# AS SBM Pank 

(SBM Bank Ltd.)

Public Interim Report
II. Quarter 2005

Translation from original in Estonian

## 1 Summary Information

Report date: 30.06.2005
AS SBM Pank

Pärnu mnt 12, 10148 Tallinn
The bank is not rated by international raiting agencies.

| Total assets (EEK ths.) | 268039 |
| :--- | :---: |
| Net profit (EEK ths.) | -2979 |
| Return on equity (ROE) | $-5.92 \%$ |
| Assets utilisation (AU) | $9.49 \%$ |
| Overdue claims and loans | none |
| Loan loss provisions (EEK ths.) | 99313 |
| Net own funds (EEK ths.) | $48.70 \%$ |

"Public Interim Report II. Quarter 2005" of AS SBM Pank is available in the office of SBM Bank in Tallinn, Pärnu mnt 12 and on the bank's web page address http://www.sbmbank.ee from 22.08.2005.

## 2 Introduction

### 2.1 General Data of AS SBM Pank

Business name:
Address:
Registration code:
Register :
Date of entry:

AS SBM Pank
Pärnu mnt 12, 10148 Tallinn 10586461
Tallinn Commercial Register
14.10.1999

### 2.2 Auditor

Engagement partner: Taivo Epner
Manager: Maret Tambek
KPMG Baltics AS
Ahtri 10A, 10151 Tallinn
Registration code: 10096082

### 2.3 Report Period is 01.01-30.06.2005, Report Balance Sheet Date 30.06.2005.

Public Interim Report II. Quarter 2005 of AS SBM Pank is unaudited.
Only the credit institution data and figures are disclosed in the report.

### 2.4 Report Curreny is Estonian Kroons and Units are Thousands of Kroons.

### 2.5 Declaration of the Management Board of AS SBM Pank.

The Management Board of AS SBM Pank, after examining the information presented in the Public Interim Report, is of opinion that:

1. Public Interim Report, consisting of summary information, introduction, comments and financial statements, discloses information meeting the requirements set by the rules of "Public Interim Report".
2. The data and additional information presented in the Public Interim Report is true and complete.
3. Nothing is missing or omitted from the data and information presented in the Public Interim Report, which could influence their content or meaning.

In Tallinn, 22.08.2005


Riho Rasmann Chairman of the Management Board


Member of the Management Board


Sven Raba
Member of the Management Board


Roul Tutt
Member of the Management Board

## 3 Comments

### 3.1 Description of Group of AS SBM Pank

No other enterprise belongs to the AS SBM Pank group.

### 3.2 Major Economic Developments

AS SBM Pank has significantly intensified its economic activities compared with previous periods. The bank is in the growth phase, characterised by increase of assets and number of customers. Bank has set a goal to grow 2 times each year, and is making investments and expenses aimed primarily towards development of customer service.
Bank's assets totalled 268.0 million kroons as of 30.06 .2005 , increase compared with year-end $45 \%$. Loan portfolio increased $89 \%$ in half-a-year and comprised EEK 178.7 million, i.e. $67 \%$ of total balance sheet. EEK 72.4 million, making $27 \%$ of total assets was kept in liquid instruments as cash, in central bank and in credit and financial institutions.
Customer deposits in the bank totalled 130,1 million kroons at the end of second quarter (increase $61 \%$ compared with 31.12 .2004 ). $1 \%$ belonged to central government, $18 \%$ to financial institutions, $42 \%$ to companies and $39 \%$ to private persons. Bank's equity totalled 99.8 million kroons.
Net loss of SBM Bank for first half of 2005 totalled 2.98 million kroons. Net interest income was 4.69 million kroons, earned mainly on loans. Net fee income was EEK 1.95 million. Dealing profits accounted for 0.89 million kroons. Operating profit for first half year comprised 7.54 million kroons. Administrative expenses were EEK 9.26 million kroons in first six months.

Major economic results included successful bond issue, which is listed in the bond list of Tallinn Stock Exchange from 22 July 2005, as per decision of the TSE Listing and Surveillance Committee dd. 14.07.2005. Bank issued more bonds after the report date. On 10 August 2005, additional 1-year bonds were issued in the total amount of EEK 6.135 million, with annual interest rate of $3.6 \%$ and maturity date 10.08 .2006 . These debt certificates were sold directly and they are not listed.

### 3.3 Prudential Ratios

## Capital adequacy

(in EEK ths.)

|  |  | 30.06.2005 | 30.06.2004 |
| :---: | :---: | :---: | :---: |
| 1. | First level equity | 99313 | 99592 |
| 1.1 | Paid-in share capital | 100000 | 100000 |
| 1.2 | General banking reserve | 0 | 0 |
| 1.3 | Other reserves | 271 | 230 |
| 1.4 | Retained profit/loss of the previous years | 2555 | 1770 |
| 1.5 | Profit for the current reporting period | 0 | 0 |
| 1.9 | Treasury stock (less) | 0 | 0 |
| 1.10 | Intangible assets (less) | -534 | -301 |
| 1.11 | Loss for the current reporting period (less) | -2 979 | -2 107 |
| 2. | Second level equity | 0 | 0 |
| 3. | Total gross own funds (1+2) | 99313 | 99592 |
| 4. | Deductions from gross own funds | 0 | 0 |
| 5. | Total net own funds (3-4) | 99313 | 99592 |
| 6. | Third level equity | 0 | 0 |
| 7. | Risk weighted assets | 202067 | 107142 |
| 7.1 | I category (risk adjustment 0\%) | 23158 | 9788 |
| 7.2 | II category (risk adjustment 20\%) | 42415 | 49201 |
| 7.3 | III category (risk adjustment 50\%) | 15142 | 5166 |
| 7.4 | IV category (risk adjustment 100\%) | 186013 | 94719 |
| 8. | Risk weighted off-balance sheet commitments | 0 | 0 |
| 8.1 | Group I | 0 | 0 |
| 8.2 | Group II | 0 | 0 |
| 9. | Capital requirement for currency risk | 0 | 0 |
| 10. | Capital requirement for trading portfolio risks | 150 | 51 |
| 10.1 | Capital requirement for interest position risk | 0 | 51 |
| 10.2 | Capital requirement for share position risk | 150 | 0 |
| 10.3 | Capital requirement for trading risk | 0 | 0 |
| 10.4 | Capital requirement for option risk | 0 | 0 |
| 10.5 | Capital requirement for trading portfolio transaction risk | 0 | 0 |
| 10.6 | Capital requirement for trading portfolio credit risk | 0 | 0 |
| 11. | Capital requirement for trading portfolio credit risk open positions exceeding risk concentration limits | 0 | 0 |
| 12. | Capital adequacy (5.+6.)/(7.+8.+9.x10+10x12.5+11x12.5) | 48.70\% | 92.40\% |

## Net Currency Positions

(in EEK ths., as of 30.06 .2005 )

| Currency | Balance sheet position <br> long |  | Off-balance sheet position |  | Net position |
| :---: | :---: | :---: | :---: | :---: | ---: |
|  | long | short |  |  |  |
| Joint EEK and EUR position | 266817 | 153994 | 325294 | 348090 | 90027 |

Net position of other currencies does not exceed $1 \%$ of net equity.

## Assets and Liabilities by Remaining Maturities

(in EEK ths., as of 30.06.2005)

| Olaims, liabilities | On demand | Overdue | Up to 1 <br> month | $\mathbf{1 - 3}$ <br> months | 3-12 <br> months | 1-2 years 2-5 years | Over 5 <br> years | Total |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| 1. Claims of the bank | 81008 | 0 | 33997 | 23097 | 66161 | 24703 | 32556 | 1623 | 263145 |
| $\quad$ cash and deposits with banks | 65573 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 65573 |
| claims to clients | 6736 | 0 | 30762 | 23092 | 66150 | 24703 | 32556 | 1527 | 185526 |
| securities | 681 | 0 | 0 | 0 | 0 | 0 | 0 | 96 | 777 |
| other claims | 8018 | 0 | 3235 | 5 | 11 | 0 | 0 | 0 | 11269 |
| 2. Off-balance sheet claims | 0 | 0 | 663456 | 0 | 0 | 0 | 0 | 0 | 663456 |
| 1. Bank's liabilities | 35485 | 0 | 46659 | 7885 | 17347 | 25096 | 0 | 0 | 132472 |
| owed to banks | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| owed to clients | 331 | 0 | 46659 | 7885 | 17017 | 25096 | 0 | 0 | 130088 |
| debts evidenced by certificates | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| other liabilities | 2054 | 0 | 0 | 0 | 330 | 0 | 0 | 0 | 2384 |
| 2. Off-balance sheet liabilities | 0 | 0 | 666378 | 0 | 478 | 6000 | 0 | 0 | 672856 |

## Risk Concentration

(in EEK ths., as of 30.06.2005)

|  | Credit institution <br> number / amount | from neto own <br> funds |
| :--- | ---: | ---: |
| 1. Number of customers with high risk concentration | 5 |  |
| 2. Due from customers with high risk concentration | 74889 | $75.41 \%$ |
| 3. Due from persons connected with credit institution | 1515 | $1.53 \%$ |

### 3.4 Ratios

(01.01. -30.06.2005)

| Return on equity | ROE | $-5.92 \%$ |
| :--- | :--- | ---: |
| Equity multiplier | EM | 2.02 |
| Profit margin | PM | $-30.91 \%$ |
| Asset utilisation | AU | $9.49 \%$ |
| Net interest margin | NIM | $4.85 \%$ |
| Earnings per share | EPS | -0.30 |
| Spread | SPREAD | $3.55 \%$ |
| Yield on interest-earning assets | YIEA | $6.26 \%$ |
| Cost of interest-bearing liabilities | COL | $3.29 \%$ |

Explanations to ratios
Total income includes the income items as per the decree of the president of Eesti Pank approving the principles of compiling "Interim Report": interest income, income from fees and commissions, dealing profits, income from financial investments, other operating income, extraordinary income, income/profit from value adjustments of real estate investments, tangible and intangible fixed assets $(+)$, profit/income from value adjustments of claims and off-balance sheet commitments ( + ), income from value adjustment of long term financial investments.

| ROE | Net profit (loss) / Average equity * 100 |
| :--- | :--- |
| EM | Average assets / Average equity |
| PM | Net profit (loss) / Total income * 100 |
| AU | Total income / Average assets $* 100$ |
| NIM | Net interest income / Average interest earning assets * 100 |
| EPS | Net profit (loss) / Average number of shares |
| SPREAD | Yield on interest earning assets (YIEA) - Cost of interest bearing liabilities (COL) |
| YIEA | Interest income / Average interest earning assets * 100 |
| COL | Interest expense / Average interest bearing liabilities *100 |

### 3.5 Ratings

AS SBM Pank has no ratings by international rating agencies.

### 3.6 Legal Disputes Concerning the Activities of AS SBM Pank

There were no legal disputes relating to Bank's activities as of 30.06.2005.

## 4 Financial Statements

### 4.1 Income Statement

(in EEK ths.)

|  |  |  | . 2005 | . 2005 | . 2004 | . 21204 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Interest income | 1 | 3513 | 6055 | 2228 | 4127 |
| 1.1 | From loans |  | 3157 | 5423 | 1935 | 3595 |
| 1.2 | From deposits |  | 356 | 596 | 257 | 451 |
| 1.3 | From debt securities and other fixed income securities |  | 0 | 36 | 36 | 81 |
| 1.4 | From derivatives |  | 0 | 0 | 0 | 0 |
| 1.5 | From other |  | 0 | 0 | 0 | 0 |
| 2 | Interest expense | 2 | 1005 | 1364 | 174 | 228 |
| 2.1 | From borrowings |  | 0 | 0 | 0 | 0 |
| 2.2 | From demand deposits |  | 83 | 167 | 5 | 8 |
| 2.3 | From time and saving deposits |  | 592 | 867 | 169 | 220 |
| 2.4 | From debts evidenced by certificates |  | 330 | 330 | 0 | 0 |
| 2.5 | From accounts with equity features |  | 0 | 0 | 0 | 0 |
| 2.6 | From forward and swap contracts |  | 0 | 0 | 0 | 0 |
| 2.7 | From other |  | 0 | 0 | 0 | 0 |
| 3 | Net interest income/expense (+/-) |  | 2508 | 4691 | 2054 | 3899 |
| 4 | Net profit/loss from financial investments (+/-) |  | 0 | 0 | 0 | 0 |
| 4.1 | From shares in affiliated undertakings (+/-) |  | 0 | 0 | 0 | 0 |
| 4.1.1 | Dividend income |  | 0 | 0 | 0 | 0 |
| 4.1.2 | Income under equity method |  | 0 | 0 | 0 | 0 |
| 4.1.3 | Expense under equity method |  | 0 | 0 | 0 | 0 |
| 4.1.4 | From other (+/-) |  | 0 | 0 | 0 | 0 |
| 4.2 | From participating interests (+/-) |  | 0 | 0 | 0 | 0 |
| 4.2.1 | Dividend income |  | 0 | 0 | 0 | 0 |
| 4.2.2 | Income under equity method |  | 0 | 0 | 0 | 0 |
| 4.2.3 | Expense under equity method |  | 0 | 0 | 0 | 0 |
| 4.2.4 | From other (+/-) |  | 0 | 0 | 0 | 0 |
| 4.3 | From other shares (+/-) |  | 0 | 0 | 0 | 0 |
| 4.3.1 | Dividend income |  | 0 | 0 | 0 | 0 |
| 4.3.2 | From other (+/-) |  | 0 | 0 | 0 | 0 |
| 5 | Fees and commissions income | 3 | 1524 | 2526 | 563 | 872 |
| 6 | Fees and commissions expense | 4 | 280 | 574 | 139 | 240 |
| 7 | Dealing profits (+/-) | 5 | -202 | 893 | 590 | 840 |
| 7.1 | Profit/income |  | -95 | 1056 | 592 | 872 |
| 7.2 | Loss/expense |  | 107 | 163 | 2 | 32 |
| 8 | General administrative expenses |  | 4787 | 9262 | 4086 | 6689 |
| 8.1 | Salaries and compensations | 6 | 1775 | 3498 | 1965 | 3136 |
| 8.2 | Social taxes, unemployment insurance premium expense | 7 | 594 | 1171 | 655 | 1047 |
| 8.3 | Pensions expense |  | 0 | 0 | 0 | 0 |
| 8.4 | Other administrative expenses | 8 | 2418 | 4593 | 1466 | 2506 |
| 9 | Value adjustments (+/-) of investments in land and property, fixed and intangible assets |  | -333 | -630 | -119 | -236 |
| 9.1 | Profit/income |  | 0 | 0 | 0 | 0 |
| 9.2 | Loss/expense | 9 | 333 | 630 | 119 | 236 |
| 10 | Value adjustments of loans and advances (+/-) |  | 0 | 0 | 0 | 0 |
| 10.1 | Profit/income |  | 0 | 0 | 0 | 0 |
| 10.2 | Loss/expense |  | 0 | 0 | 0 | 0 |
|  | incl. loss/expense from value adjustments of off balance sheet liabilities |  | 0 | 0 | 0 | 0 |
| 11 | Value adjustments of financial fixed assets (+/-) |  | 0 | 0 | 0 | 0 |
| 11.1 | Income |  | 0 | 0 | 0 | 0 |
| 11.2 | Expense |  | 0 | 0 | 0 | 0 |
| 12 | Other operating income |  | 0 | 0 | 0 | 0 |


| 13 | Other operating expense | 10 |
| :--- | :--- | :--- |
| 14 | Extraordinary gains |  |
| 15 | Extraordinary losses |  |
| $\mathbf{1 6}$ | Income/loss before taxes (+/-) |  |
| 17 | Income tax expense |  |
| 18 | Profit/loss for the period (+/-) |  |


| 329 | 623 | 277 | 553 |
| ---: | ---: | ---: | ---: |
| 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 |
| -1899 | -2979 | -1414 | -2107 |
| 0 | 0 | 0 | 0 |
| -1899 | -2979 | -1414 | -2107 |

### 4.2 Balance Sheet

(in EEK ths.)

|  |  | Note | Bank |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | 30.06.2005 | 31.12.2004 |
| 1 | Cash | 11 | 705 | 908 |
| 2 | Balances with central bank | 12 | 22453 | 8894 |
| 2.1 | Demand loans |  | 22453 | 8894 |
| 2.2 | Other loans |  | 0 | 0 |
| 2.3 | Treasury bills and other bills eligible for refinancing with central banks |  | 0 | 0 |
| 3 | Loans to credit institutions | 13 | 42415 | 59137 |
| 3.1 | Demand loans |  | 42415 | 59137 |
| 3.2 | Time loans |  | 0 | 0 |
| 3.3 | Overdrafts |  | 0 | 0 |
| 3.2 | Other loans |  | 0 | 0 |
| 4 | Loans to clients | 14 | 185526 | 100142 |
| 4.A | incl. overdrafts |  | 0 | 0 |
| 4.B | incl. loans with mortgage collateral |  | 59493 | 32200 |
| 4.1 | Loans to government |  | 0 | 0 |
| 4.1.1 | Loans to central government |  | 0 | 0 |
| 4.1.2 | Loans to government social security funds |  | 0 | 0 |
| 4.1.3 | Loans to other non-budget funds |  | 0 | 0 |
| 4.1.4 | Loans to local governments |  | 0 | 0 |
| 4.2 | Claims to financial institutions |  | 6817 | 5543 |
| 4.2.1 | Demand and time loans to financial institutions |  | 6817 | 5543 |
| 4.2.2 | Loans to insurance companies and pension funds |  | 0 | 0 |
| 4.2.3 | Loans to other financial institutions |  | 0 | 0 |
| 4.3 | Loans to state and local government enterprises |  | 0 | 0 |
| 4.4 | Loans to other enterprises |  | 147938 | 86403 |
| 4.5 | Loans to non-profit organisations |  | 0 | 0 |
| 4.6 | Loans to private persons |  | 30771 | 8196 |
| 5 | Allowance for uncollectible loans (minus) |  | 0 | 0 |
| 5.1 | Allowance for uncollectible loans to credit institutions |  | 0 | 0 |
| 5.2 | Allowance for uncollectible loans to clients |  | 0 | 0 |
| 5.3 | Other allowances for uncollectible loans |  | 0 | 0 |
| 6 | Securities |  | 777 | 3098 |
| 6.A | incl. repo |  | 0 | 0 |
| 6.1 | Debt securities and other fixed income securities |  | 0 | 3002 |
| 6.2 | Shares | 15 | 777 | 96 |
| 6.2.1 | Shares in affiliated undertakings |  | 0 | 0 |
| 6.2.2 | Participating interests |  | 0 | 0 |
| 6.2.3 | Other shares |  | 0 | 0 |
| 6.3 | Derivatives |  | 0 | 0 |
| 7 | Intangible assets | 16 | 534 | 162 |
| 8 | Fixed assets | 17 | 4360 | 3413 |
| 9 | Investments in land and property |  | 0 | 0 |
| 10 | Other assets | 18 | 2688 | 28 |
| 10.A | incl. items in transmission |  | 0 | 0 |
| 11 | Accrued revenue and prepaid expenses | 19 | 8581 | 8773 |
| 11.A | incl. interest receivable |  | 563 | 475 |
|  | Total assets |  | 268039 | 184555 |


| 1 | Amounts owed to central bank |  | 0 | 0 |
| :---: | :---: | :---: | :---: | :---: |
| 2 | Amounts owed to credit institutions |  | 0 | 0 |
| 2.1 | Demand deposits |  | 0 | 0 |
| 2.2 | Time deposits |  | 0 | 0 |
| 2.3 | Overdrafts |  | 0 | 0 |
| 2.4 | Other borrowings |  | 0 | 0 |
| 3 | Amounts owed to customers | 20 | 130088 | 80871 |
| 3.1 | Amounts owed to government |  | 125 | 0 |
| 3.1.1 | Central government |  | 125 | 0 |
| 3.1.1.1 | Demand deposits |  | 125 | 0 |
| 3.1.1.2 | Time and saving deposits |  | 0 | 0 |
| 3.1.1.3 | Other amounts owed to government |  | 0 | 0 |
| 3.1.2 | Government social security funds |  | 0 | 0 |
| 3.1.2.1 | Demand deposits |  | 0 | 0 |
| 3.1.2.2 | Time and saving deposits |  | 0 | 0 |
| 3.1.2.3 | Other amounts owed to security funds |  | 0 | 0 |
| 3.1.3 | Other non-budget funds |  | 0 | 0 |
| 3.1.3.1 | Demand deposits |  | 0 | 0 |
| 3.1.3.2 | Time and saving deposits |  | 0 | 0 |
| 3.1.3.3 | Other amounts owed to non-budget funds |  | 0 | 0 |
| 3.1.4 | Local governments |  | 0 | 0 |
| 3.1.4.1 | Demand deposits |  | 0 | 0 |
| 3.1.4.2 | Time and saving deposits |  | 0 | 0 |
| 3.1.4.3 | Other amounts owed to local governments |  | 0 | 0 |
| 3.2 | Amounts owed to financial institutions |  | 23569 | 23618 |
| 3.2.1 | Insurance companies and pension funds |  | 0 | 0 |
| 3.2.1.1 | Demand deposits |  | 0 | 0 |
| 3.2.1.2 | Time deposits |  | 0 | 0 |
| 3.2.1.3 | Saving deposits |  | 0 | 0 |
| 3.2.1.4 | Other amounts owed to insurance companies and pension funds |  | 0 | 0 |
| 3.2.2 | Other financial institutions |  | 23569 | 23618 |
| 3.2.2.1 | Demand deposits |  | 22 | 148 |
| 3.2.2.2 | Time deposits |  | 23547 | 23470 |
| 3.2.2.3 | Saving deposits |  | 0 | 0 |
| 3.2.2.4 | Other amounts owed to other financial institutions |  | 0 | 0 |
| 3.3 | Amounts owed to state and local government enterprises |  | 0 | 0 |
| 3.3.1 | Demand deposits |  | 0 | 0 |
| 3.3.2 | Time deposits |  | 0 | 0 |
| 3.3.3 | Saving deposits |  | 0 | 0 |
| 3.3.4 | Other amounts owed to state and local government enterprises |  | 0 | 0 |
| 3.4 | Amounts owed to other enterprises |  | 54149 | 27084 |
| 3.4.1 | Demand deposits |  | 8346 | 21629 |
| 3.4.2 | Time deposits |  | 45803 | 5455 |
| 3.4 .3 | Saving deposits |  | 0 | 0 |
| 3.4.4 | Other amounts owed to other enterprises |  | 0 | 0 |
| 3.5 | Amounts owed to non-profit organisations |  | 1106 | 156 |
| 3.5.1. | Demand deposits |  | 31 | 156 |
| 3.5.2 | Time deposits |  | 1075 | 0 |
| 3.5.3 | Saving deposits |  | 0 | 0 |
| 3.5.4 | Other amounts owed to non-profit organisations |  | 0 | 0 |
| 3.6 | Amounts owed to private persons |  | 51139 | 30013 |
| 3.6.1 | Demand deposits |  | 24908 | 25088 |
| 3.6.2 | Time deposits |  | 26231 | 4925 |
| 3.6.3 | Saving deposits |  | 0 | 0 |
| 3.6.4 | Other amounts owed to private persons |  | 0 | 0 |
| 4 | Borrowed funds from government and foreign aid |  | 0 | 0 |
| 5 | Debt certificate liabilities | 21 | 35720 | 0 |
| 5.1 | Debts evidenced by certificates |  | 35720 | 0 |
| 5.2 | Derivatives |  | 0 | 0 |
| 5.3 | Other debt certificate liabilities |  | 0 | 0 |
| 6 | Other liabilities | 22 | 620 | 0 |


| 6.A | incl. items in transmission |  | 620 | 0 |
| :---: | :---: | :---: | :---: | :---: |
| 7 | Accrued expenses and deferred income | 23 | 1764 | 858 |
| 7.A | incl. interest payable |  | 571 | 122 |
| 8 | Provisions for liabilities and charges |  | 0 | 0 |
| 8.1 | Short term provisions for liabilities and charges |  | 0 | 0 |
| 8.2 | Long term provisions for pension liabilities |  | 0 | 0 |
| 8.3 | Other provisions for liabilities and charges |  | 0 | 0 |
| 9 | Subordinated liabilities |  | 0 | 0 |
| 10 | Total liabilities |  | 168192 | 81729 |
| 11 | Subscribed capital |  | 100000 | 100000 |
| 12 | Share premium account |  | 0 | 0 |
| 13 | General banking reserve |  | 0 | 0 |
| 14 | Revaluation reserve |  | 0 | 0 |
| 15 | Other reserves |  | 271 | 230 |
| 16 | Retained earnings |  | 2555 | 1771 |
| 17 | Profit/(-)loss for the year |  | -2979 | 825 |
| 18 | Treasury stock |  | 0 | 0 |
| 19 | Total equity |  | 99847 | 102826 |
|  | Total liabilities and equity |  | 268039 | 184555 |

### 4.3 Off-Balance Sheet Claims and Liabilities

(in EEK ths., as of 30.06.2005)

|  | Receivables | Commit- <br> ments |
| :--- | ---: | ---: | ---: |
| Irrevocable transactions | $\mathbf{0}$ | $\mathbf{1 2 ~ 0 8 8}$ |
| Credit lines and overdraft limits (unused portion) | 0 | 12088 |
| Derivatives | $\mathbf{6 6 3 4 5 6}$ | $\mathbf{6 6 0 7 6 8}$ |
| Currency-related derivatives | 663456 | 660768 |

### 4.4 Statement of Changes in Equity

(in EEK ths.)
01.01.2005-30.06.2005

## Share Capital

Balance at beginning of period 100000
Balance at end of period

Other reserves
Balance at beginning of period 271
Statutory legal reserve 0
Balance at end of period 271

## Retained earnings

Balance at beginning of period 2596
Appropriations to reserves -41
Profit / loss for the financial year -2979
Balance at end of period -424
Total shareholders equity:
at the beginning of period 102999
at the end of period 99847

Share capital is divided into 10000000 common shares with nominal value of 10 Estonian kroons each, and has been paid-in in cash.
According to the articles of association, the minimum share capital of the Bank is 100000000
Estonian kroons and maximum share capital is 400000000 Estonian kroons.

### 4.5 Statement of Cash Flows

## (in EEK ths.)

|  | $\begin{array}{r} \text { 01.01.2005- } \\ \text { 30.06.2005 } \end{array}$ | $\begin{array}{r} \text { 01.01.2004- } \\ 30.06 .2004 \end{array}$ |
| :---: | :---: | :---: |
| Cash flows from operating activities | -13757 | 7656 |
| interests received | 6055 | 4127 |
| interests paid | -1364 | -228 |
| fees and commissions received | 2526 | 872 |
| fees and commissions paid | -574 | -240 |
| administrative expenses paid | -9 262 | -6 689 |
| net trading income received | 893 | 840 |
| other operating expenses paid | -623 | -553 |
| net increase(-) / decrease(+) in operating assets |  |  |
| loan portfolio | -84 110 | -20 354 |
| due from other banks | -12340 | -3 806 |
| other assets | -3 742 | 8 |
| securities | 2321 | 2555 |
| net increase / decrease in operating liabilities (+/-) |  |  |
| due to customers | 49217 | 30964 |
| debts evidenced by certificates | 35720 | 0 |
| other liabilities | 1526 | 160 |
| Cash flows from investing activities | -1949 | -84 |
| purchase of tangible fixed assets | -1464 | -36 |
| purchase of intangible fixed assets | -485 | -48 |
| Cash flows from financing activities | 0 | 0 |
| share capital paid in | 0 | 0 |
| Net increase in cash and cash equivalents | -15 706 | 7572 |
| Cash and cash equivalents at the beginning of the year | 60244 | 43709 |
| Cash and cash equivalents at the end of II. quarter | 44538 | 51281 |

[^0]1. Bank did not pay income tax in 2005.
2. Bank did not have assets acquired under capital lease during year 2005.
3. Bank did not pay for any investments with Estonian Privatisation Vouchers (EVP) nor with nonmonetary payment during year 2005.
4. Bank did not receive non-monetary dividends, in other assets, during year 2005.

### 4.6 Notes to the Financial Statements

(in EEK ths.)
01.01.-30.06.05

## Note 1: Interest Income

| Interest income from loans | 5423 | 3595 |
| :--- | ---: | ---: |
| Interest income from demand deposits | 596 | 54 |
| Interest income from time deposits | 36 | 397 |
| Interest income from debt securities | 0 | 81 |

$\begin{array}{lll}\text { Total interest income } & \mathbf{6 0 5 5} & \mathbf{4 1 2 7}\end{array}$

## Note 2: Interest Expense

| Interest expense on demand deposits | 167 | 8 |
| :--- | ---: | ---: |
| Interest expense on time deposits | 867 | 220 |
| Interest expense on debts evidenced by certificates | 330 | 0 |
| Total interest expense | $\mathbf{1 3 6 4}$ | $\mathbf{2 2 8}$ |

## Note 3: Fees and Commissions Income

| Loan arrangements and guarantees | 1631 | 404 |
| :--- | ---: | ---: |
| Bank transaction fees | 106 | 99 |
| Security transaction fees | 609 | 227 |
| Account opening and maintenance fees | 160 | 139 |
| Other fees and commissions income | 20 | 3 |
| Total fees and commissions income | $\mathbf{2 5 2 6}$ | $\mathbf{8 7 2}$ |

## Note 4: Fees and Commissions Expense

Security transactions expenses $\quad 355$
Bank transaction expenses 78
$\begin{array}{ll}\text { S.W.I.F.T. expenses } & 126\end{array}$
Other fees and commissions expense 15
Total fees and commissions expense 574

Note 5: Net Trading Income
Income from foreign exchange 413
Income from shares and debt securities in trading portfolio 480
$\begin{array}{ll}\text { Total net trading income } & 893\end{array}$
840

Note 6: Salary Expense

| Salaries | 3493 | 2464 |
| :--- | ---: | ---: |
| Supervisory Board fees | 0 | 655 |
| Fringe benefits | 5 | 17 |
| Total salary expense | $\mathbf{3 4 9 8}$ | $\mathbf{3 1 3 6}$ |

## Note 7: Social Insurance Tax Expense

$\begin{array}{lll}\text { Social taxes from salaries } & 1169 & 825\end{array}$
Social taxes from Supervisory Board fees $\quad 0 \quad 216$
Social taxes from fringe benefits 2
Total social insurance tax expense 1171
1047

## Note 8: Other Administrative Expenses

| Rent of premises | 1406 | 760 |
| :--- | ---: | ---: |
| IT expenses | 719 | 674 |
| Post and telecommunication expenses | 170 | 163 |
| Professional services purchased | 904 | 425 |
| Office expenses | 135 | 63 |
| Training and business trip expenses | 88 | 104 |
| Advertising expenses | 783 | 0 |
| Transportation expenses | 359 | 228 |
| Other expenses | 29 | 89 |
| Total other administrative expenses | $\mathbf{4 5 9 3}$ | $\mathbf{2 5 0 6}$ |
|  |  |  |
| Note 9: Value Adjustments of Fixed and Intangible Assets |  |  |
| Depreciation of fixed assets | 517 | 25 |
| Amortisation of intangible assets | 113 | 211 |
| Total value adjustments of fixed and intangible assets | $\mathbf{6 3 0}$ | $\mathbf{2 3 6}$ |
|  |  |  |
| Note 10: Other Operating Expenses | 100 | 47 |
| Guarantee Fund payments | 417 | 407 |
| Financial Inspection fees | 83 | 76 |
| Tallinn Stock Exchange fees | 23 | $\mathbf{2 3}$ |
| Other operating expenses | $\mathbf{6 2 3}$ | $\mathbf{5 5 3}$ |
| Total other operating expenses | $\mathbf{3 0 . 0 6 . 2 0 0 5}$ | $\mathbf{3 1 . 1 2 . 2 0 0 4}$ |
|  |  | 524 |
| Note 11: Cash | 181 | $\mathbf{7 0 5}$ |
| Cash in Estonian kroons |  | $\mathbf{5 6 4}$ |
| Cash in foreign currency | $\mathbf{3 4 4}$ |  |
| Total cash | $\mathbf{9 0 8}$ |  |

## Note 12: Balances with Central Bank

| Mandatory reserve | 21035 | 8695 |
| :--- | ---: | ---: |
| Surplus of the reserve with the central bank | 1418 | 199 |

$\begin{array}{lll}\text { Total balances with the central bank } & \mathbf{2 2 4 5 3} 894\end{array}$

Note 13: Due from Other Credit Institutions

| Correspondent accounts | 42415 | 517 |
| :--- | ---: | ---: |
| Overnight deposits | 0 | 58620 |
| Total due from other credit institutions | $\mathbf{4 2} \mathbf{4 1 5}$ | $\mathbf{5 9 1 3 7}$ |

Claims by country

| Estonia | 41843 | 58795 |
| :--- | ---: | ---: |
| OECD countries | 572 | 342 |
| Total claims by country | $\mathbf{4 2} \mathbf{4 1 5}$ | $\mathbf{5 9 1 3 7}$ |

Note 14: Due from Customers of Credit Institution

Due by customer types

| Due from financial institutions | 6817 | 5543 |
| :--- | ---: | ---: |
| Loans to private companies | 147938 | 86403 |
| Loans to private persons | 30771 | 8196 |
| Total due by customer types | $\mathbf{1 8 5} \mathbf{5 2 6}$ | $\mathbf{1 0 0} \mathbf{1 4 2}$ |

Due by remaining maturity

| On demand | 6736 | 5462 |
| :--- | ---: | ---: |
| Up to 3 months | 53854 | 39891 |
| 3 to 12 months | 66150 | 22446 |
| 1 to 2 years | 24703 | 4335 |
| 2 to 5 years | 32556 | 27542 |
| over 5 years | 1527 | 466 |
| Total due by remaining maturity | $\mathbf{1 8 5 5 2 6}$ | $\mathbf{1 0 0} \mathbf{1 4 2}$ |

Due by country

| Estonia | 154365 | 90298 |
| :--- | ---: | ---: |
| OECD countries | 31161 | 9844 |
| Total due by country | $\mathbf{1 8 5} 526$ | $\mathbf{1 0 0} \mathbf{1 4 2}$ |

## Note 15: Shares

| shares in trading portfolio | 681 | 0 |
| :--- | ---: | ---: |
| -quoted on stock exchange | 681 | 0 |
| shares in investment portfolio | 96 | 96 |
| -quoted on stock exchange | 0 | 0 |
| Total shares | $\mathbf{7 7 7}$ | $\mathbf{9 6}$ |
|  |  |  |
| Shares by country | 96 | 96 |
| Estonia | 681 | 0 |
| OECD countries | $\mathbf{7 7 7}$ | $\mathbf{9 6}$ |

Note 16: Intangible Assets

| Software | 2636 | 2151 |
| :--- | ---: | ---: |
| Accumulated depreciation | -2102 | -1989 |
| Total intangible assets | $\mathbf{5 3 4}$ | $\mathbf{1 6 2}$ |

Note 17: Fixed Assets

| Capitalised expenses | 2781 | 1923 |
| :--- | ---: | ---: |
| Prepayments | 0 | 259 |
| Computers | 933 | 863 |
| Furniture | 1048 | 872 |
| Other fixed assets | 1703 | 1085 |
| Accumulated depreciation | -2105 | -1589 |
| Total fixed assets | $\mathbf{4 3 6 0}$ | $\mathbf{3 4 1 3}$ |

## Note 18: Other Assets

Revaluation of foreign currency derivatives $\quad 2688 \quad 28$
$\begin{array}{ll}\text { Total other assets } & 2688 \\ 28\end{array}$

Note 19: Accruals and Prepaid Expenses

| Interests receivable | 563 | 475 |
| :--- | ---: | ---: |
| Fees and commissions receivable | 70 | 166 |
| Prepaid expenses | 3433 | 3813 |
| Debtors | 3880 | 4318 |
| Other accrued revenue | 635 | 1 |
| Total accruals and prepaid expenses | $\mathbf{8 5 8 1}$ | $\mathbf{8 7 7 3}$ |

Note 20: Due to Customers

| Demand deposits | 33432 | 47021 |
| :---: | :---: | :---: |
| Time deposits | 96656 | 33850 |
| Total due to customers | 130088 | 80871 |
| Demand deposits by customer groups |  |  |
| Government | 125 | 0 |
| Financial institutions | 22 | 148 |
| Non-profit organisations | 31 | 156 |
| Companies | 8347 | 21630 |
| Private persons | 24907 | 25087 |
| Total demand deposits | 33432 | 47021 |
| Time deposits by customer groups |  |  |
| Financial institutions | 23547 | 23470 |
| Non-profit organisations | 1075 | 0 |
| Companies | 45803 | 5455 |
| Private persons | 26231 | 4925 |
| Total time deposits | 96656 | 33850 |

Note 21: Debt Certificate Liabilities
Bonds issued
35720
Total debts certificate liabilities
35720

| Securities information: | ISIN: | EE3300075605 |
| ---: | ---: | ---: |
|  | Short name of security: | SBMB047507A |
| Securities issued: | 3572 pcs. |  |
| Nominal EEK: | EEK 10000 |  |
| Total issue EEK: | EEK 35 720 000.00 |  |
|  | Date of listing (AS Tallinna Börs): | 22.07 .2005 |
| Maturity date: | 20.04 .2007 |  |
| Coupon (\%): | $4.7500 \%$ |  |

Note 22: Other liabilities
Payments in transmission $\quad 620$
Total other liabilities 620

Note 23: Accrued expenses and deferred income
Interest payable 571

122
Taxes payable
571

Payables to employees 219
Payables to suppliers 286
Other accrued expenses and deferred income $\quad 634$
Total accrued 1764

119
219
398

858

There were no overdue loan payments as of 30.06.2005.

Note 24: Geographical Concentration of Clients' Debts
(in EEK ths., as of 30.06.2005)

| Area / Type of debt | Balance sheet claims |  |  | incl. overdue or doubtful receivables | Off-balance sheet claims | By country <br> (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | loans* | securities | other <br> claims |  |  |  |
| Estonia | 218663 | 96 | 530 | 0 | 206270 | 46.50\% |
| Sweden | 0 | 196 | 0 | 0 | 0 | 0.02\% |
| Italy | 578 | 0 | 0 | 0 | 0 | 0.06\% |
| United States of America | 335 | 107 | 0 | 0 | 0 | 0.05\% |
| Finland | 233 | 378 | 0 | 0 | 0 | 0.07\% |
| Lithuania | 0 | 0 | 0 | 0 | 0 | 0.00\% |
| United Kingdom | 6142 | 0 | 0 | 0 | 457186 | 50.63\% |
| Greece | 24444 | 0 | 33 | 0 | 0 | 2.67\% |
| Germany | 0 | 0 | 0 | 0 | 0 | 0.00\% |
| Total | 250395 | 777 | 563 | 0 | 663456 | 100.00\% |

Note 25: Concentration of Clients' Debt by Economic Sector (in EEK ths., as of 30.06 .2005)

| Economic sector / type of debt | Balance sheet claims |  |  | incl. overdue and doubtful receivables | Off-balance sheet claims | By sector <br> (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | loans* | securities | other <br> claims |  |  |  |
| Finance | 71685 | 0 | 0 | 0 | 470414 | 59.23\% |
| Retail and wholesale | 30075 | 0 | 154 | 0 | 180092 | 22.98\% |
| Real estate development | 102383 | 203 | 327 | 0 | 0 | 11.24\% |
| IT | 0 | 0 | 0 | 0 | 0 | 0.00\% |
| Private persons | 30772 | 0 | 33 | 0 | 0 | 3.37\% |
| Construction | 0 | 0 | 0 | 0 | 0 | 0.00\% |
| Industry | 13630 | 574 | 39 | 0 | 0 | 1.56\% |
| Transport and logistics | 0 | 0 | 0 | 0 | 12950 | 1.42\% |
| State | 0 | 0 | 0 | 0 | 0 | 0.00\% |
| Other service | 280 | 0 | 1 | 0 | 0 | 0.03\% |
| Hotels, restaurants | 1300 | 0 | 8 | 0 | 0 | 0.14\% |
| Healthcare | 270 | 0 | 1 | 0 | 0 | 0.03\% |
| Telecommunication | 0 | 0 | 0 | 0 | 0 | 0.00\% |
| Enery, gas and water supply | 0 | 0 | 0 | 0 | 0 | 0.00\% |
| Total | 250395 | 777 | 563 | 0 | 663456 | 100.00\% |

[^1]
[^0]:    * Cash and cash equivalents comprise cash, demand and overnight deposits in other credit institutions and correspondent account in central bank, deducted by mandatory reserve.

[^1]:    * includes claims to credit institutions and financial institutions.

