# 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.)         | 268 039 |
|---------------------------------|---------|
| Net profit (EEK ths.)           | -2 979  |
| Return on equity (ROE)          | -5.92%  |
| Assets utilisation (AU)         | 9.49%   |
| Overdue claims and loans        | none    |
| Loan loss provisions (EEK ths.) | 0       |
| Net own funds (EEK ths.)        | 99 313  |
| Capital adequacy ratio          | 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:     | AS SBM Pank                 |
|--------------------|-----------------------------|
| Address:           | Pärnu mnt 12, 10148 Tallinn |
| Registration code: | 10586461                    |
| Register :         | Tallinn Commercial Register |
| Date of entry:     | 14.10.1999                  |

#### 2.2 Auditor

Engagement partner:Taivo EpnerManager:Maret TambekKPMG Baltics ASAhtri 10A, 10151 TallinnRegistration 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



Mart Veskimägi Mømber 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   | 99 313     | 99 592     |
| 1.1  | Paid-in share capital                                      | 100 000    | 100 000    |
| 1.2  | General banking reserve                                    | 0          | 0          |
| 1.3  | Other reserves   | 271        | 230        |
| 1.4  | Retained profit/loss of the previous years                 | 2 555      | 1 770      |
| 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)                                | 99 313     | 99 592     |
| 4.   | Deductions from gross own funds                            | 0          | 0          |
| 5.   | Total net own funds (3-4)                                  | 99 313     | 99 592     |
| 6.   | Third level equity   | 0          | 0          |
| 7.   | Risk weighted assets                                       | 202 067    | 107 142    |
| 7.1  | I category (risk adjustment 0%)                            | 23 158     | 9 788      |
| 7.2  | II category (risk adjustment 20%)                          | 42 415     | 49 201     |
| 7.3  | III category (risk adjustment 50%)                         | 15 142     | 5 166      |
| 7.4  | IV category (risk adjustment 100%)                         | 186 013    | 94 719     |
| 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 | 0          | 0          |
|      | positions exceeding risk concentration limits              |            |            |
| 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                   | <b>Balance sheet position</b> |         | Off-balance she | Net position |        |
|----------------------------|-------------------------------|---------|-----------------|--------------|--------|
|                            | long                          | short   | long            | short        |        |
| Joint EEK and EUR position | 266 817                       | 153 994 | 325 294         | 348 090      | 90 027 |

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)

| Claims, liabilities              | On demand | Overdue | Up to 1<br>month | 1-3<br>months | 3-12<br>months | 1-2 years 2 | 2-5 years | Over 5<br>vears | Total   |
|----------------------------------|-----------|---------|------------------|---------------|----------------|-------------|-----------|-----------------|---------|
| 1. Claims of the bank            | 81 008    | 0       | 33 997           | 23 097        | 66 161         | 24 703      | 32 556    | 1 623           | 263 145 |
| cash and deposits with banks     | 65 573    | 0       | 0                | 0             | 0              | 0           | 0         | 0               | 65 573  |
| claims to clients                | 6736      | 0       | 30 762           | 23 092        | 66 150         | 24 703      | 32 556    | 1 527           | 185 526 |
| securities                       | 681       | 0       | 0                | 0             | 0              | 0           | 0         | 96              | 777     |
| other claims                     | 8 0 1 8   | 0       | 3 235            | 5             | 11             | 0           | 0         | 0               | 11 269  |
| 2. Off-balance sheet claims      | 0         | 0       | 663 456          | 0             | 0              | 0           | 0         | 0               | 663 456 |
| 1. Bank's liabilities            | 35 485    | 0       | 46 659           | 7 885         | 17 347         | 25 096      | 0         | 0               | 132 472 |
| owed to banks                    | 0         | 0       | 0                | 0             | 0              | 0           | 0         | 0               | 0       |
| owed to clients                  | 33 431    | 0       | 46 659           | 7 885         | 17 017         | 25 096      | 0         | 0               | 130 088 |
| debts evidenced by certificates  | 0         | 0       | 0                | 0             | 0              | 0           | 0         | 0               | 0       |
| other liabilities                | 2054      | 0       | 0                | 0             | 330            | 0           | 0         | 0               | 2 384   |
| 2. Off-balance sheet liabilities | 0         | 0       | 666 378          | 0             | 478            | 6 000       | 0         | 0               | 672 856 |

# **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    | 74 889                                | 75.41%                   |
| 3. Due from persons connected with credit institution | 1 515                                 | 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.)

|      |  | Note | 01.04.2005-<br>30.06.2005 | 01.01.2005-<br>30.06.2005 | 01.04.2004-<br>30.06.2004 | 01.01.2004-<br>30.06.2004 |
|------|--|------|---------------------------|---------------------------|---------------------------|---------------------------|
| 1    | Interest income  | 1    | 3 513                     | 6 055                     | 2 228                     | 4 127                     |
| 1.1  | From loans   | 1    | 3 157                     | 5 423                     | 1 935                     | 3 595                     |
| 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<br>0                    | 0                         | 0<br>0                    |
| 2    | Interest expense                                       | 2    | 1 005                     | 1 364                     | 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                         | ů                         | 0<br>0                    | 0                         |
| 2.7  | From other   |      | 0                         | 0<br>0                    | 0<br>0                    | 0                         |
| 3    | Net interest income/expense (+/–)                      |      | 2 508                     | 4 691                     | 2 054                     | 3 899                     |
| 4    | Net profit/loss from financial investments (+/–)       |      | 0                         | 0                         | 0                         | 0                         |
| 4.1  | From shares in affiliated undertakings (+/-)           |      | 0                         | 0                         | 0                         | 0                         |
|      | Dividend income  |      | 0                         | 0                         | 0                         | 0                         |
|      | Income under equity method                             |      | 0                         | 0<br>0                    | 0<br>0                    | 0                         |
|      | Expense under equity method                            |      | 0                         | 0                         | 0                         | 0                         |
|      | From other (+/-)                                       |      | Ő                         | 0                         | Ő                         | Ő                         |
| 4.2  | From participating interests (+/-)                     |      | 0                         | 0                         | 0                         | 0                         |
|      | Dividend income  |      | 0                         | 0                         | 0                         | 0                         |
|      | Income under equity method                             |      | 0                         | 0                         | 0                         | 0                         |
|      | Expense under equity method                            |      | 0                         | 0                         | 0                         | 0                         |
|      | From other (+/-)                                       |      | 0                         | 0                         | 0                         | 0                         |
| 4.3  | From other shares (+/-)                                |      | 0                         | 0                         | 0                         | 0                         |
|      | Dividend income  |      | 0                         | 0                         | 0                         | 0                         |
|      | From other (+/-)                                       |      | 0                         | 0                         | 0                         | 0                         |
| 5    | Fees and commissions income                            | 3    | 1 524                     | 2 526                     | 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                       | 1 056                     | 592                       | 872                       |
| 7.2  | Loss/expense   |      | 107                       | 163                       | 2                         | 32                        |
| 8    | General administrative expenses                        |      | 4 787                     | 9 262                     | 4 086                     | 6 689                     |
| 8.1  | Salaries and compensations                             | 6    | 1 775                     | 3 498                     | 1 965                     | 3 136                     |
| 8.2  | Social taxes, unemployment insurance premium           | 7    | 594                       | 1 171                     | 655                       | 1 047                     |
|      | expense  |      |                           |                           |                           |                           |
| 8.3  | Pensions expense                                       |      | 0                         | 0                         | 0                         | 0                         |
| 8.4  | Other administrative expenses                          | 8    | 2 418                     | 4 593                     | 1 466                     | 2 506                     |
| 9    | Value adjustments (+/-) of investments in land and     |      | -333                      | -630                      | -119                      | -236                      |
|      | property, fixed and intangible assets                  |      |                           |                           |                           |                           |
| 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       |      | 0                         | 0                         | 0                         | 0                         |
|      | balance sheet liabilities                              |      |                           |                           |                           |                           |
| 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 | 329    | 623    | 277    | 553    |
|----|----------------------------------|----|--------|--------|--------|--------|
| 14 | Extraordinary gains              |    | 0      | 0      | 0      | 0      |
| 15 | Extraordinary losses             |    | 0      | 0      | 0      | 0      |
| 16 | Income/loss before taxes (+/-)   |    | -1 899 | -2 979 | -1 414 | -2 107 |
| 17 | Income tax expense               |    | 0      | 0      | 0      | 0      |
| 18 | Profit/loss for the period (+/-) |    | -1 899 | -2 979 | -1 414 | -2 107 |

# 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   | 22 453     | 8 894      |
| 2.1   | Demand loans   |      | 22 453     | 8 894      |
| 2.2   | Other loans  |      | 0          | 0          |
| 2.3   | Treasury bills and other bills eligible for refinancing  |      | 0          | 0          |
|       | with central banks                                       |      |            |            |
| 3     | Loans to credit institutions                             | 13   | 42 415     | 59 137     |
| 3.1   | Demand loans   |      | 42 415     | 59 137     |
| 3.2   | Time loans   |      | 0          | 0          |
| 3.3   | Overdrafts   |      | 0          | 0          |
| 3.2   | Other loans  |      | 0          | 0          |
| 4     | Loans to clients   | 14   | 185 526    | 100 142    |
| 4.A   | incl. overdrafts   |      | 0          | 0          |
| 4.B   | incl. loans with mortgage                                |      | 59 493     | 32 200     |
|       | collateral   |      |            |            |
| 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                         |      | 6 817      | 5 543      |
| 4.2.1 | Demand and time loans to financial institutions          |      | 6 817      | 5 543      |
| 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                               |      | 147 938    | 86 403     |
| 4.5   | Loans to non-profit organisations                        |      | 0          | 0          |
| 4.6   | Loans to private persons                                 |      | 30 771     | 8 196      |
| 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        | 3 098      |
| 6.A   | incl. repo   |      | 0          | 0          |
| 6.1   | Debt securities and other fixed income securities        |      | 0          | 3 002      |
| 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   | 4 360      | 3 413      |
| 9     | Investments in land and property                         | 46   | 0          | 0          |
| 10    | Other assets   | 18   | 2 688      | 28         |
| 10.A  | incl. items in transmission                              | 10   | 0          | 0          |
| 11    | Accrued revenue and prepaid expenses                     | 19   | 8 581      | 8 773      |
| 11.A  | incl. interest receivable                                |      | 563        | 475        |
|       | Total assets   |      | 268 039    | 184 555    |

| 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 | 130 088     | 80 871     |
| 3.1               | Amounts owed to government                                   |    | 125         | 0          |
| 3.1.1<br>3.1.1.1  | Central government   |    | 125<br>125  | 0<br>0     |
| 3.1.1.1           | Demand deposits<br>Time and saving deposits                  |    | 0           | 0          |
| 3.1.1.2           | 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                                     |    | ů<br>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                       |    | 23 569      | 23 618     |
| 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                |    | 0           | 0          |
| 3.2.2             | pension funds<br>Other financial institutions                |    | 23 569      | 23 618     |
| 3.2.2.1           | Demand deposits  |    | 23 309      | 148        |
| 3.2.2.1           | Time deposits  |    | 23 547      | 23 470     |
| 3.2.2.3           | Saving deposits  |    | 23 5 17     | 25 170     |
| 3.2.2.4           | Other amounts owed to other financial institutions           |    | ů<br>0      | ů<br>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                            |    | 54 149      | 27 084     |
| 3.4.1             | Demand deposits  |    | 8 346       | 21 629     |
| 3.4.2             | Time deposits  |    | 45 803      | 5 455      |
| 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                     |    | 1 106       | 156        |
| 3.5.1.            | Demand deposits  |    | 31          | 156        |
| 3.5.2             | Time deposits  |    | 1 075       | 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                              |    | 51 139      | 30 013     |
| 3.6.1             | Demand deposits  |    | 24 908      | 25 088     |
| 3.6.2<br>3.6.3    | Time deposits  |    | 26 231<br>0 | 4 925<br>0 |
| 3.6.3<br>3.6.4    | Saving deposits<br>Other amounts owed to private persons     |    | 0           | 0          |
| 3.0.4<br><b>4</b> | Borrowed funds from government and foreign aid               |    | 0           | 0          |
| 4<br>5            | Debt certificate liabilities                                 | 21 | 35 720      | 0          |
| 5.1               | Debts evidenced by certificates                              |    | 35 720      | 0          |
| 5.2               | Derivatives  |    | 0           | ů<br>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 | 1 764   | 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                                 |    | 168 192 | 81 729  |
| 11  | Subscribed capital                                |    | 100 000 | 100 000 |
| 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                                 |    | 2 555   | 1 771   |
| 17  | Profit/(-)loss for the year                       |    | -2 979  | 825     |
| 18  | Treasury stock                                    |    | 0       | 0       |
| 19  | Total equity                                      |    | 99 847  | 102 826 |
|     | Total liabilities and equity                      |    | 268 039 | 184 555 |

## 4.3 Off-Balance Sheet Claims and Liabilities

(in EEK ths., as of 30.06.2005)

|  | Receivables | Commit- |
|--|-------------|---------|
|  |             | ments   |
| Irrevocable transactions                           | 0           | 12 088  |
| Credit lines and overdraft limits (unused portion) | 0           | 12 088  |
| Derivatives  | 663 456     | 660 768 |
| Currency-related derivatives                       | 663 456     | 660 768 |

# 4.4 Statement of Changes in Equity

(in EEK ths.)

|                                      | 01.01.2005 -30.06.2005 |
|--------------------------------------|------------------------|
| Share Capital                        |                        |
| Balance at beginning of period       | 100 000                |
| Balance at end of period             | 100 000                |
| 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       | 2 596                  |
| 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           | 102 999                |
| at the end of period                 | 99 847                 |

Share capital is divided into 10 000 000 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 100 000 000 Estonian kroons and maximum share capital is 400 000 000 Estonian kroons.

## 4.5 Statement of Cash Flows

(in EEK ths.)

|  | 01.01.2005-<br>30.06.2005 | 01.01.2004-<br>30.06.2004 |
|--|---------------------------|---------------------------|
| Cash flows from operating activities                   | -13 757                   | 7 656                     |
| interests received                                     | 6 055                     | 4 127                     |
| interests paid   | -1 364                    | -228                      |
| fees and commissions received                          | 2 526                     | 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                                   | -12 340                   | -3 806                    |
| other assets   | -3 742                    | 8                         |
| securities   | 2 321                     | 2 555                     |
| net increase / decrease in operating liabilities (+/-) |                           |                           |
| due to customers                                       | 49 217                    | 30 964                    |
| debts evidenced by certificates                        | 35 720                    | 0                         |
| other liabilities                                      | 1 526                     | 160                       |
|  |                           |                           |
| Cash flows from investing activities                   | -1 949                    | -84                       |
| purchase of tangible fixed assets                      | -1 464                    | -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                   | 7 572                     |
| Cash and cash equivalents at the beginning of the year | 60 244                    | 43 709                    |
| Cash and cash equivalents at the end of II. quarter    | 44 538                    | 51 281                    |

\* 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. 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.)

|  | 01.0130.06.05 | 01.0130.06.04 |
|--|---------------|---------------|
| Note 1: Interest Income  |               |               |
| Interest income from loans   | 5 423         | 3 595         |
| Interest income from demand deposits                                       | 596           | 54            |
| Interest income from time deposits<br>Interest income from debt securities | 36<br>0       | 397<br>81     |
| Total interest income  | 6 <b>0</b> 55 | 4 127         |
| i otar interest income   | 0 035         | 4 127         |
| 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   | 1 364         | 228           |
| Note 3: Fees and Commissions Income  |               |               |
| Loan arrangements and guarantees   | 1 631         | 404           |
| Bank transaction fees  | 1051          | 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  | 2 526         | 872           |
| Note 4: Fees and Commissions Expense                                       |               |               |
| Security transactions expenses   | 355           | 53            |
| Bank transaction expenses  | 78            | 75            |
| S.W.I.F.T. expenses  | 126           | 112           |
| Other fees and commissions expense   | 15            | 0             |
| Total fees and commissions expense   | 574           | 240           |
| Note 5: Net Trading Income   |               |               |
| Income from foreign exchange   | 413           | 840           |
| Income from shares and debt securities in trading portfolio                | 480           | 0             |
| Total net trading income   | 893           | 840           |
| Noto & Solony Funonce  |               |               |
| Note 6: Salary Expense   | 2,402         | 2 464         |
| Salaries   | 3 493         | 2 464<br>655  |
| Supervisory Board fees<br>Fringe benefits                                  | 0<br>5        | 17            |
| Total salary expense   | 3 498         | 3 136         |
|  | 5 470         | 5 150         |
| Note 7: Social Insurance Tax Expense                                       |               |               |
| Social taxes from salaries   | 1 169         | 825           |
| Social taxes from Supervisory Board fees                                   | 0             | 216           |
| Social taxes from fringe benefits  | 2             | 6             |
| Total social insurance tax expense   | 1 171         | 1 047         |

| Rent of premises1 406760IT expenses719674Prote stand telecommunication expenses710163Professional services purchased904425Office expenses78300Training and business trip expenses88104Advertising expenses7830Tansportation expenses359228Other expenses2989Total other administrative expenses2989Total other administrative expenses51725Amortisation of intangible assets51725Note 9: Value Adjustments of Fixed and Intangible Assets630236Note 10: Other Operating Expenses630236Note 10: Other Operating Expenses10047Financial Inspection fees417400Tallinn Stock Exchange fees3376Other operating expenses23253Total other operating expenses23253Total other operating expenses23253Total other operating expenses23253Note 11: Cash30.06.200531.12.2004Note 12: Balances with Central Bank1418199Total balances with the central bank24 41559Note 13: Due from Other Credit Institutions056 620Correspondent accounts058 63Offici Decountries572342Total balances with the central bank14 84358 795Offic Decountries572342 <th>Note 8: Other Administrative Expenses</th> <th></th> <th></th>   | Note 8: Other Administrative Expenses                    |            |            |
|---|--|------------|------------|
| Tr expenses719674Post and telecommunication expenses710163Professional services purchased904425Office expenses13563Training and busines trip expenses88104Advertising expenses7830Transportation expenses359228Other expenses2989Total other administrative expenses2989Total other administrative expenses2989Note 9: Value Adjustments of Fixed and Intangible Assets51725Mortisation of intangible assets511211Total value adjustments of fixed and intangible assets630236Note 10: Other Operating Expenses8376Guarance Fund payments10047Financial Inspection fees417407Tailinn Stock Exchange fees8376Other operating expenses23253Total other operating expenses23253Total other operating expenses23253Mote 11: Cash30.06.200531.12.2004Note 11: Cash21358.695Surplus of the reserve with Central Bank1418199Mandatory reserve21058.695Surplus of the reserve with the central bank1418199Total balances with the central bank1418199Total balances with the central bank14184358.795OECD countries572342Store517   | -  | 1 406      | 760        |
| Post and telecommunication expenses 170 163<br>Professional services purchased 904 425<br>Office expenses 135 63<br>Training and business trip expenses 88 104<br>Advertising expenses 783 0<br>Transportation expenses 29 889<br>Total other administrative expenses 129 889<br>Total other administrative expenses 517 25<br>Amortisation of intend assets 517 25<br>Amortisation of intend assets 517 25<br>Amortisation of intend assets 113 211<br>Total value adjustments of Fixed and Intangible Assets 630 236<br>Note 19: Value Adjustments of Fixed and intangible assets 630 236<br>Note 10: Other Operating Expenses<br>Guarantee Fund payments 100 47<br>Financial Impsetion fees 417 407<br>Trallinn Stock Exchange fees 23 253<br>Note 11: Other operating expenses 23 23<br>Total other operating expenses 23 23<br>Total other operating expenses 23 253<br>Note 11: Cash 23<br>Note 11: Cash 24<br>Cash in festonian kroons 524 564<br>Cash in festing accuracy 181 344<br>Total cash more 21 035 8695<br>Surplus of the reserve with the central bank 1418 199<br>Total balances with the central bank 24 415 517<br>Overnight deposits 24 51<br>Surplus of the reserve with the central bank 24 415 517<br>Overnight deposits 517 34<br>Note 13: Due from Other Credit Institutions<br>Correspondent accounts 42 415 517<br>Overnight deposits 42 415 517<br>Overnight deposits 42 415 517<br>Other 14: Due from Other Credit Institutions<br>Correspondent accounts 42 415 517<br>Other 14: Due from Customers of Credit Institutions<br>Note 14: Due from Customers of Credit Institutions<br>Note 14: Due from Customers of Credit Institutions<br>Note 14: Due from Customers of Credit Institutions<br>Due by customer types<br>Due from financial institutions 6 817 5 543<br>Loans to private companies 30 771 8 180   |  |            |            |
| Professional services purchased 904 425<br>Office expenses 135 63<br>Training and business trip expenses 38 104<br>Advertising expenses 783 00<br>Transportation expenses 29 88<br>Other expenses 29 88<br>Total other administrative expenses 4593 2506<br>Note 9: Value Adjustments of Fixed and Intangible Assets<br>Depreciation of fixed assets 517 25<br>Amortisation of intangible assets 517 25<br>Amortisation of intangible assets 313 211<br>Total value adjustments of fixed and intangible assets 630 236<br>Note 10: Other Operating Expenses<br>Guarantee Fund payments 100 47<br>Financial Inspection fees 417 407<br>Tallina Stock Exchange fees 33 76<br>Other operating expenses 623 353<br>Total other operating expenses 623 553<br>Note 11: Cash 2006 2005 31.12.2004<br>Note 11: Cash 2006 2005 31.12.2004<br>Note 11: Cash 2006 2005 31.12.2004<br>Note 12: Balances with Central Bank 2007 28 8695<br>Surplus of the reserve with the central bank 24 415 517<br>Overight deposits 010 58 627<br>Total adue from Other Credit Institutions 214 5517<br>Correspondent accounts 24 415 517<br>Overight deposits 257 313<br>Calins by country Excenses 32 317<br>Calins by country 25<br>Extonia 41 843 58 795<br>OECD countries 572 342<br>Total data from Other Credit Institutions 214 551 59 137<br>Note 14: Due from Other Credit Institutions 257 59 137<br>Note 14: Due from Customers of Credit Institutions 257 59 137<br>Note 14: Due from Customers of Credit Institutions 257 59 137<br>Note 14: Due from Customers of Credit Institutions 257 59 137<br>Note 14: Due from Customers of Credit Institutions 36 27 554 310<br>Note 14: Due from Customers of Credit Institutions 36 572 342 345<br>DeCD countries 572 342 345<br>DeCD countries 572 342 345<br>Dec from financial institutions 68 6403<br>Loans to private companies 147 938 86403<br>Loans to private eperson 30 771 8180 | •  |            |            |
| Office expenses13563Training and business trip expenses88104Advertising expenses7830Transportation expenses359228Other expenses2989Total other administrative expenses4 5932 506Note 9: Value Adjustments of Fixed and Intangible Assets51725Amortisation of intangible assets51725Amortisation of intangible assets630236Note 10: Other Operating Expenses10047Financial Inspection fees417407Total other operating expenses23233Total other operating expenses23233Total other operating expenses23233Total other operating expenses23233Total other operating expenses623553Note 11: Cash30.06.200531.12.2004Note 12: Balances with Central Bank1418199Total cash705908Note 13: Due from Other Credit Institutions24 415517Orerigh durons24 415513513Correspondent accounts42 41559 137Claims by country572342Extonia41 84358 795OfCD countries572342Total due from Other Credit Institutions42 41559 137Note 14: Due from Customers of Credit Institutions6 8175 543Loans to private companies147 93886 403Loans to private companies147  | -  |            |            |
| Training and business trip expenses88104Advertising expenses7830Transportation expenses359228Other expenses2989Total other administrative expenses2989Total other administrative expenses45932506Note 9: Value Adjustments of Fixed and Intangible Assets113211Depreciation of fixed assets51725Amoritastion of intangible assets630236Note 10: Other Operating Expenses630236Guarantee Fund payments10047Financial Inspection fees417407Tailian Stock Exchange fees2323Other operating expenses2323Total other operating expenses623553Note 11: Cash30.066.200531.12.2004Note 11: Cash524564Cash in Foreign currency181344Total cash705908Note 12: Balances with Central Bank24 453884Mandaroyr reserve21 0358 695Surplus of the reserve with the central bank24 415517Orenepotid epositis08 695Total due from Other Credit Institutions22 4358894Note 13: Due from Other Credit Institutions42 415591 37Clains by country22 43559 137Extonia41 84358 795OFCD countries572342Total clains by country23 4259 137Note 14: D  | ·  |            |            |
| Advertising expenses7830Transportation expenses359228Other expenses2989Total other administrative expenses4 5932 506Note 9: Value Adjustments of Fixed and Intangible Assets51725Amortisation of fixed assets51725Amortisation of intangible assets630236Note 10: Other Operating Expenses630236Guarantee Fund payments10047Financial Inspection fees417407Financial Inspection fees23253Total other operating expenses623553Total other operating expenses524564Cash in Estonian kroons524504Cash in Greign currency181344Total cash705908Note 12: Balances with Central Bank1418Maddory reserve21 0358 695Surplus of the reserve with the central bank1418Total balances with the central bank1418Claims by country242454Estonia4184358 795OfCD countries572342Total claims by country4241559Estonia4184358 795OfECD countries<   | •  |            | 104        |
| Transportation expenses 359 228<br>Other expenses 29 89<br>Total other administrative expenses 4593 2506<br>Note 9: Value Adjustments of Fixed and Intangible Assets 20<br>Depreciation of fixed assets 517 25<br>Amortisation of intangible assets 113 2211<br>Total value adjustments of fixed and intangible assets 630 236<br>Note 10: Other Operating Expenses 630 236<br>Transcial Inspection fees 417 407<br>Tallinn Stock Exchange fees 023 253<br>Total other operating expenses 623 553<br>Total other operating expenses 623 553<br>Total other operating expenses 623 553<br>Note 11: Cash 254 564<br>Cash in Estonian kroons 524 564<br>Cash in festonian kroons 524 564<br>Cash in foreign currency 181 344<br>Total cash 705 908<br>Note 12: Balances with Chertral Bank 22 453 8 894<br>Note 13: Due from Other Credit Institutions 20 58 620<br>Total balances with the central bank 24 415 517<br>Overnight deposits 0 58 620<br>Total due from other credit Institutions 42 415 59 137<br>Note 14: Due from Customers of Credit Institution<br>Due by customer types 572 342<br>Total claims by country 42 415 59 137<br>Note 14: Due from Customers of Credit Institution<br>Due by customer types 572 543<br>Loans to private persons 30 771 8 8106                |  |            | 0          |
| Other expenses2989Total other administrative expenses4 5932 506Note 9: Value Adjustments of Fixed and Intangible Assets51725Depreciation of intangible assets51725Amortisation of intangible assets630236Note 10: Other Operating Expenses630236Guarantee Fund payments10047Funancial Inspection fees41/1407Talinin Stock Exchange fees8376Other operating expenses2323Cash in Estonian kroons524554Cash in Estonian kroons524543Cash in Estonian kroons524564Surplus of the reserve with the central bank1 418199Total abances with Central Bank21 0358 695Surplus of the reserve with the central bank24 2415517Overnight deposits058 620Total due from Other Credit Institutions42 415517Cerrespondent accounts42 415517Overnight deposits058 200Total due from other credit Institutions42 41559 137Chains by country22 42559 137Note 14: Due from Customers of Credit Institution6 8175 43Due by customer types2020543Due from financial institutions6 8175 43Loans to private persons30 7718 180  |  |            | 228        |
| Total other administrative expenses4 5932 506Note 9: Value Adjustments of Fixed and Intangible Assets51725Depreciation of intangible assets113211Total value adjustments of fixed and intangible assets630236Note 10: Other Operating Expenses10047Guarantee Fund payments10047Financial Inspection fees417407Tallinn Stock Exchange fees2323Total other operating expenses2323Total other operating expenses2323Total other operating expenses623553Stock Exchange fees30.06.200531.12.2004Note 11: Cash30.06.200531.12.2004Cash in Exonian kroons524564Cash in foreign currency181344Total cash705908Note 12: Balances with Central Bank1418199Total balances with the central bank1 418199Total balances with the central bank24 415517Overnight deposits058 620Total due from other Credit Institutions42 41559 137Claims by country24 24 559 137Claims by country24 24 559 137Note 14: Due from Customers of Credit Institution6 8175 43Due ty customer types6 8175 43Due ty customer types20 7718 160   |  |            |            |
| Depreciation of fixed assets51725Amortisation of intangible assets113211Total value adjustments of fixed and intangible assets630236Note 10: Other Operating Expenses10047Financial Inspection fees417407Tailinn Stock Exchange fees8376Other operating expenses2323Total other operating expenses623553Note 11: Cash30.06.200531.12.2004Note 11: Cash30.06.200531.12.2004Cash in Estonian kroons524564Cash in foreign currency181344Total cash705908Note 12: Balances with Central Bank21 0358 695Mandatory reserve21 0358 695Surplus of the reserve with the central bank1 418199Total balances with the central bank24 415517Overnight deposits058 620Total due from Other Credit Institutions272342Correspondent accounts41 84358 795OCIC countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution58 6403Due by customer types20 5475443Due from financial institutions6 8175 543Loans to private persons30 7718 196   | Total other administrative expenses                      | 4 593      | 2 506      |
| Depreciation of fixed assets51725Amortisation of intangible assets113211Total value adjustments of fixed and intangible assets630236Note 10: Other Operating Expenses10047Financial Inspection fees417407Tailinn Stock Exchange fees8376Other operating expenses2323Total other operating expenses623553Note 11: Cash30.06.200531.12.2004Note 11: Cash30.06.200531.12.2004Cash in Estonian kroons524564Cash in foreign currency181344Total cash705908Note 12: Balances with Central Bank21 0358 695Mandatory reserve21 0358 695Surplus of the reserve with the central bank1 418199Total balances with the central bank24 415517Overnight deposits058 620Total due from Other Credit Institutions272342Correspondent accounts41 84358 795OCIC countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution58 6403Due by customer types20 5475443Due from financial institutions6 8175 543Loans to private persons30 7718 196   | Note 9: Value Adjustments of Fixed and Intangible Assets |            |            |
| Amortisation of intangible assets 113 211<br>Total value adjustments of fixed and intangible assets 630 236<br>Note 10: Other Operating Expenses<br>Guarantee Fund payments 100 47<br>Financial Inspection fees 417 407<br>Tallinn Stock Exchange fees 23 233<br>Total other operating expenses 23 23<br>Total other operating expenses 623 553<br>Mote 11: Cash 23 23<br>Note 11: Cash 24 564<br>Cash in foreign currency 181 344<br>Total cash 705 908<br>Note 12: Balances with Central Bank 22 453 8 894<br>Note 13: Due from Other Credit Institutions 22 453 8 894<br>Note 13: Due from Other Credit Institutions 42 415 59 137<br>Claims by country 25 372 342<br>Total claims by country 42 415 59 137<br>Note 14: Due from Customers of Credit Institution<br>Due by customer types 687 543<br>Due from financial institutions 6817 5543<br>Loans to private companies 147 938 86403<br>Loans to private persons 30771 8 196   |  | 517        | 25         |
| Total value adjustments of fixed and intangible assets630236Note 10: Other Operating Expenses10047Guarantee Fund payments10047Tialnin Stock Exchange fees8376Other operating expenses2323Total other operating expenses2323Total other operating expenses623553Stock Exchange fees31.12.2004Note 11: Cash30.06.200531.12.2004Cash in Estonian kroons524564Cash in foreign currency181344Total cash705908Note 12: Balances with Central Bank1418199Total balances with the central bank1418199Total balances with the central bank22 4538 894Note 13: Due from Other Credit Institutions24 2415517Overnight deposits058 620512Total due from other credit institutions42 41559 137Claims by country42 41559 137Note 14: Due from Customers of Credit Institution572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution513543Loans to private companies30 7718 16403Loans to private companies30 7718 1640  | •  |            |            |
| Note 10: Other Operating ExpensesGuarantee Fund payments10047Financial Inspection fees417407Tailinn Stock Exchange fees2323Other operating expenses2323Total other operating expenses623553Stotal other operating expenses623553Stotal other operating expenses623554Stotal other operating expenses524564Cash in Foreign currency181344Total cash705908Note 12: Balances with Central Bank21 0358 695Mandatory reserve21 0358 695Surplus of the reserve with the central bank1 418199Total balances with the central bank22 4538 894Note 13: Due from Other Credit Institutions058 620Correspondent accounts42 415517Overnight deposits058 620Total due from other credit institutions41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution573342Due by customer types147 93886 403Loans to private companies147 93886 403Loans to private persons30 7718 196   |  |            |            |
| Guarantee Fund payments   100   47     Financial Inspection fees   417   407     Financial Inspection fees   83   76     Other operating expenses   23   23     Total other operating expenses   623   553     State of the reserve of the reserve of the reserve of the reserve with the central Bank   30.06.2005   31.12.2004     Note 12: Balances with Central Bank   705   908     Note 12: Balances with Central Bank   1418   199     Total balances with the central bank   24 415   517     Overright deposits   0   58 620     Total due from other Credit Institutions   0   58 620     Total due from other credit institutions   42 415   59 137     Claims by country   572   342     Estonia   517   59 137   | Total value aujustments of fixed and intalgible assets   | 030        | 250        |
| Financial Inspection fees 417 407   Tallinn Stock Exchange fees 83 76   Other operating expenses 23 23   Total other operating expenses 623 553   Stock Exchange fees 30.06.2005 31.12.2004   Note 11: Cash 30.06.2005 31.12.2004   Cash in Estonian kroons 524 564   Cash in Foreign currency 181 344   Total cash 705 908   Note 12: Balances with Central Bank Mandatory reserve 21 035 8 695   Surplus of the reserve with the central bank 1 418 199   Total balances with the central bank 24 415 517   Overnight deposits 0 58 620   Total due from Other Credit Institutions 0 58 620   Orenight deposits 0 58 620   Total due from other credit institutions 42 415 59 137   Claims by country Estonia 41 843 58 795   OECD countries 572 342   Total claims by country 42 415 59 137   Note 14: Due from Customers of Credit  | Note 10: Other Operating Expenses                        |            |            |
| Tallinn Stock Exchange fees 83 76   Other operating expenses 23 23   Total other operating expenses 623 553   Stal other operating expenses 524 564   Cash in foreign currency 181 344   Total cash 705 908   Note 12: Balances with Central Bank 1418 199   Total balances with the central bank 24 453 8 894   Note 13: Due from Other Credit Institutions 0 58 620   Correspondent accounts 42 415 517   Overnight deposits 0 58 620   Total due from other credit institutions 42 415 59 137   Claims by country Estonia 41 843 58 795   Claims by country 22 415 59 137   Note 14: Due from Customers of Credit Institution 572 342   Note 14: Due from Customers of Credit Insti  | Guarantee Fund payments                                  |            |            |
| Other operating expenses   23   23     Total other operating expenses   623   553     Total other operating expenses   623   553     Stal other operating expenses   623   553     Cash in Estonian kroons   524   564     Cash in foreign currency   181   344     Total cash   705   908     Note 12: Balances with Central Bank   1418   199     Mandatory reserve   21 035   8 695     Surplus of the reserve with the central bank   1 418   199     Total balances with the central bank   24 415   517     Overnight deposits   0   58 620     Total due from Other Credit Institutions   24 2415   59 137     Claims by country   22 415   59 137     Estonia   41 843   58 795     OECD countries   572   342     Total claims by country   42 415   59 137     Note 14: Due from Customers of Credit Institution   572   342     Note 14: Due from Customers of Credit Institution   6 817   5 543<   | Financial Inspection fees                                |            | 407        |
| Total other operating expenses62355330.06.200531.12.2004Note 11: CashCash in Estonian kroons524564Cash in foreign currency181344Total cash705908Note 12: Balances with Central BankMandatory reserve21 0358 695Surplus of the reserve with the central bank1 418199Total balances with the central bank22 4538 894Note 13: Due from Other Credit InstitutionsCorrespondent accounts42 415517Overnight deposits058 620Total due from other credit institutions42 41559 137Claims by countryEstonia41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit InstitutionDue from financial institutionsDue by customer types6 8175 543Due torivate companies147 93886 403Loans to private companies30 7718 196   | -  |            |            |
| 30.06.200531.12.2004Note 11: Cash524564Cash in foreign currency181344Total cash705908Note 12: Balances with Central Bank705908Mandatory reserve21 0358 695Surplus of the reserve with the central bank1 418199Total balances with the central bank1 418199Total balances with the central bank22 4538 894Note 13: Due from Other Credit Institutions20 58 620Correspondent accounts42 415517Overnight deposits058 620Total due from other credit institutions42 41559 137Claims by country572342Estonia41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution5 8175 543Due from financial institutions6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196  |  |            | 23         |
| Note 11: CashCash in Estonian kroons524564Cash in foreign currency181344Total cash705908Note 12: Balances with Central Bank705908Mandatory reserve21 0358 695Surplus of the reserve with the central bank1 418199Total balances with the central bank22 4538 894Note 13: Due from Other Credit Institutions22 4535 8620Correspondent accounts42 415517Overnight deposits058 620Total due from other credit institutions42 41559 137Claims by country2342Estonia41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196   | Total other operating expenses                           | 623        | 553        |
| Cash in Estonian kroons524564Cash in foreign currency181344Total cash705908Note 12: Balances with Central Bank1418199Mandatory reserve21 0358 695Surplus of the reserve with the central bank1 418199Total balances with the central bank22 4538 894Note 13: Due from Other Credit Institutions22 4538 894Correspondent accounts42 415517Overnight deposits058 620Total due from other credit institutions42 41559 137Claims by country<br>Estonia41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution5 8175 543Due from financial institutions6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196   | Note 11. Cosh  | 30.06.2005 | 31.12.2004 |
| Cash in foreign currency181344Total cash705908Note 12: Balances with Central Bank1Mandatory reserve21 0358 695Surplus of the reserve with the central bank1 418199Total balances with the central bank22 4538 894Note 13: Due from Other Credit Institutions224 55517Correspondent accounts42 415517Overnight deposits058 620Total due from other credit institutions42 41559 137Claims by country2342 41559 137Estonia41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution6 8175 543Due from financial institutions6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196  |  | 524        | 561        |
| Total cash705908Note 12: Balances with Central BankMandatory reserve21 0358 695Mandatory reserve with the central bank1 418199Total balances with the central bank22 4538 894Note 13: Due from Other Credit Institutions22 4538 894Note 13: Due from Other Credit Institutions42 415517Correspondent accounts42 415517Overnight deposits058 620Total due from other credit institutions42 41559 137Claims by country234259 137Estonia41 84358 79559 137Note 14: Due from Customers of Credit Institution572342Due from financial institutions6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196   |  |            |            |
| Mandatory reserve 21 035 8 695   Surplus of the reserve with the central bank 1 418 199   Total balances with the central bank 22 453 8 894   Note 13: Due from Other Credit Institutions 22 453 8 894   Note 13: Due from Other Credit Institutions 42 415 517   Overnight deposits 0 58 620   Total due from other credit institutions 42 415 59 137   Claims by country Estonia 41 843 58 795   OECD countries 572 342   Total claims by country 42 415 59 137   Note 14: Due from Customers of Credit Institution 6 817 5 543   Due from financial institutions 6 817 5 543   Loans to private companies 147 938 86 403   Loans to private persons 30 771 8 196   |  |            |            |
| Mandatory reserve 21 035 8 695   Surplus of the reserve with the central bank 1 418 199   Total balances with the central bank 22 453 8 894   Note 13: Due from Other Credit Institutions 22 453 8 894   Note 13: Due from Other Credit Institutions 42 415 517   Overnight deposits 0 58 620   Total due from other credit institutions 42 415 59 137   Claims by country Estonia 41 843 58 795   OECD countries 572 342   Total claims by country 42 415 59 137   Note 14: Due from Customers of Credit Institution 6 817 5 543   Due from financial institutions 6 817 5 543   Loans to private companies 147 938 86 403   Loans to private persons 30 771 8 196   | Note 12: Balances with Central Bank                      |            |            |
| Surplus of the reserve with the central bank1 418199Total balances with the central bank22 4538 894Note 13: Due from Other Credit Institutions22 4538 894Note 13: Due from Other Credit Institutions42 415517Overnight deposits058 620Total due from other credit institutions42 41559 137Claims by country41 84358 795Estonia41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution6 8175 543Due from financial institutions6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196   |  | 21.035     | 8 605      |
| Total balances with the central bank22 4538 894Note 13: Due from Other Credit InstitutionsCorrespondent accounts42 415Overnight deposits058 620Total due from other credit institutions42 415Claims by countryEstonia41 843OECD countries572342Total claims by country42 415Util Claims by countryEstonia572OECD countries572342Total claims by country42 415Due from Customers of Credit InstitutionDue from financial institutions6 817Due from financial institutions6 817Stans to private companies147 938Stans to private persons30 7718 196   |  |            |            |
| Note 13: Due from Other Credit InstitutionsCorrespondent accounts42 415517Overnight deposits058 620Total due from other credit institutions42 41559 137Claims by countryEstonia41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit InstitutionDue by customer types6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196  |  |            |            |
| Correspondent accounts42 415517Overnight deposits058 620Total due from other credit institutions42 41559 137Claims by country<br>Estonia41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution42 41559 137Due from financial institutions6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196   | Total balances with the central bank                     | 22 455     | 8 894      |
| Overnight deposits058 620Total due from other credit institutions42 41559 137Claims by country<br>Estonia41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution58 6403Due by customer types6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196   | Note 13: Due from Other Credit Institutions              |            |            |
| Total due from other credit institutions42 41559 137Claims by country<br>Estonia41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution57259 137Due by customer types<br>Due from financial institutions6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196   | Correspondent accounts                                   | 42 415     | 517        |
| Claims by countryEstonia41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit InstitutionDue from financial institutions6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196   | Overnight deposits                                       | 0          | 58 620     |
| Estonia41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution55 137Due by customer types5Due from financial institutions6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196  | Total due from other credit institutions                 | 42 415     | 59 137     |
| Estonia41 84358 795OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution55 137Due by customer types5Due from financial institutions6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196  | Claims by country  |            |            |
| OECD countries572342Total claims by country42 41559 137Note 14: Due from Customers of Credit Institution5Due by customer types5Due from financial institutions6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196  | Estonia  | 41 843     | 58 795     |
| Note 14: Due from Customers of Credit InstitutionDue by customer typesDue from financial institutions6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196   | OECD countries   | 572        | 342        |
| Due by customer typesDue from financial institutions6 8175 543Loans to private companies147 93886 403Loans to private persons30 7718 196  | Total claims by country                                  | 42 415     | 59 137     |
| Due from financial institutions   6 817   5 543     Loans to private companies   147 938   86 403     Loans to private persons   30 771   8 196   | Note 14: Due from Customers of Credit Institution        |            |            |
| Due from financial institutions   6 817   5 543     Loans to private companies   147 938   86 403     Loans to private persons   30 771   8 196   | Due by customer types                                    |            |            |
| Loans to private companies   147 938   86 403     Loans to private persons   30 771   8 196   | Due from financial institutions                          | 6 817      | 5 543      |
| Loans to private persons30 7718 196   |  |            |            |
|   | · ·  |            |            |
|   | Total due by customer types                              | 185 526    | 100 142    |

| Due by remaining maturity                   |              |            |
|---|--------------|------------|
| On demand                                   | 6 7 3 6      | 5 462      |
| Up to 3 months                              | 53 854       | 39 891     |
| 3 to 12 months                              | 66 150       | 22 446     |
| 1 to 2 years                                | 24 703       | 4 335      |
| 2 to 5 years                                | 32 556       | 27 542     |
| over 5 years                                | 1 527        | 466        |
| Total due by remaining maturity             | 185 526      | 100 142    |
| Due by country                              |              |            |
| Estonia                                     | 154 365      | 90 298     |
| OECD countries                              | 31 161       | 9 844      |
| Total due by country                        | 185 526      | 100 142    |
| 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                                | 777          | 96         |
| Shares by country                           |              |            |
| Estonia                                     | 96           | 96         |
| OECD countries                              | 681          | 0          |
| Total shares by country                     | 777          | 96         |
| Note 16: Intangible Assets                  |              |            |
| Software                                    | 2 636        | 2 151      |
| Accumulated depreciation                    | -2 102       | -1 989     |
| Total intangible assets                     | 534          | 162        |
| Note 17, Dived Access                       |              |            |
| Note 17: Fixed Assets                       | 2 701        | 1 0 2 2    |
| Capitalised expenses                        | 2 781        | 1 923      |
| Prepayments                                 | 0<br>933     | 259<br>863 |
| Computers<br>Furniture                      | 1 048        | 803        |
| Other fixed assets                          | 1 703        | 1 085      |
| Accumulated depreciation                    | -2 105       | -1 589     |
| Total fixed assets                          | 4 360        | 3 413      |
| Note 18: Other Accete                       |              |            |
| Note 18: Other Assets                       | <b>a</b> (00 | 20         |
| Revaluation of foreign currency derivatives | 2 688        | 28         |
| Total other assets                          | 2 688        | 28         |
| Note 19: Accruals and Prepaid Expenses      |              |            |
| Interests receivable                        | 563          | 475        |
| Fees and commissions receivable             | 70           | 166        |
| Prepaid expenses                            | 3 433        | 3 813      |
| Debtors                                     | 3 880        | 4 318      |
| Other accrued revenue                       | 635          | 1          |
| Total accruals and prepaid expenses         | 8 581        | 8 773      |

| Note 20: Due to Customers                                   |                          |                 |
|---|--------------------------|-----------------|
| Demand deposits   | 33 432                   | 47 021          |
| Time deposits   | 96 656                   | 33 850          |
| Total due to customers                                      | 130 088                  | 80 871          |
| Demand deposits by customer groups                          |                          |                 |
| Government  | 125                      | 0               |
| Financial institutions                                      | 22                       | 148             |
| Non-profit organisations                                    | 31                       | 156             |
| Companies   | 8 347                    | 21 630          |
| Private persons   | 24 907                   | 25 087          |
| Total demand deposits                                       | 33 432                   | 47 021          |
| Time deposits by customer groups                            |                          |                 |
| Financial institutions                                      | 23 547                   | 23 470          |
| Non-profit organisations                                    | 1 075                    | 0               |
| Companies   | 45 803                   | 5 455           |
| Private persons   | 26 231                   | 4 925           |
| Total time deposits   | 96 656                   | 33 850          |
|   |                          |                 |
| Note 21: Debt Certificate Liabilities<br>Bonds issued       | 35 720                   | 0               |
| Total debts certificate liabilities                         | 35 720<br>35 720         | 0               |
| Total debts certificate habilities                          | 55 720                   | U               |
| Securities information: ISIN:                               | EE3300075605             |                 |
| Short name of security:                                     | SBMB047507A              |                 |
| Securities issued:  | 3 572 pcs.               |                 |
| Nominal EEK:  | EEK 10 000               |                 |
| Total issue EEK:  |                          |                 |
| Date of listing (AS Tallinna Börs):<br>Maturity date:       | 22.07.2005<br>20.04.2007 |                 |
| Coupon (%):   | 4.7500%                  |                 |
|   | 4.750070                 |                 |
| Note 22: Other liabilities                                  |                          |                 |
| Payments in transmission                                    | 620                      | 0               |
| Total other liabilities                                     | 620                      | 0               |
|   |                          |                 |
| Note 23: Accrued expenses and deferred income               |                          | 10-             |
| Interest payable  | 571                      | 122             |
| Taxes payable   | 54                       | 119             |
| Payables to employees                                       | 219                      | 219             |
| Payables to suppliers                                       | 286<br>634               | 398             |
| Other accrued expenses and deferred income<br>Total accrued | 034<br><b>1 764</b>      | 0<br><b>858</b> |
| ו טומו מרו שלש  | 1 /04                    | 020             |

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)

| Balance sheet claims     |                                   |     |     |   |                             |                   |  |
|--------------------------|-----------------------------------|-----|-----|---|-----------------------------|-------------------|--|
| Area / Type of debt      | loans* securities other<br>claims |     |     | incl. overdue or<br>doubtful<br>receivables | Off-balance<br>sheet claims | By country<br>(%) |  |
| Estonia                  | 218 663                           | 96  | 530 | 0   | 206 270                     | 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           | 6 142                             | 0   | 0   | 0   | 457 186                     | 50.63%            |  |
| Greece                   | 24 444                            | 0   | 33  | 0   | 0                           | 2.67%             |  |
| Germany                  | 0                                 | 0   | 0   | 0   | 0                           | 0.00%             |  |
| Total                    | 250 395                           | 777 | 563 | 0   | 663 456                     | 100.00%           |  |

\* includes claims to credit institutions and financial institutions

# **Note 25: Concentration of Clients' Debt by Economic Sector** (in EEK ths., as of 30.06.2005)

| Balance sheet claims           |         |            |                 |  |                             |                  |  |  |
|--------------------------------|---------|------------|-----------------|--|-----------------------------|------------------|--|--|
| Economic sector / type of debt | loans*  | securities | other<br>claims | incl. overdue and<br>doubtful<br>receivables | Off-balance<br>sheet claims | By sector<br>(%) |  |  |
| Finance                        | 71 685  | 0          | 0               | 0  | 470 414                     | 59.23%           |  |  |
| Retail and wholesale           | 30 075  | 0          | 154             | 0  | 180 092                     | 22.98%           |  |  |
| Real estate development        | 102 383 | 203        | 327             | 0  | 0                           | 11.24%           |  |  |
| IT                             | 0       | 0          | 0               | 0  | 0                           | 0.00%            |  |  |
| Private persons                | 30 772  | 0          | 33              | 0  | 0                           | 3.37%            |  |  |
| Construction                   | 0       | 0          | 0               | 0  | 0                           | 0.00%            |  |  |
| Industry                       | 13 630  | 574        | 39              | 0  | 0                           | 1.56%            |  |  |
| Transport and logistics        | 0       | 0          | 0               | 0  | 12 950                      | 1.42%            |  |  |
| State                          | 0       | 0          | 0               | 0  | 0                           | 0.00%            |  |  |
| Other service                  | 280     | 0          | 1               | 0  | 0                           | 0.03%            |  |  |
| Hotels, restaurants            | 1 300   | 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                          | 250 395 | 777        | 563             | 0  | 663 456                     | 100.00%          |  |  |

\* includes claims to credit institutions and financial institutions.