements for banks, whereas in the Annual Report they are included in "Financial assets at fair value through profit or loss".

Foreclosed assets are presented separately, in accordance with the CNB accounting requirements for banks in the Republic of Croatia, whereas in the Annual Report they are included in "Other assets".

Accrued interest and fees due and not yet

due as well as intangible assets are presented under the CNB accounting requirements for banks in the Republic of Croatia within "Interest, fees and other assets", whereas in the Annual Report they are presented separately, i.e. the interest and fees are presented together with the principal due and not yet due and the related securities.

**LIABILITIES AND EQUITY**

In accordance with the CNB accounting requirements for banks in the Republic of Croatia, short-term and long-term loans from financial institutions, other short-term and long-term loans and issued subordinated debt instruments are items to be presented separately, whereas in the Annual Report they are included under "Other borrowed funds".

Under the CNB accounting requirements for banks in the Republic of Croatia, balances on current and giro accounts, savings and term deposits are presented separately, whereas in the Annual Report they are included in "Amounts due to other banks" and "Amounts due to customers".

In accordance with the CNB accounting requirements for banks in the Republic of Croatia, provisions, deferred tax liabilities and current income tax are included in "Interest, fees and other liabilities", whereas they are presented separately in the Annual Report. Accrued interest and fees due and not yet due are presented in the Annual Report under the related principal due and not yet due, whereas under the CNB accounting requirements for banks in the Republic of Croatia they are included in "Interest, fees and other liabilities".





## ***Supervisory Board and Management Board***



# Supervisory Board



## Antal György Kovács

*Executive Director for South Transdanubian region in OTP Bank Rt*

**Antal György Kovács**, President of the Supervisory Board, OTP Bank Executive Director for South Transdanubian region, was born in 1953. He graduated from the Budapest Faculty of Economics in 1985, and in 1990 he started his career in finances by taking a position with K&H Bank in Nagyatád, where he was promoted to the position of a director three years later. During his employment with that bank he attended

numerous seminars in the USA, specialising in the finance field. He joined OTP Bank in 1995 as the director for Somogy county and in 1997 he was in charge of the branch offices for Somogy and Tolnu counties. He took his current position in the bank in 1998, where he is in charge of management of the regional branch offices' operations, business planning, cost management, loan granting and other tasks.



## Gábor Czíkora

*Managing Director of the IT Development Department in OTP Bank Rt*

**Gábor Czíkora**, SB Deputy President, was born in 1958. After obtaining programmer degree on Számalk university, specialized in IT technology and economics, he finds employment in Volán Elektronik as an operator. In 1980 he transferred to OTP Bank, where he started as an operator and advanced to the position of project manager. Since 1996 he was assistant to the Head of Loan

Systems IT Development Unit and became the Head of Unit in 2000. After four years on this position he became Head of IT Development Directorate, C/A and Loan Systems IT Development Department. In October 2006 he was appointed IT Development Directorate Managing Director.



## Gábor Kovács

*Head of the Marketing and Sales Department in OTP Bank Rt*

**Gábor Kovács** was born in 1973 in Pécs. He received the degree in geography and library history in 1996, but continues education and obtains Professional Master of Business Administration Training on Faculty of Economics Pécs. In 1996 he begins his career in Nationale Nederlanden, where he was in charge of life insurance segment.

He transferred to OTP Bank Pécs in 1997 and advanced within Sales and Branch Management Department. In June 2004 he moved to Budapest, where he became a part of OTP Bank START project in Marketing and Sales Division. As of October 2004 he holds the position of OTP Bank Marketing and Sales Division Head of Department.



**László Kecskés** graduated on Financial Accounting College and began his career as the Manager of Kecskés and Co accountant and tax-consultant company. After two years he transferred to the position of Chief Manager at Intertia Accountant Trustee, where he remained until 1994 when he became an

auditor in OTP Bank. In 1996 he became Deputy Head of the Banking Operation Audit Department and obtained the position of the General Director in 2001. Since April 2007 he is the Managing Director of the OTP Bank Internal Audit Directorate.

### **László Kecskés**

*Managing Director of the Internal Audit Department in OTP Bank Rt*



**Csaba Attila Faragó** was born in 1956 in Gödöllő. He graduated from the University of Agricultural Sciences and Economics in Gödöllő and received special recuation at the Ministry of Foreign Trade. From 1985 until 1998 he worked as head of maintenance, technological developer, marketing director

and financial consultant with various companies. From 1998 until 2002 he served as the CEO of the Hungarian Privatization Agency and from 2005 until 2007 as a consultant to the CEO of MKB Bank Plc. He is the independent member of the Supervisory Board.

### **Csaba Attila Faragó**

*Independent member of the Supervisory Board*



**Zsolt Szabó** graduated from the Debrecen Agricultural University in 1987 and earned a degree from Budapest Economic College, Faculty of Accountancy in 2000. Between 1995 and 2002 he worked for OTP Bank Plc. in various managerial positions in the North-Alföldi Region, his last position there

being Deputy Managing Director of Region. From 2002 he is the Director of the Corporate Market and Product Management Head Department at OTP Bank Plc. He is also member of the Supervisory Board of OTP Bank Romania and the Supervisory Board of OTP Flat Lease Ltd. Hungary.

### **Zsolt Szabó**

*Director of the Corporate Market and Product Management Head Department at OTP Bank Rt*



**Anita Szórád** graduated at Corvinus University, Budapest in 2006 with the major of financial investments analysis and risk management. She started her career at the Strategy and Finance Division of OTP Bank on the Operational Risk Management Department in 2006. After a year she joined the Capital Allocation Department dealing with group

level capital management matters, where she was in charge of all capital related issues. Since 2007 she works as main responsible person for central controlling and planning of DSK Bank and presently is a senior controlling expert at the Subsidiary Strategy and Analysis Department.

### **Anita Szórád**

*Senior controlling expert at the Subsidiary Strategy and Analysis Department*

# Management Board



## **Damir Odak**

*President of the  
Management Board of  
OTP banka Hrvatska d.d.*

**Damir Odak**, president of the Management Board of OTP banka d.d., was born in 1964 in Split. He graduated from the Faculty of Economics and started his career as a junior researcher at the Institute of Economics in Zagreb. He was the Chairman of the Management Board of Trgovačka banka (now a part of the Erste Group) from 1990 to 1997. In the period from 1997 until 2003 he was

the director of the Corporate Banking Sector and a member of the Management Board of Zagrebačka banka. In September 2003 he was appointed president of the Nova banka Management Board and he has been exercising this function since. He is in charge of the Risk Management, Legal Affairs, Human Resources, Audit, Marketing and Corporate Communications and Security.



## **Zorislav Vidović**

*Member of the  
Management Board of  
OTP banka Hrvatska d.d.*

**Zorislav Vidović**, member of the Management Board of OTP banka d.d., was born in 1964 in Šibenik. He graduated from the Faculty of Economics at the University of Zagreb in 1988. In the period from 1988 to 1990 he held a job in the Finance Section of the company Kepol Zadar. By the end of 1990, he joined Dalmatinska banka where he was assigned to the Assets and

Lending Division and in 1992, he obtained a broker license. From 1997 to 2002 he held the position of the head of the Treasury Department. He has been a member of the Management Board since 1 April 2002. He is in charge of the Treasury, Finance and Corporate Banking. He was a member of the Supervisory Boards of the Dalmatinska banka subsidiaries for a number of years.



## **Balázs Békeffy**

*Member of the  
Management Board of  
OTP banka Hrvatska d.d.*

**Balázs Békeffy**, member of the Management Board of OTP banka d.d., was born in 1977 in Budapest. He graduated from the Budapest University of Economics, and gained specialised education at professional schools in Moscow and Sweden. He started his career in a subsidiary of the Swiss-based pharmaceutical and research company Novartis Seeds, and afterwards he worked with the audit company PricewaterhouseCoopers,

as a consultant at Corporate Finance Services. He joined OTP Bank in March 2003, as a senior project manager in charge of bank acquisitions. In March 2006, he was appointed as director of the Operations Division within OTP banka Hrvatska, and since September 2006, he has been the Management Board member. He is in charge of Operations, Retail Banking and IT.

# Business Network





**OTP banka Hrvatska d.d.**

Zadar, Domovinskog rata 3

Tel: + 385 (0) 62 201 555

Fax: +385 (0) 62 201 950

Swift: OTPV HR 2X

Web: [www.otpbanka.hr](http://www.otpbanka.hr)

e-mail: [info@otpbanka.hr](mailto:info@otpbanka.hr)

**GROUP**

**OTP Invest d.o.o.**

Zagreb, Zelinska 2

Tel: + 385 (0) 62 201 092

Fax: + 385 (1) 65 28 087

Web: [www.otpinvest.hr](http://www.otpinvest.hr)

e-mail: [info@otpinvest.hr](mailto:info@otpinvest.hr)

**OTP Nekretnine d.o.o.**

Zadar, Domovinskog rata 3

Tel: + 385 (0) 62 201 666

Fax: +385 (0) 62 201 967

Web: [www.otpnekretnine.hr](http://www.otpnekretnine.hr)

e-mail: [info@otpnekretnine.hr](mailto:info@otpnekretnine.hr)

**OTP Leasing d.d.**

Zagreb, Avenue Center, Avenija Dubrovnik 16/V

Tel: + 385 (1) 66 66 700

Fax: + 385 (1) 66 66 701

Web: [www.otpleasing.hr](http://www.otpleasing.hr)

e-mail: [otpleasing@otpleasing.hr](mailto:otpleasing@otpleasing.hr)

Izdavač / Editor: OTP banka d.d.

Produkcija / Production: Modacom Plus Hand Studio

Tisak / Press: Kersch Offset d.o.o.



***otpbanka***

OTP banka Hrvatska d.d.

Zadar, Domovinskog rata 3

Tel: + 385 (0) 62 201 555

Fax: +385 (0) 62 201 950

Swift: OTPV HR 2X

Web: [www.otpbanka.hr](http://www.otpbanka.hr)

e-mail: [info@otpbanka.hr](mailto:info@otpbanka.hr)

