

# ANNUAL REPORT 2013



---

Report of the Chairman of the Board of Directors  
And Chief Executive Officer Report

# Report of the Chairman of the Board of Directors

**D**ear clients, partners and shareholders,  
On behalf of the Board of Directors, I have the honour to present the Annual Report of Hipotekarna banka for the year 2013.

In the year behind us, global economy continued to recover at a different pace, with slow growth throughout Europe. Interest rates remained at historically low levels because many governments and central banks around the world have continued the trend of injecting liquidity in order to stimulate the growth of their economies. In Montenegro, there was an increase in deposits and liquid assets, which led to the growth of total assets in the domestic banking sector, with inflation held at a low level. The Bank made the most out of the circumstances that have marked the past year thanks to the strategic guidelines founded on the long-term values that we cherish in our organization. The efforts we have put in previous years to strengthen the capital position, risk management and liquidity, increase efficiency and reduce costs, have created such a favourable ambient that in year 2013 we could focus primarily on increasing profitability.

Even in the previous year the Bank continued to grow much faster than the Montenegrin banking market. We managed to increase our market share up to 7,57%. By achieving strong financial results in the previous year, the Bank has demonstrated its ability that even in a challenging business environment it continued with the improvement of the main indicators of business performance. Net profit amounted to € 2,367 million, which represents an impressive growth of 46,32% compared to the previous year, which was also successful. The realized rate of return on equity of 8,20% increased remarkably by over 25% during the year. The capital adequacy ratio was maintained at a safe level of 13,12%.

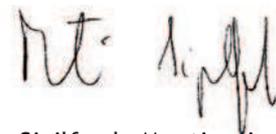
From a strategic point of view, the Board of Directors of Hipotekarna banka strive to maintain an adequate perception of the wider context in which the Bank operates. We make sure that all the Bank's activities are based on high-quality mix of good growth opportunities, stable revenue sources, solid relationships with our customers and prudent approach to risk management that underpins all of our activities. With these elements in place, we can be confident that we have a business model that has the power to provide consistent and predictable results in the future.



We will continue to implement the same strategy that has served us so well in the past eight years; a strategy that is characterized by constant work to improve the level and the operational simplicity of meeting the financial needs of our customers, risk management, maintaining levels of capital and liquidity at a high level and increasing efficiency while reducing costs at the same time.

The investments in technology, continuing education and training of employees are the basic factors behind the results achieved by Hipotekarna banka and the image by which we have become known in the market. Our employees, of whom we are proud of, are motivated to improve their professional skills in order to provide our customers with the best service. According to our positive experience, the Bank's investment in people and technology will continue to grow in the future.

I thank our customers, our partners, my colleagues from the Board of Directors, the management and all our employees in Hipotekarna banka for their dedicated and successful work in the year 2013.



Sigilfredo Montinari

Chairman of the Board of Directors

# Report of the Chief Executive Officer Report

**D**ear clients, partners, shareholders,  
It is my honour to present you the Annual Report on operations of Hipotekarna banka for the year 2013.

The macroeconomic environment in which the Bank has operated in the previous year has been characterized by low rates of economic growth, reduced demand for loans, and downward pressure on interest rates. New regulatory standards which began to be implemented in the beginning of 2013, have increased the requirements of the Montenegrin banking sector. However, the challenges faced by the banking sector in the previous year did not have a negative impact on operations of Hipotekarna banka.

Since 2006, when the ownership and management structure was changed, we have not reduced the pace of work on the consistent implementation of the development vision into a unique business model that will meet the challenges of a specific environment such as the Montenegrin banking market. We achieved impressive and consistent results in the previous period, despite the financial crisis, recession and a prolonged period of slow economic growth. We have put a strong focus on risk management and established deeply embedded organizational culture that emphasizes accountability in risk management at all levels of our organization. Our goal is to remain a safe institution where the deposits of our clients are protected, and our services are executed with absolute confidence. By investing in sophisticated banking technologies, segmented and modern marketing and in the same time extending our branch network, we have achieved recognition and notable presence on the Montenegrin market.

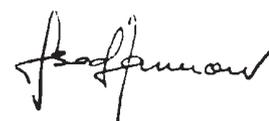
All our longstanding work led to the fact that in year 2013 our strengths became clearly visible.

During the last eight years, capital and income of Hipotekarna banka quadrupled and our deposits as well as the overall size of the Bank almost quintupled. In relation to the year 2012, which was very successful for us as well, we achieved growth in assets of 28,95%, increase in deposits of 36,77%, and the loan portfolio rose by 6,36%. New products which rapidly gained market share, continued to be introduced successfully in the previous year, while our presence on the capital market remained at the highest levels. By investing the funds in financial instruments in the country and abroad, we have created a portfolio of securities with the role of a secondary source of liquidity and additional source of profitability.



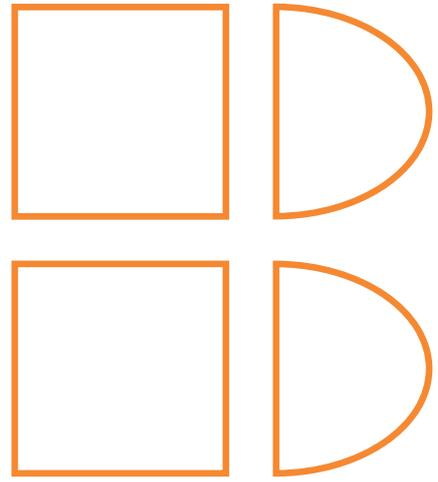
In the future, we will continue to focus relentlessly on meeting customer needs, simplifying operations and becoming more efficient. We took steps to relieve customer-facing employees of administrative tasks and empower them to make decisions on the basis of their competencies and their day-to-day interaction with customers. The requirements of our customers are becoming increasingly complex, so investments in employees and technology will be further magnified.

Finally, on the behalf of management of Hipotekarna banka, and on my own behalf I wish to express gratitude to our customers, shareholders, partners and employees for their support, loyalty and perseverance in an exceptionally successful year.



Esad Zaimović  
Chief Executive Officer





# INDEX



---

1.	]	Montenegro Economy Survey	9
2.	]	Bank Business Survey	15
3.	]	Financial Statements for the Year Ended 31 December 2013	49
4.	]	About the Bank	143





# 1. ] Montenegro Economy Survey

# Macroeconomy

Last year was characterized by the path out of recession and the trend reversal of economic growth. After a GDP decline of 2,5% in 2012, for the first nine months of 2013 the realized growth rate was 3,1%, with the projection of an overall annual growth of 2,6%. Inflation remains at low levels. The volume of activities in industrial, transportation and tourism increased. FDI are high, but lower in relation to the previous year.

## Gross domestic product (GDP)

In the first quarter of 2013 real GDP growth amounted to 1,1%, in the second quarter growth was 3,4%, while in the third quarter it amounted to 4%, so the growth in the first nine months of 2013 amounted to 3,1%. Moderate growth was recorded in all sectors except manufacturing sector and in the real estate sector.

Based on the available indicators, it is estimated that the Montenegrin economy will achieve real growth of 2,6% for the year 2013, which is at the same level of projection as for the previous period (2,5%).

Montenegro's GDP (EUR million)

Year	GDP*	Real growth rate
2000	1.065,70	
2001	1.295,10	1,10%
2002	1.360,40	1,90%
2003	1.510,10	2,50%
2004	1.669,80	4,40%
2005	1.815,00	4,20%
2006	2.149,00	8,60%
2007	2.680,50	10,70%
2008	3.085,60	6,90%
2009	2.981,00	-5,70%
2010	3.104,00	2,50%
2011	3.234,00	3,20%
2012	3.324,00	0,50%
2013	3.410,00	2,60%

\*Source: MONSTAT

\*Source: Estimates Ministry of finance



## Inflation

After the increase of prices during 2012, annual rate of inflation in 2013 had a downward trend and was significantly lower compared to the previous year. In December 2013, consumer prices remained unchanged in relation to the previous month.

Prices remained the same in the following categories: food and non-alcoholic beverages, alcoholic beverages and tobacco, routine household maintenance, health care, transport, communications and education.

Prices decline was recorded in the clothes and footwear, culture and entertainment, hotels and restaurants categories, whereas growth was recorded in housing, water, electricity, gas and other fuels categories.

Measured by consumer prices index, annual inflation amounted to 0,3% in December 2013, while inflation measured by HICP amounted to 0,4%.

## Industrial output

Industrial output registered a monthly increase of 8,7% in December 2013 in relation to the previous month.

In 2013, total industrial output increased by 10,6% in relation to 2012. Production growth was recorded in electricity, gas and steam supply, while decline was recorded in mining and quarrying as well as in manufacturing production.

In 2013, the following nine categories in the manufacturing industry recorded output growth: production of food products (10%), tobacco (121,7%), paper and paper products (32%), chemicals and chemical products (21,6%), medical products (9,7%), rubber and plastic products (13,3%), production of other non-metal mineral products (41,1%), production of furniture (588,1%) and repair and installation of machinery and equipment (39,3%). The highest decline was recorded in production of primary metals (-37,3%), while the faintest decline was in production of beverages (-2,5%).



## Tourism

According to Monstat records, around 1.474.000 tourists visited Montenegro in 2013, which represents an increase of 3,5% compared to the same period for the previous year. Overnights stays amounted to 9.353 thousand, which is equal to a year on year increase of 2,7%. Foreign tourists stays accounted for 89,4% of total tourist overnight stays. Income from travel and tourism amounted to 642,6 million Euros and recorded an increase of 2,9%, which was influenced by relatively good physical indicators, and growth in foreign tourist arrivals by 4,1%.

## Foreign Trade

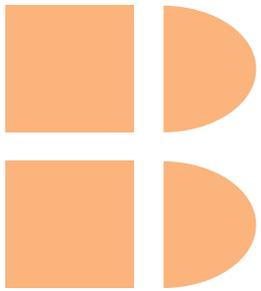
The current account deficit for the first nine months of 2013 was reduced by 29,1% compared with the same period last year, primarily due to the reduction of the foreign trade deficit and positive balances in other accounts. Foreign trade exchange for nine months of 2013 amounted over EUR 1,6 billion, which is 2,7% less than in the same period of 2012. The increase in exports of goods by 3,8%, and imports decrease by 4.1% resulted in a reduction of trade deficit on annual basis. The growth in exports was achieved mainly due the export of electricity, 197% more than the same period last year. The decline in imports was mainly influenced by the reduction of electricity imports by 60% compared to the same period last year. The surplus in the services account remained approximately at the same level as last year. Balance of services is predominantly influenced by developments in the tourism industry.

## Foreign Direct Investments (FDI)

Preliminary data for 2013 shows that net FDI inflow amounted to EUR 323,9 million, or 29,8% less than in 2012. In 2013, FDI inflow from equity investments decreased, while inflow from loans between ownership related companies increased. The highest monthly FDI inflow in 2013 was recorded in December. Total FDI inflow in the reporting period amounted to EUR 479,2 million, while the outflow of EUR 155,3 million was recorded in the same period.









2.



Bank Business Survey

# Organization and staff

**B**y the 31.12.2013, the Bank had 170 employees who held the necessary skills and information-technological knowledge to perform banking operations. Working with customers (“front office”), engages 56% of total employees. The Number of employees has increased by 4 (four), compared to 31.12.2012. The average age of employees in the Bank is 36,4 and average tenure of employees is 10,3 years.

An appropriate organizational structure had to be adapted to business development, therefore the Bank has introduced some organizational changes in order to achieve greater efficiency and optimum utilization of technical and human resources (Card Business and advanced sales channels Department has been formed and in which are placed Card issuing and advanced sales channels and EFTPOS and ATM acquiring, as separate units).

Continuity in educating and training employees are the primary objectives of the Bank. During the year 2013, a large number of employees participated to numerous internal and external trainings from various areas relevant to the Bank. At the same time, the Bank employs young, professional people who will bring their commitment to improve the quality of the Bank’s development.

The Educational structure of employees is as follows: 6 (six) employees are Masters of Science (MSc), 80 (eighty) employees with high education (university degree), 22 (twenty-two) employees have a bachelor degree, 12 (twelve) obtained a college degree and 50 (fifty) have secondary education.

## Governing Bodies

The governing bodies of the Bank are: Assembly of Shareholders and the Board of Directors. General Assembly consists of all shareholders. Members of the Board of Directors, the Bank’s management authorities, are elected and appointed by the Assembly of Shareholders.



The structure of the largest shareholders as at 31.12.2013. is:

Generali Group	16,8695%
Cerere S.p.A. Italy	13,9275%
Gorgoni Antonia, Italy	10,0016%
Gorgoni Lorenzo, Italy	8,2766%
Todorović Miljan, Italy	7,3982%
Podravska banka D.D. Koprivnica, Croatia	6,5389%
Nereo finance S.A., Luxembourg	4,8682%
Jugopetrol A.D. Kotor, Montenegro	4,7021%
Montinari Dario, Italy	4,6159%
Montinari Sigilfredo, Italy	4,6159%
Montinari Andrea, Italy	4,6127%
Montinari Piero, Italy	4,6127%

The Board of Directors of the Bank has 7 (seven) members of which the majority are independent.

Standing Bodies of the Board of Directors of the Bank are: Audit Committee and the Credit Risk Management Committee.

List of the Boards, its members and executive directors of the Bank

### **1. The Board of Directors of Hipotekarna Banka:**

---

- Sigilfredo Montinari, President
- Božana Kovačević, Deputy President
- Dolly Predović, Member
- Miljan Todorović, Member
- Snježana Pobi, Member
- Renata Vinković, Member
- Esad Zaimović, Member

#### **1.1. Audit Committee of Hipotekarna Banka:**

---

- Marko Žigmund, Chairman
- Božana Kovačević, Member
- Jovan Papić, Member

#### **1.2. Credit Risk Management Committee of Hipotekarna Banka:**

---

- Renata Vinković, Chairman
- Sigilfredo Montinari, Member
- Esad Zaimović, Member

### **2. Executive Directors of Hipotekarna Banka:**

---

- Esad Zaimović, Chief Executive Officer
- Jelena Vuletić, Risk Management Executive Director
- Ana Golubović, Executive Director of Commercial Affairs
- Aleksandar Mitrović, Executive Director of Finance and Informatics



## Shareholders Assembly

The Assembly of Shareholders held one session in 2013 which, considering the materials subject to assessment and to decisions, had the character of a regular (annual) meeting.

At the XV regular meeting (held on 30.05.2013.), Shareholders' Assembly reviewed the annual report of Hipotekarna Bank for 2012 with the report of external auditors and adopted the Decision on profit distribution for 2012 with which it was established that a part of the profits were to be used to cover losses from previous accounting periods in the amount of 306.709,73 EUR and the rest of the profit amounting to 1.311.072,76 EUR was to remain non-distributed as retained profit. At the same meeting shareholders adopted the Decision on remunerations for the work of members of Board of Directors with which a gross remuneration for the president's and members' work at the Board was recognized. Taking into consideration the Law on addendum of Law on income taxes of physical persons ("Official Gazette of Montenegro No. 06/13") with fixed term up to 31.12.2013, and its increase of tax rate from 9% to 15%, the Shareholders' Assembly, with the same Decision on remunerations, decided that of the total difference of tax rate (increase of 6%), 3% is to be borne by the Bank, while the remaining 3% will be borne by the members of the Board of Directors of the Bank. This Decision has fixed term of usage i.e. until 31.12.2013.



## Board of Directors and Governing bodies

The Board of Directors of the Bank, in accordance with the Law on Banks ("Official Gazette of Montenegro no. 17/08, 44/10, 40/11), held in 2013 a total of 13 regular sessions (legal obligation is to maintain the session at least once a month).

The work of the Board of Directors of the Bank was primarily focused on activities

that were representing realization of the tasks and objectives set with the strategic and annual planning documents.

The Board of Directors of the Bank regularly discussed issues relevant to the Bank (monthly business and financial statements, reports on liquidity, reports on the risks and specifically analyzed the reports related to lending activity and the activity of claims, and any other reports which covered the entire business activity of the Bank).

Additionally, it carried out an efficient alignment to the market with respect to interest, rentals and other fees within loan activities and other banking services, as well as discussed and elaborated decisions and conclusions regarding other issues concerning the Bank's current operations.

On the meeting held in November 2013, the Board of Directors has established a new organization scheme of the Bank with which defined a new business organization and made significant diversification of business operations on "front" and "back office"; it also defined 2 (two) executive directors (chief executive director and executive director for business support). New organization scheme has to be implemented on 01.01.2014.

As permanent bodies of the Board of Directors, the Audit Committee and Credit Risk Management Committee on risk management have regularly reported to the Board of Directors within its jurisdiction.

In addition to permanent bodies, the Committee on Asset and Liability Management (ALCO), the Committee on Development and management of information system and the Committee for management of card business and advanced sales channels of the Bank set and discussed issues within the scope of its work and reported to the Board of Directors of the Bank once a month.

Relationship between the members of the Board of Directors of the Bank in 2013, according to obligations and duties stemming from laws and regulations of the

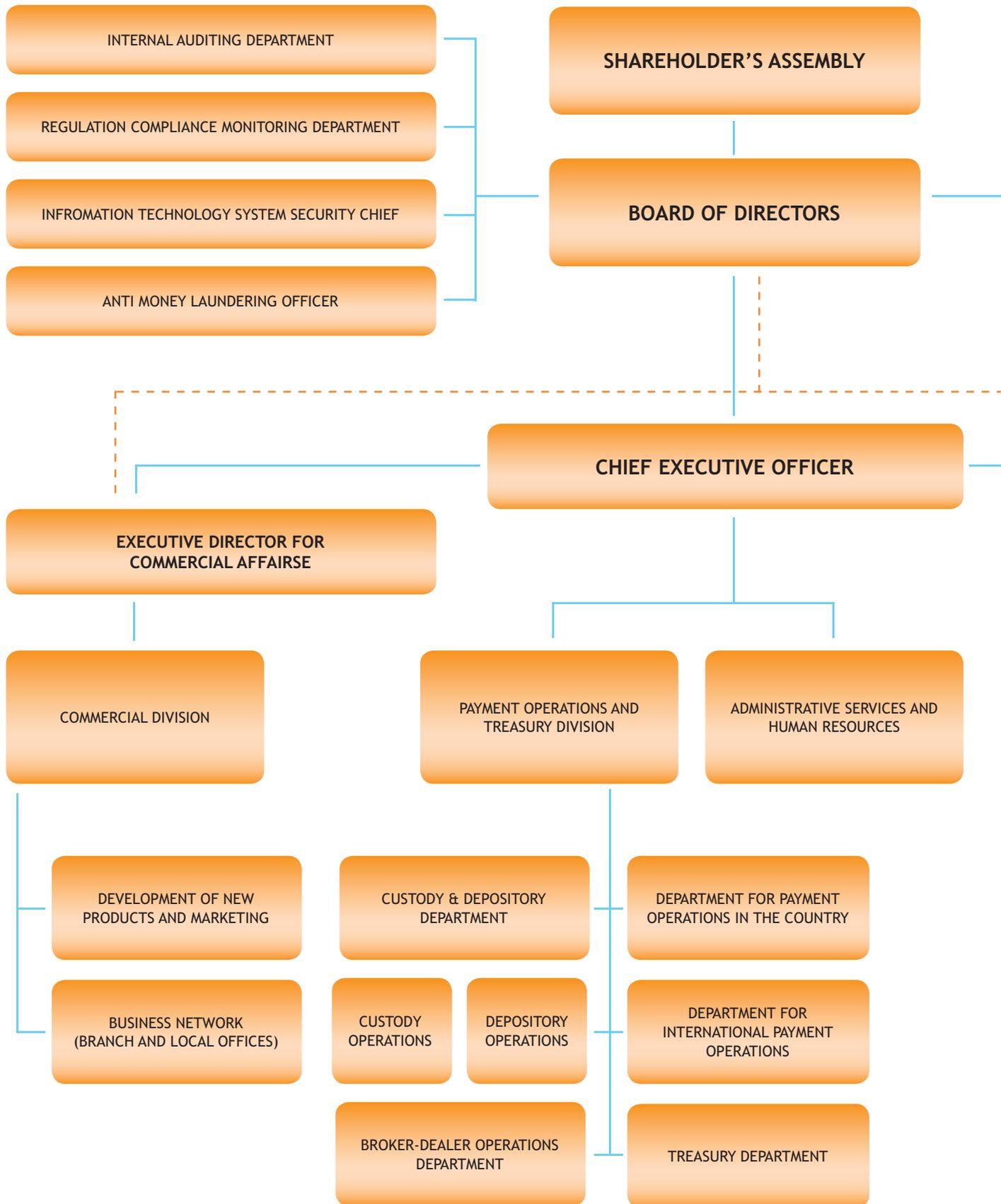


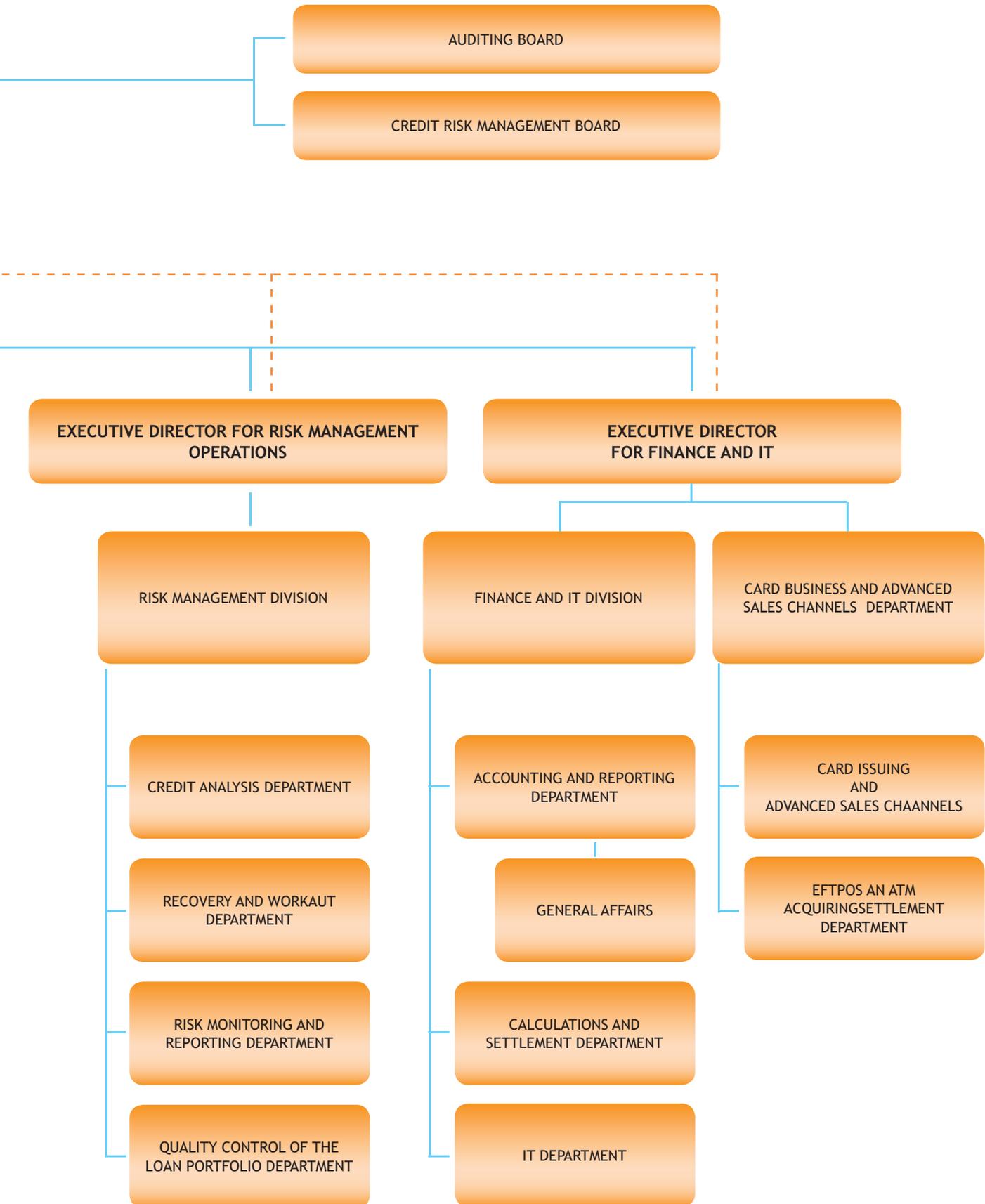
Bank exercised through the necessary cooperation, as well as through attendance and active participation in the sessions of the Board. It was not disputed cases of harmonization of policies and decisions and implementation of business policy of the Bank and the quorum for holding the meeting was not contested.

As previously stated it follows that the Board of Directors in 2013, with clearly defined goals, examined the timelines and reliability of financial reports, reports on risk management which the Bank is exposed to in its operations and oversee compliance with the Bank's business laws and regulations and internal plans, policies and procedures. In considering all the issues that were decided during the meetings, members of the Board of Directors of the Bank acted conscientiously, with care, respecting the rules of profession and using the powers of authority exclusively for the benefit of the Bank.



# BUSINESS OPERATIONS





# Business operations

## Deposits

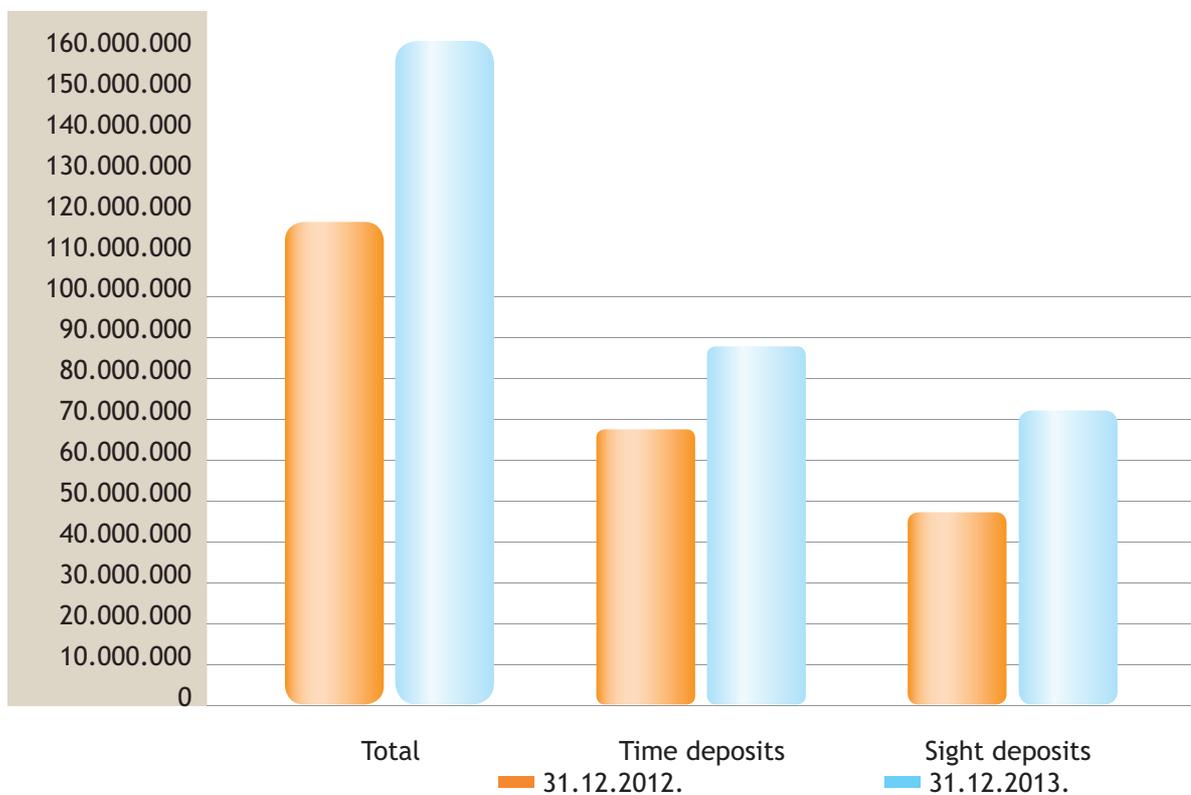
In 2013, deposits increased by over 36% compared to 2012. This shows that confidence of citizens and corporates improved significantly in 2013. Time deposits increased by 29,48%, while the growth of sight deposits was of 46,50%,

The Bank also maintained an adequate Time to Sight deposits mix. In addition to this, the Bank succeeded in improving the structure of time deposits by achieving an increase of 16,93% in long-term time deposits.

### Balance of total deposits:

Date	Total	Time deposits	Sight deposits
31.12.2012.	€ 118.200.336	€ 69.171.766	€ 49.028.570
31.12.2013.	€ 161.390.317	€ 89.561.343	€ 71.828.974

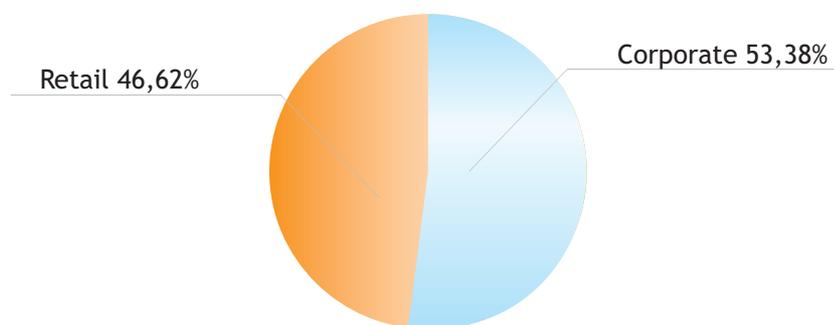
### Deposits



The share of Corporate deposits amongst total deposits was 53,38%, while the share of Retail deposits was 46,62%.

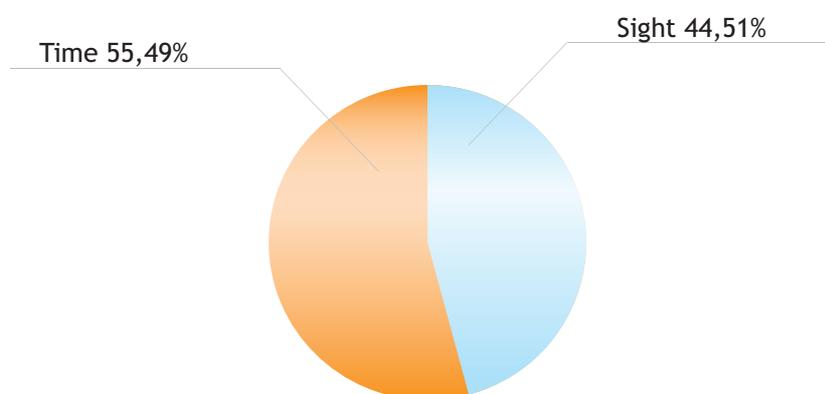


### Deposits structures - Clients



The share of Time deposits amongst total deposits is 55,49%, while the share of Sight deposits is 44,51%.

### Deposits structures - Type



This increase in deposits is the result of a growing number of clients and of increased confidence in the Bank. Thanks to all strengths that Hipotekarna banka has, and these are primarily security, professionalism and the quality of the offer, we are recognized as a bank worthy of confidence. All this allowed the positive increase trend in deposits to continue.

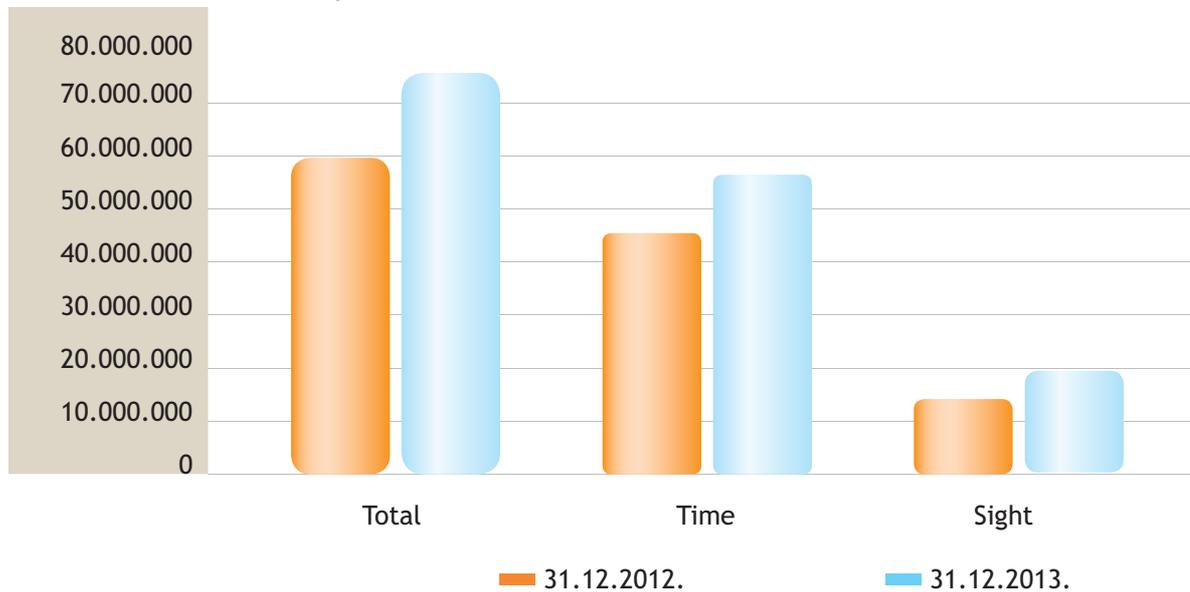


## Retail deposits

At the end of 2013, an increase of 24,97% in total Retail deposits was recorded compared to 2012. Both Sight and Time deposits increased in 2013.

Date	Total	Time	Sight
31.12.2012.	€ 60.205.983	€ 45.772.514	€ 14.433.469
31.12.2013.	€ 75.239.953	€ 55.618.680	€ 19.621.273

Retail deposits



Sight deposits increased by 35,94%, while retail Time savings increased by 21,51%.

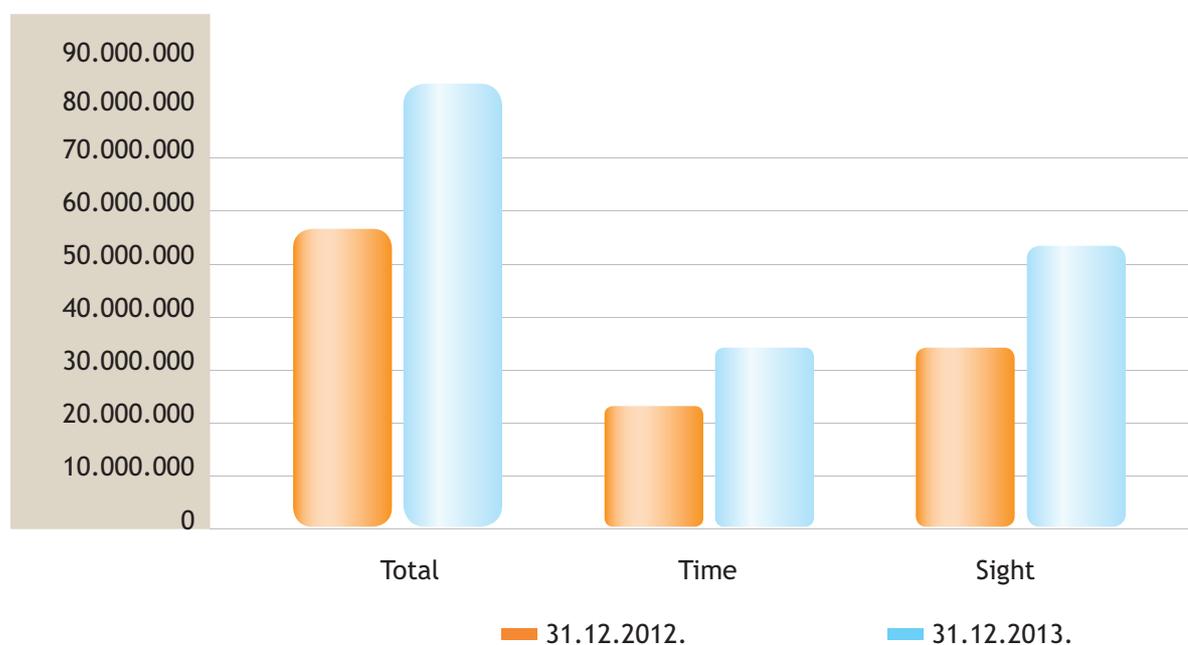
## Corporate deposits

Total corporate deposits increased by 48,55% year on year. The increase in Sight deposits was of 50,91%, while Time deposits increased by 45,06%.

Date	Total	Time deposits	Sight deposits
31.12.2012.	€ 57.994.353	€ 23.399.252	€ 34.595.101
31.12.2013.	€ 86.150.364	€ 33.942.663	€ 52.207.701



## Corporate deposits



## Loans

In addition to supporting its existing clients on a continuous basis, Hipotekarna banka also provided loans to a number of new clients in 2013.

The Bank is recognized for the excellence of its service as it provides clients not only with financial support, but also with advisory services, both being aimed at improving business operations and business results of the Bank itself and of its clients.

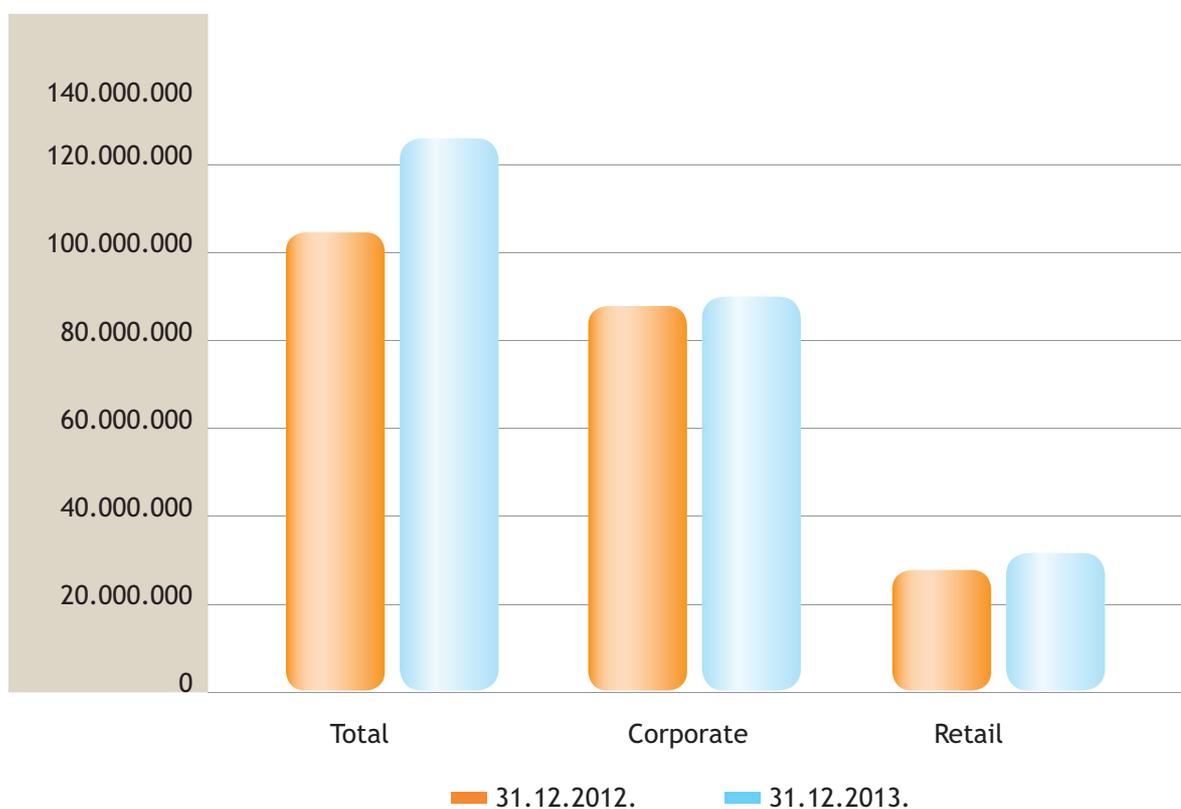
Despite the conservative loans policy traditionally pursued by the Bank, the total loans portfolio increased by 6.36% compared to the year before.



The retail loans portfolio increased by 22,84%, while the corporate loans portfolio increased 1,25%.

Date	Total	Corporate	Retail
31.12.2012.	€ 117.465.449	€ 89.597.622	€ 27.867.827
31.12.2013.	€ 124.935.336	€ 90.703.355	€ 34.231.981

### Loans



In 2013, the Bank maintained issued guarantees at approximately the same level as in 2012.

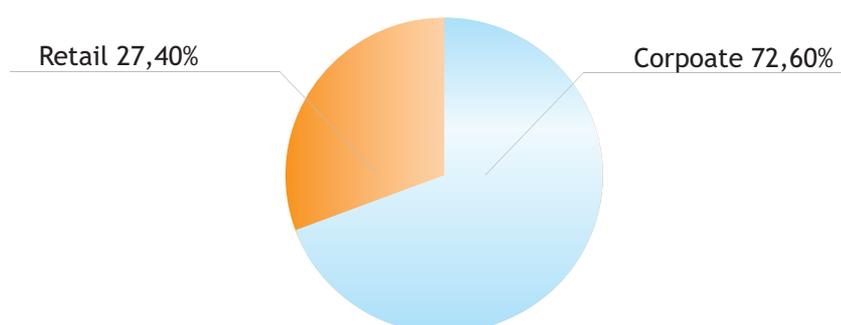
Date	Amount of issued guarantees	Balance as at 31.12.
31.12.2012.	€ 45.703.602	€ 36.357.624
31.12.2013.	€ 45.802.797	€ 40.346.886



## Structure – Clients

The share of retail loans amongst total loans is 27,40%, while corporate loans make up for 72,60% of the total loans portfolio.

### Structure – Clients



In 2013, with the support of European Bank for Reconstruction and Development (EBRD), Hipotekarna banka continued approving loans to small and medium sized enterprises (SMEs) under exceptionally favorable conditions regarding interest rates and repayment time limits.

EBRD funds allowed the Bank to finance SMEs' projects in a number of areas, including industrial production, services, tourism, environment protection and energy saving.

Moreover, the Bank continued its successful cooperation with the European Fund for Southeast Europe (EFSE) and Investment and Development Fund of Montenegro with regards to provision of loans under favorable conditions.

The Bank's offer to the corporate sector includes cash loans, revolving loans, loans for payment of suppliers, for purchase of cars, for refinancing of obligations towards other banks, for financing of export receivables, for purchase of equipment, for renovation of offices, for preparation of tourist season, overdraft loans, factoring and all types of guarantees. In 2013, special focus was put on development of corporate support facility through the use of factoring operations. As a result, a number of clients managed to improve their liquidity.

## Business network and distribution channels

The Bank invests special efforts to make sure its subsidiaries and branches are able to provide high-quality services and ensure the meeting of all clients' needs. In line with this, Hipotekarna banka opened the Commercial Center in Podgorica in May 2013. The Center is designed to meet our clients' needs for banking services in a more comfortable way.

The Bank's primary focus in this new subsidiary is on retail services and financing of small and medium sized enterprises. The location of the Centre is easily accessible, while its facilities and equipment allow provision of comprehensive banking services.

The business network, which now consists of 9 subsidiaries and 8 branches, provides a good basis for achieving results in the following year.

In addition to a widespread business network, the Bank is available to its clients through other distribution channels, including ATMs, EFTPOS terminals, Hbklik internet banking service, Mbklik service (mobile banking), virtual counter and a call center.

The Bank invests special efforts to ensure the business network is well managed, staff well trained and subsidiaries and branches equipped in a way that facilitates provision of high quality services.

## New products and services

Focused on demands and needs of its clients, the Bank invested continuously on improving the existing offer and developing new products and services, while ensuring its quality and market competitiveness were maintained and improved.

By introducing Debit MasterCard® PayPass™ as part of its Premium program, Hipotekarna banka allowed Montenegrin citizens to use for the first time an innovative contactless technology, not only in Montenegro, but worldwide.

Relying on a partnership with MasterCard and Crnogorski Telekom and keeping up with trends regarding new technologies, Hipotekarna banka allowed all of its clients to save time when making payments, while retaining all payment benefits such as discounts and installment buying, previously offered by Premium card. At the same



time, thanks to the Debit MasterCard®PayPass™ protective coding technology, the card complies with all security standards.

The introduction of Premium Debit MasterCard® PayPass™ card in Montenegro is part of Hipotekarna banka's mission, which implies great dedication to its clients by, among other things, introducing new technologies and working continuously toward improving its services. Debit MasterCard® PayPass™ may be used to make contactless payments at 1,2 million sale points in 57 countries and to make standard payments at 35,9 million locations worldwide.

Aiming to be as accessible as possible, we provided our clients with the possibility of making payments to accounts on a 24/7 basis within the new Commercial Center.

Very quickly and simply, in an online regime, a client may carry out payments to an account by using ATM depository function. In addition to standard services (cash payments and withdrawals), this ATM offers our clients the possibility to change PIN code, pay bills without a transaction fee, top-up mobile phones and pay cash into a bank account.



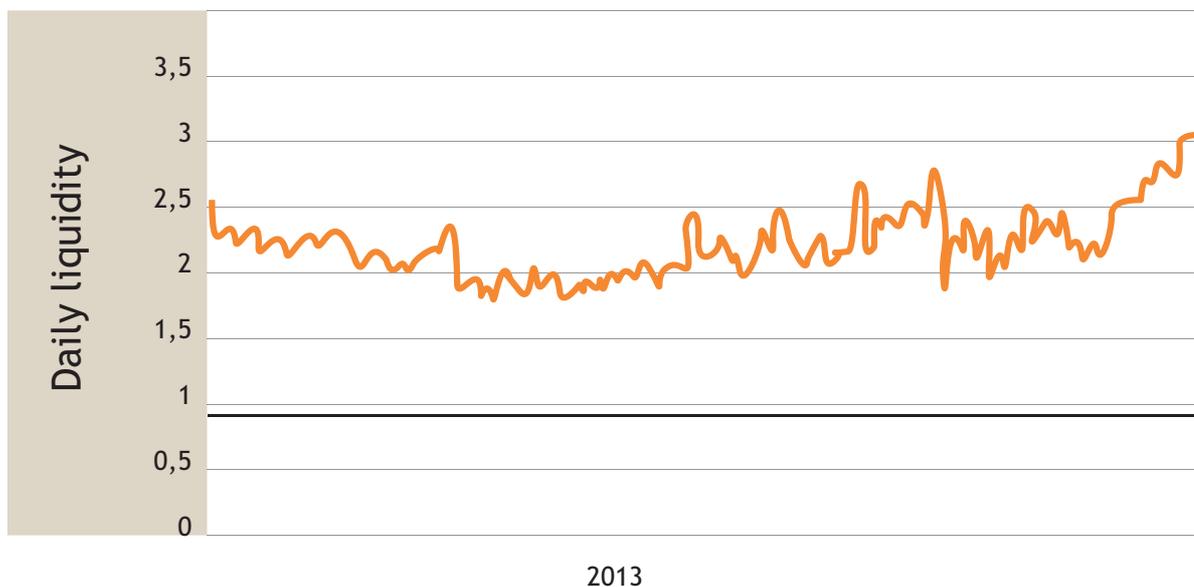
# Treasury

Providing optimal liquidity is a basic requirement for safe and efficient operations of each bank. A bank has to achieve necessary liquidity by rational management of assets and liabilities in order to maintain an appropriate ratio between liquid assets and total liabilities.

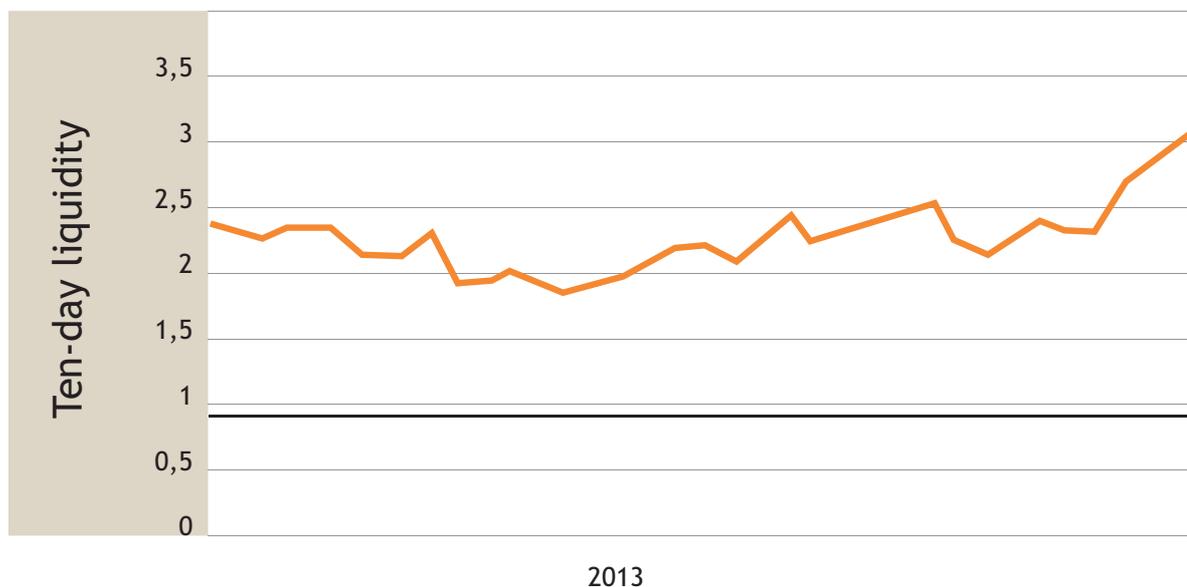
In 2013 Hipotekarna banka has put emphasis also on stabilizing domestic sources of funding, expansion of clients base, reducing short-term in favour of long-term sources of funding and withdrawal of new credit lines from foreign banks and international financial institutions.

The Treasury Department has succeeded to maintain liquid assets and overall liquidity position of the Bank at a satisfactory level, during the whole 2013. In addition to that, the Treasury Department performed reconciliation of sources of funds with placements by daily, weekly, decadal and monthly scheduling of available liquid assets. Adequate allocation of funds was performed through effective cooperation with other divisions and departments in the Bank, especially with Commercial Division and Risk management Division. All that allowed the Bank to regularly fulfil its obligations toward creditors, as well as fulfill every customer's requirement in the shortest terms.

The daily liquidity ratio, which is calculated by the methodology regulated by the Central Bank of Montenegro, was above the legally required minimum level of 0,90 throughout 2013.



Additionally, the ten-day liquidity ratio was above the legally required minimum level of 1,00.



In order to manage tenor liquidity, the Bank has regularly monitored indicators of structural liquidity through tenor adjustment of financial assets and liabilities, reviewing of maturity dates of larger deposits as well as by establishing a stable part of a-vista deposits by an internally developed model.

Considering that effects of global economic crisis were significantly felt also throughout 2013 and taking into account the customers' cautiousness when it comes to the disposal of their own funds, it can be concluded that under these circumstances Hipotekarna banka has been recognized as one of the most reliable and the most liquid bank in Montenegro's banking system. Additionally, data shows that at the end of 2012 total deposits of the Bank were 118,2 million EUR whereas at the end of 2013 total deposits of the Bank were 161,7 million EUR, which represents an annual growth of 36,77%. Liquidity surpluses, except through credit activity, were also placed in marketable securities.



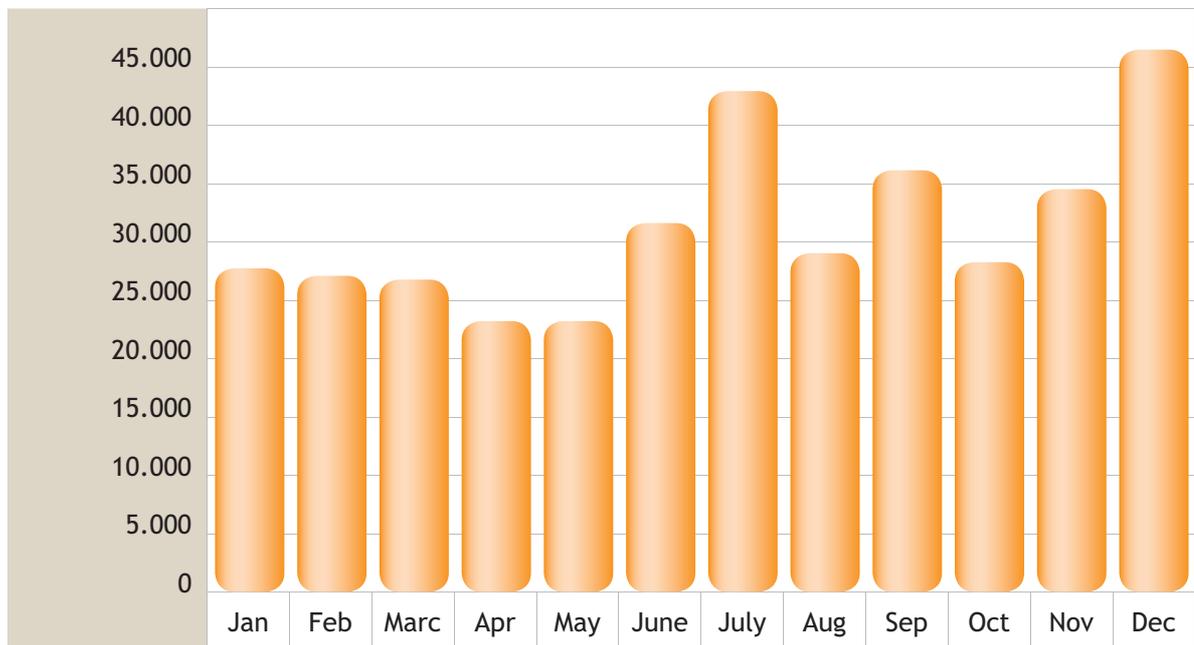
In 2013 Hipotekarna banka participated in auctions of government securities and, in accordance with the decision of the Central bank of Montenegro, has used them for the coverage of part of obligatory reserve. Moreover, through activities of Brokerage-Dealer Department and Custody department, Hipotekarna banka invested assets in other securities that are traded on the stock exchange in Montenegro as well as on stock exchange in the region.

In 2013 there were large fluctuations in exchange rates, particularly in the currency pair EUR/USD, which had the greatest impact on the Bank's exposure to exchange rate risk.



Under these circumstances, the Treasury Department has managed to achieve remarkable results regarding income from realized exchange rate differences as a result of adequate exchange rate risk management. At the end of 2013, total revenues from foreign exchange differences amounted to 379 thousand EUR, which had a significant impact on final financial result of the Bank.





Revenue from exchange rate differences in 2013



At the beginning of 2013, necessary corrections and amendments to existing internal regulations were made as well as adoption of new documents that define jurisdiction and responsibilities of Treasury Department, all in accordance to valid legislation in Montenegro and modern banking practice.



# Payment operations

The Bank overall payment operations in 2013 were characterized by the growth of all parameters which define business operations of this segment of the Bank. All business plans which has been previously set up were completely achieved, which clearly shows the Bank's efficiency and progress over the previous year.

## Domestic payments

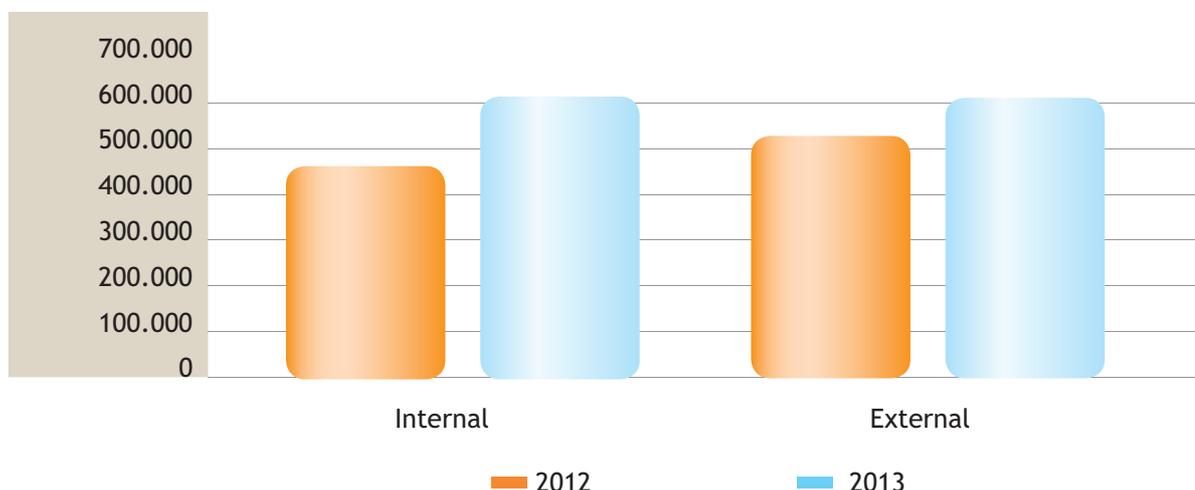
Overall domestic payment operations of the Bank recorded growth in 2013.

The total number of payment transactions rose by 26% in comparison to the 2012 of which the highest increase was achieved in the number of internal payment transactions between the Bank's clients. This increase was equal to 33% in comparison to the previous year, which clearly shows the raise in the number of the Bank's clients which execute their payments within the Bank's payment system i.e. internally.

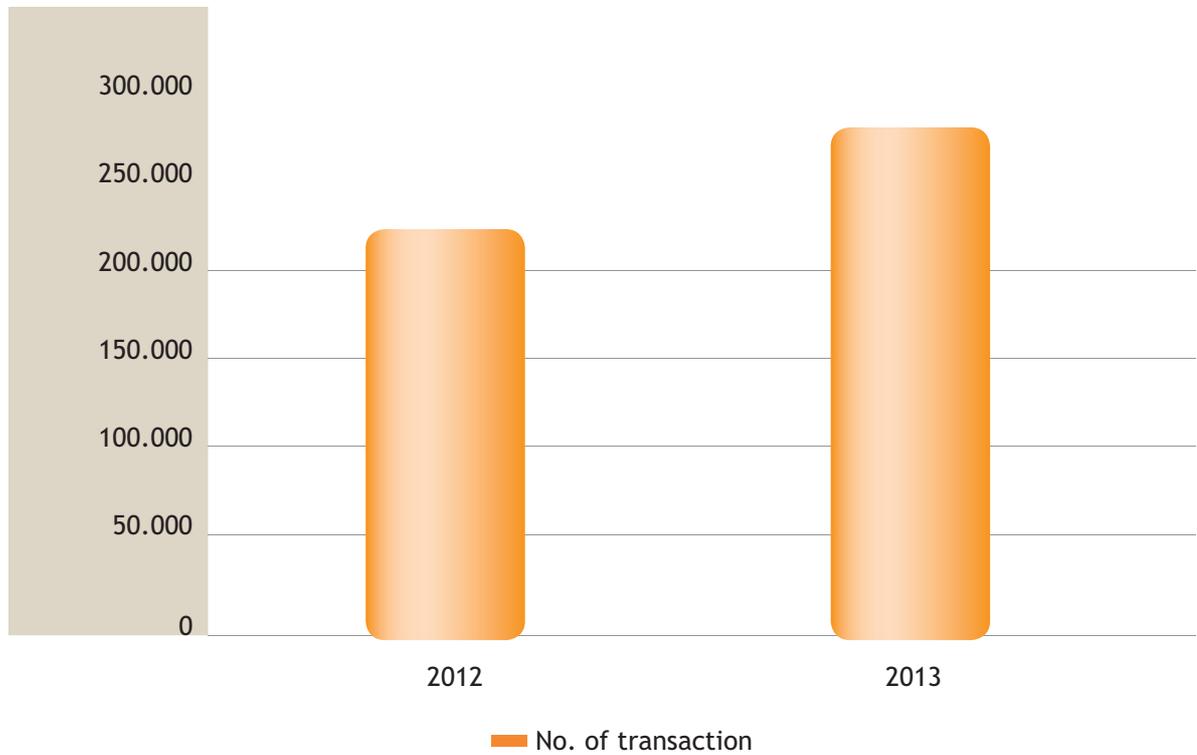
The number of external outgoing payment transactions in favour of other domestic bank's rose by 19%, and the structure of increase of these payments was both for 'low value' payments (< EUR 1.000 rose by 17%) and for 'high value' payments (> EUR 1.000 rose by 23%).

A significant increase was achieved in the number of electronic outgoing payment transactions (e-banking) which means that clients used system of electronic payments orders more often. This represents a raise of 31% of electronic outgoing payment transactions in comparison to the previous year.

## Domestic payment transaction



### Domestic outgoing e-payment transaction



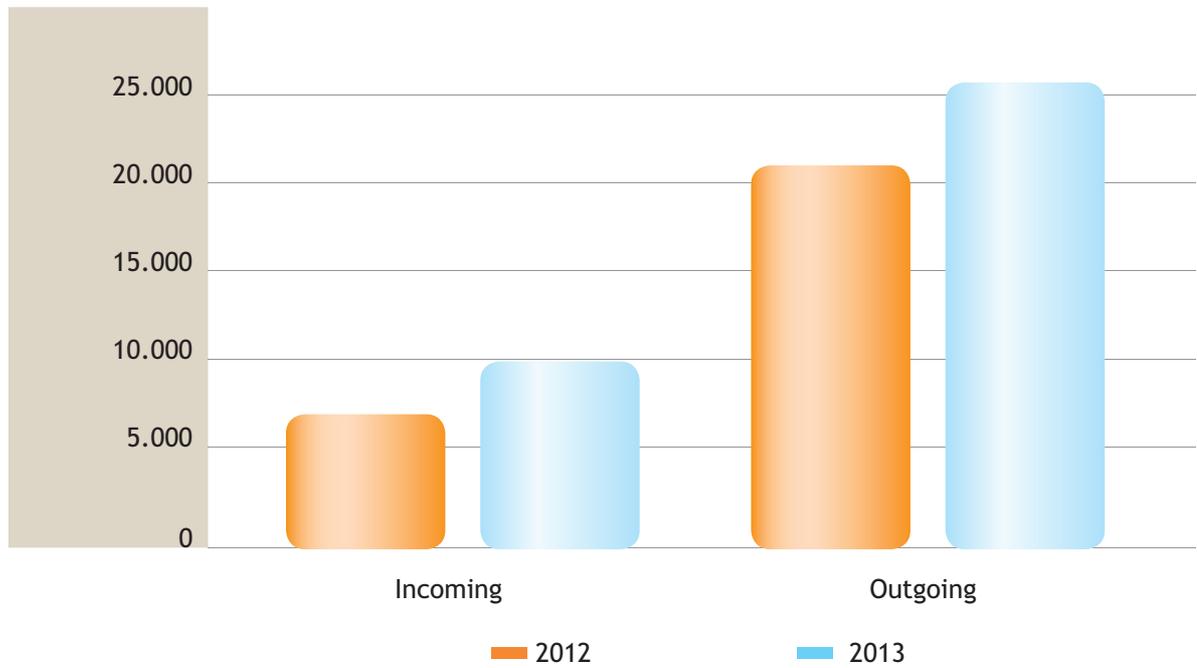
### International payments

International payments in 2013 were featured by the growth in all type of payment transactions, incoming and outgoing, documentary operations and other international services and transactions.

The number of outgoing payment transactions rose by 22%. Furthermore, the number of electronic outgoing payment transactions by using e-banking application “HB klik“ rose by 22% in comparison to 2012. The number of incoming payment transactions rose by 24% year on year..



### International payment transaction



### International outgoing e-payment transaction

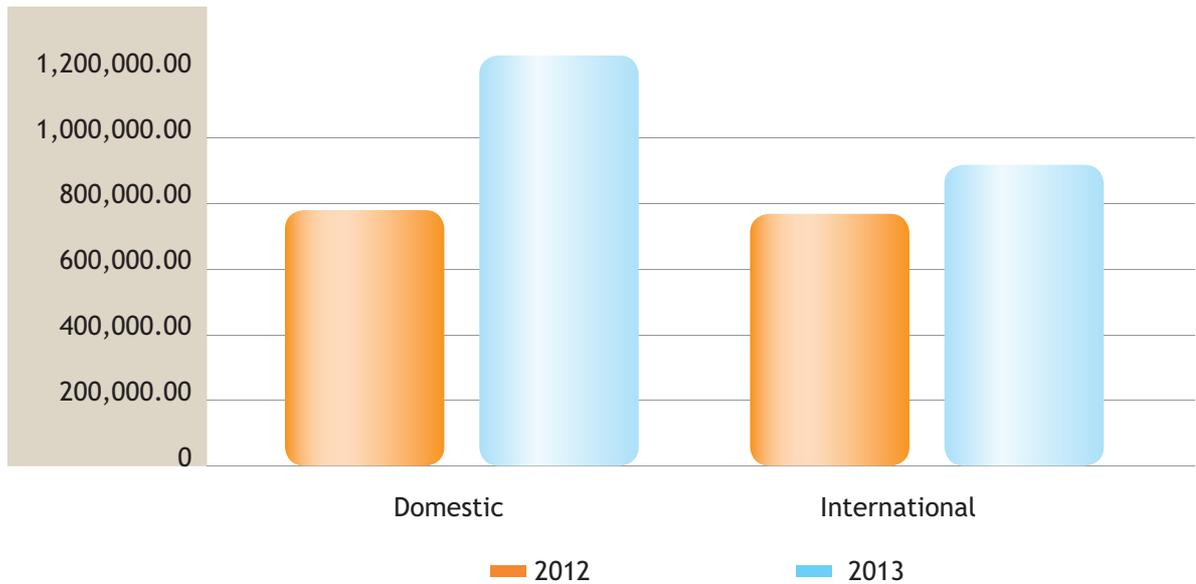


The number of the issued guarantees rose by 13% in comparison to the 2012.

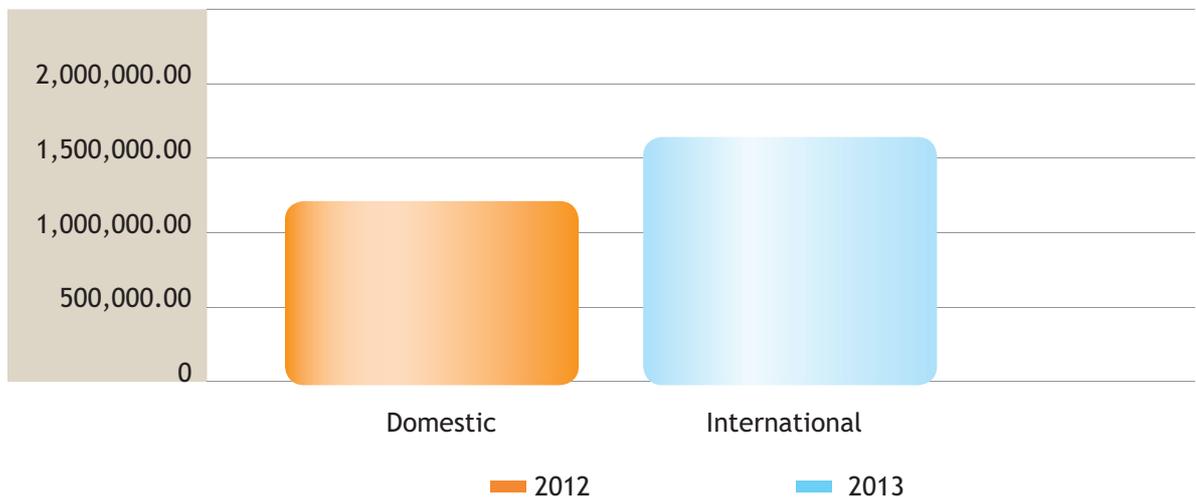
The total revenues of the overall payment operation services commissions rose by 25% in comparison to 2012. The increase of the revenues of the domestic payment operations commissions rose by 34% and of the international payment services commissions rose by 17% in comparison to the previous year.

Net income of total payment operation services rose by 27% year on year.

### Domestic and international payment operations total revenues



### Payment operations net revenues

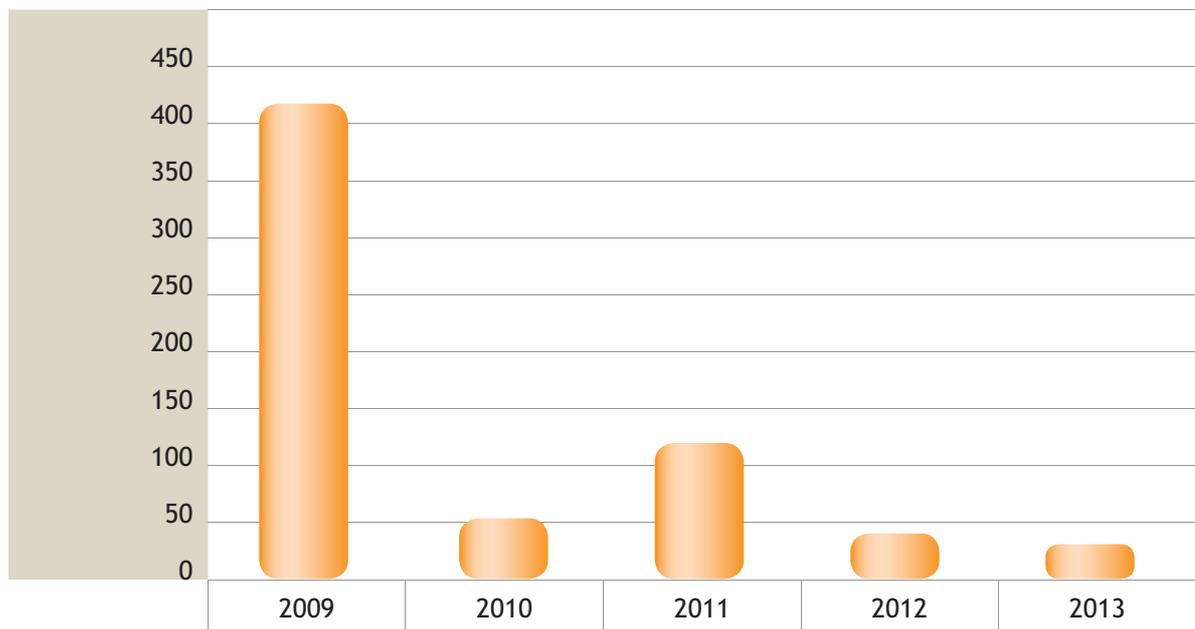


# Investment banking

## Montenegrin capital market

During the previous year, Montenegrin capital market has once again recorded a drop in turnover. Montenegro Stock Exchange recorded a turnover of 30,77 million €, which represents a decrease of 5,81% with respect to 2012. Considering that turnover in 2012 was three times lower than in 2011, it can be concluded that Montenegrin capital market has entered a period of stagnation. Stock market indexes were also marked by stagnation in 2013. At the beginning of 2013 the value of Company index MONEX 20 was 9.850 points, which was also its value at the end of the year. Its maximum value in 2013 amounted to 10.247 points, while the lowest value recorded was 8.974 points. Index of funds MONEX PIF had also stagnated throughout 2013 starting with a value of 3.291 and ending with 3.412 index points.

**Turnover at the Montenegro Stock Exchange for the last five years (millions of EUR)**



## Brokerage Operations

Hipotekarna banka has recorded a stock market turnover in the amount of 8,8 million EUR in 2013, which is 29% more in comparison to the previous year. Out of this value, the turnover in sales amounted to 3,98 million EUR while the purchases turnover presented a value of 4,82 million EUR.

The turnover increase was accompanied by increase in commissions from brokerage operations, from which Hipotekarna banka made a profit in the amount of 21.476 EUR 25% growth year on year.

The market share of Hipotekarna banka on the Montenegrin stock exchange stood at 14,33%, which puts it third in ranking among the 12 brokerage houses operating presently in Montenegro. Due to illiquidity and stagnation on the market, Hipotekarna banka began to turn to foreign markets. Technical requirements for entering the foreign markets were formed in the previous year. The turnover, mainly in dealer operations, amounted to 1,92 million EUR.

## Dealer operations

In 2013 the turnover from dealer operations on the Montenegrin market was 780 thousand EUR. The Bank's income from equity securities at the Montenegrin stock exchange was 56.751 EUR, out of which 49.365 EUR from dividend and 7.386 EUR from realized capital gain. Hipotekarna banka has also made an income from interests on bonds of the Labour Fund in the amount of 31.000 EUR.

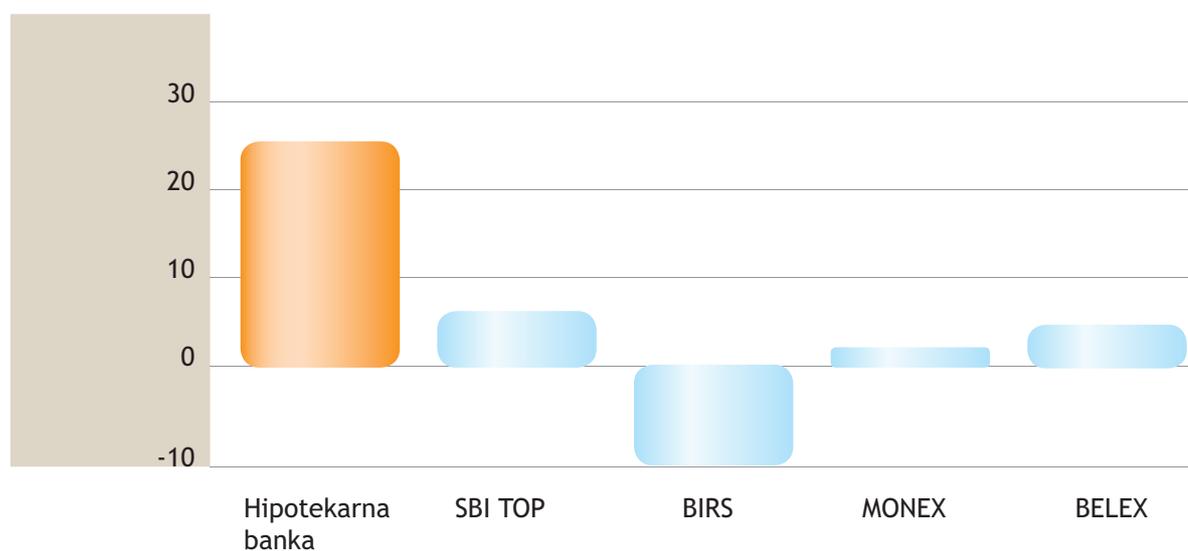
The turnover made on the international markets regarding dealer operations was approximately 1,9 million EUR, which generated a dividend income of 9 521 EUR and a realized capital gain of 51.295 EUR, which in total gives 60.816 EUR gained from equity securities outside of Montenegro.

Regarding investments in foreign markets, most of investments are made in the countries of the region, mainly in shares listed on the Belgrade Stock Exchange. Hipotekarna banka also had its share of investments on the Ljubljana and Banja Luka Stock Exchange.

Results achieved through dealer operations are gaining importance knowing that the income earned by equity trading was approximately 25% of average assets employed, while at the same time stock market indexes in the region stagnated.



### Comparison of the performance of portfolio stocks of Hipotekarna banka and the stock exchange index in the region



42



## Custody Operations

With the value of 57.88 million EUR of assets under custody, Hipotekarna banka remains leading Custodian bank in Montenegro. In 2013, total income in Custody Department amounted to 45.889 EUR, out of which 8.954 EUR refers to commissions while 36.935 EUR was recorded through safekeeping.



# Risk Department

**R**isk management focuses primarily on the identification, measurement, monitoring and controlling of risks, in order to minimize their negative effects on the financial result and equity. With an active approach to those issues, the Risk Department implemented the techniques and procedures in order to create a modern system for managing risks in accordance with legislation of the Central Bank of Montenegro. The aim of this project generates adequate information for making quality business decisions, which implies consideration of risk of return ratio of every action taken and product. According to this, the Risk Department systematically and continuously monitors the following types of risk: credit risk, market risk, liquidity risk, country risk and operational risk.

## Credit Risk

The Bank is managing Credit Risk both on an individual level and on a portfolio level.

The Portfolio of the Hipotekarna Bank JSC on 31.12.2013. amounted to € 124.935.336. This represents an increase of € 7.469.888 (or 6,36%) compared to 31.12.2012.

It is not possible to compare the reserves on 31.12.2012. to the ones on 31.12.2013. because different percentages for loan reserves were implemented starting from 01.01.2013.

Until 31.12.2012, percentages for loan loss reserves were the following:

A - 0%; B1 - 3%; B2 - 3%; C1 - 15%; C2 - 30%; C3 - 50%; D - 75% and E - 100%

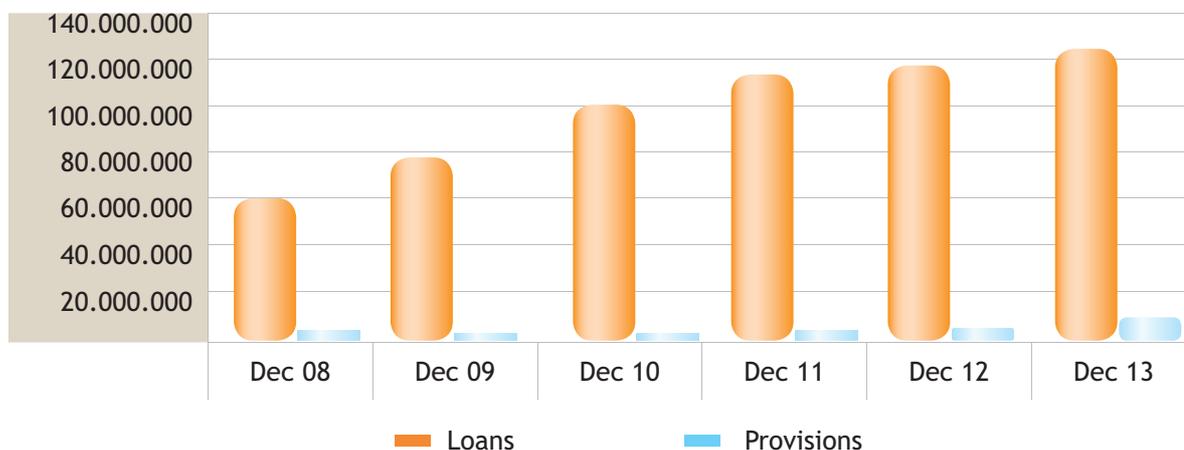
As of 01.01.2013 the percentages changed in the following way:

A - 0%; B1 - 2%; B2 - 7%; C1 - 20%; C2 - 40% - C3 no longer exist; D - 70% and E - 100%.

Provisions for loan losses on 31.12.2013. were € 8.365.160, or 6,70% of the loan portfolio. Compared to the end of 2012, provisions increased by € 4.412.115, or 111,6% (this difference is mainly due to the change in the percentages of reserves).



## Portfolio / Provisions



Provisions for loan losses according to the internal model at the beginning of 2013 were 3.992.992 EUR. Compared to the end of 2013, provisions increased up to 4.660.557 EUR or from 3.23% to 3.73%.

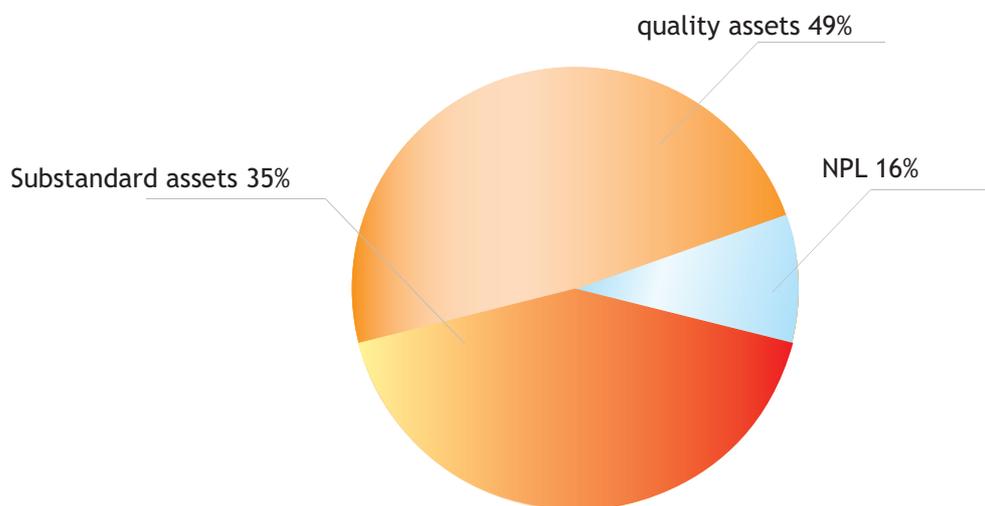
## Loan Loss Provisions - Internal Model / 2013

Model	Initial amount	March 13	June 13	September 13	December 13
Provisions	3.992.991,88	4.199.695,58	4.446.473,73	4.616.882,80	4.660.556,94
Portfolio	123.097.334,79	123.475.188,00	128.301.478,92	131.882.610,64	124.935.336,48
	3,24%	3,40%	3,47%	3,50%	3,73%

Out of the total loan portfolio of the bank 49% are high quality assets (A and B1 rating grade), 35% substandard assets (B2 rating grade) and 16% are NPL (C, D and E rating grade).

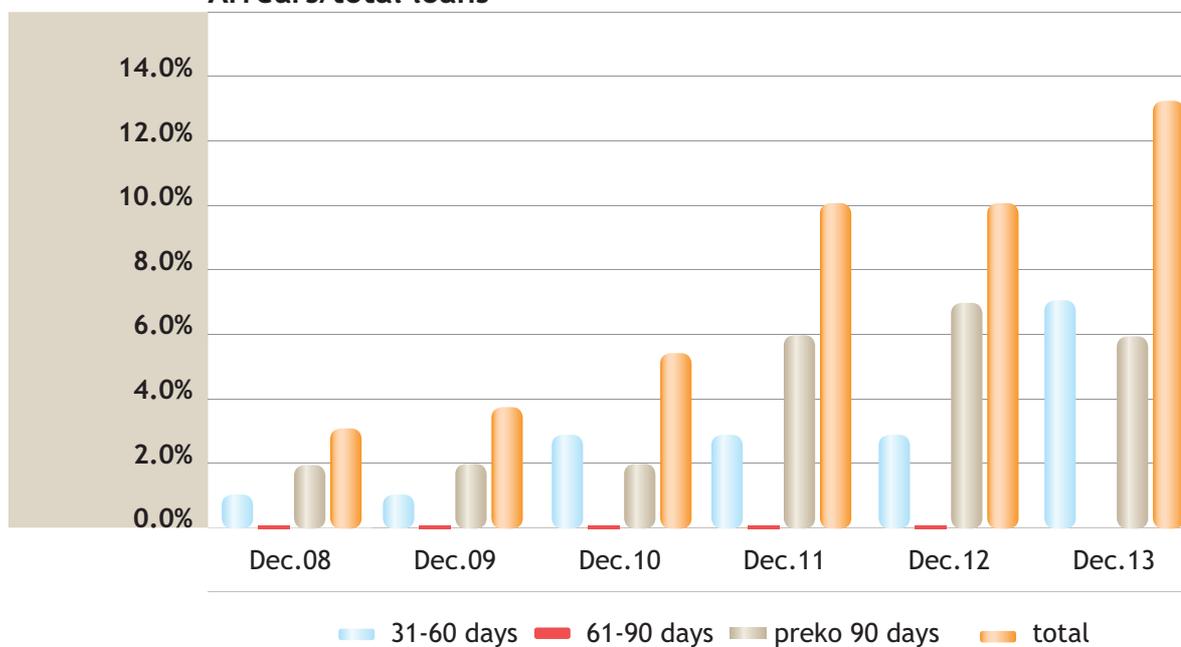


## Structure of portfolio on decembar 2013



The amount of loans with delinquency in repayments over 30 days at 31.12.2013. amounted to € 15.794.079, or 12,64% of the Bank's total loan portfolio.

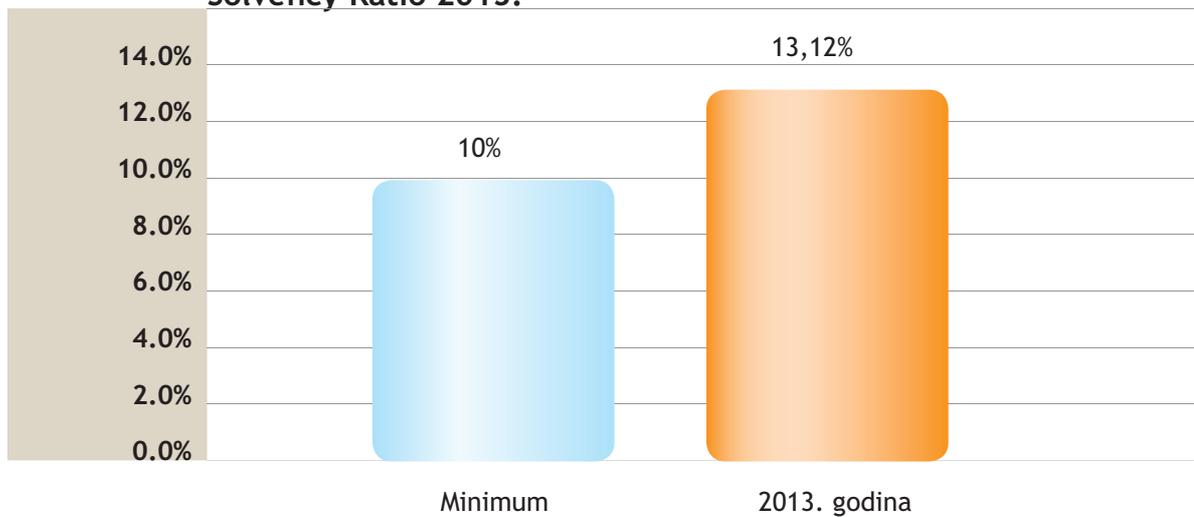
### Arrears/total loans



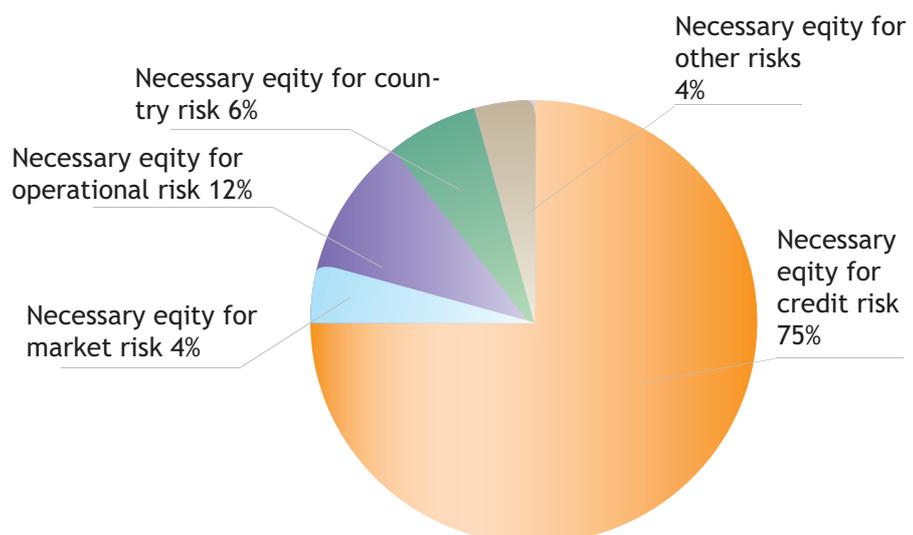
## Solvency Ratio

On 31.12.2013. the solvency ratio was above the statutory limit (10%), and amounted to 13,12%. Solvency ratio is the most important indicator of confidence in the bank as it serves as a protector for the deponents, creditors and business partners of the bank.

**Solvency Ratio 2013.**



## Necessary equity to cover all risks



## Equity

The total equity on December 31, 2013 was EUR 28,863 million. Comparing to the previous year, equity increased by 16,66%. As at 31st December 2013 the nominal value of shareholder's equity was EUR 16,006 million. Shareholder's equity consists of 31,305 shares, each with a nominal value of EUR 511,29. By ownership structure, foreigners own 71% of equity, while the remaining equity is owned by domestic entities and individuals.

## Income Statement

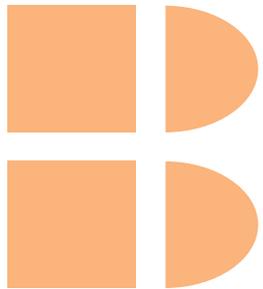
In 2013 the Bank achieved profits in the amount of EUR 2,367 million. Interest income comparing to the previous year increased for 7,89% and was equal to EUR 12.854 million, which was the result of increased credit activity. Fee revenues comparing to the previous year increased by 29,81% up to EUR 5,251 million. Net fee and commission income presents 34,48% of total Bank's operating income. Other income comparing to the previous year increased by 62.88% up to EUR 1,248 million. Operating expenses, including depreciation, were EUR 9,280 million which increased by 12,92% compared to the previous year. Increase in costs is the result of expansion of branches network, employment of new staff and increase in other expenses that accompany growth and development of the Bank. Assessment of credit risk and making provisions for risky loans and the potential liabilities of the Bank, are based on application of the principles of conservative policy and implementation of current regulations. Total allocated reserves for assets and liabilities were EUR 6,182 million as at 31st of December 2013.

## Distribution of profit

The Board of Directors, upon Management suggestion, proposes to the Shareholders' General Assembly to reinvest the total profit of the year 2013, in order to increase the total equity and cover the special reserves for potential losses upon regulatory request, prescribed by Central Bank of Montenegro, in line with regulations that arrange the Banking sector operations.







3.



Financial Statements  
for the Year Ended  
31 December 2013

# IZVJEŠTAJ NEZAVISNOG REVIZORA

## **To the Shareholder Assembly of Hipotekarna banka AD, Podgorica**

We have audited the accompanying financial statements (pages 2 to 51) of Hipotekarna banka AD, Podgorica (the “Bank”), which comprise the statement of financial position as of December 31, 2013 and the related income statement, statement of changes in equity and cash flow statement for the year than ended, and a summary of significant accounting policies and other explanatory notes.

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

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the Law on Accounting and Auditing of Montenegro and regulations of the Central Bank of Montenegro governing financial reporting of banks, as well as for internal control relevant to the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

50

## **Auditors’ Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing and the Law on Accounting and Auditing of Montenegro. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity’s preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity’s internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

## Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Bank as of December 31, 2013 and its financial performance and cash flows for the year then ended in accordance with the the accounting regulations of Montenegro and regulations of the Central Bank of Montenegro governing financial reporting of banks.

## Other Matter

The Bank's financial statements as of and for the year ended December 31, 2012 were audited by another auditor, whose report dated April 23, 2013 expressed and unqualified opinion thereon.



Deloitte d.o.o. Podgorica  
Montenegro  
May 5, 2014

---

Žarko Mionić, Certified Auditor  
(License no. 062 issued on March 10, 2011)



# Income statement

## Year Ended December 31, 2013

(Thousands of EUR)

	Note	2013.	2012.
			(Restated)
Interest income	3.1, 6a	12,854	11,717
Interest expenses	3.1, 6b	(4,632)	(4,312)
<b>Net interest income</b>		<b>8,222</b>	<b>7,405</b>
Dividend income		59	18
Impairment losses	3.7, 7	(1,041)	(1,171)
Provision charges	3.7, 7	(206)	(268)
Fee and commission income	3.1, 8a	5,251	4,045
Fee and commission expenses	3.1, 8b	(1,581)	(751)
<b>Net fee and commission income</b>		<b>3,670</b>	<b>3,294</b>
Net gains on investment securities		497	136
Foreign exchange gains, net		379	281
Staff costs	9	(4,137)	(3,842)
General and administrative expenses	10	(4,295)	(3,548)
Depreciation/amortization charge	11	(723)	(804)
Other expenses		(126)	(53)
Other income	12	313	345
<b>OPERATING PROFIT</b>		<b>2,612</b>	<b>1,793</b>
Income taxes	3.3, 13	(245)	(176)
<b>PROFIT FOR THE YEAR</b>		<b>2,367</b>	<b>1,617</b>

Notes on the following pages form an integral part of these financial statements.

These financial statements were approved by the management of Hipotekarna banka AD, Podgorica, in Podgorica, on May 5, 2014.



# Statement of financial position As of December 31, 2013

(Thousands of EUR)

	Note	December 31, 2013	December 31, 2012
			(Restated)
<b>ASSETS</b>			
Cash and deposit accounts held with central banks	3.4, 14	26,684	20,366
Loans and receivables due from banks	3.4, 15	51,692	24,595
Loans and receivables due from customers	3.6, 16	122,734	119,374
Investment securities			
- available for sale	3.5, 17a	7,720	239
- held to maturity	3.8, 17b	10,842	6,505
Investments in associates and joint ventures at equity method		8	8
Property and equipment	3.10, 3.11, 18	1,810	1,589
Intangible assets	19	885	613
Deferred tax assets	13c	18	10
Other financial receivables	20	509	515
Other operating receivables	21	1,175	725
<b>TOTAL ASSETS</b>		<b>224,077</b>	<b>174,539</b>
<b>LIABILITIES</b>			
Deposits due to banks		434	733
Deposits due to customers	22	163,207	118,920
Borrowings from banks	23	20,357	17,495
Borrowings from customers	24	5,119	6,877
Provisions	25	1,080	852
Current tax liabilities		252	202
Deferred tax liabilities	13c	1	-
Other liabilities	26	4,765	2,998
<b>TOTAL LIABILITIES</b>		<b>195,215</b>	<b>148,077</b>
<b>EQUITY</b>			
Share capital	27	16,006	16,006
Share issue premium		7,444	7,444
Retained earnings/Accumulated losses		1,311	(306)
Profit for the year		2,367	1,617
Other reserves		1,734	1,701
<b>TOTAL EQUITY</b>		<b>28,862</b>	<b>26,462</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>224,077</b>	<b>174,539</b>
<b>OFF-BALANCE SHEET ITEMS</b>	29	<b>501,522</b>	<b>487,523</b>

Notes on the following pages form an integral part of these financial statements.



# STATEMENT OF CHANGES IN EQUITY

## Year Ended December 31, 2013

(Thousands of EUR)

	Share Capital	Share Issue Pre- mium	Retained Earnings / Accumulated Losses	Profit for the Year	Other Re- serves	Total
Balance at January 1, 2012	16,006	7,444	(306)	-	(54)	23,090
Effects of fair value adjustment of available-for-sale securities	-	-	-	-	34	34
Profit for the year	-	-	-	1,617	-	1,617
Balance at December 31, 2012	16,006	7,444	(306)	1,617	(20)	24,741
Effects of first-time adoption of impairment of balance sheet assets under IAS 39	-	-	-	-	1,721	1,721
Balance at December 31, 2012, restated	16,006	7,444	(306)	1,617	1,701	26,462
Effects of fair value adjustment of available-for-sale securities	-	-	-	-	33	33
Transfer from profit	-	-	1,617	(1,617)	-	-
Profit for the year	-	-	-	2,367	-	2,367
Balance at December 31, 2013	16,006	7,444	1,311	2,367	1,734	28,862

Notes on the following pages form an integral part of these financial statements.



# Cash flow statement

## Year ended december 31, 2013

(Thousands of EUR)

	2013.	2012. (Restated)
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Interest receipts and similar income	12,751	11,911
Interest paid and similar expenses	(3,943)	(3,925)
Fee and commission receipts	5,251	4,045
Fees and commissions paid	(1,581)	(851)
<i>Payments to and on behalf of employees and to suppliers</i>	(9,048)	(8,035)
Increases in loans and other assets	(3,975)	(5,630)
<b>Inflows from deposits and other liabilities</b>	44,252	20,347
Income taxes paid	(570)	(415)
Other inflows	(6,840)	(716)
<b>Net cash generated by operating activities</b>	<b>36,297</b>	<b>16,731</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
<i>Purchase of property and equipment</i>	(847)	(375)
Purchase of intangible assets	(593)	(291)
Government Treasury bills and bonds	(2,955)	(3,778)
Sales of tangible and non-current assets	100	6
<b>Net cash used in investing activities</b>	<b>(4,295)</b>	<b>(4,438)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Increase in borrowings	1,064	(5,557)
<b>Net cash generated by/(used in) financing activities</b>	<b>1,064</b>	<b>(5,557)</b>
Foreign exchange gains	<b>379</b>	<b>280</b>
<b>Net increase in cash and cash equivalents</b>	<b>33,445</b>	<b>7,016</b>
Cash and cash equivalents, beginning of year	45,516	38,500
Cash and cash equivalents, end of year (Note 30)	78,961	45,516

Notes on the following pages form an integral part of these financial statements.



# Notes to the financial statements

## December 31, 2013

All amounts expressed in thousands of EUR, unless otherwise stated

### 1. BANK'S FOUNDATION AND ACTIVITY

Hipotekarna banka AD, Podgorica (hereinafter: the "Bank") was registered in 1995 as a shareholding company with the Central Registry of the Commercial Court under reg. number 4-0004632. The Bank is included in the Register of Security Issuers maintained by the Securities Commission under the number 3 (Decision no. 02/3-1/2-01). On December 18, 2002, the Central Bank of Montenegro issued a Decision no. 0101-75/1-2002 thereby granting the Bank an operating license.

In accordance with the Law on Banks, and the Bank's Articles of Incorporation, Statute and Decision of the Central Bank of Montenegro, the Bank is involved in depositary and crediting operations for its own account. In addition, the Bank is also registered to perform the following activities:

- issue guarantees and undertake other commitments;
- purchase, sell and collect receivables (factoring, forfeiting, etc.);
- issue, process and record payment instruments;
- perform payment transactions on the country and abroad in accordance with the regulations governing payment transfer;
- perform finance lease operations;
- engage in operations involving securities in accordance with the relevant regulations;
- trade in its own name for its own account or for the account of a customer:
  - a) with foreign payment instruments including money exchange operations and
  - b) with financial derivatives;
    - perform depositary operations;
    - prepare analyses and provide information and advice on the company and entrepreneur creditworthiness and other business matters;
    - rent safety deposit boxes;
    - perform other ancillary operations and activities related to the Bank's core operations in accordance with the Statute;
    - the Bank may perform other operations in accordance with the law upon obtaining prior approval from the Central Bank of Montenegro.



The Bank's governing bodies are: Shareholder Assembly and Board of Directors. The Board of Directors has two standing committees - Audit committee and Credit risk Management Committee. Members of the Board of directors are appointed by the Shareholder Assembly. The Board of Directors has 7 (seven) members, most of whom are not employees of the Bank.

The Bank is headquartered in Podgorica, at no. 67, Josipa Broza Tita Street. At December 31, 2013, the Bank had 170 employees (December 31, 2012: 166 employees).

## 2. BASIS OF PREPARATION AND PRESENTATION OF THE FINANCIAL STATEMENTS

### 2.1. Basis of Preparation and Presentation of the Financial Statements

The Bank is obligated to maintain its accounting records and prepares its statutory financial statements in conformity with the Accounting and Auditing Law of Montenegro (Official Gazette of Montenegro no. 69/2005, no. 80/2008 and no. 32/11) which entails implementation of the International Financial Reporting Standards and Decisions of the Central Bank of Montenegro governing financial reporting of banks.

The Bank's financial statements have been prepared in accordance with the Decision On The Content, Deadlines and Manner of Compiling and Submitting Financial Statements of Banks (Official Gazette of Montenegro no. 15/12 and 18/13). Comparative information for 2012 were reclassified for comparability with the reporting format adopted for the year 2013 (Notes 2.3 and 4). Within the accompanying financial statements adjustments were made to the statement of financial position as of December 31, 2012 for the effects of postings the Bank made as of January 1, 2013 in accordance with the Guidelines on the Manner of Recording Reserves for Estimated Losses, Impairment Allowances and Written-Off Balance Sheet Items (Official Gazette of Montenegro no. 61/12).

Upon preparation of these financial statements, the Bank implemented policies in accordance with the regulations of the Central Bank of Montenegro, which depart from the requirements of IFRS and IAS effective as of December 31, 2013 in respect



## 2. BASIS OF PREPARATION AND PRESENTATION OF THE FINANCIAL STATEMENTS (Continued)

of recording receivables qualifying for derecognition from the Bank's statement of financial position.

Due to the potentially significant effects of the above described matters on the accuracy and fair presentation of the financial statements, these financial statements cannot be treated as having been prepared in accordance with International Financial Reporting Standards.

### 2.1. Basis of Preparation and Presentation of the Financial Statements (Continued)

In the preparation of the accompanying financial statements, the Bank has adhered to the accounting policies described in Note 3, which are in conformity with the accounting, banking and tax regulations prevailing in Montenegro.

The official currency in Montenegro and the Bank's functional and presentation currency is Euro (EUR).

### 2.2. Use of Estimates

Presentation of the financial statements requires the Bank's management to make the best possible estimates and reasonable assumptions that affect the reported amounts of assets and liabilities, as well as disclosures of contingent assets and liabilities as at the financial statements preparation date, and income and expenses arising during the accounting period. These estimations and assumptions are based on historical experience and other information including the anticipation of future events that are believed to be reasonable under the circumstances. The estimates and assumptions are the basis of making judgments about the carrying amounts of assets and liabilities that are not readily apparent from other sources. These estimations and assumptions are based on information available to us as at the financial statements preparation date. However, Actual values of assets and liabilities may differ from values estimated in this manner. The most significant estimates and assumptions were made for the following statement of financial position items:

- Provisions for loans and interest receivables;
- Provisions for deposits held with other banks;
- Provisions for permanent investments;



## 2. BASIS OF PREPARATION AND PRESENTATION OF THE FINANCIAL STATEMENTS (Continued)

- Provisions for losses per off-balance sheet items;
- Provisions for retirement benefits;
- Provisions for litigations;
- Fair value of securities available for sale;
- Useful lives of intangible assets, property and equipment.

### 2.3. Amended Regulations of the Central Bank of Montenegro

Decision on the Minimum Standards for Credit Risk Management in Banks (Official Gazette of Montenegro, no. 22/12, 55/12 and 57/13) (hereinafter: the “Decision“) stipulates adoption and implementation of the International Accounting Standards in measurement of balance sheet assets and off-balance sheet items and presentation thereof in conformity with International Financial Reporting Standards.

The Bank has defined methodology for assessment of balance sheet assets’ impairment and estimated losses per off-balance sheet items in accordance of the aforesaid Decision. The Bank applies the methodology consistently, reviews it at least annually and adjusts it to the results of such reviews, as appropriate. The Bank also adjusts the assumptions underlying the methodology.

The Guidelines on the Manner of Recording Reserves for Estimated Credit Losses, Impairment Allowances and Written-Off Balance Sheet Items upon Determining Opening Balances in Banks’ Books of Account for 2013 govern the following:

- accounting for receivables classified into category E - loss;
- calculation and accounting for interest accrued on bad assets;
- accounting for reserves for potential losses per regulatory requirements and impairment allowances per IAS;
- recording reserves for potential losses in accordance with the Decision upon transition to the new chart of accounts (opening balance of the balance sheet - statement of financial position);
- recording impairment allowances upon transition to the new chart of accounts (opening balance of the balance sheet - statement of financial position);
- calculation and accounting for impairment allowance per IAS and reserves per Decision as of January 1, 2013 (in the statement of financial position and income statement).



## 2. BASIS OF PREPARATION AND PRESENTATION OF THE FINANCIAL STATEMENTS (Continued)

In accordance with the guidelines, the Bank reclassified balance sheet and off-balance sheet items, calculated impairment allowances per IAS and regulatory reserves, and charged the net effects of the changes in estimates to the other reserves within equity. In accordance with the aforementioned regulatory requirements, the Bank did not adjust income statement of the comparative period.

## 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### 3.1. Interest, Fee and Commission Income and Expense Recognition

Interest income and interest expense are recognized in the income statement for all instruments at amortized cost using the effective interest rate method.

The effective interest rate method is a method of calculating the amortized cost of a financial asset or financial liability and allocating interest income or interest expense over the relevant period. The effective interest rate is the rate that discounts estimated future cash payments or receipts through the expected life of the financial instrument or, where appropriate, a shorter period to the present value of financial assets or financial liabilities. When calculating the effective interest rate, the Bank estimates cash flows considering all contractual terms of financial instrument (e.g. prepayment options) but does not consider future credit losses arising from credit risk. The calculation includes all fees and commissions paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts.

Income from fees and commissions for other banking services (payment transactions, custody services, card transactions) are generally recognized on accrual basis in the period when the services are performed. Fees for unused loan facilities are deferred together with related expenses and recognized as loan effective interest rate adjustments.



## 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

### 3.2. Foreign Exchange Translation

Transactions denominated in foreign currencies are translated into EUR at the official exchange rates prevailing at the Interbank Foreign Exchange Market, at each transaction date. Assets and liabilities denominated in foreign currencies are translated into EUR by applying the official middle exchange rates prevailing at the statement of financial position date.

Net foreign exchange gains or losses arising upon the translation of transactions, and the assets and liabilities denominated in foreign currencies are credited or charged to the Income statement. Commitments and contingent liabilities denominated in foreign currencies are translated into EUR by applying the official exchange rates prevailing on the Interbank Foreign Exchange Market, at the statement of financial position date.

### 3.3. Taxes and Contributions

#### **Income Taxes**

##### *Current Income Tax*

Income taxes are calculated and paid under Article 28 of the Montenegrin Corporate Income Tax Law (Official Gazette of Montenegro, no. 65/01, 80/04, 40/08, 86/09, 14/12 and 61/13) at the proportional income tax rate of 9% applied to the taxable income.

Taxable income is determined based on the profit stated in the Bank's statutory income statement after the adjustments of income and expenses performed in accordance with Montenegro Corporate Income Tax Law (Articles 8 and 9, regarding the adjustment of income and Articles 10 to 20 pertaining to the adjustment of expenses) and Central Bank of Montenegro's Decision on the New Layout of Chart of Accounts for Banks (Official Gazette of Montenegro, no. 55/12).

50% of the capital gains are included in the tax base in the year in which they are earned. Capital losses may be offset against capital gains earned in the same year. In case there are outstanding capital losses even after the offsetting of capital losses against capital gains earned in the same year, these outstanding losses are available for carryforward during the ensuing 5 years.



## 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

### 3.3. Summary of significant accounting policies (Continued)

Montenegro tax regulations do not envisage that any tax losses of the current period be used to recover taxes paid within a specific carryback period. However, any current year losses reported in the annual corporate income tax returns may be carried forward and used to reduce or eliminate taxes to be paid in future accounting periods, but only for duration of no longer than five years.

#### *Deferred Income Taxes*

Deferred income tax is determined using the balance sheet liability method, for the temporary differences arising between the tax bases of assets and liabilities, and their carrying values in the financial statements. The currently enacted tax rates at the balance sheet date are used to determine the deferred income tax amount. Deferred tax liabilities are recognized for all taxable temporary differences. Deferred tax assets are recognized for the deductible temporary differences, and the tax effects of income tax losses and credits available for carry forward, to the extent that it is probable that future taxable profit will be available against which deferred tax assets may be utilized.

#### *Indirect Taxes, Contributions and Other Duties Payable*

Indirect taxes, contributions and other duties payable include property and other taxes, contributions and charges payable pursuant to various republic and municipal regulations.

### 3.4. Cash and Cash Equivalents

For purposes of the cash flow statement, cash and cash equivalents include cash on hand, balances on the current account held with the Central Bank of Montenegro, including the obligatory reserve, and balances held on the accounts with other banks in the country and abroad.

### 3.5. Securities Available For Sale

Securities available for sale comprise equity instruments of other legal entities and debentures.

Subsequent to initial recognition, securities available for sale are stated at fair value. The fair value of securities quoted on the stock exchange is based on current bid prices. Unrealized gains and losses from securities available for sale



### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### 3.5. Securities Available For Sale (Continued)

are recorded within revaluation reserves, until such security is sold, collected or realized in any other way or until such security has been permanently impaired.

Interest income on debt securities is calculated and recognized on a monthly basis. Dividends from securities available for sale are recognized in the income statement when the right to such receivable has been established.

Loans originated by the Bank are recorded in the books of account at the moment of the transfer of funds to the loan beneficiary - borrower.

#### 3.6. Loans

Loans originated by the Bank are stated in the statement of financial position in the amount originally approved, increased by interest and net of principal repaid and an allowance for impairment which is based on the management's estimate of the specifically identified risk exposures inherent in the Bank's loan portfolio.

#### 3.7. Provisions and Impairment Allowance of Irrecoverable Receivables

The Central Bank of Montenegro Decision on the Minimum Standards for Credit Risk Management in Banks (Official Gazette of Montenegro no. 22/12, 55/12 and 57/13) defines elements of credit risk management, minimum criteria and manner of classification of assets and off-balance sheet items in respect of which the Bank is exposed to credit risk and the manner of determining reserves for potential losses arising from the Bank's credit risk exposure. Within the meaning of the aforesaid Decision, the Bank's risk-weighted assets comprise loans, interest, fees and commissions, lease receivables, deposits held with other banks and advances as well as all other asset items where the Bank is exposed to default risk, and, on the other hand, guarantees issued, other sureties, opened letters of credit, approved and unused loans and other off-balance-sheet items representing the Bank's contingent liabilities.

The Bank is obligated to assess balance sheet assets and off-balance sheet items for impairment at least on a monthly basis, where balance sheet items are assessed for impairment whereas for off-balance sheet items probable losses are estimated. All these items are to be classified in appropriate classification groups in accordance with the effective Decision on the Minimum Standards for Credit



### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### 3.7. Provisions and Impairment Allowance of Irrecoverable Receivables (Continued)

Risk Management in Banks (Official Gazette of Montenegro no. 22/12, 55/12 and 57/13). In addition, the Bank is under obligation to determine a methodology for assessment of impairment of balance sheet assets and probable losses per off-balance sheet items in accordance with IAS 39

#### *Calculation of Provisions for Potential Losses:*

Pursuant to the Decision on the Minimum Standards for Credit Risk Management in Banks (Official Gazette of Montenegro no. 22/12, 55/12 and 57/13), the Bank implemented the following percentages and numbers of days in default per risk category in calculation of provisions:

As at December 31, 2013

Risk Category	Provisioning %	Number of days past due
A	-	<30
B1	2	31-60
B2	7	61-90
C1	20	91-150
C2	40	151-270
D	70	271-365
E	100	>365

Pursuant to the internal policy, the Bank forms provisions for loans credit cards, approved current account overdraft facilities, guarantee protests, commissions per retail customer accounts and balances sheet assets of the Bank exposed to credit risk as well as off-balance sheet exposures that may be exposed to risk.

#### *Calculation of Impairment Allowance (for Balance Sheet Assets) and Estimate of the Probable Losses (for Off-Balance Sheet Items)*

The Bank reviews receivables and other investments in order to determine impairment allowance on a quarterly basis. In determining whether the impairment losses on receivables and investments should be recognized in the income statement, the Bank assesses whether there is information/evidence



### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### 3.7. Provisions and Impairment Allowance of Irrecoverable Receivables (Continued)

indicative of the existence of a measurable decrease in the estimated future cash flows on a portfolio level before such losses can be identified at an individual level. Information indicating impairment losses include: irregularity and default in liability settlement, local market and economic conditions which cause delays in payment etc. Management's estimates of impairment of receivables and other investments using the estimated future cash flows are based on actual historical losses incurred on financial assets with similar risk exposure and similar impairment causes. The methodology and assumptions underlying the process of defining the amounts and periods of cash inflows from investments are reviewed on an ongoing basis in order to minimize the difference between the estimated and actual losses.

Impairment assessment is performed on an individual level and on a group level.

#### *Individual Impairment Assessment*

Impairment assessment is performed on an individual level for each materially significant loan thereby taking into consideration the borrower's financial position, sustainability of the borrower's business plan, borrower's ability to improve performance in instances of financial difficulties, projected revenues, availability of other types of financial support, value of collaterals that may be foreclosed and expected cash flows. If new information becomes available that significantly alter the creditworthiness of the borrower, collateral value and certainty of liability settlement, ad hoc impairment assessment of such loans is performed

Materially significant receivables are considered to be total gross exposures of the Bank toward a single entity or a group pf related entities equal to or exceeding EUR 30,000.

All borrowers/loans meeting the following three criteria are subject to individual assessment for impairment (automatically):

1. total gross exposure of the Bank toward a single entity or a group pf related entities is equal to or exceeds EUR 30,000;
2. default of over 90 days; and
3. receivables matured exceed EUR 20 and EUR 200 for retail and corporate customers, respectively.



### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### 3.7. Provisions and Impairment Allowance of Irrecoverable Receivables (Continued)

In addition, all borrowers with objective possibility of impairment of financial instruments are also subject to individual assessment for impairment. Individual impairment allowance is determined based on the net present value of the future cash inflows and estimated collection from collateral foreclosure.

The amount of the expected impairment loss of the outstanding unsettled exposure is equal to the gross (balance sheet) exposure less expected future cash flows discounted using the original contractual effective interest rate (for cash flows of over 12 months) decreased by the amount of mortgage and haircut (also discounted using the original contractual effective interest rate over a 5-year period). In instances of individual impairment allowances, the base represents the total sum of the balance sheet receivables (matured and outstanding principal, matured interest, etc.).

#### *Group-Level Impairment Assessment*

Impairment assessment is performed on a group (portfolio) level for individually less significant loans and for those individually significant loans where there is no objective evidence of individual impairment.

Group assessment for impairment is performed on a quarterly basis per groups formed based on the internally adopted methodology, the basis of which is the system of internal credit rating. Group impairment percentages are calculated based on risk category migrations to the default status per type of borrower or product. The migration percentages obtained are adjusted for the amounts of receivables collected.

Group assessment for impairment is divided into four categories for corporate customers and three categories for retail customers (cash loans, consumer loans and housing loans). At the group level, loans and advances are classified into certain internal risk classes per loan account/sub-account according to the number of days past due.

As the bases for calculating provisions for credit losses per credit products, receivables are decreased by the amount of deposits and guarantees issued in



### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### 3.7. Provisions and Impairment Allowance of Irrecoverable Receivables (Continued)

favor of the Bank by a first-class bank or the state as well as by the amount of mortgages with hair-cut by 30% and discounted using the effective interest rate for the particular loan over a 5-year period.

Impairment of loans reduces the value of loans and is recognized as expense within the income statement.

The amounts of the expected cash inflows per loan are estimated based on the proof of projected revenues of the borrower, and in case these are insufficient, cash flows from collateral foreclosure are estimated. Estimates of the number of days past due in collection of a certain receivable from the borrower is determined by considering all the relevant indicators on the time of realization of the projected revenues of the borrower and historical data on the borrower's default.

As a hedge against credit risk exposure, in addition to the regular monitoring of the borrower business operations, the Bank obtains security instruments (collaterals) to securitize the collection of receivables and minimize credit risk. Depending on the estimated possibilities for settlement of the contractual liabilities, the Bank defines the extent of the securitization of the loan, so that, in the event of the borrower's default, the Bank could actually collect its receivables through collateral foreclosure. The quantity and type of collateral required is dependent on the credit risk estimate.

Properties, goods, equipment and other movables subject to pledge liens must be insured by an insurance company acceptable to the Bank, and insurance policies must be endorsed in favor of the Bank. The Bank monitors the market value of collaterals and, if necessary, it may demand additional collateral in accordance with the relevant loan agreement executed.

#### 3.8. Securities Held to Maturity

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturity that an entity has the positive intention and ability to hold to maturity. In case the Bank sells a significant amount of held-to-maturity investments, the entire category is reclassified to securities available for sale.



### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### 3.8. Securities Held to Maturity (Continued)

After initial recognition, held-to-maturity securities are stated at amortized cost using the effective interest method net of impairment allowance, i.e. impairment losses. Amortized cost is calculated taking into account any discounts or premiums upon acquisition or over the maturity period.

Interest income from such instruments is calculated using the effective interest method and presented within interest income.

#### 3.9. Property (Business Premises), Equipment and Intangible Assets

Business premises and other fixed assets are those assets whose useful lives exceed one year. As at December 31, 2013 business premises, other property, equipment and intangible assets were stated at cost less accumulated depreciation/amortization. Cost represents prices billed by suppliers plus all costs incurred in bringing the respective asset to the location and condition necessary for its intended use. Subsequent expenses: replacement of parts of equipment (installation of new spare parts), overhauls and general repairs of business premises are recognized as increases in the carrying value of business premises and equipment if it is probable that the future economic benefits will flow to the Bank and if such costs can be measured reliably.

Regular maintenance of equipment: replacement and installation of small spare parts and consumable materials and daily repairs are expensed as incurred.

Gains or losses arising on the sale or disposal of business premises and equipment are determined as the difference between the sales price and the current carrying value of business premises and equipment, and are recognized in the income statement of the period in which the sale or disposal occurred.

Intangible assets comprise software and licenses. Intangible assets acquired are capitalized at cost. Subsequently, such assets are measured at cost, less accumulated amortization and accumulated impairment losses, if any.

Costs directly related to certain software which will generate economic benefits over a period exceeding one year are recognized as intangible assets. Costs of maintenance and development of new software are recorded as expenses as



### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

incurred.

Depreciation/amortization is provided on a straight-line basis applying the following depreciation/amortization rates to the cost of business premises, equipment and intangible asset in order to write them off over their expected useful lives. The depreciation/amortization rates in use are as follows:

Major groups of assets	Depreciation/Amortization rates (%)	Rates recognized for tax purposes (%)
Buildings	2.00	5.00
Vehicles	15.00	15.00
Furniture and other equipment	15.00 - 20.00	20.00
Computer equipment	33.33	30.00
Software	20	30.00
Tools and fixtures	50	100.00

The calculation of depreciation/amortization of business premises, equipment and intangible assets commences upon asset's placement in use.

#### 3.10. The Bank's Equity

The Bank's equity includes share capital, share premium, the Bank's reserves, as well as retained earnings (accumulated losses).

The shareholders' equity of the Bank includes assets invested by the founders and shareholders of the Bank in the monetary or non-monetary form. The Law on Securities sets forth that securities shall be dematerialized and shall exist in an electronic form in the system of the Central Depository Agency. The excerpt obtained from the Registry of the Central Depository Agency is the only and exclusive proof of ownership over securities.

#### Taxes and Contributions for Social Security of Employees



## 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

### 3.11. Employee Benefits

Pursuant to the regulations effective in Montenegro, the Bank has an obligation to pay contributions to various state social security funds. These obligations involve the payment of contributions on behalf of an employee, by the employer, in amounts calculated by applying the specific, legally prescribed rates. The Bank is also legally obligated to withhold contributions from gross salaries to employees, and on their behalf to transfer the withheld portions directly to the appropriate government funds. These contributions payable on behalf of the employee and employer are charged to expenses in the period in which they arise.

### **Retirement Benefits or Other Long-Term Employee Benefits**

In accordance with the Industry Collective Bargaining Agreement, the Bank is under obligation to pay retirement benefits to an employee upon his/her regular retirement in the amount of 6 net average salaries earned by the Bank's employees in the month preceding the month of benefit payment. The Bank's financial statements as of and for the year ended December 31, 2013 include provisions calculated by an independent certified actuary, based on the estimated present value of assets to be used for retirement benefits payable to employees upon fulfillment of the retirement criteria.

In accordance with International Financial Reporting Standards, the fair value of financial assets and liabilities should be disclosed in the notes to the financial statements. For these purposes, the fair value is defined as an amount at which an asset can be exchanged, or a liability settled, between knowledgeable willing parties in an arm's-length transaction. The Bank should disclose the fair value information of those components of assets and liabilities for which published market information is readily available, and for which their fair value is materially different from their recorded amounts.

In Montenegro, sufficient market experience, stability and liquidity do not exist for the purchase and sale of receivables, investments and other financial assets or liabilities, for which published market information is presently not available. Therefore, fair value cannot readily be determined in the absence of active capital

### 3.12. Fair Value

### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### 3.12. Fair Value (Continued)

and financial markets, as generally required under the provisions of IFRS/IAS. According to the opinion of the Bank's management, the reported carrying amounts are the most valid and useful reporting values under the present market conditions and accounting regulations of Montenegro and Central Bank's regulations governing the financial reporting of banks.



## 4. RESTATEMENT OF THE FINANCIAL STATEMENTS FOR FY 2012

The Bank made certain adjustments to the balance sheet and off-balance sheet items stated as of December 31, 2012 as well as reclassifications to the statement of financial position/balance sheet and income statement for the purpose of comparability to the financial statements for FY 2013, modified as from January 1, 2013 in accordance with the new Decision on the Contents, Terms and Method of Preparation and Submission of Financial Statements of Banks (Official Gazette of Montenegro no. 15/12 and 18/13), Decision of the Chart of Accounts for Banks (Official Gazette of Montenegro no. 15/12), Decision on the Minimum Standards for Credit Risk Management in Banks (Official Gazette of Montenegro no. 22/12, 55/12 and 57/13) and the Guidance on the Manner of Recording Loan Loss Provisions, Value Adjustments and Written Off Items of the On-Balance Sheet Assets When Determining Opening Balance in Banks' Business Books for 2013 (Official Gazette of Montenegro no. 61/12), as disclosed in Note 2.3 and the following tables:



# Income statement\*) Year Ended December 31, 2012

(Thousands of EUR)

	2012 prior to Adjustment	Adjustments	2012 Restated
Interest income	11,915	(198)	11,717
Interest expenses	(4,312)	-	(4,312)
<b>NET INTEREST INCOME</b>	<b>7,603</b>	<b>(198)</b>	<b>7,405</b>
Dividend income	-	18	18
Impairment losses	(1,651)	480	(1,171)
Provisions	-	(268)	(268)
Fee and commission income	4,045	-	4,045
Fee and commission expenses	(751)	-	(751)
<b>NET FEE AND COMMISSION INCOME</b>	<b>3,294</b>	<b>-</b>	<b>3,294</b>
Net gains on investment securities	136	-	136
Foreign exchange gains, net	281	-	281
Staff costs	(3,828)	(14)	(3,842)
General and administrative expenses	(3,548)	-	(3,548)
Depreciation/amortization charge	(804)	-	(804)
Other expenses	(53)	-	(53)
Other income	363	(18)	345
	(7,453)	(32)	(7,485)
<b>OPERATING PROFIT</b>	<b>1,793</b>	<b>-</b>	<b>1,793</b>
Income taxes	(176)	-	(176)
<b>PROFIT FOR THE YEAR</b>	<b>1,617</b>	<b>-</b>	<b>1,617</b>

\*Forms in accordance with the new Chart of Accounts in accordance with the Central Bank's Decision of the Chart of Accounts for Banks (Official Gazette of Montenegro no. 15/12),).

## 4. RESTATEMENT OF THE FINANCIAL STATEMENTS FOR FY 2012 (Continued)

### Statement of financial position As of december 31, 2012

(Thousands of EUR)

	December 31, 2012	Adjustments	December 31, 2012 Restated
<b>ASSETS</b>			
Cash and deposit accounts held with central banks	45,516	(25,150)	20,366
Loans and receivables due from banks	-	24,595	24,595
Loans and receivables due from customers	113,512	5,862	119,374
Investment securities			
- available for sale	239	-	239
- held to maturity	6,505	-	6,505
Investments in associates and joint ventures at equity method	8	-	8
Property and equipment	1,740	(151)	1,589
Intangible assets	462	151	613
Deferred tax assets	10	-	10
Other financial receivables	-	515	515
Other operating receivables	5,785	(5,060)	725
<b>TOTAL ASSETS</b>	<b>173,777</b>	<b>762</b>	<b>174,539</b>
<b>LIABILITIES</b>			
Deposits due to banks	-	733	733
Deposits due to customers	118,200	720	118,920
Borrowings from banks	21,157	(3,662)	17,495
Borrowings from customers	3,062	3,815	6,877
Provisions	954	(102)	852
Current tax liabilities	216	(14)	202
Deferred tax liabilities	-	-	-
Other liabilities	5,447	(2,449)	2,998
<b>TOTAL LIABILITIES</b>	<b>149,036</b>	<b>(959)</b>	<b>148,077</b>
<b>EQUITY</b>			
Share capital	16,006	-	16,006
Share issue premium	7,444	-	7,444
Accumulated losses	(306)	-	(306)
Profit for the year	1,617	-	1,617
Other reserves	(20)	1,721	1,701
<b>TOTAL EQUITY</b>	<b>24,741</b>	<b>1,721</b>	<b>26,462</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>173,777</b>	<b>762</b>	<b>174,539</b>

OFF-BALANCE SHEET ITEMS	December 31, 2012	Transfer to the Balance Sheet	Transfer to the Internal Records	December 31, 2012 Restated
Guarantees, sureties and commitments	41,331	-	-	41,331
Collaterals received	365,242	-	-	365,242
Consignment operations	131	-	-	131
Written-off loans	2,024	(1,374)	(650)	-
Other written-off assets	79,849	-	-	79,849
Written-off and suspended interest	1,444	(81)	(393)	970
Off-balance sheet liabilities	(490,021)	1,455	1,043	(487,523)

\*Forms in accordance with the new Chart of Accounts in accordance with the Central Bank's Decision of the Chart of Accounts for Banks (Official Gazette of Montenegro no. 15/12).



## 5. FINANCIAL INSTRUMENTS

### 5.1. Risk Management

In its operations the Bank is exposed to various risks, the most significant of which are the following:

- credit risk;
- market risk;
- liquidity risk;
- operational risk.

The risk management procedures are designed to identify and analyze risks, to define limits and controls required for risk management and to monitor the Bank's exposure to each individual risk. The risk management procedures are subject to regular review in order to allow adequate response to the changes in the market, products and services.

The Risk Management Department is responsible for monitoring the Bank's exposures to certain risks, which is reported to the Board of Directors on a monthly basis. In addition, monitoring of the Bank's exposures to certain risks is the responsibility of Credit Risk Management Committee, Operational Risk Management Committee and Asset and Liability Management Committee (ALCO).

### 5.2. Credit Risk

The Bank is exposed to credit risk which is a risk that counterparty will be unable to settle liabilities to the bank in full and as due. The Bank makes provisions for impairment losses related to the losses incurred as at the statement of financial position date. Significant changes in the economy and certain industries comprising the Bank's loan portfolio could result in the losses different from losses that gave rise to provisions formed as at the statement of financial position date. Hence, the bank's management manages credit risk exposure observing the prudence principle.

#### 5.2.1. Credit Risk Management

Credit risk exposure is a risk of a financial loss resulting from the borrower's inability to meet all the contractual obligations toward the Bank. The bank manages the risk assumed by setting limits in respect of large loans, single borrowing entities and groups of related borrowing entities. Such risks are monitored and reviewed on an ongoing basis. All loans exceeding the defined limits are to be approved by the Credit Risk Management Committee.



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.2.1. Credit Risk Management (Continued)

Industry loan concentrations are continuously monitored as in accordance with the limits prescribed by the Central Bank of Montenegro.

Risk exposure per single borrowing entity, including other banks and broker-dealer companies, is further limited by determining sub-limits relative to the balance sheet and off-balance sheet exposures. Actual exposure relative to the limits defined is subject to regular monitoring.

Credit risk exposure is managed by means of regular analyses of the ability of borrowers and potential borrowers to discharge principal and interest repayment liabilities.

### **Loan-Related Commitments and Contingent Liabilities**

The primary purpose of these instruments is to ensure that funds are available to a customer as required. Guarantees and letters of credit represent irrevocable assurances that the Bank will make payments in the event that a customer cannot meet its obligations to third parties, and therefore carry the same credit risk as loans. Documentary and commercial letters of credit, which represent written undertakings of the Bank on behalf of a customer authorizing a third party to draw bills of exchange on the Bank up to the amount agreed under specific terms, are securitized by the underlying deliveries of goods that they relate to and therefore carry less risk than loans.



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.2.2. Provisions for Impairment Losses in Accordance with Requirements of IAS 39

As of the statement of financial position date, the Bank assesses whether there is any objective evidence that a financial asset or a group of financial assets has suffered impairment in accordance with IAS 39.

In line with the adopted methodology, the Bank performs individual assessment as to whether there is objective evidence of impairment of individually significant financial assets.

Calculation of the present value of the estimated future cash flows of a securitized financial asset reflects cash flows that may result from collateral foreclosure decreased by costs of collateral acquisition and sales, whether the foreclosure be probable or not.

For the purpose of collective impairment assessment, financial assets that are not individually significant are grouped based on similar credit risk features.

### 5.2.3. Maximum Credit Risk Exposure per Balance Sheet and Off-Balance Sheet Items

	2013.	2012.
<b>Balance sheet items</b>		
Loans and receivables due from banks	51,692	24,595
Loans and receivables due from clients	120,275	118,270
Interest and other receivables	1,065	993
Factoring	1,394	111
Securities available for sale	7,720	239
Securities held to maturity	10,842	6,505
	<b>192,988</b>	<b>150,713</b>
<b>Off balance sheet items</b>		
Payment guaranties	34,372	30,849
Performance guaranties	5,975	5,509
Unsecured letters of credit	827	631
Undrawn loan facilities	8,265	4,972
	<b>49,439</b>	<b>41,961</b>
<b>Total credit risk exposure</b>	<b>242,427</b>	<b>192,674</b>



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.2.3. Maximum Credit Risk Exposure per Balance Sheet and Off-Balance Sheet Items (Continued)

Exposure to credit risk is partially controlled by obtaining collateral and guarantees of legal entities and individuals.

Types of collaterals are as follows:

- deposits;
- pledge liens instituted over industrial machinery, securities, inventories and vehicles;
- mortgages assigned over property and fiduciary transfer of ownership;
- bills of exchange;
- collection authorizations;
- garnishments and injunctions;
- guarantors;
- insurance policies; and
- guarantees.



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.2.4. Loans and Advances

Loans and advances are presented in the following tables:

	Loans and advances to banks	Past Due but not Impaired	Individually Impaired	Total, Gross	Individual Impairment Allowance	Group Impairment Allowance	Total Impairment Allowance	Total, Net
December 31, 2013								
Current account overdrafts	588	52	-	640	-	(42)	(42)	598
Customer loans	15,554	140	360	16,054		(408)	(408)	15,646
Credit cards	653	31	4	688	(2)	(46)	(48)	640
Special purpose loans	729	131	1	861		(152)	(152)	709
Other retail loans secured by mortgages	13,737	246	2,006	15,989	(488)	(502)	(990)	14,999
Loans to micro and small enterprises	46,472	872	8,133	55,477	(1,585)	(732)	(2,317)	53,160
Loans to medium and large enterprises	30,290	760	2,526	33,576	(26)	(450)	(476)	33,100
Loans to Government and municipalities	806	-	180	986	(4)	(6)	(10)	976
Loans to financial institutions	452	2	210	664	(210)	(7)	(217)	447
Loans and advances to banks	-	-	-	-	-	-	-	-
	109,281	2,234	13,420	124,935	(2,315)	(2,345)	(4,660)	120,275

## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.2.4. Loans and Advances (Continued)

	Loans and advances to banks	Past Due but not Impaired	Individually Impaired	Total, Gross	Individual Impairment Allowance	Group Impairment Allowance	Total Impairment Allowance	Total, Net
December 31, 2012								
Current account overdrafts	361	36	-	397	-	(24)	(24)	373
Customer loans	12,690	385	77	13,152	(1)	(320)	(321)	12,831
Credit cards	625	28	6	659	(4)	(34)	(38)	621
Special purpose loans	1,441	168	-	1,609	-	(222)	(222)	1,387
Other retail loans secured by mortgages	11,808	258	977	13,043	(323)	(378)	(701)	12,342
Loans to micro and small enterprises	57,067	1,379	-	58,446	(750)	(1,258)	(2,008)	56,438
Loans to medium and large enterprises	26,959	1,578	3,825	32,362	-	(384)	(384)	31,978
Loans to Government and municipalities	1,147	357	-	1,504	-	(15)	(15)	1,489
Loans to financial institutions	803	-	221	1,024	(200)	(13)	(213)	811
Loans and advances to banks	-	-	-	-	-	-	-	-
	112,901	4,189	5,106	122,196	(1,278)	(2,648)	(3,926)	118,270

Loans and advances neither past-due nor impaired in 2013 and 2012 are classified as 'good assets.'



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.2.4. Loans and Advances (Continued)

#### a) Loans and Advances Past-Due but not Individually Impaired

	Up to 30 days past-due	From 31 to 60 days past-due	From 61 to 90 days past-due	From 91 to 180 days past-due	From 181 to 365 days past-due	From 1 to 5 years past-due	Total
December 31, 2013							
Current account over-drafts	15	4	4	4	8	17	52
Customer loans	58	35	-	21	14	12	140
Credit cards	1	2	2	3	10	13	31
Special purpose loans	4	8	-	16	33	71	132
Other retail loans secured by mortgages	29	35	-	18	28	136	246
Loans to micro and small enterprises	379	395	-	45	15	37	871
Loans to medium and large enterprises	650	110	-	-	-	-	760
Loans to Government and municipalities	-	-	-	-	-	-	-
Loans to financial institutions	2	-	-	-	-	-	2
	1,138	589	6	107	108	286	2,234



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.2.4. Loans and Advances (Continued)

	Up to 30 days past-due	From 31 to 60 days past-due	From 61 to 90 days past-due	From 91 to 180 days past-due	From 181 to 365 days past-due	From 1 to 5 years past-due	Total
December 31, 2012							
Current account over- drafts	2	2	1	5	6	20	36
Customer loans	327	26	-	23	9	-	385
Credit cards	5	2	3	7	11	-	28
Special purpose loans	107	18	-	19	24	-	168
Other retail loans se- cured by mortgages	127	50	-	35	46	-	258
Loans to micro and small enterprises	582	635	16	84	56	6	1,379
Loans to medium and large enterprises	1,578	-	-	-	-	-	1,578
Loans to Government and municipalities	357	-	-	-	-	-	357
Loans to financial institutions	-	-	-	-	-	-	-
	3,085	733	20	173	152	26	4,189



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.2.4. Loans and Advances (Continued)

#### b) Fair Value of Collaterals

	December 31, 2013	December 31, 2012
Deposits	17,469	20,207
Pledge liens	47,315	70,626
Mortgages	299,706	262,785
Insurance policies	163	28
Guarantees	9,008	11,596
<b>Total</b>	<b>373,661</b>	<b>365,242</b>

Past due but not individually impaired	December 31, 2013	December 31, 2012
Deposits	15,801	19,979
Pledge liens	45,089	70,112
Mortgages	219,124	254,313
Insurance policies	163	28
Guarantees	9,008	9,208
<b>Total</b>	<b>289,185</b>	<b>353,640</b>

Individually impaired	December 31, 2013	December 31, 2012
Deposits	1,668	228
Pledge liens	2,226	514
Mortgages	80,582	8,472
Guarantees	-	2,388
<b>Total</b>	<b>84,476</b>	<b>11,602</b>

As collateral, the Bank accepts mortgages over properties the fair value of which is defined on an individual case basis for legal entities, which is under remit of the person making decision on the loan approval, whereas for private individuals, the amounts are defined depending on the product type. Properties used as collateral are residential premises, houses and apartment buildings, commercial buildings and business premises, as well as land depending on its location and future use.



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.2.4. Loans and Advances (Continued)

#### c) Restructured Loans and Advances

The Bank has restructured a loan due to the deterioration in the borrower's creditworthiness if it has:

- a. Extended the principal and interest maturity,
- b. Replaced the existing loan with a new one,
- c. Decreased the interest rate on the loan approved i
- d. Made other concessions to facilitate the borrower's financial position.

Upon restructuring of the loan, the Bank performs financial analysis of the borrower and assesses its capacities to realize cash flows necessary for the repayment of the loan principal, as well as the corresponding interest once the loan is restructured.

During 2013 the Bank restructured loans in the amount of EUR 12,081 thousand (2012: EUR 28,071 thousand).

#### d) Concentration per Geographic Regions

Concentration per geographic regions of the Bank's credit risk exposure, net of impairment allowance, is presented in the following table:

	Monte- negro	Euro- pean Union	USA and Canada	Other	Total
Loans and advances to banks	60	46,785	3,725	1,122	51,692
Loans and advances to customers	125,897	1,110	15	463	127,485
Securities available for sale	3,128	3,828	-	764	7,720
Securities held to maturity	10,842	-	-	-	10,842
December 31, 2013	139,927	51,723	3,740	2,349	197,739
December 31, 2012	121,783	24,656	4,538	3,723	154,700



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.2.4.

#### Loans and Advances (Continued)

#### e) Concentration per Industry

Concentration per industry of the Bank's credit risk exposure, net of impairment allowance, is presented in the following table:

	Finance and Insurance Sector	Transportation, Traffic and Telecommunication	Services, Tourism, Hotel Management	Wholesale and Retail and Vehicle Repairs	Construction Industry	Power Industry
Loans and advances to banks	12,211	-	-	-	-	-
Loans and advances to customers	1,537	10,762	7,541	43,451	4,192	-
Securities - available for sale	2,992	-	-	22	-	109
Securities held to maturity	10,842	6	-	-	-	-
December 31, 2013	27,582	10,768	7,541	43,473	4,192	109
December 31, 2012	8,632	12,600	8,046	37,660	3,238	11



## 5. FINANCIAL INSTRUMENTS (Continued)

Ore and Stone Mining	Administration and Service Industry	Real Estate Trade	Agriculture Hunting and Fishing	Manufacturing	Other	Retail Clients	Total
-	-	-	-	-	39,481	-	51,692
2,912	259	9,037	1,491	3,422	8,523	34,358	127,485
-	-	-	-	-	4,591	-	7,720
-	-	-	-	-	-	-	10,842
2,912	259	9,037	1,491	3,422	52,595	34,358	197,739
3,703	409	3,755	1,346	4,818	41,527	28,955	154,700



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.2.5. Off-Balance Sheet Items

Maturities of off-balance sheet items exposing the Bank to credit risk were as follows:

	Undrawn Loan Facilities	Guaran- tees	Letters of Credit	Total
December 31, 2013				
Up to one year	6,662	32,028	261	38,951
From 1 to 5 years	1,603	8,319	566	10,488
	8,265	40,347	827	49,439

	Undrawn Loan Facilities	Guaran- tees	Letters of Credit	Total
December 31, 2012				
Up to one year	4,076	28,882	40	32,998
From 1 to 5 years	577	7,476	591	8,644
Over 5 years	319	-	-	319
	4,972	36,358	631	41,961

### 5.3. Market Risk

The Bank is exposed to market risks. Market risks arise from open positions due to changes in interest rates, foreign currency exchange rates and prices of securities which change according to the market volatility. Market risk exposure limits are prescribed internally and aligned with the limits prescribed by the Central Bank of Montenegro.

#### 5.3.1. Currency Risk

The Bank's financial position and cash flows are exposed to the effects of the changes in foreign currency exchange rates. Currency risk exposure is continuously monitored and reconciled with the limits prescribed by the Central Bank of Montenegro.



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.3.1. Currency Risk (Continued)

The Bank's exposure to foreign currency risk as of December 31, 2013 is presented in the following table:

	EUR '000	USD	GBP	CHF	Other	Total
Assets in foreign currencies		11,049	68	167	91	11,375
Liabilities in foreign currencies		11,362	75	166	86	11,689
Net foreign exchange exposure:						
- December 31, 2013		(313)	(7)	1	5	(314)
- December 31, 2012		(788)	8	-	2	(778)
% of the core capital:						
- December 31, 2013		-2%	-	-	-	
- December 31, 2012		-3%	-	-	-	
Aggregate open position:						
- December 31, 2013		(314)				
- December 31, 2012		(778)				
% of the core capital:						
- December 31, 2013		-1.57%				
- December 31, 2012		-3%				

### 5.3.2. Interest Rate Risk

Cash flow interest rate risk is the risk that the future cash flows of a financial instrument will fluctuate due to changes in market interest rates. Fair value interest rate risk is the risk that the value of a financial instrument will fluctuate because of changes in market interest rates. The Bank assumes exposure to the effects of fluctuations in the prevailing levels of market interest rates on cash flows. Interest margins may increase as a result of such changes; however, these may reduce profit or give rise to losses in instances of unexpected fluctuations. Interest rates are based on market rates and the Bank performs regular repricing.



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.3.2. Interest Rate Risk (Continued)

The following table presents the Bank's interest bearing and non-interest bearing assets and liabilities as of December 31, 2013:

	Interest Bearing	Non-Interest Bearing	Total
<b>ASSETS</b>			
Cash balances and deposits with the	2,398	24,286	26,684
Central Bank	-	51,692	51,692
Loans and advances to banks	122,192	542	122,734
Loans and advances to customers	5,279	2,441	7,720
Securities available for sale	10,842	-	10,842
Securities held to maturity	140,711	78,961	219,672
<b>LIABILITIES</b>			
	-	434	434
Deposits due to banks	136,432	26,775	163,207
Deposits due to customers	20,213	144	20,357
Borrowings from banks	5,071	48	5,119
Borrowings from customers	161,716	27,401	189,117
<b>Total liabilities</b>			
Interest rate GAP:	(21,005)	51,560	30,555
- December 31, 2013			



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.3.2. Interest Rate Risk (Continued)

The following table presents annual lending and borrowing interest rates for monetary financial instruments:

Loan type	Interest rate %
<b>Corporate customers:</b>	
- short-term loans from Bank's own funds	10-15
- short-term loans from other resources	9.75-9.90
- long-term loans from Bank's own funds	10-15
- long-term loans from other resources	5-12
- loans to entrepreneurs for periods of up to 24 months	9-12.5
- loans to entrepreneurs for periods of over 24 months	10
<b>Deposits:</b>	
<b>Corporate customers up to EUR 100,000:</b>	
Demand deposits	0.10
Short-term deposits	1.5-3
Long-term deposits	3.5
<b>Retail customers up to EUR 100,000:</b>	
Demand deposits	0.2-0.3
Short-term deposits	2.5-4.5
Long-term deposits	4.5-5.25



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.3.2. Interest Rate Risk (Continued)

Lending interest rates applied to loans granted to retail customers during 2013 were as follows:

Loan type	Interest rate %
Retail customers:	
- cash loans	11.35 - 19.56
- consumer loans	11.35 - 14.03
- loans for renovation and financing for periods of up to 60 months	

Deposit interest rates applied to corporate customer deposits during 2013 were as follows:

Deposit type	Interest rate %
Demand deposits	0.1
Short-term deposits	0.1 - 5.25
Long-term deposits	1 - 6

Deposit interest rates applied to retail customer deposits during 2013 were as follows:

Deposit type	Interest rate %
Demand deposits	
Savings demand deposits	0.2
Term deposits in EUR placed:	
- for a month	0.2
- for 3 months	0.2 - 4.25
- for 6 months	2.5 - 5
- for 12 months	1 - 6
- for 24 months	4.5 - 6
- for 36 months	2.5 - 6
Term deposits in foreign currencies (USD):	
- for 3 months	0.2 - 0.5
- for 6 months	1
- for 12 months	1.2 - 2



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.4. Liquidity Risk

Liquidity risk includes both the risk of the Bank being unable to provide cash to settle liabilities upon maturity and the risk that the Bank will have to obtain funds at reasonable prices and in a timely manner to be able to settle its matured liabilities.

#### 5.4.1. Liquidity Risk Management

The matching and controlled mismatching between the maturities and interest rates of assets and of liabilities are fundamental to the management of the Bank. It is uncommon for banks to have complete matching since business transactions are often made for indefinite term and are of different types. A mismatched position potentially enhances profitability, but also increases the risk of losses.

The maturities of assets and liabilities and the ability of the Bank to obtain sources of funding upon maturity of liabilities at an acceptable cost are important factors in assessing the liquidity of the Bank and its exposure to changes in interest rates and foreign exchange rates.

Liquidity requirements to support calls on guarantees and standby letters of credit are considerably less than the amount of the commitments because the Bank does not generally expect the third party to draw funds under the agreement. The total outstanding contractual amount of commitments for approved loans with extended maturities does not necessarily represent future cash requirements, since many of these commitments will expire or terminate without being funded.



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.4.1. Liquidity Risk Management (Continued)

The Bank is exposed to daily calls on its available cash resources which influence the available cash held on the current accounts or as deposits. The Bank does not maintain cash to meet all of these needs since historical experience demonstrates that a minimum level of reinvestment of maturing funds can be predicted with a high degree of certainty.

The expected maturity matching of financial assets and liabilities as of December 31, 2013 was as follows:

	Up to a month	From 1 to 3 months	From 3 to 6 months	From 6 to 12 months	From 1 to 5 years	Over 5 years	Total
<b>Financial assets</b>							
Cash balances and deposits with the Central Bank	26,684	-	-	-	-	-	26,684
Loans and advances to banks	51,148	559	(4)	(11)	-	-	51,692
Loans and advances to customers	11,208	9,694	12,226	28,420	50,453	10,733	122,734
Securities available for sale	7,685	-	-	35	-	-	7,720
Securities held to maturity	-	4,714	4,633	125	1,370	-	10,842
<b>Total</b>	<b>96,725</b>	<b>14,967</b>	<b>16,855</b>	<b>28,569</b>	<b>51,823</b>	<b>10,733</b>	<b>219,672</b>
<b>Financial liabilities</b>							
Deposits due to banks	434	-	-	-	-	-	434
Deposits due to customers	79,302	13,358	13,972	29,214	25,016	2,345	163,207
Borrowings from banks	71	61	709	793	10,863	7,860	20,357
Borrowings from customers	-	801	90	1,109	3,095	24	5,119
<b>Total</b>	<b>79,807</b>	<b>14,220</b>	<b>14,771</b>	<b>31,116</b>	<b>38,974</b>	<b>10,229</b>	<b>189,117</b>
<b>Maturity GAP</b>							
- December 31, 2013	16,918	747	2,084	(2,547)	12,849	504	30,555
- December 31, 2012	1,519	483	7,360	4,407	14,327	1,389	29,486
<b>Cumulative GAP:</b>							
- December 31, 2013	16,918	17,665	19,749	17,202	30,051	30,555	
- December 31, 2012	1,519	2,002	9,363	13,770	28,097	29,486	
<b>% of total funds:</b>							
- December 31, 2013	8.95%	9.34%	10.44%	9.10%	15.89%	16.16%	
- December 31, 2012	1.03%	1.36%	6.36%	9.36%	19.09%	20.03%	

## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.4.1. Liquidity Risk Management (Continued)

The structure of the Bank's financial assets and liabilities as classified into their relevant maturity groups as of December 31, 2013 indicates the existence of a liquidity gap in maturity period from 6 to 12 months. The Bank's liquidity, which is its ability to settle its liabilities as due, depends on one hand on the balance sheet structure, and on the other hand, on the matching between cash inflows and outflows. The cumulative gap shows maturity matching. As of December 31, 2013, demand deposits in the table above are presented by the expected maturity using the model based on the Bank's historical data. The Bank has applied this approach for liquidity management since December 31, 2012.



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.4.2. Outstanding Maturities of Financial Liabilities (Undiscounted Cash Flows)

	Demand	Up to 1 Month	From 1 to 3 Months	From 3 to 12 Months	From 1 to 5 Years	Over 5 Years	Total
December 31, 2013							
Liabilities							
Deposits due to banks	434	-	-	-	-	-	434
Deposits due to customers	73,386	5,916	13,358	43,186	25,016	2,345	163,207
Borrowings from banks	-	71	61	1,502	10,863	7,860	20,357
Borrowings from customers	-	-	801	1,199	3,095	24	5,119
	73,820	5,987	14,220	45,887	38,974	10,229	189,117

	Demand	Up to 1 Month	From 1 to 3 Months	From 3 to 12 Months	From 1 to 5 Years	Over 5 Years	Total
December 31, 2012							
Liabilities							
Deposits due to banks	268	-	-	465	-	-	733
Deposits due to customers	49,055	2,794	9,362	32,914	24,186	609	118,920
Borrowings from banks	-	-	25	1,249	6,547	9,674	17,495
Borrowings from customers	1	-	794	1,045	4,904	133	6,877
	49,324	2,794	10,181	35,673	35,637	10,416	144,025



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.5. Fair Value of Financial Assets and Liabilities

	Carrying Value		Fair Value	
	2013	2012	2013	2012
Financial assets				
Cash balances and deposits with the Central Bank	51,692	24,595	51,692	24,595
Loans and advances to banks	122,734	119,374	122,734	119,374
Loans and advances to customers	7,720	239	7,720	239
Securities available for sale	10,842	6,505	10,842	6,505
Financial liabilities				
Deposits due to customers	20,357	17,495	20,357	17,495
Borrowings from banks	5,119	6,877	5,119	6,877
Borrowings from customers	5,119	6,877	5,119	6,877

Fair value of financial instruments is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction. However, no readily available market prices exist for a certain portion of the Bank's financial instruments. In circumstances where the quoted market prices are not readily available, the fair value is estimated using discounted cash flow model or other pricing models as appropriate. Changes in underlying assumptions, including discount rates and estimated future cash flows, significantly affect the estimates. Therefore, the estimated fair market values cannot be realized in a current sale of a financial instrument.

In estimating the fair value of the Bank's financial instruments, the following methods and assumptions were used:

## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.5. Fair Value of Financial Assets and Liabilities (Continued)

#### a) Loans and Advances to Banks

Loans and advances to banks include inter-bank loans and advances and items in the course of collection.

The fair values of floating rate investments and overnight deposits approximate their carrying amounts at the statement of financial position date.

#### b) Loans and Advances to Customers

In order to determine the fair value of loans and advances to customers with fixed interest rate, measured at amortized cost, the Bank compared the its interest rates on loans and advances to customers to the available information on the current market interest rates in the banking sector of Montenegro (i.e. weighted average market rates by business activities).

According to the Bank's management, the carrying values as presented in the Bank's financial statements represent most valid and most useful amounts for the purposes of financial reporting under the current circumstances.

#### c) Hartije od vrijednosti raspoložive za prodaju

The fair value of available-for-sale securities is based on market prices. Where this information is not available, fair value has been estimated using quoted market prices for securities with similar characteristics.

#### d) Deposits and Borrowings

The estimated fair values of demand deposits and deposits with remaining contractual maturities of less than one year approximate their carrying amounts.

The estimated fair values of interest bearing deposits at fixed interest rates with remaining contractual maturities of over a year, without quoted market prices, are based on discounted cash flows using interest rates for new debts with similar remaining maturities. According to the Bank's management, the Bank's interest rates are harmonized with the current market rates and the amounts stated in



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.5. Fair Value of Financial Assets and Liabilities (Continued)

the financial statements represent the most valid and most useful amounts for the purposes of financial reporting under the current circumstances.

The carrying values of borrowings with floating interest rates approximate their fair values at the statement of financial position date.

#### e) Fair Value Hierarchy

IFRS 7 specifies a hierarchy of valuation techniques based on whether the inputs to those valuation techniques are observable or unobservable. Observable inputs reflect market data obtained from independent sources; unobservable inputs reflect the Bank's market assumptions. These two types of inputs have created the following fair value hierarchy:

- Level 1 - Quoted prices (unadjusted) on active markets for identical assets or liabilities. This level includes listed equity securities.
- Level 2 - Inputs other than quoted prices included within Level 1 that are observable for an asset or a liability, either directly (that is, as prices) or indirectly (that is, as derived from prices). The Bank does not have financial instruments included within Level 2.
- Level 3 - inputs for an asset or a liability that are not based on observable market inputs. This level includes equity investments with Bank's market assumption (no observable market data available).

This hierarchy requires the use of observable market data when available. The Bank considers relevant and observable market prices in its valuations wherever possible.



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.5. Fair Value of Financial Assets and Liabilities (Continued)

#### e) Fair Value Hierarchy (Continued)

December 31, 2013	Level 1	Level 2	Level 3	Total
Financial assets at fair value through other comprehensive income	-	-	-	-
Securities available for sale	2,741	-	4,979	7,720
<b>Total assets</b>	<b>2,741</b>	<b>-</b>	<b>4,979</b>	<b>7,720</b>

#### Valuation Techniques and Assumptions Used in Valuation of Financial Assets Measured at Fair Value

Fair values of securities available for sale and securities at fair value through other comprehensive income were based on market prices. Unless there were available market prices, market prices of quoted securities with similar characteristics were used. As of December 31, 2013, market prices of securities measured at fair value within the Bank's portfolio were available.

#### Valuation Techniques and Assumptions Used in Valuation of Financial Assets not Measured at Fair Value

Fair values of financial instruments not measured at fair value was calculated for disclosure purposes only, without effects on the statement of financial position and income statement components. In addition, given the fact that there was no active trading in these instruments, determining fair values thereof requires significant use of estimates on the part of the management.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal (or most advantageous) market at the measurement date under current market conditions regardless of whether that price is directly observable or estimated using another valuation technique. However, there are no available market prices for a portion of the Bank's financial



## 5. FINANCIAL INSTRUMENTS (Continued)

instruments. In the absence of available market prices, fair value is estimated using the discounted cash flow model or other valuation models. Changes in underlying assumptions, including discount rates and estimated future cash flows, significantly affect the estimates. Therefore, the estimated fair market values cannot be realized in a current sale of a financial instrument.

### 5.6. Capital Risk Management

The Bank's capital management objectives are:

- to comply with the capital requirements set by the regulator;
- to safeguard the Bank's ability to continue as a going concern so that it can continue to provide returns to shareholders and ensure benefits for other stakeholders; and
- to maintain a strong capital base to support further growth of its business.

The Bank's management controls capital adequacy by applying the methodology and limits prescribed by the Central Bank of Montenegro (Official Gazette of Montenegro no. 60/08, 41/09 and 55/12). In accordance with the regulations, the Bank submits quarterly reports on the balance and structure of capital to the Central Bank of Montenegro.

The Bank's own assets are comprised of:

- Tier 1 capital (paid-in share capital, retained earnings from prior years, profit for the year decreased for current year losses); and
- Tier 2 capital (reserves from profit after taxation, legal, statutory and other reserves, subordinated debt);
- Both decreased for intangible assets, positive difference between the amount of calculated provisions for potential losses and the sum of impairment allowances per balance sheet assets and provisions for potential losses per off-balance sheet items as well as the amount in excess of the limit prescribed by the Central Bank of Montenegro for investments in properties and fixed assets.



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.6. Capital Risk Management (Continued)

Risk-weighted assets are comprised of items of assets and loan equivalents of off-balance sheet items exposed to risk. The loan equivalents of off-balance sheet assets are computed by multiplying the book value of off-balance sheet items with the prescribed conversion factors. Total risk-weighted assets are comprised of assets and loan equivalents of off-balance sheet items exposed to risk (the Bank's risk weighted assets) classified in four categories and multiplied by adequate prescribed risk weights.

In accordance with the requirements of the Central Bank of Montenegro, the Bank is under obligation to maintain a minimum capital adequacy ratio of 10%. The Bank is required to maintain certain minimum or maximum ratios with respect to its activities and composition of risk assets in compliance with the Law on Banks of the Republic of Montenegro and with the Central Bank of Montenegro Regulations. As of December 31, 2013 the capital adequacy ratio calculated by the Bank for statutory financial statements equaled 13.12% (December 31, 2012: 15.05%), exceeding the prescribed minimum.

### 5.7. Sensitivity Analyses

The management of currency risk, in addition to the analysis of Bank's assets and liabilities in foreign currencies, includes the analysis of risk inherent in the fluctuations in foreign currency exchange rates. The following table sets out the scenario for the changes in foreign currency exchange rates ranging from +10% to -10% against EUR.

#### 5.7.1. Sensitivity Analysis (Currency Risk Exposure)



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.7.1. Sensitivity Analysis (Currency Risk Exposure) (Continued)

	2013 Total	2013 FX Amount	Change in Ex- change Rates	
			10%	-10%
<b>Assets</b>				
Cash balances and deposits with the Central Bank	26,684	341	34	(34)
Loans and advances to banks	51,692	10,196	102	(102)
Loans and advances to customers	122,734	559	56	(56)
Securities available for sale	7,720	278	28	(28)
<b>Total assets</b>	<b>208,830</b>	<b>11,374</b>	<b>220</b>	<b>(220)</b>
<b>Liabilities</b>				
Deposits due to banks	434	84	8	(8)
Deposits due to customers	163,207	11,381	114	(114)
<b>Total liabilities</b>	<b>163,641</b>	<b>11,465</b>	<b>122</b>	<b>(122)</b>
<b>Net Open Currency Position:</b>				
- December 31, 2013			98	(98)
- December 31, 2012			255	(255)

As of December 31, 2013, under the assumption that all other parameters remained unaltered upon the change in the EUR exchange rate against other currencies, by +10%, i.e., -10%, the Bank's profit would have increased/decreased by EUR 98 thousand (December 31, 2012: profit would have increased/decreased by EUR 255 thousand). The Bank's exposure to changes in the foreign exchange rates is insignificant due to the fact that the largest portion of the Bank's receivables and liabilities are denominated in EUR.



## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.7.2. Sensitivity Analysis (Interest Rate Risk Exposure)

In the process of interest rate risk management, the Bank analyzes the sensitivity of its receivables and liabilities with variable interest rates to changes in interest rates. The following table presents the effect of the changes in variable interest rates for receivables and liabilities denominated in EUR and foreign currencies ranging from +0.4% p.p. to -0.4% p.p., and from +0.3% p.p. to -0.3% p.p., respectively,

	Net effect of changes in interest rates		
	2013.	+0.4 b.p. EUR IR +0.3 b.p. FX IR	-0.4 b.p. EUR IR -0.3 b.p. FX IR
<b>Assets</b>			
Cash balances and deposits with the Central Bank			
- with fixed interest rates	24,286	-	-
- with variable interest rates	2,398	10	(10)
Loans and advances to banks			
- with fixed interest rates	121,021	-	-
- with variable interest rates	1,713	7	(7)
Loans and advances to customers			
- with fixed interest rates	4,740	-	-
- with variable interest rates	2,980	12	(12)
Securities available for sale			
- with fixed interest rates	10,842	-	-
- with variable interest rates	219,762	29	(29)
<b>Liabilities</b>			
Deposits due to banks			
- with fixed interest rates	434	-	-
- with variable interest rates	163,207	-	-
Borrowings from banks			
- with fixed interest rates	16,357	-	-
- with variable interest rates	4,000	16	(16)
Borrowings from customers			
- with fixed interest rates	5,119	-	-
- with variable interest rates	189,117	16	(16)
Net interest rate sensitivity GAP:			
- December 31, 2013		13	(13)

## 5. FINANCIAL INSTRUMENTS (Continued)

### 5.7.2. Sensitivity Analysis (Interest Rate Risk Exposure) (Continued)

Under the assumption that all other parameters remained unaltered, variable interest rate increase/decrease by 0.4 p.p. for EUR-denominated assets and liabilities and by 0.3 p.p. for assets and liabilities in foreign currencies, the Bank's profit would have decreased/increased by EUR 13 thousand.

The Bank's exposure to changes in the variable interest rates is insignificant due to the fact that the largest portion of the Bank's receivables and liabilities were contracted at fixed interest rates.

## 6. INTEREST INCOME AND EXPENSES

### a) Interest Income

	2013	2012
Deposits with:		
- foreign banks	4	83
- Central Bank	1	16
	5	99
Loans approved to:		
- state institutions	837	-
- Government of Montenegro	48	-
- corporate customers	8,673	8,634
- retail customers	3,306	3,182
	12,864	11,816
	12,869	11,915
Impairment allowances of interest receivables	(15)	(198)
	12,854	11,717



## 6. INTEREST INCOME AND EXPENSES (Continued)

### b) Interest Expenses

	2013	2012
Deposits of:		
- financial institutions	(247)	(264)
- state institutions	(220)	(82)
- corporate customers	(797)	(848)
- retail customers	(2,456)	(2,087)
	(3,720)	(3,281)
Loans and other lent funds	(912)	(1,031)
	(4,632)	(4,312)

## 7. IMPAIRMENT LOSSES AND PROVISIONS

### a) Impairment losses

	2013	2012
Net increase in provisions/(reversal of provision) in respect of:		
- loans	1,044	1,153
- fees and commissions	3	2
- other	(6)	16
	1,041	1,171

### b) Provisions

	2013	2012
Net increase in provisions/(reversal of provision) in respect of:		
- off-balance sheet items	202	279
- other	4	(11)
	206	268



## 7. IMPAIRMENT LOSSES AND PROVISIONS (Continued)

### c) Movements on the accounts of allowances for impairment of irrecoverable receivables and provisions in 2013

	Loans (Note 16)	Interest (Note 16)	Assets Acquired (Note 21)	Provi- sions for Op- erational Risk (Note 25)	Other	Provisions for Off- Balance Sheet Items (Note 25)	Total
Opening balance	3,953	23	352	303	130	654	5,415
Effects of adjustment of the opening balance under the new regulations CBM (Note 2.3)							
The effects of changes in the methodology for calculating impairment losses and provisions	(1,493)	(47)	-	-	-	(181)	(1,721)
Transfer of impaired loans to customers, interest accrued and other assets from off-balance sheet records to balance sheet records	1,374	81	-	-	-	-	1,455
Other	92	-	-	-	(12)	(2)	78
Restated balance as at January 1, 2013	3,926	57	352	303	118	471	5,227
Charge for the year, net	1,044	15	-	4	16	202	1,281
Other	-	-	(10)	-	-	1	(9)
Transfer to off-balance sheet items	(310)	(6)	-	-	-	-	(316)
Balance at the end of year	4,660	66	342	307	134	674	6,183

### Movements on the accounts of allowances for impairment of irrecoverable receivables and provisions in 2012

	Loans	Interest	Assets Acquired	Provi- sions for Op- erational Risk	Other	Provisions for Off- Balance Sheet Items	Total
Opening balance	4,011	13	260	314	32	375	5,005
Charge for the year, net	1,074	198	92	(11)	98	279	1,730
Transfer to off-balance sheet items	(1,132)	(188)	-	-	-	-	(1,320)
Balance at the end of year	3,953	23	352	303	130	654	5,415



## 8. FEE AND COMMISSION INCOME AND EXPENSES

### a) Fee and Commission Income

	2013	2012
Loan origination and processing fees	889	828
Fees and commissions from off-balance-sheet operations	659	554
Fees and commissions from payment transactions and e-banking	1,187	826
Fees and commissions for foreign payments	869	756
Fees and commissions on credit card operations	1,283	631
Other fees and commissions	364	450
	5,251	4,045



## 8. FEE AND COMMISSION INCOME AND EXPENSES (Continued)

### b) Fee and Commission Expenses

	2013	2012
Fees and commissions payable to the Central Bank	(197)	(163)
Fees and commissions for foreign payment transactions	(115)	(86)
Deposit insurance premium fees	(622)	(368)
Fees paid for borrowings and guarantees	(21)	(15)
Visa and Master card fees	(476)	(57)
Other fees and commissions	(150)	(62)
	(1,581)	(751)

## 9. STAFF COSTS

	2013	2012
Net salaries	2,012	1,959
Taxes and contributions on salaries	1,653	1,427
Other employee benefits, net	66	196
Retirement benefits and jubilee awards	17	7
Remunerations to members of the Board of Directors	148	75
Employee transportation allowance, net	33	32
Business travel costs and per diems	112	81
Employee training costs	15	36
Provisions for employee retirement benefits and jubilee awards	35	14
Other staff costs	46	15
	4,137	3,842



## 10. GENERAL AND ADMINISTRATIVE EXPENSES

	2013	2012
Rental costs	843	810
Security services	425	345
Electricity and fuel bills	123	107
Cleaning services	69	46
Computer and other equipment maintenance	161	166
Premises-related taxes	13	19
Vehicle maintenance	35	31
Insurance costs	68	56
Audit fee	144	155
Court expenses	14	1
Other professional fees	29	18
Lawyer fees	10	9
Consultant services	12	-
Intellectual services	103	122
Telecommunication costs	109	101
Communication network costs	102	105
Postage	16	16
Office supplies	138	127
Utilities	14	13
Entertainment	140	129
Advertising and marketing	376	336
Subscriptions and donations	89	104
Miscellaneous expenses - software maintenance	230	167
Miscellaneous expenses - equipment rentals	206	61
Miscellaneous expenses - data processing services	173	158
Miscellaneous expenses - payment card operations	331	117
Other expenses	322	229
	<b>4,295</b>	<b>3,548</b>



## 11. DEPRECIATION/AMORTIZATION CHARGE

	2013	2012
Property and equipment (Note 18)	540	568
Intangible assets (Note 19)	183	236
	723	804

## 12. OTHER INCOME

	2013	2012
Gains on the sale of property and equipment	100	-
Other operating income	71	30
Collected receivables previously written off	69	233
Other income	73	82
	313	345

## 13. INCOME TAXES

### a) Components of Income Taxes

	2013	2012
Current income tax expense	252	202
Deferred income tax benefits	(7)	(26)
	245	176

### b) Numerical Reconciliation between Tax Expense and the Product of Accounting Results Multiplied by the Applicable Tax Rate

	2013	2012
Profit before taxes	2,612	1,820
Income tax at statutory rate of 9%	235	164
Tax effects of expenses not recognized for tax purposes	17	39
Other	(7)	(27)
Income tax reported in the income statement	245	176
Effective interest rate	9,38%	9,65%



## 13. INCOME TAXES (Continued)

The tax rate used in 2013 and 2012 equals 9% and is applied to the taxable profit of legal entities in Montenegro as in accordance with the Corporate Income Tax Law.

### c) Deferred Tax Assets/Liabilities

Deferred tax assets totaling EUR 18 thousand as of December 31, 2013 (December 31, 2012: EUR 10 thousand) and deferred tax liabilities of EUR 1 thousand refer to the taxable temporary differences between the amounts of property, equipment and intangible assets recognized for tax purposes and the carrying values of such assets included in the financial statements of the Bank as well as to the temporary differences in fair values of securities classified as available for sale.

## 14. CASH AND DEPOSIT ACCOUNTS HELD WITH CENTRAL BANKS

	December 31, 2013	December 31, 2012
Cash on hand:		
- in EUR	4,190	3,360
- in foreign currencies	341	305
Gyro account	12,315	9,644
Obligatory reserves held with the Central Bank of Montenegro	9,592	7,057
Payment cards	246	-
	26,684	20,366

As of December 31, 2013, the Bank's obligatory reserves were set aside in accordance with the Decision of the Central Bank of Montenegro on Obligatory Reserves of Banks to Be Held with the Central Bank of Montenegro (Official Gazette of Montenegro no. 35/11, 22/12, 61/12 and 57/13), stipulating that banks calculate the obligatory reserve applying the following rates:

- 9.5% to the base comprised of demand deposits and deposits maturing within a year, i.e. 365 days; and
- 8.5% to the base comprised of deposits with maturities of over a year, i.e. 365 days.



## 14. CASH AND DEPOSIT ACCOUNTS HELD WITH CENTRAL BANKS (Continued)

The rate of 9.5% is also applied to deposits with contractually defined maturities of over a year, i.e. 365 days, with contractual clause on early withdrawal option.

The obligatory reserve is to be calculated by applying the aforesaid rates to the average amount of deposits during the previous week, two days before the expiry of the maintenance period.

The Bank sets aside the calculated reserves to the obligatory reserve accounts held with the Central Bank of Montenegro in the country and/or abroad. Pursuant to the Decision, the Bank may use 50% of the obligatory reserve for daily liquidity maintenance. Up to 35% of the obligatory reserve may be held in the form of treasury notes issued by the Montenegro Government. For the amount of 15% of the obligatory reserve requirement deposited by banks, the Central Bank pays fee calculated at an annual rate equal to EONIA (Euro Overnight Index Average) minus 10 basis points, but this rate cannot be less than zero, up to the eighth day of the month for the preceding month. The obligatory reserve is held in EUR.

113



## 15. LOANS AND RECEIVABLES DUE FROM BANKS

	December 31, 2013	December 31, 2012
Correspondent accounts with foreign banks	51,070	23,928
Deposits held with resident banks and other de- positary institutions	60	291
Deposits held with non-resident banks and other depository institutions	562	376
	51,692	24,595



## 16. LOANS AND RECEIVABLES DUE FROM CUSTOMERS

In accordance with the new regulations of the Central Bank of Montenegro, effective since January 1, 2013, a portion of loan receivables that used to be recorded within the off-balance records was returned to the Bank's balance sheet/statement of financial position, as follows: EUR 1,374 thousand for principal and EUR 81 thousand for interest.

	December 31, 2013	December 31, 2012
<b>Matured loans:</b>		
- Montenegro Government	-	350
- municipalities (public organizations)	-	6
- privately-owned companies	4,041	3,682
- state owned companies	88	120
- retail customers	1,301	1,209
- others	134	61
<b>Short-term loans:</b>		
- municipalities (public organizations)	558	13
- privately-owned companies	23,935	21,152
- state owned companies	877	1,385
- retail customers	5,108	4,262
- others	863	8,735
<b>Long-term loans:</b>		
- municipalities (public organizations)	428	1,134
- privately-owned companies	54,299	51,091
- state owned companies	5,070	5,379
- retail customers	27,823	23,389
- others	410	228
	<b>124,935</b>	<b>122,196</b>



## 16. LOANS AND RECEIVABLES DUE FROM CUSTOMERS (Continued)

	December 31, 2013	December 31, 2012
Interest receivables:		
- loans	1,284	1,181
Deferrals:		
- interest on loans	83	64
- fees	(808)	(808)
Factoring	1,416	113
Deposits with other depository institutions	561	584
Activated guarantees	14	31
	2,550	1,165
Less:		
Impairment allowance of loans	(4,660)	(3,926)
Impairment allowance of interest receivables	(66)	(57)
Impairment allowance of deferrals, factoring and activated guarantees	(25)	(4)
	(4,751)	(3,987)
	122,734	119,374



## 16. LOANS AND RECEIVABLES DUE FROM CUSTOMERS (Continued)

The concentration of the Bank's gross loans extended to customers per industry was as follows:

	December 31, 2013	December 31, 2012
Agriculture, forestry and fishing	1,491	1,349
Mining	2,895	3,686
Processing industry	3,415	4,752
Water supply	2,407	2,781
Construction industry	4,180	3,226
Trade	41,960	37,476
Transport and storage	8,966	11,252
Accommodation and catering services	7,420	8,067
Information and communications	1,813	1,188
Finance and insurance sector	1,525	1,840
Real estate trade	8,988	3,690
Professional, scientific and technical activities	3,685	3,714
Administrative and support service activities	257	407
Public administration, defense and compulsory social security	180	200
Education	155	352
Health and social care	639	648
Art, entertainment and recreational activities	375	1,565
Other services	310	245
Non-resident legal entities	42	6,898
Retail customers	34,232	28,860
	124,935	122,196



## 17. INVESTMENT SECURITIES

### a) Securities Available for Sale

	December 31, 2013	December 31, 2012
Montenegro Government	2,979	-
Other residents	137	208
Non-residents	4,596	31
Unamortized discount/premiums	(12)	-
Other	20	-
	<b>7,720</b>	<b>239</b>

Securities classified as available for sale totaling EUR 2,979 thousand as of December 31, 2013 relate to the state issued bonds of the Ministry of Finance of the Montenegro Government with face value of EUR 3,000 thousand and maturity at December 9, 2016 and at interest rate of 3-month EURIBOR+595 bps, with a 12-month grace period for principal and quarterly coupon payments.

Other residents totaling EUR 137 thousand as of December 31, 2013 (as of December 31, 2012: EUR 208 thousand) refer to the following securities:

	December 31, 2013	December 31, 2012
- Crnogorski elektro prenosni sistem A.D., Podgorica	109	11
- Jugopetrol A.D., Kotor	16	15
- Autoremont A.D., Kotor	6	6
- Kontejnerski terminal i generalni tereti A.D., Bar	3	4
- Zetatrans A.D , Podgorica	2	2
- Crnogorski Telekom A.D, Podgorica	-	169
- Others	1	1
	<b>137</b>	<b>208</b>



## 17. INVESTMENT SECURITIES (Continued)

### a) Securities Available for Sale (Continued)

As of December 31, 2013 securities classified as available for sale totaling EUR 4,596 thousand (December 31, 2012: EUR 31 thousand) refer to the following:

1. Bonds of Ferrexpo Finance plc in the amount of EUR 291 thousand, with face value of USD 400 and maturity at April 7, 2016, at an interest rate of 7.875% and semi-annual coupon payments;
2. Bonds of Podravska banka d.d. Koprivnica in the amount of EUR 2,000 thousand, with face value of EUR 2,000 thousand and maturity at December 23, 2021 at an interest rate of 6.5% and semi-annual coupon payments;
3. Shares in the New Millenium Sicav Fund totaling EUR 1,511 thousand; and
4. Shares in non-resident legal entities totaling EUR 794 thousand as of December 31, 2013 (December 31, 2012: EUR 31 thousand) pertain to the following securities:

	December 31, 2013	December 31, 2012
Investments in foreign companies:		
- Energoprojekt Holding A.D., Beograd	273	-
- Naftna industrija Srbije (NIS) A.D., Novi Sad, Republic of Serbia	162	31
- Gosa montaža A.D., Velika Plana	97	-
- Telekom Srpske A.D., Banja Luka	84	-
- Aik banka A.D., Niš	71	-
- Zvezda Helios Hemijska industrija, Gornji Milanovac	68	-
- Zavarovalnica Triglav D.D., Ljubljana	29	-
- Granit Pescar A.D., Ljig	10	-
	794	31



## 17. INVESTMENT SECURITIES (Continued)

### b) Securities Held to Maturity

As of December 31, 2013 securities held to maturity totaling EUR 10,842 thousand (December 31, 2012: EUR 6,505 thousand) refer to:

1. Treasury notes of the Montenegro Government with the face value of EUR 9,413 thousand and maturity within 6 months from the purchase date, at the annual interest rates ranging from 2.7% to 3.75%; unamortized discount amounted to EUR 65 thousand;
2. Bonds of the Montenegro Labor Fund totaling EUR 397 thousand, maturing up to July 27, 2017 at an annual interest rate of 7% and annual return model; the accrued interest not matured amounted to EUR 12 thousand; and
3. Bonds of the Montenegro Government with the face value of EUR 1,000 thousand and maturity at September 14, 2015, coupon interest rate of 7.875% and annual coupon payment. Unamortized premium amounted to EUR 62 thousand, whereas accrued interest not matured totaled EUR 23 thousand.



## 18. PROPERTY AND EQUIPMENT

Movements on property and equipment and other assets for 2013 and 2012 are presented in the following table

	Buildings	Computer Equipment	Other Equipment	Investment In Progress	Total
<b>Cost</b>					
Balance at January 1, 2012	378	1,025	2,247	20	3,670
Additions	-	-	-	522	522
Transfers	-	77	310	(387)	-
Sales and disposals	(181)	(39)	(40)	-	(260)
Balance at December 31, 2012	197	1,063	2,517	155	3,932
Opening balance adjustment	-	-	-	(151)	(151)
Balance at December 31, 2012, restated	197	1,063	2,517	4	3,781
Additions	-	30	305	530	865
Transfers	-	18	365	(383)	-
Decreases (sales)	-	-	(188)	-	(188)
Retirement	-	(43)	(70)	-	(113)
Balance at December 31, 2013	197	1,068	2,929	151	4,345
<b>Accumulated Depreciation</b>					
Balance at January 1, 2012	61	796	863	-	1,720
Charge for the year (Note 11)	30	151	387	-	568
Sales and disposals	(43)	(39)	(14)	-	(96)
Balance at December 31, 2012	48	908	1,236	-	2,192
Charge for the year (Note 11)	4	104	432	-	540
Decreases (sales)	-	-	(88)	-	(88)
Retirement	-	(43)	(66)	-	(109)
Balance at December 31, 2013	52	969	1,514	-	2,535
<b>Net Book Value:</b>					
- at December 31, 2013	145	99	1,415	151	1,810
- at December 31, 2012	149	155	1,281	4	1,589

As of December 31, 2013, the Bank had no assets assigned under pledge liens to securitize the repayment of borrowings and other liabilities.

As of December 31, 2013, the Bank had investments in progress totaling EUR 151 thousand, which mostly relate to the equipment for a new server of EUR 60 thousand and equipment for POS terminal concentrator and Coin Sidecar ATM of EUR 47 thousand.

## 19. INTANGIBLE ASSETS

Intangible assets are mostly comprised of licenses and software. The movements on intangible assets in the course of 2013 and 2012 were as follows:

	Intangi- ble Assets	Licenses	Software	Invest- ment in Progress	Total
<b>Cost</b>					
Balance at January 1, 2012	545	226	637	-	1,408
Additions	51	-	97	-	148
Disposal and retirement	-	-	(1)	-	(1)
Balance at December 31, 2012	596	226	733	-	1,555
Opening balance adjustment	-	-	-	151	151
Balance at December 31, 2012, restated	596	226	733	151	1,706
Additions	-	28	98	330	456
Transfers	-	380	65	(445)	-
Disposal and retirement	(70)	-	(13)	-	(83)
Balance at December 31, 2013	526	634	883	36	2,079
<b>Accumulated Amortization</b>					
Balance at January 1, 2012	342	112	404	-	858
Charge for the year (Note 11)	84	46	106	-	236
Disposal and retirement	-	-	(1)	-	(1)
Balance at December 31, 2012	426	158	509	-	1,093
Charge for the year (Note 11)	58	43	82	-	183
Disposal and retirement	(70)	-	(12)	-	(82)
Balance at December 31, 2013	414	201	579	-	1,194
<b>Net Book Value:</b>					
- at December 31, 2013	112	433	304	36	885
- at December 31, 2012	170	68	224	151	613

Additions to the intangible assets during 2013 mostly relate to the activation of permanent licenses for VISA and MASTER card not subject to amortization in the amount of EUR 368 thousand as well as implementation of new application within application software Dabar of EUR 77 thousand.

In accordance with IAS 38, the Bank does not amortize licenses with indefinite useful lives, useful lives are reviewed at the end of each reporting period.

Investment in progress amounted to EUR 36 thousand and principally pertained to the software projects related to the card and ATM operations.



## 20. OTHER FINANCIAL RECEIVABLES

	December 31, 2013	December 31, 2012
Receivables from custody operations	13	36
Advances paid	-	86
Other fee and commission receivables	184	191
Receivables from state funds	61	49
Accounts receivable	15	5
Receivables from payment card operations	30	4
Receivables from employees	23	14
Other financial receivables	192	164
Impairment allowance of other assets	(9)	(34)
	509	515

122



## 21. OTHER OPERATING RECEIVABLES

	December 31, 2013	December 31, 2012
Assets acquired in lieu of debt collection	566	575
Other operating receivables	202	135
Prepaid expenses	749	367
Impairment allowance of other receivables	(342)	(352)
	1,175	725

Assets acquired in lieu of debt collection totaling EUR 566 thousand as of December 31, 2013 (December 31, 2012: EUR 575 thousand) relate to assets acquired from collateral foreclosure, which were in the Bank's ownership no longer than 12 months. Assets acquired in lieu of debt collection are recorded at the lower of the total amount of receivable and the estimated fair value of the assets.



## 21. OTHER OPERATING RECEIVABLES (Continued)

Decision on Minimum Standards for Bank's Investment in Immovable Property and Fixed Assets (Official Gazette of Montenegro, no. 24/2009, 66/2010, 58/2011, 61/2012 and 13/2013) prescribes that the Bank treat investments in immovable property and fixed assets exceeding 40% of the Bank's own assets as deductible items upon calculation of the total amount of the Bank's own assets. Investments in immovable property shall not be considered property acquired in lieu of debt collection in debt restructuring procedure, within bankruptcy or liquidation proceedings over the Bank's debtor or in the debtor reorganization procedure pursuant to the regulations governing bankruptcy, or in the execution procedure instigated to settle the Bank's claims if no more than 4 years have passed since property acquisition date..

Prepaid expenses of EUR 749 thousand as of December 31, 2013 (2012: EUR 367 thousand) mostly relate to the rental costs for new branches in the amount of EUR 320 thousand.



## 22. DEPOSITS DUE TO CUSTOMERS

	December 31, 2013	December 31, 2012
<b>Demand deposits:</b>		
- financial institutions	672	247
- privately-owned companies	35,110	22,980
- state owned companies	2,867	2,131
- municipalities (public organizations)	2,246	2,097
- funds	194	270
- retail customers	19,622	14,433
- non-profit organizations	1,752	2,743
- others	8,936	3,859
	<b>71,399</b>	<b>48,760</b>
<b>Funds on the escrow account</b>	<b>266</b>	<b>155</b>
<b>Short-term deposits:</b>		
- financial institutions	2,287	3,363
- privately-owned companies	9,464	4,960
- state owned companies	1,390	509
- municipalities (public organizations)	4,377	957
- funds	500	500
- retail customers	19,945	24,102
- non-profit organizations	73	70
- others	1,314	1,429
	<b>39,350</b>	<b>35,890</b>
<b>Long-term deposits:</b>		
- financial institutions	3,640	620
- privately-owned companies	6,457	4,761
- state owned companies	709	1,356
- municipalities (public organizations)	40	-
- funds	-	124
- retail customers	35,673	21,671
- non-profit organizations	495	73
- others	3,196	4,057
	<b>50,210</b>	<b>32,662</b>
<b>Interest and other liabilities</b>		
Accrued interest on deposits	1,982	1,453
	<b>163,207</b>	<b>118,920</b>



## 22. DEPOSITS DUE TO CUSTOMERS (Continued)

Demand deposits of retail customers denominated in EUR were placed at interest rates ranging from 0% to 0.5% annually.

Short-term and long-term deposits of retail customers denominated in EUR were placed at interest rates ranging from 0% to 6.25% annually depending on the selected savings package and the amount deposited (up to EUR 30 thousand or over EUR 30 thousand). Short-term and long-term deposits of retail customers denominated in foreign currencies were placed at interest rates ranging from 0% to 2% annually depending on the currency.

Short-term and long-term deposits of corporate customers denominated in EUR were placed at interest rates ranging from 0.1% to 6 % annually, depending on the term of deposit placement and the amount deposited (up to EUR 100 thousand or over EUR 100 thousand). Corporate short-term and long-term deposits denominated in foreign currencies were placed at interest rates ranging from 1% to 2.9%.

Demand deposits of public and other organizations accrued interest at the rates between 0% and 0.5% annually.



## 23. BORROWINGS FROM BANKS

	Period (years)	Annual Interest Rate	December 31, 2013	December 31, 2012
European Investment Bank (EIB)	12	4.032%	2,076	2,292
European Investment Bank (EIB)	12	3.923%	1,162	1,283
European Investment Bank (EIB)	12	3.604%	3,487	3,832
European Investment Bank (EIB)	12	3.168%	1,836	2,010
European Investment Bank (EIB)	12	3.019%	1,817	1,990
European Investment Bank (EIB)	12	3.841%	2,972	3,101
European Investment Bank (EIB)	12	3.181%	863	899
European Investment Bank (EIB)	12	2.398%	2,000	2,000
European bank for Reconstruction and Development (EBRD)	5	4.75%+6M Euribor	4,000	-
			20,213	17,407
Interest not matured			144	88
<b>Total</b>			<b>20,357</b>	<b>17,495</b>

As at December 31, 2013, the Bank had liabilities towards the EIB based on long-term loans in the amount of EUR 16,213 thousand (December 31, 2012: EUR 17,407 thousand). In prior periods, EIB approved to the Bank loan funds totaling EUR 18,000 thousand for stimulating development of SME in Montenegro, with a grace period of maximum 2 years. As collateral securing timely loan repayment, the Bank provided the guarantee of the Government of Montenegro.

On November 5, 2012 the European Bank for Reconstruction and Development (EBRD) approved the Bank a loan of EUR 5,000 thousand at a variable annual interest rate of 4.75% plus officially published interbank interest rate for a period of 5 years (the ultimate loan agreement expiry date is January 15, 2018). The Bank is under obligation to use the borrowed funds for stimulating development of micro, small and medium-sized entities in Montenegro. In 2013 the Bank withdrew the total of EUR 4,000 thousand out of the available EUR 5,000 thousand. Pursuant to the loan agreement terms, the Bank, Bank is required to comply with certain covenants on financial ratios.



## 24. BORROWINGS FORM CUSTOMERS

	Period (years)	Annual Interest Rate	December 31, 2013	December 31, 2012
The European Fund for Southeast Europe (EFSE) Montenegro B.V.	5	5.43%	2,500	3,750
Investment and Development Fund of Montenegro, Podgorica	5-10	1.75%-7.5%	2,049	2,541
Directorate for SME Development	4-8	0-1%	521	521
			5,070	6,812
Accrued interest:				
Interest payable invoiced			-	9
Interest payable not matured			49	56
<b>Total</b>			<b>5,119</b>	<b>6,877</b>

Borrowed funds totaling EUR 2,500 thousand as of December 31, 2013 (December 31, 2012: EUR 3,750 thousand) refer to the loan extended to the Bank by EFSE during 2010 and 2011 in the amount of EUR 5,000 thousand at the annual interest rate of 5.43%, due for repayment within five years with a 12-month grace period. The Bank is obligated to use the borrowed funds to stimulate development of SME in Montenegro on condition that the individual loan amount approved cannot exceed EUR 100 thousand, i.e. the total amount of loans approved to a group of related parties cannot exceed EUR 300 thousand. The loans is repaid in equal semi-annual installments. In accordance with the loan agreement terms, the Bank is under obligation to comply with certain covenants on financial ratios.

Liabilities totaling EUR 2,570 thousand pertain to the liabilities arising from the long-term borrowings of EUR 2,049 thousand obtained from the Investment and Development Fund of Montenegro for co-financing SME in Montenegro, with grace periods ranging from 0 to 3 years. Liabilities totaling EUR 521 thousand refer to the funds received from the Directorate for SME Development with grace periods ranging from 0 to 24 months.



## 25. PROVISIONS

	December 31, 2013	December 31, 2012
Provisions for potential losses per:		
- off-balance sheet exposures	674	471
- operational risk	307	303
Provisions for employee retirement benefits and jubilee awards	99	78
	1,080	852

Provisions for employee retirement benefits totaling EUR 99 thousand as of December 31, 2013 were made based on the present value of the expected future payments of retirement benefits to the employees upon fulfillment of retirement criteria.

The present value of the expected future payments of retirement benefits to the employees upon fulfillment of retirement criteria was determined by an independent certified actuary as of December 31, 2013 in accordance with the rules of the actuarial profession. Technical basis used for the calculation of the present value of the expected future payments entailed the use of:

- a) commutative numbers obtained from the calculated survivorship probability of the Montenegro population from the 1980 - 1982 census; and
- b) annual interest rate of 10% for discounting future payments to the employees.

Assumptions used to assess the present value of the expected future payments of retirement benefits and jubilee awards to the employees are presented below:

	Assessment as at	
	December 31, 2013	December 31, 2012
Discount rate for retirement benefits	10.00	12.00
Employee turnover ratio	1.19	3.07
Inflation rate	2.20	4.10
Expected salary growth rate	-	-



## 25. PROVISIONS (Continued)

Movements on the account of provisions for employee retirement benefits were as follows:

	2013	2012
Balance, beginning of year	78	65
Charge for the year (Note 9)	35	14
Reversal of provisions	(14)	(1)
Balance, at December 31	99	78

## 26. OTHER LIABILITIES

	December 31, 2013	December 31, 2012
Liabilities from consignment operations	414	256
Advances received	1,089	1,011
Other taxes payable	11	14
Employee salary garnishment liabilities	84	6
Accounts payable	94	19
Accrued liabilities	294	213
Custody operation liabilities	1,725	932
Temporary and suspense accounts	856	217
Other liabilities	198	330
	4,765	2,998



## 27. CAPITAL

As of 31 December 2013 and 2012, the Bank's share capital was comprised of 31,305 ordinary shares with the par value of EUR 511.29. The Law on Banks (Official Gazette of Montenegro, no. 17/2008, 44/2010, and 40/2011) stipulates that the minimum cash amount of the share capital may not be less than EUR 5,000 thousand. At December 31, 2013, the Bank's capital complied with the prescribed minimum capital requirements.

The ownership structure of the Bank's share capital as of December 31, 2013 and 2012 was as follows:

Shareholder	December 31, 2013			December 31, 2012		
	Share Count	EUR '000	% Ownership	Share Count	EUR '000	% Ownership
HB - collective custody account 4	5,281	2,700	16.87	5,281	2,700	16.87
Cerere s.r.l	4,360	2,229	13.93	4,360	2,229	13.93
Gorgoni Antonia	3,131	1,601	10.00	3,131	1,601	10.00
Gorgoni Lorenzo	2,591	1,325	8.28	2,591	1,325	8.28
Todorović Miljan	2,316	1,184	7.40	2,316	1,184	7.40
Other shareholders	13,626	6,967	43.52	13,626	6,967	43.52
<b>Ukupno</b>	<b>31,305</b>	<b>16,006</b>	<b>100.00</b>	<b>31,305</b>	<b>16,006</b>	<b>100.00</b>



## 28. COMPLIANCE WITH THE REGULATIONS OF THE CENTRAL BANK OF MONTENEGRO

The Bank is required to maintain certain ratios pertaining to the volume of its activities and composition of risk assets in compliance with the Law on Banks and regulations of the Central Bank of Montenegro.

In accordance with the Decision on Capital Adequacy in Banks (“Official Gazette of Montenegro,” no. 38/2011, 55/2012), the Bank’s capital is comprised of the Bank’s core capital and supplementary capital, minus deductible items. The Bank’s capital as of December 31, 2013 amounted to EUR 20,039 thousand (December 31, 2012: EUR 22,661 thousand).

The Bank’s core capital formed in accordance with the Decision on Capital Adequacy in Banks, as of December 31, 2012 amounted to EUR 20,039 thousand (December 31, 2012: EUR 22,661 thousand). The Bank’s capital as of December 31, 2013 was comprised of the following components: paid-in share capital at nominal value, collected share premiums decreased by the amount of prior period losses and amount of intangible assets and unrealized loss on fair value adjustment of financial assets available for sale, at fair value, as well as the positive difference between the amount of the calculated reserve for potential losses and the sum of the amounts of impairment allowance per balance sheet assets and provisions per off-balance sheet items.

Pursuant to Decision on Capital Adequacy in Banks effective as of December 31, 2013, the Bank is required to maintain the minimum capital adequacy ratio of 10%. As of December 31, 2013, the Bank’s capital adequacy ratio equaled 13.12% (December 31, 2012: 15.05%) and was above the prescribed minimum. As of December 31, 2013 all of the Bank’s performance /adequacy ratios were in compliance with the prescribed minimum values required by the regulations of the Central Bank of Montenegro.



## 29. OFF-BALANCE SHEET ITEMS

	December 31, 2013	December 31, 2012
Undrawn loan facilities	8,265	4,972
Irrevocable documentary letters of credit issued for payments abroad	226	39
Other letters of credit for payments abroad	601	592
Guarantees issued	40,347	36,358
- Payment guarantees	26,521	25,245
- Performance guarantees	5,975	5,509
- Other types of guarantees	7,851	5,604
Issued promissory notes and acceptances		
Collaterals securitizing receivables	373,661	365,242
Other items of the Bank's off-balance sheet exposures	77,485	79,350
<b>Total</b>	<b>500,585</b>	<b>486,553</b>
Off-balance sheet liabilities		
- Broken-period interest	937	970
<b>Total</b>	<b>501,522</b>	<b>487,523</b>

The Bank transfers receivables from its balance sheet into the internal records if, in the course of collection thereof, the Bank assesses that the amount of receivables measured at amortized cost will not be recovered and that, in accordance with IAS/IFRS, criteria are met for derecognition of a financial asset, which includes the following instances:

1) for unsecuritized receivables:

- when bankruptcy proceedings have been instigated over the debtor lasting for over a year; or
- when the debtor is in default of over two years;



## 29. OFF-BALANCE SHEET ITEMS (Continued)

2) for securitized receivables with the debtor default of over four years, i.e. if the Bank has not received a single payment from the collateral foreclosure within the aforesaid period.

In accordance with the regulations in effect, the Bank derecognizes the aforesaid receivables from the balance sheet and transfers them to the internal records where these are maintained until their collection or final write-off. Upon transition to the new effective layout of chart of accounts and adoption of IAS and IFRS, as of January 1, 2013, the Bank transferred all the receivables meeting the criteria defined by the Central Bank of Montenegro Decision on the Minimum Standards for Credit Risk Management of Banks (Official Gazette of Montenegro no. 22/12, 55/12 and 57/13) for transfer to the balance sheet assets to appropriate accounts (Note 5). Broken-period interest, i.e. interest accrued within off-balance sheet items was not transferred to the balance sheet accounts.



## 30. CASH AND CASH EQUIVALENTS

For the purposes of cash flow statement, cash and cash equivalents entail all assets with maturities of up to three months as follows: cash and available assets held with the Central Bank of Montenegro, other banks and depositary institutions.

	December 31, 2013	December 31, 2012
Cash on hand	4,190	3,360
Foreign currency cash on hand	341	305
Assets in the course of settlement	246	-
Gyro account	12,315	9,644
Correspondent accounts with foreign banks	51,070	23,928
Deposits placed with the Central Bank of Montenegro	9,592	7,057
Deposits placed with banks and other depositary institutions - residents	83	309
Deposits placed with banks/central banks and other depositary institutions - non-residents	1,124	913
	78,961	45,516

## 31. RELATED PARTY TRANSACTIONS

The Law on Banks ("Official Gazette of Montenegro," no. 17/2008, 44/2010 and 40/2011) defines that significant influence on the Bank's operations is exercised by those entities/persons appointing at least one representative in the Board of Directors or some similar board, either through shareholding, through agreement with the owners or otherwise. In accordance with the Law on Banks, related party transactions are presented in the following tables:



## 31. RELATED PARTY TRANSACTIONS (Continued)

	December 31, 2013	December 31, 2012
Receivables		
- Miljan Todorović	2	-
- Montinari Dario	317	-
- Jugopetrol a.d. Kotor	1	-
- Podravska Banka d.d. Koprivnica	3,543	66
	<b>3,863</b>	<b>66</b>
Payables		
Demand deposits:		
- Miljan Todorović	2	24
- Sigilfredo Montinari	1	-
- Jugopetrol a.d. Kotor	63	-
- Nereo Finance S.A	108	138
- Podravska Banka d.d. Koprivnica	325	132
- Gorgoni Lorenzo	23	20
- Cerere s.r.l.	-	6
	<b>522</b>	<b>320</b>
Term deposits		
- Miljan Todorović	284	346
<b>Total payables</b>	<b>806</b>	<b>666</b>

Expenses from transactions with related parties during 2013 amounted to EUR 180 thousand (2012: EUR 83 thousand), while income totaled EUR 56 thousand (2012: EUR 19 thousand).

As of December 31, 2013 receivables from employees totaling EUR 2,100 thousand (December 31, 2012: EUR 1,718 thousand) relate to the receivables arising from loans approved to employees, authorized current account overdrafts and credit card receivables.

In 2013, total gross remunerations paid to persons with special authorities and responsibilities amounted to EUR 761 thousand (2012: 806 thousand).



## 32. LITIGATION

As of December 31, 2013, there were 15 legal suits filed against the Bank by legal entities and private individuals totaling EUR 458 thousand, out of which EUR 440 thousand relates to the lawsuit filed by a private individual. The outcome of the pending legal suits cannot be currently anticipated with any certainty.

As of December 31, 2013 the legal suits involving the Bank as the plaintiff totaled EUR 6,548 thousand.

## 33. TAXATION RISKS

Montenegro tax legislation is subject to varying interpretations, and legislative changes occur frequently. The interpretation of tax legislation by tax authorities as applied to the transactions and activities of the Bank may not concur with the views of the Bank's management. Consequently, transactions may be challenged by the relevant tax authorities and the Bank could be assessed additional taxes, penalties and interest, which can be significant. The fiscal periods remain open for review by the tax and customs' authorities with regard to the tax-paying entity's tax liabilities for a period of five years. The Bank's management holds that tax liabilities recorded in the financial statements are fairly stated.

## 34. EVENTS AFTER THE REPORTING PERIOD

On March 12, 2014 a private individual plaintiff involved in a legal suit against the Bank totaling EUR 440 thousand (Note 32), withdrew the lawsuit filed with the Basic Court of Podgorica. The Court enacted Decision acknowledging that the lawsuit filed against the Bank was withdrawn.



## 35. EXCHANGE RATES

The official exchange rates for major currencies used in the translation of the statement of financial position components denominated in foreign currencies into EUR as at December 31, 2013 and 2012 were as follows:

	December 31, 2013	December 31, 2012
USD	1.3783	1.3182
CHF	1.2259	1.2080
GBP	0.8364	0.8169

## 36. GENERAL INFORMATION ON THE BANK

In accordance with the Decision on the Content, Deadlines and Manner of Preparation and Submission of Financial Statements of Banks (Official Gazette of Montenegro no. 15/12 and 18/13), general information on the Bank is presented below:

Bank's registered name: Hipotekarna banka AD, Podgorica;  
Registered address: Ulica Josipa Broza Tita broj 67, 81000 Podgorica;  
Bank's ID number: 02085020;  
Telephone/Fax number: + +382 77 700 001;  
Web page: <http://www.hipotekarnabanka.com>;  
Email address: [hipotekarna@hb.co.me](mailto:hipotekarna@hb.co.me);  
The Bank has: head office and 17 branches;  
Headcount s at December 31, 2013: 170;  
Gyro account: 907-52001-93



## 36. GENERAL INFORMATION ON THE BANK (Continued)

### Information on the President and members of the Board of Directors

	First name, last name	Date of birth	Place	Residence
				Address (street, number)
1. President	Sigilfredo Montinari	May 27, 1966	Lecce, Italy	Via P. Cecere 3
2. Member	Božana Kovačević	December 20, 1956	Koprivnica, Croatia	Ul. Vinodolska broj 51
3. Member	Snežana Pobi	June 29, 1962	Koprivnica, Croatia	Ul. Vinodolska broj 51
4. Member	Renata Vinković	September 19, 1971	Koprivnica, Croatia	Trg Kralja Zvonimira broj 22
5. Member	Esad Zaimović	March 17, 1964	Podgorica	Bulevar Revolucije broj 8
6. Member	Dolly Predović	June 20, 1966	Milan, Italy	Via Visconti di Modrone Uberto 1
7. Member	Miljan Todorović	May 22, 1964	Trieste, Italy	Salita Alla Madonna di Gretta 2/5 Trieste, Italy
Chief Executive Officer	Esad Zaimović	March 17, 1964	Podgorica	Bulevar Revolucije broj 8
Executive Officer authorized to sign documents	Esad Zaimović	March 17, 1964	Podgorica	Bulevar Revolucije broj 8

## 36. GENERAL INFORMATION ON THE BANK (Continued)

Top ten shareholders of the Bank:

Name, last name / Company name	Residence / Registered address (place, street, number)	Data on Shares	
		Share count	Ownership %
HB - Zbirni kastodi račun 4	Josipa Broza Tita 67	5,281	16.8695
CERERE S.R.L.	Via di Torrebianca 43, Trieste, Italy	4,360	13.9275
GORGONI ANTONIA	Corso Piave 16, Lecce, Italy	3,131	10.0016
GORGONI LORENZO	Cutrofiano, Via Umberol, Italy	2,591	8.2766
TODOROVIĆ MILJAN	Salita Alla Madonna di Gretta 2/5 Trieste, Italy	2,316	7.3982
PODRAVSKA BANKA DD	Opatička 3, Koprivnica, Hrvatska	2,047	6.5389
NEREO FINANCE S.A.	L-1510 Luxembourg 38, Avenue de la Faiencerie, Luxembourg	1,524	4.8682
JUGOPETROL AD KOTOR	Trg Mata Petrovića broj 2, Kotor	1,472	4.7021
MONTINARI DARIO	Piazza Libertini 10, Italy	1,445	4.6159
MONTINARI SIGILFREDO	Via P.Cecere 3, Lecce, Italy	1,445	4.6159
<b>Total share capital</b>	<b>EUR 16,006 thousand</b>		



## 36. GENERAL INFORMATION ON THE BANK (Continued)

Share issues and share issue designations:

Share issue designation	Share par value	Share count
2nd share issue	RSD 100,000	200
2nd share issue	RSD 10,000	1,000
3rd share issu	USD 1,000	1,200
3rd share issu	USD 1,000	300
4th share issue	New RSD 1,000	900
4th share issue	New RSD 1,000	100
5th share issue	New RSD 10,000	300
6th share issue	New RSD 10,000	500
7th share issue	New RSD 10,000	1,000
8th share issue	New RSD 10,000	2,500
Share issue based on profit distribution	RSD 10,000	1,365
9th share issue	DEM 1,000	3,000
Share issue based on profit distribution	DEM 1,000	2,186
10th share issue	DEM 1,000	5,000
Share issue for sales to the shareholders with preemptive rights	DEM 1,000	5,000
First closed issue	EUR 511,29	5,000
Share issue based on profit distribution	DEM 1,000	2,186
Share issue based on profit distribution	DEM 1,000	2,186
Share issue based on profit distribution	DEM 1,000	2,186



## 36. GENERAL INFORMATION ON THE BANK (Continued)

The international ID number of the Banks regular shares (ISIN) is MEHIBPRA9PG8

The stock exchange and quotations where the Bank's shares are listed: Montenegro Stock Exchange Podgorica, Free share market C.

Share prices when traded on the stock exchange:

	Regular shares	
	Lowest	Highest
In the previous year	600.0000	780.0000
In the current year	490.0000	600.0000

Share prices at the beginning and end of the reporting period:

	Regular shares	
	Lowest	Highest
In the previous year	650.0000	613.7143
In the current year	613.7143	490.0000

Net profit per share:

In the previous year	51.68
In the current year	75.62

Market price per share relative to the net profit per share:

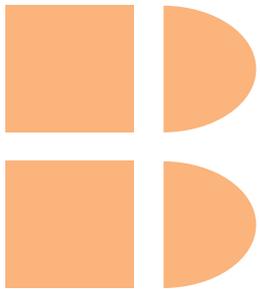
In the previous year	51.68
In the current year	75.62

Carrying value per share:

In the previous year	790.27
In the current year	921.99

The auditing company that audited the 2012 financial statements: Ernst & Young Montenegro d.o.o. Podgorica, Serdara Jola Piletića, Poslovni centar Palada, lokal 2A.







## 4. ] About the Bank



# Bank's Management and Organizational Structure

## **Board of directors**

Sigilfredo Montinari, Chairman  
Božana Kovačević, Deputy Chairman  
Dolly Predović, Member  
Miljan Todorović, Member  
Snježana Pobi, Member  
Renata Vinković, Member  
Esad Zaimović, Member

## **Audit Board**

Marko Žigmund, Chairman  
Božana Kovačević, Member  
Jovan Papić, Member

## **Credit Risk Board**

Renata Vinković, Chairman  
Sigilfredo Montinari, Member  
Esad Zaimović, Member

## **Bank's Executives**

Esad Zaimović, CEO  
Jelena Vuletić,  
Ana Golubović,  
Aleksandar Mitrović,

## **Chief Internal Auditor**

Veselin Ivanović

## **AML officer**

Mirjana Jovanović

## **Administrative service and Human Resources**

Boban Ličina

## **Compliance**

Slavko Rakočević

## **Security of IT system**

Haris Dizdarević

## **Divisions**

Payment Operations and Treasury Nataša Lakić,  
Risk Goran Smolović  
Commercial  
Finance



## RETAIL NETWORK

### Berane

Address: Ul. Mojsija Zečevića bb  
Tel: +382 (0) 77 700 168; 167; 166;  
Fax: +382 (0) 77 700 165

### Podgorica - Head office

Address: Ul. Josipa Broza Tita br. 67  
Tel: +382 (0) 77 700 001;  
Fax: +382 (0) 77 700 071

### *Branches*

#### Podgorica

Address: Ul. Slobode br. 19  
Tel: +382 (0) 77 700 080; 081; 082; 083;  
084; 085; 086; 087;  
Fax: +382 (0) 77 091

#### Nikšić

Address: Trg Save Kovačevića bb  
Tel: +382 (0) 77 700 180; 182; 183; 184;  
Fax: +382 (0) 77 700 185

#### Bar

Address: Ul. Maršala Tita br. 15  
Tel: +382 (0) 77 700 131; 130; 132; 133;  
Fax: +382 (0) 77 700 135

#### Budva

Address: Mediteranska br. 4  
Tel: +382 (0) 77 700 122; 120; 121; 123;  
124;  
Fax: +382 (0) 77 700 125

#### Kotor

Address: SC Kmalija, Trg M. Petrovića  
bb  
Tel: +382 (0) 77 700 110; 112; 113; 114;  
Fax: +382 (0) 77 700 115

#### Herceg Novi

Address: Ul. Njegoševa br. 52  
Tel: +382 (0) 77 700 140; 141; 142; 143;  
Fax: +382 (0) 77 700 145

#### Bijelo Polje

Address: Ul. Slobode bb  
Tel: +382 (0) 77 700 171; 172; 173;  
Fax: +382 (0) 77 700 175

### Ulcinj

Address: Ul. 29. Novembra bb  
Tel: +382 (0) 77 700 210; 211; 212;  
Fax: +382 (0) 77 700 215

### Danilovgrad

Address Baja Sekulića br. 8  
Tel: +382 (0) 77 700 230  
Fax: +382 (0) 77 700 232

### *Sub-branches*

#### Podgorica

Address: Bulevar revolucije br. 2a  
Tel: +382 (0) 77 700 100; 101; 102; 103;  
104;  
Fax: +382 (0) 77 700 105

#### Podgorica

Address: Ul. Djoka Miraševića M3  
Tel: +382 (0) 77 700 200; 201; 202; 203;  
Fax: +382 (0) 77 700 204

#### Podgorica

Address: Cetinjski put bb, Donja gorica  
Tel: +382 (0) 77 700 127;  
Fax: +382 (0) 77 700 129

#### Tuzi

Address: Tuzi bb  
Tel: +382 (0) 77 700 097; 098; 096;  
Fax: +382 (0) 77 700 095

#### Cetinje

Address: Ul. Bajova br. 74  
Tel: +382 (0) 77 700 160; 161; 162;  
Fax: +382 (0) 77 700 163

#### Tivat

Address: Ul. 21. Novembra br. 21  
Tel: +382 (0) 77 700 151; 150; 152; 153;  
154;  
Fax: +382 (0) 77 700 155



