## AS SBM Pank

(SBM Bank Ltd.)
Public Interim Report
IV Quarter 2006

Translation from original in Estonian

## 1 Summary Information

| Report date: | 31.12 .2006 |
| :--- | :--- |
| Beginning \& end of financial year: | $01.01 .2006-31.12 .2006$ |
|  |  |
| Address: | AS SBM Pank |
|  | Pärnu mnt 12, 10148 Tallinn, Estonia |
|  |  |
| Telephone: | $(+372) 6802500$ |
| Fax: | $(+372) 6802501$ |
| e-mail: | info@sbmbank.ee |
| Internet: | www.sbmbank.ee |

The bank is not rated by international rating agencies.

|  | EEK ths. | EUR ths. |
| :--- | ---: | ---: |
| Total assets | 463154 | 29601 |
| Net profit / loss | 3486 | 223 |
| Return on equity (ROE) | $1.78 \%$ | $1.78 \%$ |
| Assets utilisation (AU) | $7.76 \%$ | $7.76 \%$ |
| Overdue claims and loans | 5232 | 334 |
| Loan loss provisions | 350 | 22 |
| Net own funds | 196522 | 12560 |
| Capital adequacy ratio | $51.81 \%$ | $51.81 \%$ |

"Public Interim Report IV Quarter 2006" 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 02.02.2007.

## 2 Introduction

### 2.1 General Data of AS SBM Pank

| Business name: | AS SBM Pank |
| :--- | :--- |
| Address: | Pärnu mnt 12, 10148 Tallinn, Estonia |
| Registration code: | 10586461 |
| Register: | Tallinn Commercial Register |
| Date of entry: | 14.10 .1999 |

### 2.2 Auditor

| Engagement partner: | Taivo Epner <br> Manager: |
| :--- | :--- |
| Maret Tambek |  |

### 2.3 Report Period is 01.01.-31.12.2006, Report Balance Sheet Date 31.12.2006

Public Interim Report IV Quarter 2006 of AS SBM Pank is unaudited.
Only the credit institution data and figures are disclosed in the report.

### 2.4 Report Currency 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.
4. Financial statements have been compiled in accordance with International Financial Reporting Standards as adopted by the EU, and give a true and fair view of the financial position of the bank and of the results of its operations and its cash flows.
5. AS SBM Pank is operating on a going concern basis.


Riho Rasmann


Sveń Raba
Member of the Management Board


Roul Tutt
Member of the Management Board

## Management Report

## 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

Total assets of AS SBM Pank have grown 1.4 times during the year, reaching 463.2 miljon kroons ( 29.6 million euros) as of 31.12 .2006 . Loan portfolio grew faster than the balance sheet in the $4^{\text {th }}$ quarter, from 263.7 million kroons ( 16.9 million euros) to 348.9 million kroons i.e. 22.3 million euros (growth 1.5 times from the beginning of the year, 1.3 times from the end of the $3^{\text {rd }}$ quarter), comprising $75 \%$ of total assets. 93.4 million kroons ( 6.0 million euros) i.e. $20 \%$ of total assets was in liquid instruments as cash, with central bank and with credit and financial institutions.

Customer deposits (incl. credit institutions) in the bank totalled 208.3 million kroons ( 13.3 million euros) at the year end (growth from the beginning of the year $19 \%$ ). $38 \%$ of deposits belonged to credit and financial institutions, $21 \%$ to companies and $41 \%$ to private persons. Bond liabilities comprised 53.2 million kroons ( 3.4 million euros) as of 31 December 2006 ( $11.5 \%$ of total balance sheet). Plans for the year 2007 include concluding an agreement for long term credit line, with an intention to finance the growth of the loan portfolio.

AS SBM Pank was profitable in the year 2006, earning more profit in the $4^{\text {th }}$ quarter than during the previous 9 months altogether. Net profit for the year comprised 3.5 million kroons ( 0.2 million euros). The profit for the $4^{\text {th }}$ quarter totalled 1.8 million kroons ( 0.1 million euros). Net interest income for 2006 was 30.7 million kroons ( 2.0 million euros), earned mostly on loans. Net fee income was 0.7 million kroons ( 0.05 million euros). 2.4 million kroons ( 0.2 million euros) was earned as dealing profits. Total operating profit for the year 2006 totalled 26.8 million kroons i.e. 1.7 million euros. Administrative expenses of 2006 comprised 21.3 million kroons ( 1.4 million euros).

Special general meeting of shareholders of AS SBM Pank decided on 06 October 2006 to recall mrs. Karita Nilp and mr. Andreas Boumis from the Supervisory Board of AS SBM Pank and appoint mr. Michalakis Louis, mr. Fotios Karatzenis, mr. Efthymios Bouloutas and mr. Achillefs Giannisis as new members of the Supervisory Board. Mr. Nikolaos Sarros, mr. Emmanouil Karavelakis and mr. Frank Ulrich John continue as other members of the Supervisory Board. There have been no changes in the Management Board of the Bank. No membership fees have been paid to the members of the Supervisory Board of SBM Pank in 2006 nor 2005. Also no membership fees have been paid to the members of the Management Board in 2006 nor 2005. Salaries of the members of the Management Board totalled 3.0 million kroons ( 0.2 million euros), of other employees 5.5 million kroons ( 0.3 million euros) in 2006. Average number of employees was 25.

1390 thousand kroons (89 thousand euros) was invested to fixed assets during the reporting year. Bank implemented new products and opened a web page with new design at the end of the year. Investments are planned to grow. Opening of branch office in Jõhvi is planned to take place in the $1^{\text {st }}$ quarter and in Pärnu in the $2^{\text {nd }}$ quarter. Clients will gain access to a new internet bank with enhanced functionality in the $1^{\text {st }}$ quarter, which will become available not only in English and Estonian, but also in Russian. Bank's equity totalled 196.5 million kroons ( 12.6 million euros) as of 31 December 2006 and capital adequacy ratio stood at $51.81 \%$.

### 3.3 Prudential Ratios

## Capital Adequacy

|  | (EEK ths.) | (EEK ths.) | (EUR ths.) | (EUR ths.) |
| :---: | :---: | :---: | :---: | :---: |
|  | 31.12.2006 | 31.12.2005 | 31.12.2006 | 31.12.2005 |
| 1. First tier equity | 191970 | 94833 | 12269 | 6061 |
| Paid-in share capital | 200500 | 100000 | 12814 | 6391 |
| Other reserves | 271 | 271 | 17 | 17 |
| Retained profit/loss from previous years | -7 735 | 2150 | -494 | 137 |
| Intangible assets (minus) | -1 066 | -832 | -68 | -53 |
| Loss for the current reporting period (minus) | 0 | -6756 | 0 | -432 |
| 2. Second tier equity | 0 | 0 | 0 | 0 |
| 3. Total gross own funds (1+2) | 191970 | 94833 | 12269 | 6061 |
| 4. Deductions from gross own funds | 0 | 0 | 0 | 0 |
| 5. Total net own funds (3-4) | 191970 | 94833 | 12269 | 6061 |
| 6. Third tier equity | 0 | 0 | 0 | 0 |
| 7. Riskiga kaalutud varad | 363139 | 268532 | 23209 | 17162 |
| I category (risk adjustment 0\%) | 74524 | 32438 | 4763 | 2073 |
| II category (risk adjustment 20\%) | 1790 | 37415 | 114 | 2391 |
| III category (risk adjustment 50\%) | 19933 | 10516 | 1274 | 672 |
| IV category (risk adjustment 100\%) | 352814 | 255791 | 22549 | 16348 |
| 8. Risk weighted off-balance sheet commitments | 2656 | 2056 | 170 | 131 |
| Group I | 2656 | 2056 | 170 | 131 |
| 9. Capital requirement for currency risk | 0 | 0 | 0 | 0 |
| 10. Capital requirement for trading portfolio risks | 380 | 105 | 24 | 7 |
| Capital requirement for interest position risk | 270 | 0 | 17 | 0 |
| Capital requirement for share position risk | 110 | 105 | 7 | 7 |
| 11. Capital requirement for credit risk of trading portfolio positions exceeding the risk concentration limit | 0 | 0 | 0 | 0 |
| $\begin{aligned} & \text { Capital adequacy } \\ & \text { 12. }(5 .+6 .) /(7 .+8 .+9 . \times 10+10 \times 12.5+11 \times 12.5) \end{aligned}$ | 51.81\% | 34.88\% | 51.81\% | 34.88\% |

## Net Currency Positions

(EEK ths., as of 31.12.2006)

| Currency | Balance sheet position |  | Off-balance sheet position |  | Net position |
| :---: | ---: | ---: | ---: | ---: | ---: |
|  | long | short | long | short |  |
| Joint EEK and EUR position | 458965 | 253559 | 249257 | 311403 | 143259 |

(EUR ths., as of 31.12.2006)

| Currency | Balance sheet position |  | Off-balance sheet position |  | Net position |
| :---: | ---: | ---: | ---: | ---: | ---: |
|  | long | short | long | short |  |
| Joint EEK and EUR position | 29333 | 16205 | 15930 | 19902 | 9156 |

Net position of other currencies does not exceed $1 \%$ of equity.
(EEK ths., as of 31.12.2005)

| Currency | Balance sheet position |  | Off-balance sheet position |  | Net position |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | long | short | long | short |  |
| Joint EEK and EUR position | 334923 | 224008 | 409516 | 426451 | 93980 |

(EUR ths., as of 31.12.2005)

| Currency | Balance sheet position | Off-balance sheet position |  | Net position |  |
| :---: | ---: | ---: | ---: | ---: | ---: |
|  | long | short | long | short |  |
| Joint EEK and EUR position | 21405 | 14317 | 26173 | 27255 | 6006 |

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

## Assets and Liabilities by Maturities

(EEK ths., as of 31.12.2006)

| Claims, liabilities | On demand | Overdue | Up to 1 month | $\begin{gathered} 1 \text { to } 3 \\ \text { months } \end{gathered}$ | 3 to 12 months | $\begin{aligned} & 1 \text { to } 2 \\ & \text { years } \end{aligned}$ | $\begin{aligned} & 2 \text { to } 5 \\ & \text { years } \end{aligned}$ | $\begin{aligned} & \hline \text { Over } \\ & 5 \\ & \text { years } \end{aligned}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Claims of the bank | 104606 | 5295 | 37498 | 28851 | 194846 | 42675 | 41763 | 2732 | 458266 |
| cash and claims to banks | 76314 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 76314 |
| claims to clients | 14245 | 5232 | 35467 | 28772 | 194846 | 42675 | 41763 | 2636 | 365636 |
| securities | 12873 | 0 | 0 | 0 | 0 | 0 | 0 | 96 | 12969 |
| other claims | 1174 | 63 | 2031 | 79 | 0 | 0 | 0 | 0 | 3347 |
| Off-balance sheet claims | 0 | 0 | 506977 | 0 | 0 | 0 | 0 | 0 | 506977 |
| Bank's liabilities | 61306 | 0 | 57055 | 34785 | 108635 | 831 | 4020 | 0 | 266632 |
| owed to banks | 0 | 0 | 31200 | 31294 | 15646 | 0 | 0 | 0 | 78140 |
| owed to clients debts evidenced by | 59339 | 0 | 23193 | 3207 | 39600 | 831 | 4020 | 0 | 130190 |
| certificates | 0 | 0 | 0 | 0 | 53190 | 0 | 0 | 0 | 53190 |
| other liabilities | 1967 | 0 | 2662 | 284 | 199 | 0 | 0 | 0 | 5112 |
| Off-balance sheet commitments | 50380 | 0 | 509329 | 56 | 100 | 0 | 0 | 0 | 559865 |

(EUR ths., as of 31.12.2006)

| Claims, liabilities | On demand | Overdue | Up to 1 month | $\begin{gathered} 1 \text { to } 3 \\ \text { months } \end{gathered}$ | 3 to 12 months | $\begin{aligned} & 1 \text { to } 2 \\ & \text { years } \end{aligned}$ | $\begin{aligned} & 2 \text { to } 5 \\ & \text { years } \end{aligned}$ | $\begin{gathered} \text { Over } \\ 5 \\ \text { years } \\ \hline \end{gathered}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Claims of the bank | 6686 | 338 | 2397 | 1844 | 12453 | 2727 | 2669 | 175 | 29289 |
| cash and claims to banks | 4877 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4877 |
| claims to clients | 910 | 334 | 2267 | 1839 | 12453 | 2727 | 2669 | 168 | 23368 |
| securities | 823 | 0 | 0 | 0 | 0 | 0 | 0 | 6 | 829 |
| other claims | 75 | 4 | 130 | 5 | 0 | 0 | 0 | 0 | 214 |
| Off-balance sheet claims | 0 | 0 | 32402 | 0 | 0 | 0 | 0 | 0 | 32402 |
| Bank's liabilities | 3918 | 0 | 3646 | 2223 | 6943 | 53 | 257 | 0 | 17041 |
| owed to banks | 0 | 0 | 1994 | 2000 | 1000 | 0 | 0 | 0 | 4994 |
| owed to clients debts evidenced by | 3792 | 0 | 1482 | 205 | 2531 | 53 | 257 | 0 | 8321 |
| certificates | 0 | 0 | 0 | 0 | 3399 | 0 | 0 | 0 | 3399 |
| other liabilities | 126 | 0 | 170 | 18 | 13 | 0 | 0 | 0 | 327 |
| Off-balance sheet commitments | 3220 | 0 | 32552 | 4 | 6 | 0 | 0 | 0 | 35782 |

## Assets and Liabilities by Maturities

(EEK ths., as of 31.12.2005)

| Claims, liabilities | On demand | Overdue | Up to 1 month | 1 to 3 months | 3 to 12 months | 1 to 2 years | $2 \text { to } 5$ <br> years | $\begin{gathered} \hline \text { Over } \\ 5 \\ \text { years } \end{gathered}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Claims of the bank | 84369 | 1466 | 42784 | 29660 | 103506 | 38433 | 26103 | 6360 | 332681 |
| cash and claims to banks | 69853 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 69853 |
| claims to clients | 9651 | 1448 | 31624 | 29660 | 103485 | 38433 | 26103 | 6264 | 246668 |
| securities | 495 | 0 | 0 | 0 | 0 | 0 | 0 | 96 | 591 |
| other claims | 4370 | 18 | 11160 | 0 | 21 | 0 | 0 | 0 | 15569 |
| Off-balance sheet claims | 0 |  | 835639 | 0 | 0 | 0 | 0 |  | 835639 |
| Bank's liabilities | 39723 | 0 | 67196 | 3582 | 118083 | 8719 | 4519 |  | 241822 |
| owed to banks | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| owed to clients debts evidenced by | 38844 | 0 | 66877 | 3545 | 59430 | 2016 | 4282 |  | 174994 |
| certificates | 0 | 0 | 0 | 0 | 58190 | 6135 | 0 | 0 | 64325 |
| other liabilities | 879 | 0 | 319 | 37 | 463 | 568 | 237 | 0 | 2503 |
| Off-balance sheet commitments | 9390 |  | 825512 | 0 | 2000 | 0 | 56 |  | 836958 |

(EUR ths., as of 31.12.2005)

| Claims, liabilities | On demand | Overdue | Up to 1 month | $\begin{gathered} 1 \text { to } 3 \\ \text { months } \end{gathered}$ | 3 to 12 months | 1 to 2 years | $\begin{aligned} & 2 \text { to } 5 \\ & \text { years } \end{aligned}$ | $\begin{aligned} & \text { Over } \\ & 5 \\ & \text { years } \\ & \hline \end{aligned}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Claims of the bank | 5392 | 94 | 2734 | 1896 | 6615 | 2456 | 1668 | 406 | 21262 |
| cash and claims to banks | 4464 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4464 |
| claims to clients | 617 | 93 | 2021 | 1896 | 6614 | 2456 | 1668 | 400 | 15765 |
| securities | 32 | 0 | 0 | 0 | 0 | 0 | 0 | 6 | 38 |
| other claims | 279 | 1 | 713 | 0 | 1 | 0 | 0 | 0 | 995 |
| Off-balance sheet claims | 0 | 0 | 53407 | 0 | 0 | 0 | 0 | 0 | 53407 |
| Bank's liabilities | 2539 | 0 | 4295 | 229 | 7547 | 557 | 289 | 0 | 15455 |
| owed to banks | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| owed to clients debts evidenced by | 2483 | 0 | 4274 | 227 | 3798 | 129 | 274 | 0 | 11184 |
| certificates | 0 | 0 | 0 | 0 | 3719 | 392 | 0 | 0 | 4111 |
| other liabilities | 56 | 0 | 20 | 2 | 30 | 36 | 15 | 0 | 160 |
| Off-balance sheet commitments | 600 | 0 | 52760 | 0 | 128 | 0 | 4 | 0 | 53491 |

## Risk Concentration

(EEK ths., as of 31.12 .2006 )

|  | Credit institution <br> \% from net own <br> funds |  |
| :--- | ---: | ---: |
|  | no. / amount |  |
| Number of customers (client groups) with high risk concentration | 6 |  |
| Due from customers with high risk concentration | 138240 | $72.01 \%$ |
| Due from persons connected with credit institution | 189 | $0.10 \%$ |

(EUR ths., as of 31.12.2006)

|  | Credit institution <br> \% from net own <br> funds |  |
| :--- | ---: | ---: |
|  | no. / amount |  |
| Number of customers (client groups) with high risk concentration | 6 | $72.01 \%$ |
| Due from customers with high risk concentration | 8835 | $0.10 \%$ |
| Due from persons connected with credit institution | 12 |  |

(EEK ths., as of 31.12.2005)

|  | Credit <br> institution <br> \% from net own <br> funds |  |
| :--- | ---: | ---: | ---: |
|  | no. / amount |  |
| Number of customers (client groups) with high risk concentration | 9 |  |
| Due from customers with high risk concentration | 131382 | $138.54 \%$ |
| Due from persons connected with credit institution | 25830 | $27.24 \%$ |

(EUR ths., as of 31.12.2005)

|  | Credit institution <br> \% from net own <br> funds |  |
| :--- | ---: | ---: |
| no. / amount | 9 |  |
| Dumber of customers (client groups) with high risk concentration | 9397 | $138.54 \%$ |
| Due from persons connected with credit institution | 1651 | $27.24 \%$ |

### 3.4 Ratios

|  |  | $\mathbf{0 1 . 1 0 . - 3 1 . 1 2 . 2 0 0 6}$ | $\mathbf{0 1 . 1 0 . \mathbf { 3 1 . 1 2 . 2 0 0 5 }}$ |
| :--- | :---: | ---: | ---: |
|  |  | $1.78 \%$ | $-6.93 \%$ |
| Equity multiplier | ROE | 2.36 | 3.16 |
| Profit margin | EM | $9.71 \%$ | $-31.11 \%$ |
| Asset utilisation | PM | $7.76 \%$ | $7.06 \%$ |
| Net interest margin | AU | $5.23 \%$ | $4.62 \%$ |
| Basic earnings per share | NIM | 0.09 | -0.68 |
| Diluted earnings per share | Basic EPS | -0.68 |  |
| Spread | Diluted EPS | 0.09 | $3.37 \%$ |
| Yield on interest-earning assets | SPREAD | $3.43 \%$ | $6.09 \%$ |
| Cost of interest-bearing liabilities | YIEA | $6.77 \%$ | $2.73 \%$ |

## 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 |
| Basic EPS | Net profit (loss) / Average number of shares |
| Diluted EPS | Net profit (loss) / Average number of shares (incl. all convertible securities) |
| 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

AS SBM Pank is not participating as of 31.12.2006 in any court cases where the bank could sustain substantial losses in the future. Action was filed to court against one loan customer to ensure proper fulfillment of loan obligation and sale of collateral, and execution proceeding of loan collateral was initiated against one loan customer based on court judgment entered into force.

## 4 Financial Statements

### 4.1 Income Statement

|  | Note | $\begin{aligned} & \hline \text { EEK ths. } \\ & \mathbf{0 1 . 1 0 . 2 0 0 6} \\ & \mathbf{3 1 . 1 2 . 2 0 0 6} \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline \text { EEK ths. } \\ & \mathbf{0 1 . 0 1 . 2 0 0 6 -} \\ & \mathbf{3 1 . 1 2 . 2 0 0 6} \end{aligned}$ | $\begin{aligned} & \hline \text { EEK ths. } \\ & \mathbf{0 1 . 1 0 . 2 0 0 5 -} \\ & \mathbf{3 1 . 1 2 . 2 0 0 5} \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { EEK ths. } \\ & \text { 01.01.2005- } \\ & \mathbf{3 1 . 1 2 . 2 0 0 5} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 1 | 10374 | 30689 | 7309 | 17492 |
| From loans |  | 9407 | 27843 | 6958 | 16278 |
| From deposits |  | 747 | 2571 | 351 | 1178 |
| From debt securities and other fixed income securities |  | 220 | 275 | 0 | 36 |
| Interest expense | 2 | 1929 | 7004 | 1665 | 4220 |
| From demand deposits |  | 432 | 1340 | 85 | 337 |
| From time and saving deposits |  | 893 | 2966 | 902 | 2420 |
| From debts evidenced by certificates |  |  |  |  |  |
|  |  | 604 | 2698 | 678 | 1463 |
| Net interest income/expense ( + /-) |  | 8445 | 23685 | 5644 | 13272 |
| Fees and commissions income | 3 | 799 | 1964 | -2 034 | 1684 |
| Fees and commissions expense | 4 | 517 | 1245 | 290 | 1046 |
| Dealing profits (+/ -) | 5 | 574 | 2397 | 717 | 1960 |
| Profit/income |  | 796 | 3242 | 901 | 2540 |
| Loss/expense |  | 222 | 845 | 184 | 580 |
| General administrative expenses |  | 6278 | 21316 | 5204 | 18697 |
| Salaries and compensations | 6 | 2509 | 8657 | 1972 | 7230 |
| Social taxes, unemployment insurance premium expense | 7 | 831 | 2870 | 659 | 2406 |
| Other administrative expenses | 8 | 2938 | 9789 | 2573 | 9061 |
| Value adjustments ( + /-) of investments in land and property, <br> fixed and intangible assets | 9 | -409 | -1 486 | -322 | -1 288 |
| Loss/expense |  | 409 | 1486 | 322 | 1288 |
| Value adjustments of loans and advances (+/ -) | 10 | -350 | 1058 | -1 409 | -1409 |
| Other operating expense Income/loss before taxes ( + /-) | 11 | 449 | 1571 | 271 | 1232 |
|  |  | 1815 | 3486 | -3169 | -6756 |
| Income tax expense |  | 0 | 0 | 0 | 0 |
| Profit/loss for the period (+/-) |  | 1815 | 3486 | -3169 | -6756 |

Basic earnings per share (Basic EPS)

| 2006 | EEK 0.25 |
| :--- | :--- |
| 2005 | EEK -0.68 |

Diluted earnings per share (Diluted EPS)
$2006 \quad$ EEK 0.25

Income Statement

|  | Note | EUR ths. 01.10.200631.12.2006 | EUR ths. 01.01.200631.12.2006 | $\begin{aligned} & \text { EUR ths. } \\ & \text { 01.10.2005- } \\ & \mathbf{3 1 . 1 2 . 2 0 0 5} \end{aligned}$ | EUR ths. 01.01.2005- <br> 31.12.2005 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | 1 | 663 | 1961 | 467 | 1118 |
| From loans |  | 601 | 1779 | 445 | 1040 |
| From deposits |  | 48 | 164 | 22 | 75 |
| From debt securities and other fixed income securities |  | 14 | 18 | 0 | 2 |
| Interest expense | 2 | 123 | 448 | 106 | 270 |
| From demand deposits |  | 28 | 86 | 5 | 22 |
| From time and saving deposits |  | 57 | 190 | 58 | 155 |
| From debts evidenced by certificates |  |  |  |  |  |
|  |  | 39 | 172 | 43 | 94 |
| Net interest income/expense (+/-) |  | 540 | 1514 | 361 | 848 |
| Fees and commissions income | 3 | 51 | 126 | -130 | 108 |
| Fees and commissions expense | 4 | 33 | 80 | 19 | 67 |
| Dealing profits ( + /-) | 5 | 37 | 153 | 46 | 125 |
| Profit/income |  | 51 | 207 | 58 | 162 |
| Loss/expense |  | 14 | 54 | 12 | 37 |
| General administrative expenses |  | 401 | 1362 | 333 | 1195 |
| Salaries and compensations | 6 | 160 | 553 | 126 | 462 |
| Social taxes, unemployment insurance premium expense | 7 | 53 | 183 | 42 | 154 |
| Other administrative expenses | 8 | 188 | 626 | 164 | 579 |
| Value adjustments ( + / - ) of investments in land and property, |  |  |  |  |  |
| fixed and intangible assets | 9 | -26 | -95 | -21 | -82 |
| Loss/expense |  | 26 | 95 | 21 | 82 |
| Value adjustments of loans and advances (+/-) | 10 | -22 | 68 | -90 | -90 |
| Other operating expense | 11 | 29 | 100 | 17 | 79 |
| Income/loss before taxes (+/ -) |  | 116 | 223 | -203 | -432 |
| Income tax expense |  | 0 | 0 | 0 | 0 |
| Profit/loss for the period (+/-) |  | 116 | 223 | -203 | -432 |

Basic earnings per share (Basic EPS)

| 2006 | EUR 0.02 |
| :--- | :--- |
| 2005 | EUR -0.04 |

Diluted earnings per share (Diluted EPS)
2006 EUR 0.02

### 4.2 Balance Sheet

|  | Note | $\begin{aligned} & \text { (EEK ths.) } \\ & \text { 31.12.2006 } \end{aligned}$ | $\begin{aligned} & \text { (EEK ths.) } \\ & \text { 31.12.2005 } \end{aligned}$ | (EUR ths.) 31.12.2006 | (EUR ths.) 31.12.2005 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash | 12 | 259 | 295 | 17 | 19 |
| Balances with central bank | 13 | 74265 | 32143 | 4746 | 2054 |
| Demand loans |  | 74265 | 32143 | 4746 | 2054 |
| Loans to credit institutions | 14 | 1790 | 37415 | 114 | 2391 |
| Demand loans |  | 1790 | 37415 | 114 | 2391 |
| Time loans |  | 0 | 0 | 0 | 0 |
| Loans to clients | 15 | 365986 | 246668 | 23391 | 15765 |
| incl. overdraft |  | 1990 | 3322 | 127 | 212 |
| incl. loans with mortgage collateral |  | 217640 | 106396 | 13910 | 6800 |
| Claims to financial institutions |  | 36915 | 11526 | 2359 | 737 |
| Demand loans to financial institutions |  | 17077 | 11526 | 1091 | 737 |
| Loans to other financial institutions |  | 19838 | 0 | 1268 | 0 |
| Loans to other enterprises |  | 295472 | 204103 | 18884 | 13045 |
| Loans to non-profit organisations |  | 0 | 0 | 0 | 0 |
| Loans to private persons |  | 33599 | 31039 | 2147 | 1984 |
| Provisions for doubtful receivables (minus) | 15 | -350 | 0 | -22 | 0 |
| Provisions for doubtful loans to clients |  | -350 | 0 | -22 | 0 |
| Securities |  | 12969 | 591 | 829 | 38 |
| Debt securities and other fixed income securities | 16 |  |  |  |  |
|  |  | 12353 | 0 | 790 | 0 |
| Shares | 17 | 616 | 591 | 39 | 38 |
| Intangible assets | 18 | 1066 | 832 | 68 | 53 |
| Fixed assets | 19 | 3822 | 3974 | 244 | 254 |
| Other assets | 20 | 148 | 10127 | 9 | 647 |
| Accrued revenue and prepaid expenses | 21 | 3199 | 5442 | 204 | 348 |
| incl. interest receivable |  | 1884 | 1094 | 120 | 70 |
| Total assets |  | 463154 | 337487 | 29601 | 21569 |
| Amounts owed to credit institutions | 22 | 78140 | 0 | 4994 | 0 |
| Time deposits |  | 78140 | 0 | 4994 | 0 |
| Amounts owed to customers | 23 | 130190 | 174994 | 8321 | 11184 |
| Amounts owed to government |  | 93 | 724 | 6 | 46 |
| Amounts owed to financial institutions |  | 216 | 33569 | 14 | 2145 |
| Amounts owed to other enterprises |  | 43853 | 80089 | 2803 | 5119 |
| Amounts owed to non-profit organisations |  | 1245 | 145 | 80 | 9 |
| Amounts owed to private persons |  | 84783 | 60467 | 5419 | 3865 |
| Debt certificate liabilities | 24 | 53190 | 64325 | 3399 | 4111 |
| Bonds issued |  | 53190 | 64325 | 3399 | 4111 |
| Other liabilities | 25 | 1967 | 189 | 126 | 12 |
| incl. payments in transmission |  | 1967 | 189 | 126 | 12 |
| Accrued expenses and deferred income | 26 | 3145 | 2314 | 201 | 148 |
| incl. interest payable |  | 1667 | 1231 | 107 | 79 |
| Total liabilities |  | 266632 | 241822 | 17041 | 15455 |
| Subscribed capital |  | 200500 | 100000 | 12814 | 6391 |
| Other reserves |  | 271 | 271 | 17 | 17 |
| Retained earnings |  | -7 735 | 2150 | -494 | 137 |
| Profit/(-)loss for the year |  | 3486 | -6756 | 223 | -432 |
| Total equity |  | 196522 | 95665 | 12560 | 6114 |
| Total liabilities and equity |  | 463154 | 337487 | 29601 | 21569 |

### 4.3 Off-Balance Sheet Claims and Commitments

(EEK ths., as of 31.12.2006)

|  | Claims | Commitments |
| :--- | ---: | ---: |
| Irrevocable transactions | $\mathbf{0}$ | $\mathbf{5 3} \mathbf{0 3 6}$ |
| Guarantees and other similar irrevocable transactions | 0 | 2656 |
| Unused amount of credit lines and overdraft limits | 0 | 50380 |
| Derivatives | $\mathbf{5 0 6 9 7 7}$ | $\mathbf{5 0 6 8 8 2 9}$ |
| Currency-related derivatives | 506977 | 506829 |

(EUR ths., as of 31.12.2006)

|  | Claims | Commitments |
| :--- | ---: | ---: |
| Irrevocable transactions | $\mathbf{0}$ | $\mathbf{3 3 9 0}$ |
| Guarantees and other similar irrevocable transactions | 0 | 170 |
| Unused amount of credit lines and overdraft limits | 0 | 3220 |
| Derivatives | $\mathbf{3 2 4 0 2}$ | $\mathbf{3 2 3 9 2}$ |
| Currency-related derivatives | 32402 | 32392 |

(EEK ths., as of 31.12.2005)

|  | Claims | Commitments |
| :--- | ---: | ---: |
| Irrevocable transactions | $\mathbf{0}$ | $\mathbf{1 1 4 4 6}$ |
| Guarantees and other similar irrevocable transactions | 0 | 2056 |
| Unused amount of credit lines and overdraft limits | 0 | 9390 |
| Derivatives | $\mathbf{8 3 5} \mathbf{6 3 9}$ | $\mathbf{8 2 5} 512$ |
| Currency-related derivatives | 835639 | 825512 |

(EUR ths., as of 31.12.2005)

|  | Claims | Commitments |
| :--- | ---: | ---: |
| Irrevocable transactions | $\mathbf{0}$ | $\mathbf{7 3 2}$ |
| Guarantees and other similar irrevocable transactions | 0 | 131 |
| Unused amount of credit lines and overdraft limits | 0 | 600 |
| Derivatives | $\mathbf{5 3} \mathbf{4 0 7}$ | $\mathbf{5 2} \mathbf{7 6 0}$ |
| Currency-related derivatives | 53407 | 52760 |

### 4.4 Statement of Changes in Equity

|  | (EEK ths.) | (EEK ths.) | (EUR ths.) | (EUR ths.) |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { 01.01.2006 - } \\ \text { 31.12.2006 } \end{array}$ | $\begin{array}{r} \text { 01.01.2005 - } \\ \text { 31.12.2005 } \end{array}$ | $\begin{array}{r} \hline \text { 01.01.2006 - } \\ \text { 31.12.2006 } \end{array}$ | $\begin{array}{r} \text { 01.01.2005- } \\ 31.12 .2005 \end{array}$ |
| Share capital |  |  |  |  |
| Balance at beginning of period | 100000 | 100000 | 6391 | 6391 |
| Share capital paid in | 100500 | 0 | 6423 | 0 |
| Balance at end of period | 200500 | 100000 | 12814 | 6391 |
| Other reserves |  |  |  |  |
| Balance at beginning of period | 271 | 230 | 17 | 15 |
| Statutory legal reserve | 0 | 41 | 0 | 3 |
| Balance at end of period | 271 | 271 | 17 | 17 |
| Retained earnings |  |  |  |  |
| Balance at beginning of period | -4 606 | 2192 | -294 | 140 |
| Appropriations to reserves | 0 | -41 | 0 | -3 |
| Deduction (capital increase costs) | -3129 | 0 | -200 | 0 |
| Profit / loss for the financial year | 3486 | -6756 | 223 | -432 |
| Balance at end of period | -4249 | -4605 | -272 | -294 |
| Total shareholder's equity: |  |  |  |  |
| at beginning of period | 95666 | 102422 | 6114 | 6546 |
| at end of period | 196522 | 95666 | 12560 | 6114 |

Share capital is divided into 20500000 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

|  | $\begin{array}{r} \hline \text { (EEK ths.) } \\ \mathbf{0 1 . 0 1 . 2 0 0 6}- \\ \mathbf{3 1 . 1 2 . 2 0 0 6} \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { (EEK ths.) } \\ \mathbf{0 1 . 0 1 . 2 0 0 5 -} \\ \mathbf{3 1 . 1 2 . 2 0 0 5} \end{array}$ | $\begin{array}{r} \hline \text { (EUR ths.) } \\ \mathbf{0 1 . 0 1 . 2 0 0 6 -} \\ \mathbf{3 1 . 1 2 . 2 0 0 6} \end{array}$ | $\begin{array}{r} \hline \text { (EUR ths.) } \\ \mathbf{0 1 . 0 1 . 2 0 0 5 -} \\ \mathbf{3 1 . 1 2 . 2 0 0 5} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities | -93772 | -18 251 | -5993 | -1166 |
| interests received | 30689 | 16398 | 1961 | 1048 |
| interests paid | -7 004 | -2 989 | -448 | -191 |
| fees and commissions received | 1964 | 1529 | 126 | 98 |
| fees and commissions paid | -1245 | -1 046 | -80 | -67 |
| general administrative expenses | -21316 | -17698 | -1 362 | -1 131 |
| net trading income | 2397 | 1960 | 153 | 125 |
| other operating expenses | -1571 | -1 232 | -100 | -79 |
| net increase/decrease in operating assets (-/+) |  |  |  |  |
| loan portfolio | -93929 | -142338 | -6 003 | -9 097 |
| due from other banks | -1 199 | -21703 | -77 | -1 387 |
| other assets | -14 991 | -11502 | -958 | -735 |
| securities | -12378 | 2507 | -791 | 160 |
| net increase/decrease in operating liabilities ( $+/-$ ) |  |  |  |  |
| due to customers | 33336 | 94123 | 2131 | 6016 |
| debt certificate liabilities | -11 135 | 64325 | -712 | 4111 |
| other liabilities | 2610 | -585 | 167 | -37 |
|  |  |  | 0 | 0 |
| Cash flows from investing activities | -1882 | -2 538 | -120 | -162 |
| purchase of tangible fixed assets | -1 402 | -1 637 | -90 | -105 |
| purchase of intangible assets | -480 | -901 | -31 | -58 |
| Cash flows from financing activities | 100500 | 0 | 6423 | 0 |
| share capital paid in | 100500 | 0 | 6423 | 0 |
| Net change in cash and cash equivalents | 4846 | -20 789 | 310 | -1329 |
| Cash and cash equivalents at beginning of year | 39455 | 60244 | 2522 | 3850 |
| Cash and cash equivalents at the end of IV quarter | 44301 | 39455 | 2831 | 2522 |

[^0]1. Bank did not pay income tax in 2006.
2. Bank did not have assets acquired under capital lease during year 2006.
3. Bank did not pay for any investments with Estonian Privatisation Vouchers (EVP) nor with nonmonetary payment during year 2006.
4. Bank did not receive non-monetary dividends, in other assets, during year 2006.

### 4.6 Notes to the Financial Statements

i) Same accounting principles and methods are applied in the interim report as in the last annual report.
ii) Segmental reporting has not been compiled, as the Bank has so far only one important segment, based on number of customers, products and management.

|  | $\begin{gathered} \hline \text { (EEK ths.) } \\ \mathbf{0 1 . 0 1 . 0 6 -} \\ \mathbf{3 1 . 1 2 . 0 6} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { (EEK ths.) } \\ \mathbf{0 1 . 0 1 . 0 5 -} \\ \mathbf{3 1 . 1 2 . 0 5} \\ \hline \end{gathered}$ | $\begin{aligned} & \hline \text { (EUR ths.) } \\ & \text { 01.01.06- } \\ & \mathbf{3 1 . 1 2 . 0 6} \\ & \hline \end{aligned}$ | $\begin{array}{r} \hline \text { (EUR ths.) } \\ \mathbf{0 1 . 0 1 . 0 5 -} \\ \mathbf{3 1 . 1 2 . 0 5} \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Note 1: Interest Income |  |  |  |  |
| Interest income from loans | 27843 | 16278 | 1779 | 1040 |
| Interest income from demand deposits | 1699 | 1178 | 109 | 75 |
| Interest income from time deposits | 872 | 0 | 56 | 0 |
| Interest income from debt securities | 275 | 36 | 18 | 2 |
| Total interest income | 30689 | 17492 | 1961 | 1118 |
| Interest income by geographical location |  |  |  |  |
| Estonia | 29949 | 15072 | 1914 | 963 |
| OECD countries | 740 | 2420 | 47 | 155 |
| Total by countries | 30689 | 17492 | 1961 | 1118 |

Note 2: Interest Expense

| Interest expense on demand deposits | 1340 | 337 | 86 | 22 |
| :--- | ---: | ---: | ---: | ---: |
| Interest expense on time deposits | 2966 | 2420 | 190 | 155 |
| Interest expense on debts evidenced |  |  |  |  |
| by certificates | 2698 | 1463 | 172 | 94 |
| Total interest expense | $\mathbf{7 0 0 4}$ | $\mathbf{4 2 2 0}$ | $\mathbf{4 4 8}$ | $\mathbf{2 7 0}$ |

Note 3: Fees and Commissions Income

| Bank transaction fees | 287 | 253 | 18 | 16 |
| :--- | ---: | ---: | ---: | ---: |
| Security transaction fees | 1370 | 1035 | 88 | 66 |
| Account opening and maintenance fees | 272 | 361 | 17 | 23 |
| Other fees and commissions income | 34 | 35 | 2 | 2 |
| Total fees and commissions income | $\mathbf{1 9 6 4}$ | $\mathbf{1 6 8 4}$ | $\mathbf{1 2 6}$ | $\mathbf{1 0 8}$ |

Fees and commissions income by geographical location

| Estonia | 1307 | 833 | 84 | 53 |
| :--- | ---: | ---: | ---: | ---: |
| OECD countries | 656 | 851 | 42 | 54 |
| Total by countries | $\mathbf{1 9 6 4}$ | $\mathbf{1 6 8 4}$ | $\mathbf{1 2 6}$ | $\mathbf{1 0 8}$ |

Note 4: Fees and Commissions Expense

| Securities transactions expenses | 752 | 546 | 48 | 35 |
| :--- | ---: | ---: | ---: | ---: |
| Bank transaction expenses | 187 | 181 | 12 | 12 |
| S.W.I.F.T. expenses | 289 | 302 | 18 | 19 |
| Other fees and commissions expense | 17 | 17 | 1 | 1 |
| Total fees and commissions expense | $\mathbf{1 2 4 5}$ | $\mathbf{1 0 4 6}$ | $\mathbf{8 0}$ | $\mathbf{6 7}$ |


|  | $\begin{gathered} \text { (EEK ths.) } \\ \mathbf{0 1 . 0 1 . 0 6}- \\ \mathbf{3 1 . 1 2 . 0 6} \end{gathered}$ | $\begin{gathered} \hline \text { (EEK ths.) } \\ \mathbf{0 1 . 0 1 . 0 5}- \\ \mathbf{3 1 . 1 2 . 0 5} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { (EUR ths.) } \\ \mathbf{0 1 . 0 1 . 0 6 -} \\ \mathbf{3 1 . 1 2 . 0 6} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { (EUR ths.) } \\ \mathbf{0 1 . 0 1 . 0 5}- \\ \mathbf{3 1 . 1 2 . 0 5} \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Note 5: Net Trading Income |  |  |  |  |
| Income from foreign exchange | 2361 | 1306 | 151 | 83 |
| Income from shares and debt securities in trading portfolio | 36 | 654 | 2 | 42 |
| Total net trading income | 2397 | 1960 | 153 | 125 |
| Note 6: Salary Expense |  |  |  |  |
| Salaries | 8492 | 7127 | 543 | 455 |
| Fringe benefits | 41 | 17 | 3 | 1 |
| Income tax on fringe benefits | 12 | 5 | 1 | 0 |
| Change in vacations reserve | 112 | 81 | 7 | 5 |
| Total salary expense | 8657 | 7230 | 553 | 462 |
| Note 7: Social Taxes, Unemployment Insurance Premium Expense |  |  |  |  |
| Social taxes from salaries | 2815 | 2372 | 180 | 152 |
| Social taxes from fringe benefits | 18 | 7 | 1 | 0 |
| Social tax from change in vacations reserve | 37 | 27 | 2 | 2 |
| Total social taxes, unemployment insurance premium expense | 2870 | 2406 | 183 | 154 |
| Note 8: Other Administrative Expenses |  |  |  |  |
| Rent of premises | 3120 | 2865 | 199 | 183 |
| IT expenses | 1719 | 1465 | 110 | 94 |
| Post and telecommunication expenses | 532 | 425 | 34 | 27 |
| Professional services purchased | 1398 | 1868 | 89 | 119 |
| Office expenses | 611 | 349 | 39 | 22 |
| Training and business trip expenses | 150 | 137 | 10 | 9 |
| Advertising expenses | 1189 | 1074 | 76 | 69 |
| Transportation expenses | 871 | 720 | 56 | 46 |
| Other expenses | 199 | 158 | 13 | 10 |
| Total other administrative expenses | 9789 | 9061 | 626 | 579 |
| Note 9: Value Adjustments of Property Investments, Fixed and Intangible Assets |  |  |  |  |
| Depreciation of fixed assets | -1241 | -1 072 | -79 | -69 |
| Amortisation of intangible assets | -245 | -216 | -16 | -14 |
| Total value adjustments of property investments, fixed and intangible assets | -1 486 | -1 288 | -95 | -82 |
| Note 10: Value Adjustments of Loans and Advances |  |  |  |  |
| Doubtful receivables | 1058 | -1409 | 68 | -90 |
| Total value adjustments of loans and advances | 1058 | -1409 | 68 | -90 |
| Note 11: Other Operating Expenses |  |  |  |  |
| Guarantee Fund payments | 505 | 249 | 32 | 16 |
| Financial Supervision Authority fees | 819 | 773 | 52 | 49 |
| Tallinn Stock Exchange fees | 169 | 166 | 11 | 11 |
| Other operating expenses | 78 | 44 | 5 | 3 |
| Total other operating expenses | 1571 | 1232 | 100 | 79 |


| (EEK ths.) | (EEK ths.) | (EUR ths.) | (EUR ths.) |
| ---: | ---: | ---: | ---: |
| $\mathbf{3 1 . 1 2 . 2 0 0 6}$ | $\mathbf{3 1 . 1 2 . 2 0 0 5}$ | $\mathbf{3 1 . 1 2 . 2 0 0 6}$ | $\mathbf{3 1 . 1 2 . 2 0 0 5}$ |

Note 12: Cash
Cash in Estonian kroons
Cash in foreign currency
Total cash

Note 13: Balances with Central Bank
Mandatory reserve
Surplus of the reserve with the central bank
Total balances with the central bank

Note 14: Due from Other Credit Institutions
Correspondent accounts
Total due from other credit institutions

Claims by country
Estonia
OECD countries

Total claims by country

## Note 15: Due from Customers

Due by customer types
Due from financial institution
Loans to private companies
Loans to private persons
Total due from customers
Interest rates of loans range between $0 \%-18 \%$.

## Loans with collaterals

Mortgage
Commercial pledge
Pledge of building
Pledge of shares
Deposit
Other
Total loans with collaterals

Due by remaining maturity

| On demand | 14245 | 11099 | 910 | 709 |
| :--- | ---: | ---: | ---: | ---: |
| Up to 3 months | 64239 | 61284 | 4106 | 3917 |
| 3 to 12 months | 194846 | 103485 | 12453 | 6614 |
| 1 to 2 years | 42675 | 38433 | 2727 | 2456 |
| 2 to 5 years | 41763 | 26103 | 2669 | 1668 |
| over 5 years | 2636 | 6264 | 168 | 400 |
| overdue | 5232 | 0 | 334 | 0 |
| doubtful receivables | 350 | 0 | 22 | 0 |
| Total due from customers | $\mathbf{3 6 5 9 8 6}$ | $\mathbf{2 4 6} \mathbf{6 6 8}$ | $\mathbf{2 3} \mathbf{3 9 1}$ | $\mathbf{1 5 ~ 7 6 5}$ |


|  | $\begin{array}{r} \text { (EEK ths.) } \\ \mathbf{3 1 . 1 2 . 2 0 0 6} \end{array}$ | $\begin{array}{r} \text { (EEK ths.) } \\ \mathbf{3 1 . 1 2 . 2 0 0 5} \end{array}$ | $\begin{array}{r} \text { (EUR ths.) } \\ \text { 31.12.2006 } \end{array}$ | $\begin{array}{r} \text { (EUR ths.) } \\ \mathbf{3 1 . 1 2 . 2 0 0 5} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Due by country |  |  |  |  |
| Estonia | 335217 | 210797 | 21424 | 13472 |
| OECD countries | 30769 | 35871 | 1966 | 2293 |
| Total due from customers | 365986 | 246668 | 23391 | 15765 |
| Overdue claims and loans |  |  |  |  |
| Loans to private enterprises | 5232 | 1447 | 334 | 92 |
| Loans to private persons | 0 | 1 | 0 | 0 |
| Total overdue claims and loans | 5232 | 1448 | 334 | 93 |
| Specific loan loss provisions | -350 | 0 | -22 | 0 |
| Note 16: Debt Securities and Other Fixed Income Securities |  |  |  |  |
| Debt securities by issuer |  |  |  |  |
| Debt securities of private companies | 12353 | 0 | 790 | 0 |
| Total debt securities by issuer | 12353 | 0 | 790 | 0 |
| Debt securities by countries |  |  |  |  |
| Estonia | 11947 | 0 | 764 | 0 |
| OECD countries | 406 | 0 | 26 | 0 |
| Total debt securities by countries | 12353 | 0 | 790 | 0 |
| Note 17: Shares |  |  |  |  |
| Shares |  |  |  |  |
| Financial assets in fair value with change through income statement | 520 | 495 | 33 | 32 |
| - shares listed in stock exchange | 520 | 495 | 33 | 32 |
| shares in investment portfolio | 96 | 96 | 6 | 6 |
| Total shares | 616 | 591 | 39 | 38 |
| Shares by countries |  |  |  |  |
| Estonia | 261 | 96 | 17 | 6 |
| OECD countries | 355 | 495 | 23 | 32 |
| Total shares by countries | 616 | 591 | 39 | 38 |

Note 18: Intangible Assets

|  |  | EEK ths.) |  | (EUR ths.) |
| :---: | :---: | :---: | :---: | :---: |
|  | Computer software | Total | Computer software | Total |
| Balance as of 01.01.2006 |  |  |  |  |
| At cost | 3037 | 3037 | 194 | 194 |
| Accumulated amortisation | -2 205 | -2 205 | -141 | -141 |
| Net value | 832 | 832 | 53 | 53 |
| Changes in 2006 |  |  |  |  |
| Purchases during period | 480 | 480 | 31 | 31 |
| Amortisation expense | -245 | -245 | -16 | -16 |
| Balance as of 31.12.2006 |  |  |  |  |
| At cost | 3517 | 3517 | 225 | 225 |
| Accumulated amortisation | -2 451 | -2 451 | -157 | -157 |
| Net value | 1066 | 1066 | 68 | 68 |

(EEK ths.)

|  | Capitalised expenses Computers | Other <br> Furniture fixed assets Prepayments |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Balance as of 01.01.2006 |  |  |  |  |  |
| At cost | 2781 | 1071 | 1824 | 12 | 6466 |
| Accumulated depreciation | -670 -464 | -632 | -726 | 0 | -2 492 |
| Net value | 2111314 | 439 | 1098 | 12 | 3974 |
| Changes in 2006 |  |  |  |  |  |
| Purchases during period | 26342 | 158 | 572 | 292 | 1390 |
| Depreciation expense | -558 -214 | -127 | -341 | 0 | -1240 |
| Revaluation due to drop in value (at cost) | 0 0 | 0 | -45 | 0 | -45 |
| Registered as fixed asset from prepayment | $-120$ | -74 | -218 | -304 | -608 |
| Balance as of 31.12.2006 |  |  |  |  |  |
| At cost | 28071120 | 1229 | 2351 | 0 | 7507 |
| Accumulated depreciations | -1 227 -678 | -759 | -1 021 | 0 | -3685 |
| Net value | 1580442 | 470 | 1330 | 0 | 3822 |
| (EUR ths.) |  |  |  |  |  |
|  | Capitalised expenses Computers | Furniture | Other <br> assets |  | Total |
| Balance as of 01.01.2006 |  |  |  |  |  |
| At cost | 17850 | 68 | 117 | 1 | 413 |
| Accumulated depreciation | -43 -30 | -40 | -46 | 0 | -159 |
| Net value | 13520 | 28 | 70 | 1 | 254 |
| Changes in 2006 |  |  |  |  |  |
| Purchases during period | 222 | 10 | 37 | 19 | 89 |
| Depreciation expense | -36 -14 | -8 | -22 | 0 | -79 |
| Registered as fixed asset from prepayment | $-10$ | -5 | -14 | -19 | -39 |
| Balance as of 31.12.2006 |  |  |  |  |  |
| At cost | 179 72 | 79 | 150 | 0 | 480 |
| Accumulated depreciations | -78 -43 | -49 | -65 | 0 | -236 |
| Net value | 10128 | 30 | 85 | 0 | 244 |


| (EEK ths.) | (EEK ths.) | (EUR ths.) | (EUR ths.) |
| ---: | ---: | ---: | ---: |
| $\mathbf{3 1 . 1 2 . 2 0 0 6}$ | $\mathbf{3 1 . 1 2 . 2 0 0 5}$ | $\mathbf{3 1 . 1 2 . 2 0 0 6}$ | $\mathbf{3 1 . 1 2 . 2 0 0 5}$ |

## Note 20: Other Assets

Revaluation of foreign currency derivatives
Total other assets

Note 21: Accruals and Prepaid Expenses Interests receivable
Fees and commissions receivable
Prepaid expenses
Debtors
Other accrued revenue
Total accruals and prepaid expenses

Note 22: Due to Credit Institutions
Time deposits
Total due to credit institutions

Note 23: Due to Customers
Demand deposits
Time deposits
Total due to customers
Demand deposits by customer groups
Government
Financial institutions
Non-profit organisations
Companies
Private persons
Total demand deposits
Time deposits by customer groups
Financial institutions
Non-profit organisations
Companies
Private persons
Total time deposits

Due to customers by maturities
On demand
up to 1 month
3 to 12 months
1 to 2 years
2 to 5 years
Total due to customers

Note 24: Debt Certificate Liabilities
Bonds issued
Total debt certificate liabilities
148

148
$10127 \quad 9$
$10127 \quad 9 \quad 647$
647

| 1884 | 1094 | 120 | 70 |
| ---: | ---: | ---: | ---: |
| 167 | 97 | 11 | 6 |
| 1072 | 4175 | 69 | 267 |
| 0 | 58 | 0 | 4 |
| 76 | 18 | 5 | 1 |
| $\mathbf{3 1 9 9}$ | $\mathbf{5 4 4 2}$ | $\mathbf{2 0 4}$ | $\mathbf{3 4 8}$ |

$78140 \quad 0 \quad 4994 \quad 0$
$\begin{array}{llll}78140 & 0 & 4994 & 0\end{array}$

| 71320 | 38844 | 4558 | 2483 |
| ---: | ---: | ---: | ---: |
| 58870 | 136150 | 3762 | 8702 |
| $\mathbf{1 3 0 1 9 0}$ | $\mathbf{1 7 4 9 9 4}$ | $\mathbf{8 3 2 1}$ | $\mathbf{1 1 \mathbf { 1 8 4 }}$ |


| 93 | 724 | 6 | 46 |
| ---: | ---: | ---: | ---: |
| 216 | 22 | 14 | 1 |
| 1240 | 70 | 79 | 4 |
| 25912 | 9469 | 1656 | 605 |
| 43859 | 28559 | 2803 | 1825 |
| $\mathbf{7 1 3 2 0}$ | $\mathbf{3 8 ~ 8 4 4}$ | $\mathbf{4 5 5 8}$ | $\mathbf{2 4 8 3}$ |


|  | 33547 | 0 | 2144 |
| ---: | ---: | ---: | ---: |
| 5 | 75 | 0 | 5 |
| 17940 | 70620 | 1147 | 4513 |
| 40925 | 31908 | 2616 | 2039 |
| $\mathbf{5 8 8 7 0}$ | $\mathbf{1 3 6 1 5 0}$ | $\mathbf{3 7 6 2}$ | $\mathbf{8 7 0 2}$ |


| 59339 | 38844 | 3792 | 2483 |
| ---: | ---: | ---: | ---: |
| 23193 | 66877 | 1482 | 4274 |
| 42807 | 62975 | 2736 | 4025 |
| 831 | 2016 | 53 | 129 |
| 4020 | 4282 | 257 | 274 |
| $\mathbf{1 3 0 1 9 0}$ | $\mathbf{1 7 4 9 9 4}$ | $\mathbf{8 3 2 1}$ | $\mathbf{1 1 1 8 4}$ |


| 53190 | 64325 | 3399 | 4111 |
| :--- | :--- | :--- | :--- |
| $\mathbf{5 3 1 9 0}$ | $\mathbf{6 4 3 2 5}$ | $\mathbf{3 3 9 9}$ | $\mathbf{4 1 1 1}$ |


| (EEK ths.) | (EEK ths.) | (EUR ths.) | (EUR ths.) |
| ---: | ---: | ---: | ---: |
| $\mathbf{3 1 . 1 2 . 2 0 0 6}$ | $\mathbf{3 1 . 1 2 . 2 0 0 5}$ | $\mathbf{3 1 . 1 2 . 2 0 0 6}$ | $\mathbf{3 1 . 1 2 . 2 0 0 5}$ |

## Bonds by maturity

10.08.2006, int. rate $3.60 \%$ p.a., $30 / 360$
20.04.2007, int. rate $4.75 \%$ p.a., $30 / 360$ *
11.10.2007, int. rate $4.25 \%$ p.a., $30 / 360$
19.10.2007, int. rate $4.25 \%$ p.a., $30 / 360$

Total debt certificate liabilities

* Listed on Tallinn Stock Exchange

Note 25: Other Liabilities
Payments in transmission
Total other liabilities

Note 26: Accrued Expenses and Deferred Income
Interest payable
Taxes payable:
income tax withheld from salaries
social tax
unemployment insurance premium
sales tax (VAT)
corporate income tax
mandatory pension payment withheld
Payables to employees

| 1667 | 1231 | 107 | 79 |
| ---: | ---: | ---: | ---: |
| 510 | 319 | 33 | 20 |
| 181 | 135 | 12 | 9 |
| 291 | 206 | 19 | 13 |
| 8 | 9 | 1 | 1 |
| 6 | -49 | 0 | -3 |
| 9 | 7 | 1 | 0 |
| 15 | 11 | 1 | 1 |
| 476 | 327 | 30 | 21 |
| 486 | 353 | 31 | 23 |
| 6 | 84 | 0 | 5 |
| $\mathbf{3 1 4 5}$ | $\mathbf{2 3 1 4}$ | $\mathbf{2 0 1}$ | $\mathbf{1 4 8}$ |

## Note 27: Geographical Concentration of Clients' Debts

(EEK ths., as of 31.12.06)

| Area / Type of debt | Balance sheet claims |  |  | incl. overdue and doubtful receivables | Off-balance sheet claims | By area (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | loans * | securities | other <br> claims |  |  |  |
| Estonia | 338887 | 12209 | 1727 | 5295 | 151663 | 56.28\% |
| Sweden | 0 | 95 | 0 | 0 | 0 | 0.01\% |
| Italy | 157 |  | 0 | 0 | 0 | 0.02\% |
| United States of America | 0 |  | 0 | 0 | 0 | 0.00\% |
| Finland | 147 | 259 | 0 | 0 | 0 | 0.05\% |
| United Kingdom | 16881 |  | 0 | 0 | 355314 | 41.96\% |
| Denmark | 1024 |  | 0 | 0 | 0 | 0.12\% |
| Poland | 7 |  | 0 | 0 | 0 | 0.00\% |
| Latvia | 0 | 406 | 11 | 0 | 0 | 0.00\% |
| Greece | 13777 |  | 146 | 0 | 0 | 1.57\% |
| Total | 370880 | 12969 | 1884 | 5295 | 506977 | 100.00\% |

(EUR ths., as of 31.12.06)

| Area / Type of debt | Balance sheet claims |  |  | incl. overdue and doubtful receivables | Off-balance sheet claims | By area (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | loans * $\mathbf{s}$ | securities | other <br> claims |  |  |  |
| Estonia | 21659 | 780 | 110 | 338 | 9693 | 56.28\% |
| Sweden | 0 | 6 | 0 | 0 | 0 | 0.01\% |
| Italy | 10 | 0 | 0 | 0 | 0 | 0.02\% |
| United States of America | 0 | 0 | 0 | 0 | 0 | 0.00\% |
| Finland | 9 | 17 | 0 | 0 | 0 | 0.05\% |
| United Kingdom | 1079 | 0 | 0 | 0 | 22709 | 41.96\% |
| Denmark | 65 | 0 | 0 | 0 | 0 | 0.12\% |
| Poland | 0 | 0 | 0 | 0 | 0 | 0.00\% |
| Latvia | 0 | 26 | 1 | 0 | 0 | 0.00\% |
| Greece | 881 | 0 | 9 | 0 | 0 | 1.57\% |
| Total | 23704 | 829 | 120 | 338 | 32402 | 100.00\% |

Note 27 continued
(EEK ths., as of 31.12.05)

|  | Balance sheet claims |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Area / Type of debt | loans * securitiesother <br> claims | overdue and <br> doubtful <br> receivables | Off-balance <br> sheet claims | By area <br> $(\%)$ |  |  |
| Estonia | 277113 | 96 | 1053 | 1466 | 274912 | $47.89 \%$ |
| Sweden | 0 | 126 | 0 | 0 | 0 | $0.01 \%$ |
| Italy | 15 | 0 | 0 | 0 | 0 | $0.00 \%$ |
| United States of America | 280 | 0 | 0 | 0 | 0 | $0.02 \%$ |
| Finland | 2926 | 369 | 0 | 0 | 0 | $0.29 \%$ |
| United Kingdom | 11158 | 0 | 0 | 0 | 560727 | $49.64 \%$ |
| Greece | 24734 | 0 | 0 | 0 | 0 | $2.15 \%$ |
| Total | 316226 | 591 | 1053 | 1466 | 835639 | $100.00 \%$ |

(EUR ths., as of 31.12.05)

| Area / Type of debt | Balance sheet claims |  |  | incl. overdue and doubtful receivables | Off-balance sheet claims | By area (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | loans * s | securities | other <br> claims |  |  |  |
| Estonia | 17711 | 6 | 67 | 94 | 17570 | 47.89\% |
| Sweden | 0 | 8 | 0 | 0 | 0 | 0.01\% |
| Italy | 1 | 0 | 0 | 0 | 0 | 0.00\% |
| United States of America | 18 | 0 | 0 | 0 | 0 | 0.02\% |
| Finland | 187 | 24 | 0 | 0 | 0 | 0.29\% |
| United Kingdom | 713 | 0 | 0 | 0 | 35837 | 49.64\% |
| Greece | 1581 | 0 | 0 | 0 | 0 | 2.15\% |
| Total | 20211 | 38 | 67 | 94 | 53407 | 100.00\% |

## Note 28: Concentration of Clients' Debt by Economic Sector

(EEK ths., as of 31.12.06)

| Economic sector / Type of debt | Balance sheet claims |  |  | incl. overdue and doubtful receivables | Off-balance sheet claims | By sector (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | loans * | securities | other <br> claims |  |  |  |
| Finance | 95611 | 4978 | 253 | 0 | 367775 | 48.75\% |
| Retail and wholesale | 37775 |  | 140 | 5061 | 91675 | 12.95\% |
| Real estate | 248844 | 4722 | 823 | 33 | 0 | 26.46\% |
| Private persons | 33840 |  | 188 | 0 | 0 | 3.54\% |
| Construction | 2405 | 61 | 8 | 0 | 0 | 0.26\% |
| Industry | 17689 | 459 | 102 | 549 | 0 | 1.84\% |
| Transport and logistics | 540 | 2343 | 3 | 0 | 47527 | 5.24\% |
| Hotels, restaurants | 3588 |  | 14 | 0 | 0 | 0.37\% |
| Agriculture, hunting and forestry | 4671 |  | 23 | 0 | 0 | 0.49\% |
| Electricity, gas and water supply | 0 | 406 | 11 | 0 | 0 | 0.04\% |
| Other business activities | 0 |  | 318 | 0 | 0 | 0.03\% |
| Other public, social and private services | 182 |  | 1 | 2 | 0 | 0.02\% |
| Total | 445145 | 12969 | 1884 | 5645 | 506977 | 100.00\% |

(EUR ths., as of 31.12.06)

| Economic sector / Type of debt | Balance sheet claims |  |  | incl. overdue and doubtful receivables | Off-balance sheet claims | By sector (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | loans * | securities | other <br> claims |  |  |  |
| Finance | 6111 | 318 | 16 | 0 | 23505 | 48.75\% |
| Retail and wholesale | 2414 | 0 | 9 | 323 | 5859 | 12.95\% |
| Real estate | 15904 | 302 | 53 | 2 | 0 | 26.46\% |
| Private persons | 2163 | 0 | 12 | 0 | 0 | 3.54\% |
| Construction | 154 | 4 | 1 | 0 | 0 | 0.26\% |
| Industry | 1131 | 29 | 7 | 35 | 0 | 1.84\% |
| Transport and logistics | 35 | 150 | 0 | 0 | 3038 | 5.24\% |
| Hotels, restaurants | 229 | 0 | 1 | 0 | 0 | 0.37\% |
| Agriculture, hunting and forestry | 299 | 0 | 1 | 0 | 0 | 0.49\% |
| Electricity, gas and water supply | 0 | 26 | 1 | 0 | 0 | 0.04\% |
| Other business activities | 0 | 0 | 20 | 0 | 0 | 0.03\% |
| Other public, social and private services | 12 | 0 | 0 | 0 | 0 | 0.02\% |
| Total | 28450 | 829 | 120 | 361 | 32402 | 100.00\% |

## Note 28 continued

| Economic sector / Type of debt | Balance sheet claims |  |  | incl. overdue and doubtful receivables | Off-balance sheet claims | $\begin{gathered} \text { By sector } \\ (\%) \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | loans * | securities | other claims |  |  |  |
| Finance | 81085 | 0 | 0 | 0 | 593316 | 58.54\% |
| Retail and wholesale | 33034 | 0 | 89 | 0 | 196051 | 19.89\% |
| Real estate | 151084 | 96 | 667 | 32 | 0 | 13.18\% |
| Private persons | 31039 | - 0 | 206 | 2 | 0 | 2.71\% |
| Construction | 432 | 0 | 3 | 0 | 0 | 0.04\% |
| Industry | 17849 | 495 | 78 | 1432 | 0 | 1.47\% |
| Transport and logistics | 0 | 0 | 0 | 0 | 46272 | 4.02\% |
| Hotels, restaurants | 1462 | 0 | 9 | 0 | 0 | 0.13\% |
| Other public, social and private services | 241 | 0 | 1 | 0 | 0 | 0.02\% |
| Total | 316226 | 591 | 1053 | 1466 | 835639 | 100.00\% |

(EUR ths., as of 31.12.05)

| Economic sector / Type of debt | Balance sheet claims |  |  | incl. overdue and doubtful receivables | Off-balance sheet claims | By sector (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | loans * | securities | other claims |  |  |  |
| Finance | 5182 | 0 | 0 | 0 | 37920 | 58.54\% |
| Retail and wholesale | 2111 | 0 | 6 | 0 | 12530 | 19.89\% |
| Real estate | 9656 | 6 | 43 | 2 | 0 | 13.18\% |
| Private persons | 1984 | 0 | 13 | 0 | 0 | 2.71\% |
| Construction | 28 | 0 | 0 | 0 | 0 | 0.04\% |
| Industry | 1141 | 32 | 5 | 92 | 0 | 1.47\% |
| Transport and logistics | 0 | 0 | 0 | 0 | 2957 | 4.02\% |
| Hotels, restaurants | 93 | 0 | 1 | 0 | 0 | 0.13\% |
| Other public, social and private services | 15 | 0 | 0 | 0 | 0 | 0.02\% |
| Total | 20211 | 38 | 67 | 94 | 53407 | 100.00\% |


[^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.

