# “Converse Bank” closed joint stock company

Consolidated Financial Statements

*30 September 2017*

## Contents



### Notes to the financial statements

ConverseBank

# Consolidated Statement of financial position

30 September 2017

Converse Bank CSJC ,V. Sargsyan 26/1 st., Yerevan

| In thousand Armenian drams | Notes | 30/09/17 | 31/12/2016 audited |
|---|---|---|---|
| ASSETS | | | |
| Cash and cash equivalents | 15 | 49,506,625 | 44,751,939 |
| Trading securities | 16 | 322,977 | 184,833 |
| Amounts due from other financial institutions | 17 | 2,239,095 | 2,320,882 |
| Loans and advances to customers | 18 | 144,427,439 | 119,024,824 |
| Investments available for sale | 19 | 22,419,329 | 14,929,205 |
| Securities pledged under repurchase agreements | 20 | 4,077,185 | 0 |
| Property, plant and equipment | 21 | 5,918,633 | 6,384,767 |
| Intangible assets | 22 | 221,844 | 139,802 |
| Repossessed assets | 23 | 2,250,502 | 2,385,649 |
| Prepaid income taxes | | 0 | 0 |
| Other assets | 24 | 2,045,514 | 871,369 |
| Total assets | | 233,429,144 | 190,993,270 |
| | | | |
| LIABILITIES AND EQUITY | | | |
| Liabilities | | | |
| Amounts due to financial institutions | 25 | 12,448,309 | 278,064 |
| Derivative liabilities | 26 | 45,271 | 31,591 |
| Amounts due to customers | 27 | 162,875,193 | 139,680,217 |
| Bonds isued by the Bank | 28 | 3,954,522 | |
| Current income tax liabilities | | 324,613 | 175,742 |
| Deferred income tax liabilities | 14 | 1,227,095 | 1,113,141 |
| Other borrowed funds | 29 | 10,846,693 | 9,096,208 |
| Other liabilities | 30 | 1,053,649 | 841,484 |
| Subordinated debt | 31 | 5,885,317 | 7,598,818 |
| Total liabilities | | 198,660,662 | 158,815,265 |
| | | | |
| Equity | | | |
| Share capital | 32 | 16,416,633 | 16,416,633 |
| Share premium | | 63,233 | 63,233 |
| Statutory general reserve | | 1,243,064 | 1,005,996 |
| Other reserves | | 5,085,453 | 4,718,326 |
| Retained earnings | | 11,960,099 | 9,973,817 |
| Total equity | | 34,768,482 | 32,178,005 |
| | | | |
| Total liabilities and equity | | 233,429,144 | 190,993,270 |

Approval date 13.10.17

Chief Executive Officer, Chairman of Executive Management A. Hakobyan

Chief Accountant D.Azatyan

**Consolidated Statement of comprehensive income for the period ended 30 September 2017**

*(In thousand Armenian drams)*

| | Notes | 01/07/17-30/09/17 | 01/01/17-30/09/17 | 01/07/16-30/09/16 | 01/01/16-30/09/16 |
|---|---|---|---|---|---|
| Interest income | 7 | 4,506,592 | 12,724,726 | 3,418,163 | 10,222,683 |
| Interest expense | 7 | (2,122,300) | (6,105,258) | (1,723,182) | (4,945,308) |
| **Net interest income** | | **2,384,293** | **6,619,468** | **1,694,981** | **5,277,375** |
| | | | | | |
| Fee and commission income | 8 | 719,327 | 1,749,724 | 596,154 | 1,460,615 |
| Fee and commission expense | 8 | (224,307) | (527,941) | (234,361) | (544,418) |
| **Net fee and commission income** | | **495,020** | **1,221,783** | **361,793** | **916,197** |
| | | | | | |
| Net trading income | 9 | 388,072 | 854,860 | 268,425 | 379,338 |
| Net (losses)/gains from foreign currency translation | | (75,730) | (2,349) | (83,171) | (47,845) |
| Gains less losses on investments available for sale | | 76,676 | 121,261 | 4,997 | 43,145 |
| Other income | 10 | 250,670 | 724,459 | 211,251 | 748,753 |
| Impairment losses | 11 | (396,828) | (970,631) | (455,507) | (769,665) |
| Staff costs | 12 | (977,892) | (2,928,893) | (900,286) | (2,493,500) |
| Depreciation of property and equipment | 21 | (183,898) | (562,417) | (193,952) | (547,170) |
| Amortization of intangible assets | 22 | (11,052) | (28,889) | (21,616) | (86,300) |
| Other expenses | 13 | (740,344) | (2,024,979) | (709,774) | (1,961,222) |
| **Profit before income tax** | | **1,208,988** | **3,023,674** | **177,141** | **1,459,106** |
| Income tax expense | 14 | (226,039) | (542,537) | 611,599 | 308,269 |
| **Profit for the period** | | **982,949** | **2,481,137** | **788,740** | **1,767,375** |
| **Other comprehensive income:** | | | | | |
| **Other comprehensive income not to be reclassified to profit or loss in subsequent periods:** | | | | | |
| Revaluation of property and equipment | | - | (61,078) | | |
| Income tax effect | | - | 12,010 | | |
| | | | | | |
| **Net other comprehensive income not be reclassified subsequently to profit or loss** | | - | (49,068) | | |
| | | | | | |
| **Other comprehensive income to be reclassified to profit or loss in subsequent periods:** | - | | - | | |
| Unrealised gains/(losses) on investment securities available-for-sale | | 161,454 | 756,740 | 764,096 | 1,212,048 |
| | | | | | |
| Realised (gains)/losses on investment securities available-for-sale reclassified to the statement of profit or loss | | (76,676) | (121,261) | (4,997) | (43,145) |
| Income tax effect | | (16,956) | (127,096) | (133,656) | (215,617) |
| | | | | | |
| **Net other comprehensive income to be reclassified subsequently to profit or loss** | | **67,822** | **508,383** | **625,443** | **953,286** |
| **Other comprehensive income for the period, net of tax** | | **67,822** | **459,315** | **625,443** | **953,286** |
| **Total comprehensive income for the period** | | **1,050,772** | **2,940,452** | **1,414,183** | **2,720,661** |

**Consolidated Statement of changes in equity**
**for the period ended 30 September 2017**
*(In thousand Armenian drams)*

| | Share capital | Share premium | Statutory general reserve | Revaluation reserve of securities available for sale | Revaluation reserve of PPE | Retained earnings | Total |
|---|---|---|---|---|---|---|---|
| **Balance as of January 1, 2016(audited)** | **7,002,033** | **63,233** | **1,005,996** | **337,223** | **3,316,639** | **8,976,301** | **20,701,425** |
| Distribution to general reserve | | | | | | | |
| Dividends to shareholders | | | | | | (168,704) | **(168,704)** |
| **Total Transactions with owners** | **6,985,200** | **-** | **-** | **-** | **-** | **(168,704)** | **6,816,496** |
| Profit for the period | | | | | | 1,767,375 | **1,767,375** |
| Other comprehensive income for the period | | | | 953,286 | | | **953,286** |
| **Total comprehensive income for the peiod** | **-** | **-** | **-** | **953,286** | **-** | **1,767,375** | **2,720,661** |
| Depreciation of revaluation reserve | - | - | - | - | (91,013) | 91,013 | **-** |
| **Balance as of September 30, 2016** | **13,987,233** | **63,233** | **1,005,996** | **1,290,509** | **3,225,626** | **10,665,984** | **30,238,582** |
| **Balance as of January 1, 2017 (audited)** | **16,416,633** | **63,233** | **1,005,996** | **1,365,200** | **3,353,126** | **9,973,817** | **32,178,005** |
| Distribution to general reserve | | | 237,068 | | | -237,068 | **-** |
| Dividends to shareholders | | | | | | -349,976 | -349,976 |
| **Total Transactions with owners** | **-** | **-** | **237,068** | **-** | **-** | **(587,043)** | **(349,975)** |
| Profit for the period | | | | | | 2,481,137 | **2,481,137** |
| Other comprehensive income for the period | | | | 508,383 | (49,068) | | **459,315** |
| **Total comprehensive income for the peiod** | **-** | **-** | **-** | **508,383** | **(49,068)** | **2,481,137** | **2,940,452** |
| Depreciation of revaluation reserve | - | - | - | - | (92,188) | 92,188 | **-** |
| **Balance as of September 30, 2017** | **16,416,633** | **63,233** | **1,243,064** | **1,873,583** | **3,211,870** | **11,960,099** | **34,768,482** |

**Consolidated Statement of cash flows for the period ended 30 September 2017**

| In thousand Armenian drams | 01/01/2017-30/09/2017 | 01/01/2016-30/09/2016 |
|---|---|---|
| **Cash flows from operating activities** | | |
| Interest received | 12,265,992 | 10,014,742 |
| Interest paid | (5,740,741) | (4,606,009) |
| Fees and commissions received | 1,749,724 | 1,460,615 |
| Fees and commissions paid | (527,941) | (544,418) |
| Realised gains less losses from dealing in foreign currencies and foreign currency derivatives | 854,860 | 379,338 |
| Other income received | 724,459 | 585,708 |
| Personnel expenses paid | (2,928,893) | (2,493,500) |
| Other operating expenses paid | (2,024,979) | (1,961,222) |
| **Cash flows from operating activities before changes in operating assets and liabilities** | **4,372,481** | **2,835,254** |
| *Net (increase)/decrease in operating assets* | | |
| Trading securities | 138,144 | 417,341 |
| Amounts due from credit institutions | 61,117 | 5,333,358 |
| Loans to customers | (24,846,090) | (18,318,740) |
| Repossessed assets | 135,147 | (212,236) |
| Other assets | 271,132 | (514,824) |
| *Net increase/(decrease) in operating liabilities* | | |
| Amounts due to credit institutions | 12,514,521 | (5,825,475) |
| Amounts due to customers | 26,418,515 | 9,643,984 |
| Other liabilities | (233,773) | (33,507) |
| **Net cash flows from operating activities before income tax** | **18,831,194** | **(6,674,845)** |
| Income tax paid | (148,871) | 25,160 |
| **Net cash from / (used in) operating activities** | **18,682,323** | **(6,649,685)** |
| **Net cash flow from investing activities** | | |
| Purchase of AFS | (13,786,063) | (4,596,433) |
| Proceeds from sale of AFS securities | (13,786,063) | (4,596,433) |
| Purchase of intangible assets | (34,856) | (29,194) |
| Purchase of property and equipment | (247,242) | (271,319) |
| Proceeds from sale of property and equipment | 3,850 | 396 |
| **Net cash from / (used in) investing activities** | **(10,564,332)** | **(1,648,170)** |
| **Net cash flow from financing activities** | | |
| Proceeds from issue of share capital | - | 6,985,200 |
| Receipts from other borrowed funds | 3,400,027 | 2,198,168 |
| Repayment of other borrowed funds | (5,089,664) | (1,451,543) |
| Repayment of subordinated loans | (1,592,382) | (282,662) |
| Dividends paid to shareholders of the Bank | (349,975) | (168,713) |
| **Net cash from / (used in) financing activities** | **(3,631,995)** | **7,280,450** |
| **Net increase/(decrease) in cash and cash equivalents** | **4,485,995** | **(1,017,404)** |
| Effect of exchange rates changes on cash and cash equivalents | 268,691 | 83,269 |
| Cash and cash equivalents, beginning | 44,751,939 | 46,029,188 |
| **Cash and cash equivalents, ending** | **49,506,625** | **45,095,052** |

## 1.Principal activities

“Converse Bank” CJSC (the “Bank) is the parent company of the Group, which is comprised of the Bank and its subsidiary (the “Group”).

“Converse Bank” CJSC is a closed joint-stock bank, which was incorporated in the Republic of Armenia in 1994. The Bank is regulated by the legislation of RA and conducts its business under license number 57, granted on November 28, 1994 by the Central Bank of Armenia (the “CBA”).

The Bank accepts deposits from the public and extends credit, transfers payments in Armenia and abroad, exchanges currencies and provides other banking services to its commercial and retail customers.

The Bank’s main office is in Yerevan and its 32 branches are located in Yerevan and in different regions, and 1 branch is located in NKR. The registered office of the Bank is located at 26/1 Vazgen Sargsyan Str., Yerevan, RA.
Advanced Global Investments LLC is the largest shareholder of the Group (80.94%-of shares) as of June 30 2017
The second largest shareholder is the HAYPOST TRUST MANAGEMENT CJSC ARMENIAN BRANCH (14.06%-of shares).
And another shareholder is the MOTHER SEE OF HOLY ETCHMIADZIN (5%-of shares).
The ultimate controlling party of the Group is Argentinean businessman E. Eurnekian.
As of 30.09.17 699 employees were hired by the parent company and 26 by it’s subsidiary.

The consolidated financial statements include the following subsidiary:

| | *Ownership %* | | | | | |
|---|---|---|---|---|---|---|
| ***Subsidiary*** | ***2015*** | ***2016*** | ***30/06/2017*** | ***Country*** | ***Date of incorporation*** | ***Industry*** |
| “Converse Collection” LLC | 100 % | 100 % | 100 % | Armenia | April 20, 2000 | Transportation of cash, cash equivalents and other assets |

## 2.Armenian business environment

Armenia continues to undergo political and economic changes. As an emerging market, Armenia does not possess a developed business and regulatory infrastructure that generally exists in a more mature free market economy. In addition, economic conditions continue to limit the volume of activity in the financial markets, which may not be reflective of the values for financial instruments. The main obstacle to further economic development is a low level of economic and institutional development, along with a centralized economic base.

Deterioration of economic situation of countries collaborating with the RA led to the shortage of money transfers from abroad, upon which the economy of Armenia is significantly dependant. Further decline in international prices of mining products, uncertainties due to possibilities of attraction of direct capital investments, inflation, may lead to deterioration of the situation of Armenian economy and of the Group. However, as the number of variables and assumptions involved in these uncertainties is big, management cannot make a reliable estimate of the amounts by which the carrying amounts of assets and liabilities of the Group may be affected.

Management of the Group believes that in the current conditions appropriate measures are implemented in order to ensure economic stability of the Group.

### Basis of preparation

### Statement of compliance

The consolidated financial statements of the Group have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as developed and published by the International Accounting Standards Board (IASB), and Interpretations issued by the International Financial Reporting Interpretations Committee (“IFRIC”).

### Basis of measurement

The consolidated financial statements have been prepared on a fair value basis for financial assets and liabilities at fair value through profit or loss and available for sale assets, except those for which a reliable measure of fair value is not available. Other financial assets and liabilities are stated at amortized cost and non-financial assets and liabilities are stated at historical cost, with the exception of land and buildings, which are stated at revaluated amount.

## Basis of preparation (continued)

### Basis of measurement (continued)

*Going Concern*

On 30 December 2014, the Central Bank of Armenia changed the requirement on minimum regulatory capital for local banks from AMD 5,000,000 thousand to AMD 30,000,000 thousand, effective from 1 January 2017.
As at 30 September 2017, the regulatory capital of the Bank amounted to AMD 34,263,692 thousand (2016: AMD 32,078,097 thousand).

### Functional and presentation currency

Functional currency of the Group is the currency of the primary economic environment in which the Group operates. The Group's functional currency and the Group's presentation currency is Armenian Dram ("AMD"), since this currency best reflects the economic substance of the underlying events and transactions of the Group. The Group prepares statements for regulatory purposes in accordance with legislative requirements of the Republic of Armenia. These consolidated financial statements are based on the Group's books and records as adjusted and reclassified in order to comply with IFRS. The consolidated financial statements are presented in thousands of AMD, which is not convertible outside Armenia.

### Changes in accounting policies

The Group has adopted the following amended IFRS, which are effective for annual periods beginning on or after 1 January 2016:

Amendments to IAS 1 Disclosure Initiative

The amendments to IAS 1 clarify, rather than significantly change, existing IAS 1 requirements. The amendments clarify:

- The materiality requirements in IAS 1;
- That specific line items in the statement(s) of profit or loss and OCI and the statement of financial position may be disaggregated;
- That entities have flexibility as to the order in which they present the notes to financial statements;
- That the share of OCI of associates and joint ventures accounted for using the equity method must be presented in aggregate as a single line item, and classified between those items that will or will not be subsequently reclassified to profit or loss.

Furthermore, the amendments clarify the requirements that apply when additional subtotals are presented in the statement of financial position and the statement(s) of profit or loss and OCI. These amendments are effective for annual periods beginning on or after 1 January 2016. The amendment does not have any impact on the Group.

Annual improvements 2012-2014 cycle

These improvements are effective for annual periods beginning on or after 1 January 2016. They include, in particular:

IFRS 5 Non-current Assets Held for Sale and Discontinued Operations

Assets (or disposal groups) are generally disposed of either through sale or distribution to owners. The amendment clarifies that changing from one of these disposal methods to the other would not be considered a new plan of disposal, rather it is a continuation of the original plan. There is, therefore, no interruption of the application of the requirements in IFRS 5. This amendment must be applied prospectively. The amendment does not have any impact on the Group.

IFRS 7 Financial Instruments: Disclosures

The amendment clarifies that a servicing contract that includes a fee can constitute continuing involvement in a financial asset. An entity must assess the nature of the fee and the arrangement against the guidance for continuing involvement in IFRS 7 in order to assess whether the disclosures are required. The assessment of which servicing contracts constitute continuing involvement must be done retrospectively. However, the required disclosures would not need to be provided for any period beginning before the annual period in which the entity first applies the amendments. The amendment does not have any impact on the Group.

## Basis of preparation (continued)

### Changes in accounting policies (continued)
### Standards issued but not yet effective

The standards and interpretations that are issued, but not yet effective, up to the date of issuance of the Group's consolidated financial statements are disclosed below. The Group intends to adopt these standards, if applicable, when they become effective.

*IFRS 9 Financial Instruments*

In July 2014, the IASB issued the final version of IFRS 9 Financial Instruments which reflects all phases of the financial instruments project and replaces IAS 39 Financial Instruments: Recognition and Measurement and all previous versions of IFRS 9. The standard introduces new requirements for classification and measurement, impairment, and hedge accounting.

From a classification and measurement perspective, the new standard will require all financial assets, except equity instruments and derivatives, to be assessed based on a combination of the entity's business model for managing the assets and the instruments' contractual cash flow characteristics. The IAS 39 measurement categories will be replaced by: fair value through profit or loss (FVPL), fair value through other comprehensive income (FVOCI), and amortised cost categories. IFRS 9 will also allow entities to continue to irrevocably designate instruments that qualify for amortised cost or FVOCI instruments as FVPL, if doing so eliminates or significantly reduces a measurement or recognition inconsistency. Equity instruments that are not held for trading may be irrevocably designated as FVOCI, with no subsequent reclassification of gains or losses to the income statement. The accounting for financial liabilities will largely be the same as the requirements of IAS 39.

IFRS 9 will also fundamentally change the approach to loan impairment. The standard will replace IAS 39's incurred loss approach with a forward-looking expected credit loss (ECL) approach. The Group will be required to record an allowance for expected losses for all loans and other debt financial assets not carried at FVPL, as well as for loan commitments and financial guarantee contracts. The allowance is based on the expected credit losses associated with the probability of default in the next twelve months unless there has been a significant increase in credit risk since origination, in which case the allowance would be based on the probability of default over the life of the asset.

IFRS 9 is effective for annual periods beginning on or after 1 January 2018, with early application permitted. Retrospective application is required, but restatement of comparative information is not required; the effect on the transition date – 1 January 2018 – would be recorded in retained earnings. The adoption of IFRS 9 is expected to have an effect on the classification and measurement of the Group's financial assets, but no impact on the classification and measurement of the Group's financial liabilities. The Group expects a significant impact on its equity due to adoption of IFRS 9 impairment requirements, but it will need to perform a more detailed analysis which considers all reasonable and supportable information, including forward-looking elements to determine the extent of the impact. The Group has started the process of transition to IFRS 9 and expects to finalize the implementation by the end of 2017.

*IFRS 15 Revenue from Contracts with Customers*

In May 2014, the IASB issued IFRS 15 Revenue from Contracts with Customers, effective for periods beginning on 1 January 2018 with early adoption permitted. IFRS 15 defines principles for recognising revenue and will be applicable to all contracts with customers. However, interest and fee income integral to financial instruments and leases will continue to fall outside the scope of IFRS 15 and will be regulated by the other applicable standards (e.g., IFRS 9, and IFRS 16 Leases).

Revenue under IFRS 15 will need to be recognised as goods and services are transferred, to the extent that the transferor anticipates entitlement to goods and services. The standard will also specify a comprehensive set of disclosure requirements regarding the nature, extent and timing as well as any uncertainty of revenue and corresponding cash flows with customers.

The Group does not anticipate early adopting IFRS 15 and is currently evaluating its impact.

*IFRS 16 Leases*

The IASB issued the new standard for accounting for leases − IFRS 16 Leases in January 2016. The new standard does not significantly change the accounting for leases for lessors. However, it does require lessees to recognise most leases on their balance sheets as lease liabilities, with the corresponding right of-use assets. Lessees must apply a single model for all recognised leases, but will have the option not to recognise 'short-term' leases and leases of 'low-value' assets. Generally, the profit or loss recognition pattern for recognised leases will be similar to today's finance lease accounting, with interest and depreciation expense recognised separately in the statement of profit or loss.

## 3. Summary of accounting policies (continued)

### Standards issued but not yet effective (continued)

IFRS 16 is effective for annual periods beginning on or after 1 January 2019. Early application is permitted provided the new revenue standard, IFRS 15, is applied on the same date.

The Group does not anticipate early adopting IFRS 16 and is currently evaluating its impact.

*Amendments to IAS 12 Income Taxes*

In January 2016, through issuing amendments to IAS 12, the IASB clarified the accounting treatment of deferred tax assets of debt instruments measured at fair value for accounting, but measured at cost for tax purposes. These amendments are effective for annual periods beginning on or after 1 January 2017 with early application permitted. The Group does not anticipate that adopting the amendments would have a material impact on its financial statements.

*Amendments to IAS 7 Statement of Cash Flows*

In January 2016, the IASB issued amendments to IAS 7 Statement of Cash Flows with the intention to improve disclosures of financing activities and help users to better understand the reporting entities' liquidity positions. Under the new requirements, entities will need to disclose changes in their financial liabilities as a result of financing activities such as changes from cash flows and non-cash items (e.g., gains and losses due to foreign currency movements). The amendment is effective from 1 January 2017. The Group is currently evaluating the impact.

*IFRIC Interpretation 22 Foreign Currency Transactions and Advance Consideration*

Effective for annual periods beginning on or after 1 January 2018.

The interpretation clarifies that in determining the spot exchange rate to use on initial recognition of the related asset, expense or income (or part of it) on the derecognition of a non-monetary asset or non-monetary liability relating to advance consideration, the date of the transaction is the date on which an entity initially recognizes the nonmonetary asset or non-monetary liability arising from the advance consideration. If there are multiple payments or receipts in advance, then the entity must determine a date of the transactions for each payment or receipt of advance consideration.

Entities may apply the amendments on a fully retrospective basis. Alternatively, an entity may apply the interpretation prospectively to all assets, expenses and income in its scope that are initially recognised on or after:

(i) The beginning of the reporting period in which the entity first applies the interpretation; or

(ii) The beginning of a prior reporting period presented as comparative information in the financial statements of the reporting period in which the entity first applies the interpretation. Early application of interpretation is permitted and must be disclosed. First-time adopters of IFRS are also permitted to apply the interpretation prospectively to all assets, expenses and income initially recognised on or after the date of transition to IFRS.

The amendments are intended to eliminate diversity in practice, when recognising the related asset, expense or income (or part of it) on the derecognition of a nonmonetary asset or non-monetary liability relating to advance consideration received or paid in foreign currency. The amendment does not have impact on the Group.

***Annual improvements 2014-2016 cycle (issued in December 2016)***

Following is a summary of the amendments from the 2014-2016 annual improvements cycle.

IFRS 1 First-time Adoption of International Financial Reporting Standards

Deletion of short-term exemptions for first-time adopters:

- Short-term exemptions in paragraphs E3-E7 of IFRS 1 were deleted because they have now served their intended purpose;
- The amendment is effective from 1 January 2018. The amendment does not have impact on the Group.

The following significant accounting policies have been applied in the preparation of the consolidated financial statements. The accounting policies have been consistently applied.

**Basis of consolidation**

Subsidiary, which is entity where the parent is exposed, or has rights, to variable returns from its involvement with the subsidiary and has the ability to affect those returns through its power over the subsidiary, are consolidated. Subsidiary is consolidated from the date on which control is transferred to the Group and are no longer consolidated from the date that control ceases. All intercompany transactions, balances and unrealised gains on transactions between group companies are eliminated; unrealised losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Where necessary, accounting policies for subsidiary have been changed to ensure consistency with the policies adopted by the Group. Subsidiary has a reporting date of 31 December.

On acquisition, the assets and liabilities and contingent liabilities of a subsidiary are measured at their fair values at the date of acquisition. Any excess of the cost of acquisition over the fair values of the identifiable net assets acquired is recognised as goodwill. Any deficiency of the cost of acquisition below the fair values of the identifiable net assets acquired (i.e. discount on acquisition) is credited to profit and loss in the period of acquisition.

**3.Summary of accounting policies (continued)**

**Recognition of income and expenses**

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured. Expense is recognized to the extent that it is probable that the economic benefits will flow from the Group and the expense can be reliably measured. The following specific criteria must also be met before revenue is recognized:

*Interest income and expense*

Interest income and expense for all interest-bearing financial instruments, except for those classified as held for trading or designated at fair value through profit or loss, are recognised within “interest income” and “interest expense” in the consolidated statement of comprehensive income using the effective interest method.

Once the recorded value of a financial asset or a group of similar financial assets has been reduced due to an impairment loss, interest income continues to be recognized using the original effective interest rate applied to the new carrying amount.

*Fee and commission income*

Loan origination fees for loans issued to customers are deferred (together with related direct costs) and recognised as an adjustment to the effective yield of the loans. Fees, commissions and other income and expense items are generally recorded on an accrual basis when the service has been provided. Portfolio and other management advisory and service fees are recorded based on the applicable service contracts. Asset management fees related to investment funds are recorded over the period the service is provided. The same principle is applied for wealth management, financial planning and custody services that are continuously provided over an extended period of time.

*Dividend income*

Revenue is recognized when the Group’s right to receive the payment is established.

*Net trading income*

Net trading income comprises gains less losses related to trading assets and liabilities, and includes all realized and unrealized fair value changes, interest, dividends and foreign exchange differences related to trading assets and liabilities. Net trading income also includes gains less losses from trading in foreign currencies and is recognized in profit or loss when the corresponding service is provided.

*Operating rental income*

Rental income arising on investment properties is accounted for on a straight-line basis over the lease term on ongoing leases and is recorded in the consolidated statement of comprehensive income as “Other income”.

## Foreign currency translation

The consolidated financial statements are presented in Armenian drams, which is the Group's functional and presentation currency. Transactions in foreign currencies are initially recorded in the functional currency, converted at the rate of exchange ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the functional currency rate of exchange ruling at the reporting date. Gains and losses resulting from the translation of foreign currency transactions are recognized in the consolidated statement of profit or loss as gains less losses from foreign currencies – translation differences. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as of the date of the initial transaction. Non-monetary items meas ured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined.

Differences between the contractual exchange rate of a transaction in a foreign currency and the exchange rate of the CBA on the date of the transaction are included in gains less losses from dealing in foreign currencies. The official exchange rates of the CBA at 30 September 2017 and 31 December 2016 were AMD 478.41 and AMD 483.94 to USD 1, respectively.

## 3.Summary of accounting policies (continued)

## Taxation

Income tax on the profit for the year comprises current and deferred tax. Income tax is recognized in the consolidated statement of comprehensive income except to the extent that it relates to items recognized directly in equity, in which case it is recognized in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantially enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years. In the case when financial statements are authorized for issue before appropriate tax returns are submitted, taxable profits or losses are based on estimates. Tax authorities might have more stringent position in interpreting tax legislation and in reviewing tax calculations. As a result tax authorities might claim additional taxes for those transactions, for which they did not claim previously. As a result significant additional taxes, fines and penalties could arise. Tax review can include 3 calendar years immediately preceding the year of a review. In certain circumstances tax review can include even more periods.

Deferred tax assets and liabilities are calculated in respect of temporary differences using the liability method. Deferred income taxes are provided for all temporary differences arising between the tax bases of assets and liabilities and their carrying values for financial reporting purposes, except where the deferred income tax arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss.

A deferred tax asset is recorded only to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilized. Deferred tax assets and liabilities are measured at tax rates that are expected to apply to the period when the asset is realized or the liability is settled, based on tax rates that have been enacted or substantively enacted at the balance sheet date.

Deferred income tax is provided on temporary differences arising on investments in subsidiaries, associates and joint ventures, except where the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

The Republic of Armenia also has various operating taxes, which are assessed on the Group's activities. These taxes are included as a component of other expenses in the consolidated statement of comprehensive income.

## Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, balances on correspondent accounts with the Central Bank of Armenia (excluding those funds deposited for the settlement of ArCa payment cards), including obligatory reserves and amounts due from other banks, which can be converted into cash at short notice, including highly liquid investments maturing within 90 days from the date of acquisition that are readily convertible into known amounts of cash and which are subject to an insignificant risk of changes in value.
Cash and cash equivalents are carried at amortised cost.

## Precious metals

Gold and other precious metals are recorded at CBA prices which approximate fair values and are quoted according to London Bullion Market rates. Precious metals are included in other assets in the consolidated statement of financial position.

Changes in the bid prices are recorded in net gain/loss on operations with precious metals in other income/expense.

**Amounts due from banks**

In the normal course of business, the Group maintains advances or deposits for various periods of time with other banks. Loans and advances to banks with a fixed maturity term are subsequently measured at amortized cost using the effective interest method. Those that do not have fixed maturities are carried at amortized cost based on maturities estimated by management. Amounts due from banks are carried net of any allowance for impairment losses.

3. Summary of significant accounting policies (continued)

**Financial instruments**

The Group recognizes financial assets and liabilities on its balance sheet when it becomes a party to the contractual obligation of the instrument. Regular way purchases and sales of financial assets and liabilities are recognised using settlement date accounting. Regular way purchases of financial instruments that will be subsequently measured at fair value between trade date and settlement date are accounted for in the same way as for acquired instruments.

When financial assets and liabilities are recognised initially, they are measured at fair value, plus, in the case of investments not at fair value through profit or loss, directly attributable transaction costs.
After initial recognition all financial liabilities, other than liabilities at fair value through profit or loss (including held for trading) are measured at amortized cost using effective interest method. After initial recognition financial liabilities at fair value through profit or loss are measured at fair value.

The Group classified its financial assets into the following categories: loans and receivables, financial instruments at fair value through profit or loss, available-for-sale financial instruments and held-to-maturity investments. The classification of investments between the categories is determined at acquisition based on the guidelines established by the management. The Group determines the classification of its financial assets after initial recognition and, where allowed and appropriate, re-evaluates this designation at each financial year-end.

*Financial assets at fair value through profit or loss*

This category has two subcategories: financial assets held for trading and those designated at fair value through profit or loss. A financial asset is classified in this category if acquired for the purpose of selling in the short-term or if so designated by management from the initial acquisition of that asset.

In the normal course of business, the Group enters into various derivative financial instruments including futures, forwards, swaps and options in the foreign exchange and capital markets. Such financial instruments are held for trading and are initially recognised in accordance with the policy for initial recognition of financial instruments and are subsequently measured at fair value. The fair values are estimated based on quoted market prices or pricing models that take into account the current market and contractual prices of the underlying instruments and other factors. Derivatives are carried as assets when their fair value is positive and as liabilities when it is negative.
Derivative instruments embedded in other financial instruments are treated as separate derivatives if their risks and characteristics are not closely related to those of the host contracts and the host contracts are not carried at fair value with unrealised gains and losses reported in income. An embedded derivative is a component of a hybrid (combined) financial instrument that includes both the derivative and a host contract with the effect that some of the cash flows of the combined instrument vary in a similar way to a stand-alone derivative.

Financial assets and financial liabilities are designated at fair value through profit or loss when:

- Doing so significantly reduces measurement inconsistencies that would arise if the related derivatives were treated as held for trading and the underlying financial instruments were carried at amortised cost for such as loans and advances to customers or banks and debt securities in issue;
- Certain investments, such as equity investments, that are managed and evaluated on a fair value basis in accordance with a documented risk management or investment strategy and reported to key management personnel on that basis are designated at fair value through profit and loss; and
- Financial instruments, such as debt securities held, containing one or more embedded derivatives significantly modify the cash flows, are designated at fair value through profit and loss.

Derivatives are also classified as held for trading unless they are designated as effective hedging instruments. Gains or losses on financial assets held for trading are recognised in the consolidated statement of comprehensive income.

*Loans and receivables*

Loans and receivables are financial assets with fixed or determinable payments, which arise when the Group provides money directly to a debtor with no intention of trading the receivable.

Loans granted by the Group with fixed maturities are initially recognized at fair value plus related transaction costs. Where the fair value of consideration given does not equal the fair value of the loan, for example where the loan is issued at lower than market rates, the difference between the fair value of consideration given and the fair value of the loan is recognized as a loss on initial recognition of the loan and included in the consolidated statement of comprehensive income as losses on origination of assets. Subsequently, the loan carrying value is measured using the effective interest method. Loans to customers that do not have fixed maturities are accounted for under the effective interest method based on expected maturity. Loans to customers are carried net of any allowance for impairment losses.

**3.Summary of accounting policies (continued)**

**Financial instruments (continued)**

*Available-for-sale financial instruments*

Investments available for sale represent debt and equity investments that are intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices. After initial recognition available-for sale financial assets are measured at fair value with gains or losses being recognised as a separate component of other comprehensive income until the investment is derecognised or until the investment is determined to be impaired at which time the cumulative gain or loss previously reported in equity is included in the consolidated statement of comprehensive income. However, interest calculated using the effective interest method is recognised in the consolidated statement of comprehensive income. Dividends on available-for-sale equity instruments are recognised in profit or loss when the Group's right to receive payment is established.
The fair value of investments that are actively traded in organised financial markets is determined by reference to quoted market bid prices at the close of business on the balance sheet date. For investments where there is no active market, fair value is determined using valuation techniques. Such techniques include using recent arm's length market transactions, reference to the current market value of another instrument, which is substantially the same, and discounted cash flow analysis. Otherwise the investments are stated at cost less any allowance for impairment.

**Impairment of financial assets**

The Group assesses at each balance sheet date whether a financial asset or group of financial assets is impaired.

*Assets carried at amortized cost*

A financial asset or a group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset ("loss event") and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

Criteria used to determine that there is objective evidence of an impairment loss may include indications that the borrower or a group of borrowers is experiencing significant financial difficulty (for example, equity ratio, net income percentage of sales), default or delinquency in interest or principal payments, breach of loan covenants or conditions, deterioration in the value of collateral, the probability that they will enter bankruptcy or other financial reorganization and where observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

The Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If it is determined that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, the asset is included in a group of financial assets with similar credit risk characteristics and that group of financial assets is collectively assessed for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss on financial assets carried at amortised cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate (i.e. the effective interest rate computed at initial recognition). The carrying amount of the asset shall be reduced through use of an allowance account. The amount of the loss shall be recognised in the consolidated statement of comprehensive income. If a loan or held-to-maturity investment has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract. The Group may measure impairment on the basis of an instrument's fair value using an observable market price.

The calculation of the present value of the estimated future cash flows of a collateralised financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not the foreclosure is probable.

For the purpose of a collective evaluation of impairment, financial assets are grouped on the basis of the Group's internal credit grading system that considers credit risk characteristics such as asset type, industry, geographical location, collateral type, past-due status and other relevant factors.

**3.Summary of accounting policies (continued)**

**Impairment of financial assets (continued)**

Future cash flows in a group of financial assets that are collectively evaluated for impairment are estimated on the basis of the contractual cash flows of the assets in the group and historical loss experience for assets with credit risk characteristics similar to those in the group. Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions that did not affect the period on which the historical loss experience is based and to remove the effects of conditions in the historical period that do not currently exist.

Estimates of changes in future cash flows for groups of assets should reflect and be directionally consistent with changes in related observable data from period to period (for example, changes in unemployment rates, property prices, payment status, or other factors indicative of changes in the probability of losses in the group and their magnitude). The methodology and assumptions used for estimating future cash flows are reviewed regularly by the Group to reduce any differences between loss estimates and actual loss experience.

Loans together with the associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realized or has been transferred to the Bank. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognized, the previously recognized impairment loss is increased or reduced by adjusting the allowance account. If future write-off is later recovered, the recovery is credited to the allowance account.

*Available-for-sale financial assets*

Impairment losses on available-for-sale financial assets are recognized by transferring the cumulative loss that is recognized in other comprehensive income to profit or loss as a reclassification adjustment. The cumulative loss that is reclassified from other comprehensive income to profit or loss is the difference between the acquisition cost, net of any principal repayment and amortization, and the current fair value, less any impairment loss previously recognized in profit or loss. Changes in impairment provisions attributable to time value are reflected as a component of interest income.

If, in a subsequent period, the fair value of an impaired available-for-sale debt security increases and the increase can be objectively related to an event occurring after the impairment loss was recognized in profit or loss, the impairment loss is reversed, with the amount of the reversal recognized in profit or loss. However, any subsequent recovery in the fair value of an impaired available-for-sale equity security is recognized in other comprehensive income.

**Derecognition of financial assets and liabilities**

*Financial assets*

A financial asset (or, where applicable a part of a financial asset or part of a group of similar financial assets) is derecognised where:

- the rights to receive cash flows from the asset have expired;
- the Group has transferred its rights to receive cash flows from the asset, or retained the right to receive cash flows from the asset, but has assumed an obligation to pay them in full without material delay to a third party under a 'pass-through' arrangement; and
- the Group either (a) has transferred substantially all the risks and rewards of the asset, or (b) has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

Where the Group has transferred its rights to receive cash flows from an asset and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognised to the extent of the Group's continuing involvement in the asset. Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

Where continuing involvement takes the form of a written and/or purchased option (including a cash-settled option or similar provision) on the transferred asset, the extent of the Group's continuing involvement is the amount of the transferred asset that the Group may repurchase, except that in the case of a written put option (including a cash-settled option or similar provision) on an asset measured at fair value, the extent of the Group's continuing involvement is limited to the lower of the fair value of the transferred asset and the option exercise price.

**Derecognition of financial assets and liabilities (continued)**

*Financial liabilities*

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires.
Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognised in the consolidated statement of comprehensive income.

**Repurchase and reverse repurchase agreements**

Sale and repurchase agreements ("repos") are treated as secured financing transactions. Securities sold under sale and repurchase agreements are retained in the consolidated statement of financial position and, in case the transferee has the right by contract or custom to sell or repledge them, reclassified as securities pledged under sale and repurchase agreements and faced as the separate balance sheet item. The corresponding liability is presented within amounts due to banks or customers.

Securities purchased under agreements to resell ("reverse repo") are recorded as amounts due from banks or loans and advances to customers as appropriate and are not recognized in the consolidated statement of financial position. The difference between sale and repurchase price is treated as interest and accrued over the life of repo agreements using the effective yield method.

If assets purchased under an agreement to resell are sold to third parties, the obligation to return the securities is recorded as a trading liability and measured at fair value.

**Leases**

**Finance – Group as lessor**

The Group recognises lease receivables at value equal to the net investment in the lease, starting from the date of commencement of the lease term. The arrangement is presented within loans and advances. Finance income is based on a pattern reflecting a constant periodic rate of return on the net investment outstanding. Initial direct costs are included in the initial measurement of the lease receivables.

When the Group takes possession of the collateral under terminated lease contracts, it measures the assets at the lower of net realisable value and amortised historical cost of the inventory.

**Operating - Group as lessor**

The Group presents assets subject to operating leases in the consolidated statement of financial position according to the nature of the asset. Lease income from operating leases is recognised in the consolidated statement of comprehensive income on a straight-line basis over the lease term as other income. The aggregate cost of incentives provided to lessees is recognised as a reduction of rental income over the lease term on a straight-line basis. Initial direct costs incurred specifically to earn revenues from an operating lease are added to the carrying amount of the leased asset.

**Property, plant and equipment**

Property, plant and equipment ("PPE") are recorded at historical cost less accumulated depreciation, except land and buildings. The Bank's buildings are stated at fair value less accumulated depreciation. If the recoverable value of PPE is lower than its carrying amount, due to circumstances not considered to be temporary, the respective asset is written down to its recoverable value. Land is carried at fair value. It has unlimited useful life and thus is not depreciated.

**Summary of significant accounting policies (continued)**

**Property, plant and equipment (continued)**

Depreciation is calculated using the straight-line method based on the estimated useful life of the asset. The following depreciation rates have been applied:

| | *Useful life (years)* | *Rate (%)* |
|---|---|---|
| Buildings | 20 | 5 |
| Computers | 1 | 100 |
| Vehicles | 5 | 20 |
| Equipment | 5 | 20 |
| Other fixed assets | 5 | 20 |

Leasehold improvements are capitalized and depreciated over the shorter of the lease term and their useful lives on a straight-line basis. Assets under the course of construction are accounted based on actual expenditures less any impairment losses. Upon completion of construction assets are transferred to property plant and equipment and accounted at their carrying amounts. Assets under the course of construction are not depreciated until they are ready for usage.

Repairs and maintenance are charged to the consolidated statement of other comprehensive income during the period in which they are incurred. The cost of major renovations is included in the carrying amount of the asset when it is incurred and when it satisfies the criteria for asset recognition. Major renovations are depreciated over the remaining useful life of the related asset.

Gains and losses on disposals are determined by comparing proceeds with carrying amount and are included in operating profit.

Land and buildings are revalued on a regular basis approximately after 3-5 years. The frequency of revaluation depends on changes in fair value of assets. In case of significant divergences between fair value of revalued assets and their carrying amounts further revaluation is conducted. Revaluation is conducted for the whole class of property, plant and equipment.

Any revaluation surplus is credited to the revaluation reserve for property and equipment included in the revaluation reserve for property and equipment in equity section of the balance sheet, except to the extent that it reverses a revaluation decrease of the same asset previously recognised in the consolidated statement of comprehensive income, in which case the increase is recognised in consolidated statement of comprehensive income. A revaluation deficit is recognised in the consolidated statement of comprehensive income, except that a deficit directly offsetting a previous surplus on the same asset is directly offset against the surplus in the revaluation reserve for property and equipment.

Along with the usage of fixed assets, the difference of the calculated depreciation based on the revalued amount of the asset and calculated depreciation based on the cost of the asset is transferred to retained earnings.
In case of sale or write-off of fixed assets the balance relating to revaluation reserve of that fixed assets is totally transferred to retained earnings.
In case of sale or write-off of fixed assets the balance relating to revaluation reserve of that fixed assets is totally transferred to retained earnings.

**Intangible assets**

Intangible assets include computer software, licences and other.

Intangible assets acquired separately are measured on initial recognition at cost. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and any accumulated impairment losses. The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are amortised on a straight-line basis over the useful economic lives of 1 to 10 years and assessed for impairment whenever there is an indication that the intangible asset may be impaired. Amortisation periods and methods for intangible assets with finite useful lives are reviewed at least at each financial year-end.

Costs associated with maintaining computer software programmes are recorded as an expense as incurred.

**3.Summary of accounting policies (continued)**

**Repossessed assets**

In certain circumstances, assets are repossessed following the foreclosure on loans that are in default. Repossessed assets are measured at the lower of cost and fair value less costs to sell.

**Grants**

Grants relating to the assets are included in other liabilities and are credited to the consolidated statement of comprehensive income on a straight line basis over the expected lives of the related assets.

**Borrowings**

Borrowings, which include amounts due to the Central Bank and Government, amounts due to financial institutions, amounts due to customers, debt securities issued and subordinated debt are initially recognised at the fair value of the consideration received less directly attributable transaction costs. After initial recognition, borrowings are subsequently measured at amortised cost using the effective interest method. Gains and losses are recognised in the consolidated statement of comprehensive income when the liabilities are derecognised as well as through the amortisation process.

**Financial guarantees**

Financial guarantee contracts are contracts that require the issuer to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payments when due, in accordance with the terms of a debt instrument. Such financial guarantees are given to banks, financial institutions and other bodies on behalf of customers to secure loans, overdrafts and other banking facilities.
Financial guarantees are initially recognized in the consolidated financial statements at fair value, in “Other liabilities”, being the premium received. Following initial recognition, the Group’s liability under each guarantee is measured at the higher of the amortised premium and the best estimate of expenditure required to settle any financial obligation arising as a result of the guarantee.

**Provisions**

Provisions are recognised when the Group has a present legal or constructive obligation as a result of past events, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount of obligation can be made.

**Equity**

*Share capital*

Ordinary shares and non-redeemable preference shares with discretionary dividends are both classified as equity. External costs directly attributable to the issue of new shares, other than on a business combination, are shown as a deduction from the proceeds in equity. Any excess of the fair value of consideration received over the par value of shares issued is recognised as additional paid-in capital.

*Share premium*

Share premium includes any premium received from the issue of shares. Any expense in respect of transaction which is related to the issue of shares is reduced from the share premium.

*Retained earnings*

Include retained earnings of current and previous periods.

*Dividends*

Dividends are recognised as a liability and deducted from equity at the balance sheet date only if they are declared before or on the balance sheet date. Dividends are disclosed when they are proposed before the balance sheet date or proposed or declared after the balance sheet date but before the financial statements are authorised for issue.

**Summary of significant accounting policies (continued)**

**Equity (continued)**

*Property revaluation surplus*

The property revaluation surplus is used to record increases in the fair value of buildings and decreases to the extent that such decrease relates to an increase on the same asset previously recognised in equity.

*Revaluation reserve for available-for-sale securities*

This reserve records fair value changes in available-for-sale-investments.

**Offsetting**

Financial assets and liabilities, and income and expenses, are offset and the net amount reported in the consolidated financial statements when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis, or realise the asset and settle the liability simultaneously.

Income and expenses are presented on a net basis only when permitted under IFRS, or for gains and losses arising from a group of similar transactions such as in the Group's trading activity.

## 4. Critical accounting estimates and judgements

The preparation of consolidated financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of policies and the reported amounts of assets and liabilities, income and expense. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Although these estimates are based on management's best knowledge of current events and actions, actual results ultimately may differ from these estimates.

The most significant areas of judgements and estimates with regards to these financial statements are presented below:

*Measurement of fair values*

Management uses valuation techniques to determine the fair value of financial instruments (where active market quotes are not available) and non-financial assets. This involves developing estimates and assumptions consistent with how market participants would price the instrument. Management bases its assumptions on observable data as far as possible but this is not always available. In that case management uses the best information available. Estimated fair values may vary from the actual prices that would be achieved in an arm's length transaction at the reporting date (see Note 34).

*Classification of investment securities*

Securities owned by the Group comprise Armenian state and corporate bonds, securities issued by the Central Bank of Armenia and corporate shares. Upon initial recognition, the Group designates securities as financial assets with recognition of changes in fair value through profit or loss, held to maturity financial assets or available-for-sale financials assets recognition of changes in fair value through equity.

*Related party transactions*

In the normal course of business the Group enters into transactions with its related parties. These transactions are priced predominantly at market rates. Judgement is applied in determining if transactions are priced at market or non-market interest rates, where there is no active market for such transactions. The basis for judgement is pricing for similar types of transactions with unrelated parties and effective interest rate analysis.

*Allowance for loan impairment*

The Group regularly reviews its loans and receivables to assess impairment. The Group uses its experienced judgment to estimate the amount of any impairment loss in cases where a borrower is in financial difficulties and there are few available sources of historical data relating to similar borrowers. Similarly, the Group estimates changes in future cash flows based on the observable data indicating that there has been an adverse change in the payment status of borrowers in a group, or national or local economic conditions that correlate with defaults on assets in the group. Management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the group of loans and receivables. The Group uses its experienced judgment to adjust observable data for a group of loans or receivables to reflect current circumstances.

## 7. Interest income and expense

| *In thousand Armenian drams* | 01/07/17-30/09/17 | 01/01/17-30/09/17 | 01/07/16-30/09/16 | 01/01/16-30/09/16 |
|---|---|---|---|---|
| Loans and advances to customers | 3,929,730 | 11,325,234 | 3,026,914 | 8,954,024 |
| Debt securities available-for-sale | 528,323 | 1,327,307 | 286,753 | 883,090 |
| Amounts due from banks | 44,199 | 64,916 | 103,885 | 380,788 |
| Other interest income | 4,340 | 7,269 | 611 | 4,781 |
| **Total interest income** | **4,506,592** | **12,724,726** | **3,418,163** | **10,222,683** |
| Amounts due to customers | 1,611,018 | 4,962,242 | 1,375,364 | 3,920,772 |
| Other borrowed funds | 186,839 | 554,653 | 198,891 | 619,181 |
| Subordinated loans | 102,150 | 300,418 | 116,716 | 353,533 |
| Amounts due to banks | 163,983 | 203,645 | 32,211 | 51,822 |
| Bonds issued by the Bank | 58,310 | 84,300 | - | - |
| **Total interest expense** | **2,122,300** | **6,105,258** | **1,723,182** | **4,945,308** |

Interest income accrued on loans, for which individual impairment allowances have been recognized, for the period ended 30 September 2017, comprised AMD 88,180 thousand (2016: AMD 125,489 thousand).

## 8. Fee and commission income and expense

| *In thousand Armenian drams* | 01/07/17-30/09/17 | 01/01/17-30/09/17 | 01/07/16-30/09/16 | 01/01/16-30/09/16 |
|---|---|---|---|---|
| Plastic cards operations | 263,570 | 683,225 | 261,690 | 623,983 |
| Wire transfer fees | 208,855 | 481,022 | 168,295 | 409,864 |
| Settlement operation | 78,429 | 234,312 | 58,928 | 143,638 |
| Fees and commission income from loans | 75,360 | 146,759 | 20,409 | 81,436 |
| Guarantees and letters of credit | 9,691 | 26,613 | 13,945 | 36,969 |
| Other | 83,422 | 177,793 | 72,887 | 164,725 |
| **Total fee and commission income** | **719,327** | **1,749,724** | **596,154** | **1,460,615** |
| Plastic cards operations | 152,059 | 361,805 | 153,176 | 344,812 |
| Settlement operations | 31,810 | 67,920 | 47,202 | 108,009 |
| Wire transfer fees | 27,034 | 70,361 | 25,475 | 69,047 |
| Guarantees and letters of credit | - | - | (435) | 681 |
| Other expenses | 9,186 | 23,637 | 8,508 | 21,869 |
| **Total fee and commission expense** | **224,307** | **527,941** | **234,361** | **544,418** |

## 9. Net trading income

| *In thousand Armenian drams* | 01/07/17-30/09/17 | 01/01/17-30/09/17 | 01/07/16-30/09/16 | 01/01/16-30/09/16 |
|---|---|---|---|---|
| Net gains from foreign currency transactions | 384,024 | 1,011,867 | 380,430 | 1,171,804 |
| Net gain/(loss) from trading securities | 1,033 | 23,000 | 11,626 | 36,927 |
| Net gain/(loss) on financial instruments at fair value through profit or loss | 3,015 | (180,007) | (123,631) | (829,393) |
| **Total net trading income** | **388,072** | **854,860** | **268,425** | **379,338** |

## 10. Other income

| In thousand Armenian drams | 01/07/17-30/09/17 | 01/01/17-30/09/17 | 01/07/16-30/09/16 | 01/01/16-30/09/16 |
|---|---|---|---|---|
| Fines and penalties received | 196,830 | 455,392 | 163,579 | 591,039 |
| Net income from operations with precious metals | 29,198 | 83,013 | 157 | 33,813 |
| Income from grants | 606 | 1,818 | 606 | 1,818 |
| Income from sale of fixed assets | (11,280) | (7,180) | 297 | 330 |
| Dividend income | - | 2,753 | 1,053 | 3,206 |
| Income from cash collection services | - | 2,753 | 1,053 | 3,206 |
| Other income | - | 2,753 | 1,053 | 3,206 |
| **Total other income** | **250,670** | **724,459** | **211,251** | **748,753** |

## 11. Impairment losses

| In thousand Armenian drams | 01/07/17-30/09/17 | 01/01/17-30/09/17 | 01/07/16-30/09/16 | 01/01/16-30/09/16 |
|---|---|---|---|---|
| Loans and advances to customers (Note 18) | 347,072 | 906,988 | 435,969 | 752,680 |
| Other assets (Note 24) | 49,756 | 63,643 | 19,538 | 16,985 |
| **Total impairment charge** | **396,828** | **970,631** | **455,507** | **769,665** |

## 12. Staff costs

| In thousand Armenian drams | 01/07/17-30/09/17 | 01/01/17-30/09/17 | 01/07/16-30/09/16 | 01/01/16-30/09/16 |
|---|---|---|---|---|
| Salaries | 969,561 | 2,901,180 | 893,732 | 2,471,600 |
| Other expenses | 8,331 | 27,713 | 6,554 | 21,900 |
| **Total staff costs** | **977,892** | **2,928,893** | **900,286** | **2,493,500** |

## 13. Other expenses

| In thousand Armenian drams | 01/07/17-30/09/17 | 01/01/17-30/09/17 | 01/07/16-30/09/16 | 01/01/16-30/09/16 |
|---|---|---|---|---|
| Fixed assets maintenance | 31,125 | 84,619 | 31,345 | 71,129 |
| Consulting and other services | 19,411 | 50,732 | 29,683 | 88,688 |
| Operating lease | 131,450 | 379,067 | 119,182 | 356,622 |
| Taxes, other than income tax, duties | 8,525 | 23,373 | 8,981 | 22,043 |
| Advertising costs | 91,534 | 226,263 | 141,629 | 326,575 |
| Insurance expenses | 26,177 | 70,935 | 21,737 | 62,941 |
| Lose from sale/revaluation of confiscated property/fixed assets | 0 | 0 | 0 | 0 |
| Communications | 35,706 | 97,996 | 31,746 | 93,847 |
| Security | 55,434 | 149,525 | 47,103 | 144,183 |
| Insurance of deposits | 63,955 | 175,153 | 31,694 | 93,144 |
| Office supplies | 16,883 | 37,047 | 17,963 | 42,008 |
| Business trip expenses | 6,357 | 15,198 | 3,824 | 13,858 |
| Armenian Software expenses | 45,286 | 134,912 | 42,595 | 125,180 |
| Expenses related to ARCA | 51,426 | 125,838 | 10,749 | 78,906 |
| Penalties paid | - | 3,684 | 1,438 | 2,865 |
| Other expenses | 157,082 | 450,636 | 170,105 | 439,233 |
| **Total other expenses** | **740,351** | **2,024,978** | **709,774** | **1,961,222** |

## 14. Income tax expense

| In thousand Armenian drams | 01/07/17-30/09/17 | 01/01/17-30/09/17 | 01/07/16-30/09/16 | 01/01/16-30/09/16 |
|---|---|---|---|---|

| | | | | |
|---|---|---|---|---|
| Current tax expense | 288,955 | 543,667 | 8,864 | 92,160 |
| Adjustments of current income tax of previous years | - | - | - | - |
| Deferred tax expense/ (benefit) | (62,916) | (1,130) | (620,463) | (400,429) |
| **Total income tax expense** | **226,039** | **542,537** | **(611,599)** | **(308,269)** |

The corporate income tax within the Republic of Armenia is levied at the rate of 20% (2016: 20%). Differences between IFRS and RA statutory tax regulations give rise to certain temporary differences between the carrying value of certain assets and liabilities for financial reporting purposes and for profit tax purposes. Deferred income tax is calculated using the principal tax rate of 20%.

Numerical reconciliation between the tax expenses and accounting profit is provided below:

| *In thousand Armenian drams* | *30/09/17* | *30/09/16* |
|---|---|---|
| **Profit before tax** | **3,023,674** | **1,459,106** |
| Income tax (benefit)/expense at the rate of 20% | **604,735** | **291,821** |
| Non-taxable income | 86,426 | 120,514 |
| Non-deductible expenses | (169,892) | (800,453) |
| Foreign exchange losses | 21,268 | 79,849 |
| Adjustment to previous year income tax | 0 | 0 |
| **Income tax expense** | **542,537** | **(308,269)** |

Deferred tax calculation in respect of temporary differences:

| *In thousand Armenian drams* | *As of December 31, 2016* | *Recognized in profit or loss* | *Recognized in other comprehensive income* | *As of September 30, 2017* |
|---|---|---|---|---|
| Repossesses assets | 39,209 | | | 39,209 |
| Other assets | 27,190 | (18,518) | | 8,672 |
| Other liabilities | 41,163 | - | | 41,163 |
| **Total deferred tax assets** | **107,562** | **(18,518)** | **-** | **89,044** |
| | | | | |
| Securities available for sale | (337,476) | – | (127,096) | (464,572) |
| Loans and advances to customers | (626,276) | (3,655) | | (629,931) |
| Property, plant and equipment | (255,144) | 23,303 | 12,010 | (219,830) |
| Liabilities to customers | (1,807) | | | (1,807) |
| **Total deferred tax liability** | **(1,220,703)** | **19,648** | **(115,086)** | **(1,316,140)** |
| **Net deferred tax liability** | **(1,113,141)** | **1,130** | **(115,086)** | **(1,227,095)** |

14. Income tax expense (continued)

| *In thousand Armenian drams* | *As of December 31, 2015* | *Recognized in profit or loss* | *Recognized in other comprehensive income* | *As of December 31, 2016* |
|---|---|---|---|---|
| Repossesses assets | 19,096 | 20113 | 0 | 39,209 |
| Other assets | 6,254 | 20,936 | 0 | 27,190 |
| Other liabilities | 35,556 | 5,607 | 0 | 41,163 |
| **Total deferred tax assets** | **60,906** | **46,656** | **0** | **107,562** |
| | | | | |
| Securities available for sale | (80,482) | – | (256,994) | (337,476) |
| Loans and advances to customers | (504,846) | (121,430) | - | (626,276) |

| *In thousand Armenian drams* | *As of December 31, 2015* | *Recognized in profit or loss* | *Recognized in other comprehensive income* | *As of December 31, 2016* |
|---|---|---|---|---|
| Property, plant and equipment | (719,730) | 507,340 | (42,754) | (255,144) |
| **Total deferred tax liability** | **(1,305,137)** | **384,182** | **(299,748)** | **(1,220,703)** |
| **Net deferred tax liability** | **(1,244,231)** | **430,838** | **(299,748)** | **(1,113,141)** |

## 15. Cash and cash equivalents

| *In thousand Armenian drams* | *30/09/2017* | *31/12/2016* |
|---|---|---|
| Cash on hand | 8,845,279 | 10,895,951 |
| Correspondent accounts with the CBA | 36,592,431 | 32,812,539 |
| Placements with other banks | 4,068,915 | 1,043,449 |
| **Total cash and cash equivalents** | **49,506,625** | **44,751,939** |

As of 30 September 2017 correspondent account with Central Bank of Armenia includes the obligatory minimum reserve deposits with the CBA, which is computed at 2% of certain obligations of the Group denominated in Armenian drams and 18% of certain obligations of the Group, denominated in foreign currency and amounts to AMD 21,821,239 thousand (2016: AMD 20,038,884 thousand). There are no restrictions on the withdrawal of funds from the CBA, however, if minimum average requirement is not met, the Group could be subject to penalties. Mandatory reserve deposits are non-interest bearing.

As of 30 September 2017 placements with other banks in the amount of AMD 3,435,294 thousand (90.4%) were due from three banks (2016: AMD 926,842 thousand (88.8%) were due from three banks).

## 16. Trading securities

| *In thousand Armenian drams* | *30/09/2017* | *31/12/2016* |
|---|---|---|
| Debt securities issued by the RA government | 322,977 | 139,594 |
| RA corporate bonds | - | 45,239 |
| **Total trading securities** | **322,977** | **184,833** |

16. Trading securities (continued)

Nominal interest rates and maturities of these securities are as follows:

| | *30/09/2017* | | *31/12/2016* | |
|---|---|---|---|---|
| | % | Maturity | % | Maturity |
| Debt securities issued by the RA government | 10.00-13.00 | 2020-2036 | 10.0-12.0 | 2018-2023 |
| RA corporate bonds | | | 15 | 2018 |

As at 30 September 2017 there were no Trading securities pledged to third parties in sale and repurchase agreements (2016: 0 AMD).These securities are reclassified as securities pledged under repurchase agreements in the consolidated statement of financial positions (Note 20).

## 17. Amounts due from banks

| In thousand Armenian drams | *30/09/2017* | *31/12/2016* |
|---|---|---|
| Deposited funds with CBA | 220,000 | 720,000 |
| Loans and deposits to banks | 725,478 | 4,006 |
| Receivables from payment and settlement operations | 742,825 | 1,039,310 |
| Other | 550,792 | 557,566 |
| **Total amounts due from banks** | **2,239,095** | **2,320,882** |

## 18. Loans and advances to customers

| In thousand Armenian drams | *30/09/2017* | *31/12/2016* |
|---|---|---|
| Loans to customers | 121,275,404 | 106,201,760 |
| Overdrafts | 22,159,876 | 15,672,505 |
| Repo agreements | 5,611,654 | 1,373,788 |
| Factoring | 47,726 | 33,629 |
| Letter of credit | 1,331 | 1,131 |
| Financial lease receivables | 312,050 | 296,207 |
| **Less allowance for loan impairment** | (4,980,602) | (4,554,196) |
| **Total loans and advances to customers** | **144,427,439** | **119,024,824** |

As of 30 September 2017 the Bank had a concentration of loans totalling to AMD 43,652,401 thousand due from the ten largest groups of borrowers (29.22% of gross loan portfolio) (2016: AMD 49,226,623 thousand or 40% of gross loan portfolio). An allowance for impairment in the amount of AMD 1,193,414 thousand (2016: AMD 1,184,887 thousand) was created against these loans.

Loans and advances to customers by industries of economy may be specified as follows:

| *In thousand Armenian drams* | *30/09/2017* | 31/12/2016 |
|---|---|---|
| Consumer loans to individuals | 39,625,545 | 31,428,298 |
| Mortgage | 26,080,437 | 20,706,198 |
| Trading | 21,401,691 | 16,181,097 |
| Energy | 5,936,338 | 4,961,672 |
| Other | 22,984,528 | 9,856,170 |
| Construction | 3,176,413 | 5,148,382 |
| Transport and communication | 14,189,552 | 18,626,511 |
| Agriculture (including loans to individuals) | 5,178,783 | 4,621,160 |
| Manufacturing | 5,481,459 | 3,815,017 |
| Services | 5,353,294 | 8,234,515 |
| | **149,408,040** | **123,579,020** |
| **Less allowance for loan impairment** | (4,980,602) | (4,554,196) |
| **Total loans and advances to customers** | **144,427,439** | **119,024,824** |

## 18. Loans and advances to customers (continued)

Reconciliation of allowance account for losses on loans and advances by classes is as follows:

*In thousand Armenian drams* *30/09/2017*

| | *Manufacturing* | *Energy* | *Agriculture (including loans to individuals)* | *Construction* | *Trading* | *Transport and communi-cations* | *Services* | *Consumer loans to individuals* | *Mortgage* | *Other* | *Total* |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **At 1 January 2017** | 547,956 | 44,656 | 734,327 | 708,490 | 417,923 | 220,099 | 121,723 | 676,991 | 1,045,123 | 36,908 | 4,554,196 |
| Charge/(reversal) for the period | 18,217 | 8,772 | 95,349 | 26,221 | 185,658 | 22,706 | 24,359 | 253,366 | 210,255 | 62,085 | 906,988 |
| Amounts written off | (6,029) | | (25,343) | (34,483) | (100,632) | | (122,612) | (929,996) | (359,901) | (18,014) | (1,597,010) |
| Recoveries | 9,224 | | 16,972 | 25,266 | 4,201 | 8,581 | 73,950 | 573,431 | 351,081 | 53,721 | 1,116,427 |
| **At 30 Sept 2017** | **569,368** | **53,427** | **821,306** | **725,494** | **507,150** | **251,386** | **97,419** | **573,792** | **1,246,559** | **134,700** | **4,980,602** |
| Individual impairment | 523,864 | - | 789,091 | 707,263 | 363,867 | 239,072 | 50,227 | 36,412 | 879,811 | 11,603 | 3,601,210 |
| Collective impairment | 45,504 | 53,427 | 32,214 | 18,231 | 143,283 | 12,314 | 47,193 | 537,380 | 366,748 | 123,097 | 1,379,392 |
| | 569,368 | 53,427 | 821,306 | 725,494 | 507,150 | 251,386 | 97,419 | 573,792 | 1,246,559 | 134,700 | 4,980,602 |
| Gross amount of loans individually determined to be impaired, before deducting any individually assessed impairment allowance | **596,110** | **-** | **1,025,106** | **1,151,096** | **1,230,273** | **475,774** | **186,778** | **326,524** | **1,820,283** | **183,069** | **6,995,013** |

*In thousand Armenian drams* *2016*

| | *Manufacturing* | *Energy* | *Agriculture (including loans to individuals)* | *Construction* | *Trading* | *Transport and communi-cations* | *Services* | *Consumer loans to individuals* | *Mortgage* | *Other* | *Total* |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **At 1 January 2016** | 489,597 | 32,692 | 713,091 | 510,612 | 456,156 | 152,657 | 42,174 | 832,722 | 744,254 | 51,376 | 4,025,331 |
| Charge/(reversal) for the year | 79,579 | 11,964 | 167,874 | 191,342 | 267,843 | 82,619 | 85,726 | 349,968 | 298,116 | (27,132) | 1,507,899 |
| Amounts written off | (33,167) | − | (350,586) | (67,546) | (379,075) | (16,496) | (6,741) | (1,189,372) | (433,277) | (208,875) | (2,685,135) |
| Recoveries | 11,947 | − | 203,948 | 74,082 | 72,999 | 1,319 | 564 | 683,673 | 436,030 | 221,539 | 1,706,101 |
| **At 31 December 2016** | 547,956 | 44,656 | 734,327 | 708,490 | 417,923 | 220,099 | 121,723 | 676,991 | 1,045,123 | 36,908 | 4,554,196 |
| Individual impairment | 516,800 | − | 706,641 | 673,202 | 316,818 | 215,896 | 50,184 | 22,812 | 758,802 | 1,269 | 3,262,424 |
| Collective impairment | 31,156 | 44,656 | 27,686 | 35,288 | 101,105 | 4,203 | 71,539 | 654,179 | 286,321 | 35,639 | 1,291,772 |
| | 547,956 | 44,656 | 734,327 | 708,490 | 417,923 | 220,099 | 121,723 | 676,991 | 1,045,123 | 36,908 | 4,554,196 |

| *In thousand Armenian drams* | | | | | | | | | | | *2016* |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | *Manufac turing* | *Energ y* | *Agriculture (including loans to individuals)* | *Construc tion* | *Trading* | *Transport and communi-cations* | *Services* | *Consumer loans to individuals* | *Mortgage* | *Other* | *Total* |
| **At 1 January 2016** | 489,597 | 32,692 | 713,091 | 510,612 | 456,156 | 152,657 | 42,174 | 832,722 | 744,254 | 51,376 | 4,025,331 |
| Gross amount of loans individually determined to be impaired, before deducting any individually assessed impairment allowance | 599,087 | – | 963,113 | 1,227,458 | 1,100,650 | 481,764 | 286,596 | 208,204 | 1,724,922 | 140,949 | 6,732,743 |

## 18. Loans and advances to customers (continued)

Loans and advances by customer profile may be specified as follows:

| *In thousand Armenian drams* | 30/09/2017 | 31/12/2016 |
|---|---|---|
| Individuals | 66,072,557 | 52,380,175 |
| Privately held companies | 76,021,052 | 66,469,244 |
| State owned enterprises | 1,009,307 | 701,676 |
| Sole proprietors | 6,303,219 | 4,025,289 |
| Non-commercial institutions | 1,906 | 2,636 |
| | **149,408,041** | **123,579,020** |
| **Less allowance for loan impairment** | (4,980,602) | (4,554,196) |
| **Total loans and advances to customers** | **144,427,439** | **119,024,824** |

Loans to individuals comprise the following products:

| *In thousand Armenian drams* | 30/09/2017 | 31/12/2016 |
|---|---|---|
| Mortgage loans | 26,080,437 | 20,706,198 |
| Credit card loans | 20,540,244 | 15,524,600 |
| Gold loans | 5,168,767 | 6,593,907 |
| Consumer loans | 13,598,617 | 8,969,962 |
| Car loans | 317,917 | 339,898 |
| Agriculture | 366,575 | 243,646 |
| Other | 0 | 1,963 |
| **Total loans and advances to individuals (gross)** | **66,072,557** | **52,380,174** |

The finance lease receivables represent:

| *In thousand Armenian drams* | 30/09/2017 | 31/12/2016 |
|---|---|---|
| **Gross investment in finance lease, receivable:** | | |
| Not later than 1 year | 11,644 | - |
| 1-5 years | 318,341 | 346,768 |
| | **329,985** | **346,768** |
| Unearned future finance income on finance lease | (17,934) | (50,561) |
| **Net investment in financial lease, before impairment allowance** | **312,051** | **296,207** |
| Impairment allowance | (226,144) | (181,184) |
| **Net investment in finance lease** | **85,907** | **115,023** |

| *In thousand Armenian drams* | **30/09/2017** | **31/12/2016** |
|---|---|---|
| **Gross investment in finance lease, receivable:** | | |

The estimated fair value of loans and advances to customers as of 30 September 2017 and 31 December 2016 are disclosed in Note 35.

Maturity analysis of loans and advances to customers are disclosed in Note 38.

Credit, currency, liquidity and interest rate analyses of loans and advances to customers are disclosed in Note 39. The information on related party balances is disclosed in Note 34.

## 19. Investment securities available for sale

| *In thousand Armenian drams* | **30/09/2017** | **31/12/2016** |
|---|---|---|
| Government bonds | 18,217,448 | 13,133,887 |
| Equity shares of OECD countries | 810,899 | 616,646 |
| RA corporate bonds | 124,005 | 0 |
| Investments in funds | 544,732 | 310,152 |
| Corporate bonds of OECD countries | 124,005 | 0 |
| RA corporate equity shares | 57,794 | 57,794 |
| **Total investment securities available for sale** | **22,419,329** | **14,929,205** |

All debt securities have fixed coupons.

RA corporate equity shares are recorded at cost since their fair value cannot be reliably estimated. There is no market for these investments and the Group intends to hold them for the long term.

The fair value of unquoted available-for-sale debt securities is measured using a valuation technique, which uses current market rates to discount future cash flows of the financial instruments.

Available for sale debt securities by effective interest rates and maturity date comprise:

| | **30/09/2017** | | **31/12/2016** | |
|---|---|---|---|---|
| *In thousand Armenian drams* | % | Maturity | % | Maturity |
| Government bonds | 4.76-18.35 | 2017-2047 | 4.76-18.35 | 2017-2036 |
| RA corporate bonds | 5.83-12.63 | 2017-2022 | 6.46-12.34 | 2017-2019 |

As at 30 September 2017 there were no investments available for sale included RA government bonds pledged under repurchase agreements with CB of RA, with the right to sell or re-pledge by the counterparty 4,077,185 AMD (2016: AMD 0). These securities are reclassified as securities pledged under repurchase agreements in the consolidated statement of financial positions (Note 20).

All the agreements have maturity within one months (Note 20).

## 20. Securities pledged under repurchase agreements

| *In thousand Armenian drams* | **30/09/2017** | **31/12/2016** |
|---|---|---|
| Trading securities (Note 16) | - | - |
| Investment securities (Note 19) | 4,077,185 | - |
| **Total** | **4,077,185** | **-** |

The pledged securities are those financial assets pledged under repurchase agreements with CB of RA, with the right to sell or re-pledge by the counterparty. All contracts have 1 month maturity.

These transactions are conducted under terms that are usual and customary to standard lending and securities borrowing and lending activities.

## 21. Property, plant and equipment

| *In thousand Armenian drams* | *Land and buildings* | *Equipment* | *Vehicles* | *Computers* | *Other fixed assets* | *Leasehold improve-ments* | *Total* |
|---|---|---|---|---|---|---|---|
| **Revalued amount or cost** | | | | | | | |
| **As of January 1, 2016** | **5,361,547** | **732,794** | **208,357** | **2,656,802** | **719,264** | **956,474** | **10,635,238** |
| Additions | 19,823 | 21,008 | 270 | 284,535 | 35,000 | 9,133 | **369,769** |
| Disposals | (56,143) | (544) | – | (4,646) | (12,861) | (170) | **(74,364)** |
| Effect of revaluation | (191,209) | 0 | 0 | 0 | 0 | 0 | **(191,209)** |
| Transfer between categories | 0 | 0 | 0 | 0 | 0 | 0 | **0** |
| **As of December 31, 2016** | **5,134,018** | **753,258** | **208,627** | **2,936,691** | **741,403** | **965,437** | **10,739,434** |
| Additions | 103 | 17,285 | 4,280 | 115,938 | 54,073 | 57,672 | **249,351** |
| Disposals | - | (30,282) | (4,000) | (19,538) | (31,596) | - | **(85,416)** |
| Adjustments | (156,025) | - | - | 3,577 | 10,737 | 78,143 | **(63,569)** |
| Effect of revaluation | (61,078) | - | - | - | - | - | **(61,078)** |
| Transfer between categories | - | (92) | - | 92 | 28,836 | (28,836) | **-** |
| **As of September 30, 2017** | **4,917,018** | **740,169** | **208,907** | **3,036,760** | **803,452** | **1,072,416** | **10,778,723** |
| **Accumulated depreciation** | | | | | | | |
| **As of January 1, 2016** | **128,895** | **495,274** | **145,820** | **1,851,926** | **483,906** | **326,671** | **3,432,492** |
| Depreciation charge | 186,575 | 67,079 | 23,779 | 273,744 | 63,161 | 125,024 | **739,362** |
| Disposals | – | (151) | – | (3,746) | (6,336) | – | **(10,233)** |
| Effect of revaluation | (397,240) | 0 | 0 | 0 | 0 | 0 | **(397,240)** |
| Transfer between categories | 0 | 0 | 0 | 0 | 0 | 0 | **0** |
| **As of December 31, 2016** | **–** | **634,109** | **193,354** | **2,370,101** | **601,374** | **555,729** | **4,354,667** |
| Depreciation charge | 148,810 | 45,237 | 12,126 | 217,904 | 50,532 | 87,808 | **562,417** |
| Adjustments | (3,027) | - | - | 1,947 | 5,078 | 21,830 | **25,829** |
| Disposals | - | (30,282) | (222) | (19,538) | (31,592) | - | **(81,634)** |
| Effect of revaluation | (1,190) | 0 | 0 | 0 | 0 | 0 | **(1,190)** |
| Transfer between categories | - | (89) | - | 89 | 7,772 | (7,772) | **0** |
| **As of September 30, 2017** | **144,593** | **648,975** | **205,258** | **2,570,504** | **633,164** | **657,596** | **4,860,091** |
| **Carrying value** | | | | | | | |
| **As of January 1, 2016** | **5,150,882** | **165,613** | **38,782** | **556,699** | **174,715** | **525,769** | **6,612,460** |
| **As of December 31, 2016** | **5,134,018** | **119,149** | **15,273** | **566,590** | **140,029** | **409,708** | **6,384,767** |
| **As of September 30, 2017** | **4,772,425** | **91,195** | **3,649** | **466,256** | **170,288** | **414,819** | **5,918,633** |

### Revaluation of assets

The buildings and land owned by the Group were revalued by an independent appraiser in 2016. Management has based its estimate of the fair value of the buildings and land on the results of the independent appraisal.

The net book value of buildings that would have been recognized under the historic cost method is AMD 746,910 thousand as of 30 September 2017 (2016: AMD 931,932 thousand).

**Fully depreciated items**

As of 30 September 2017 property, plant and equipment included fully depreciated assets in amount of AMD 2,655,936 thousand (2016: 2,200,044 thousand).

***Property, plant and equipment in the phase of installation***

As of 30 September 2017 property, plant and equipment included assets in the phase of installation in amount of AMD 104,323 thousand (2016: AMD 139,395 thousand).

*Restrictions on title of property, plant and equipment*

As of 30 September 2017 and 31 December 2016, the Group does not possess any property, plant and equipment pledged as security for liabilities or whose title is otherwise restricted.

## 22. Intangible assets

| *In thousand Armenian drams* | *Licenses* | *Computer software* | *Other* | *Total* |
|---|---|---|---|---|
| **Initial value** | | | | |
| **As of January 1, 2016** | **669,272** | **60,366** | **67,315** | **796,953** |
| Additions | 16,014 | 1,200 | 11,919 | **29,133** |
| **As of December 31, 2016** | **685,286** | **61,566** | **79,234** | **826,086** |
| **Additions** | 29,606 | 8,750 | 72,576 | 110,932 |
| **As of September 30, 2017** | **714,891** | **70,316** | **151,810** | **937,017** |
| **Accumulated amortisation** | | | | |
| **As of January 1, 2016** | **539,380** | **37,469** | **33,096** | **609,945** |
| Amortisation charge | 62,230 | 4,001 | 10,108 | **76,339** |
| **As of December 31, 2016** | **601,610** | **41,470** | **43,204** | **686,284** |
| Amortisation charge | 21,014 | 2,190 | 5,686 | 28,889 |
| **As of September 30, 2017** | **622,624** | **43,660** | **48,890** | **715,173** |
| **Balance value** | | | | |
| **As of January 1, 2016** | **129,892** | **22,897** | **34,219** | **187,008** |
| **As of December 31, 2016** | **83,676** | **20,096** | **36,030** | **139,802** |
| **As of September 30, 2017** | **92,267** | **26,657** | **102,920** | **221,844** |

***Fully amortized items***

As of 30 September 2017, intangible assets included fully amortized assets in amount of AMD 452,483 thousand (2016: AMD 441,977 thousand).

As of 30 September 2017 and 31 December 2016, the Group does not possess any intangible assets pledged as security for liabilities or whose title is otherwise restricted.

### 22.1 Repossessed assets

Details of assets obtained by the Group by taking possession of collateral held as security against loans and advances as of December 31 are shown below:

| *In thousand Armenian drams* | **30/09/2017** | **31/12/2016** |
|---|---|---|
| Property | 2,222,848 | 2,353,995 |

| | | |
|---|---|---|
| Vehicles | 13,000 | 17,000 |
| Other | 14,654 | 14,654 |
| **Total** | **2,250,502** | **2,385,649** |

The Group's policy is to pursue timely realisation of the collateral in an orderly manner. The Group generally does not use the non-cash collateral for its own operations. The assets are measured at the lower of their carrying amount and fair value less costs to sell.

## 23. Other assets

| *In thousand Armenian drams* | **30/09/2017** | **31/12/2016** |
|---|---|---|
| Receivables | 295,893 | 325,777 |
| Receivables on cash transfers | 104,003 | 14,116 |
| **Total other financial assets** | ***399,896*** | ***339,893*** |
| Less allowance for impairment of financial assets | (44,197) | (59,174) |
| **Total net other financial assets** | ***355,699*** | ***280,719*** |
| Precious metals | 916,012 | 205,035 |
| Materials | 197,515 | 223,816 |
| Prepayments to suppliers | 365,699 | 88,803 |
| Unamortized insurance premium | 64,567 | 29,479 |
| Other prepaid taxes | 141,062 | 40,006 |
| Settlements with employees | 3,096 | 1,645 |
| Other | 1,865 | 1,865 |
| **Total non-financial assets** | *1,689,816* | *590,649* |
| **Total other assets** | **2,045,515** | **871,369** |

Reconciliation of allowance account for losses on other assets is as follows:

| *In thousand Armenian drams* | ***Total*** |
|---|---|
| **As of January 1, 2016** | **45,203** |
| Charge for the period | 16,985 |
| Amounts written off | (22,053) |
| **As of September 30, 2016** | **40,135** |
| **As of January 1, 2017** | **59,174** |
| Charge for the period | 63,643 |
| Amounts written off | (78,620) |
| **As of September 30, 2017** | **44,197** |

## 24. Amounts due to banks

| *In thousand Armenian drams* | **30/09/2017** | **31/12/2016** |
|---|---|---|
| Repurchase agreements with CBA | - | - |
| Loans from banks | 3,987,609 | - |
| Correspondent accounts of other banks | 135,752 | 224,626 |
| Loans from Banks | 8,258,339 | - |
| Other amounts | 66,609 | 53,438 |
| **Total amounts due to banks** | **12,448,309** | **278,064** |

The group has no received loans from banks as of 30 September 2017 (2016: 0 AMD).
The bank has repurchase agreement liabilities to only one bank as of 30 September 2017 (2016: 0 AMD)

As of 30 September2017 85.46 % of correspondent accounts of other banks are concentrated within 2 counterparties (2016: 57.6%).

## 25. Derivative financial liabilities

| | 30/09/2017 | | | 31/12/2016 | | |
|---|---|---|---|---|---|---|
| *In thousand Armenian drams* | *Notional amount* | *Fair value of assets* | *Fair value of liabilities* | *Notional amount* | *Fair value of assets* | *Fair value of liabilities* |
| **Derivatives held for trading** | | | | | | |
| Swaps – foreign currency | 5,431,636 | – | 45,271 | 3,396,500 | – | 31,591 |
| **Total derivative financial instruments** | **5,431,636** | **–** | **45,271** | **3,396,500** | **–** | **31,591** |

## 26. Amounts due to customers

| *In thousand Armenian drams* | 30/09/2017 | 31/12/2016 |
|---|---|---|
| **Corporate customers** | **90,173,704** | **68,643,805** |
| Current/Settlement accounts | 52,963,819 | 33,450,564 |
| Time deposits | 37,209,885 | 35,193,241 |
| **Retail customers** | **72,701,489** | **71,036,412** |
| Current/Settlement accounts | 22,752,524 | 21,002,322 |
| Time deposits | 49,948,965 | 50,034,090 |
| **Total amounts due to customers** | **162,875,193** | **139,680,217** |

Customer deposits carry fixed rates.

As of 30 September 2017 included in amounts due to customers are deposits amounting to AMD 27,348,940 thousand (2016: AMD 31,826,259 thousand) held as security against loans, letters of credit issued, guarantees issued and other transaction related to contingent liabilities. The fair value of those deposits approximates their carrying amount.

As of 30 September 2017 the aggregate balance of top ten customers of the Group amounts to AMD 73,058,213 thousand (2016: AMD 65,612,790 thousand) or 44.86% of total customer accounts (2016: 46.9%).

## 27. Bonds issued by the Bank

| *In thousand Armenian drams* | 30/09/2017 | 31/12/2016 |
|---|---|---|
| Bonds isued by the Bank | 3,954,522 | 0 |
| **Total issued bonds** | **3,954,522** | **0** |

During the second quarter of 2017 the Bank issued USD denominated bonds with nominal amount of USD 6,000,000 in Armenia with maturity in 2019. During the third quarter of 2017 the Bank allocated 100,000 AMD bonds with nominal amount of AMD 1,000,000,000 in Armenia with maturity in 2019.
As at 30 September 2017 carrying value of the bonds is AMD 3,954,522 thousand.
Bonds issued by the Bank are listed in Nasdaq OMX Armenia stock exchange.

## 28. Other borrowed funds

| *In thousand Armenian drams* | 30/09/2017 | 31/12/2016 |
|---|---|---|
| Loans from CBA | 4,846,246 | 3,977,980 |
| Loans from other financial institution | 5,090,069 | 3,762,757 |
| Loans from international financial institution | 905,297 | 1,331,482 |
| Loans from Government of the RA | 5,081 | 23,989 |
| **Total other borrowed funds** | **10,846,693** | **9,096,208** |

As of 30 September 2017 Loan from CBA represent loans received from the German-Armenian fund within the scope of retroactive financing for extending credits to the Small and Medium business, consumer and other purposes.

Loans from international financial organizations include loans from European Bank for Reconstruction and Development.

Loans from other financial organizations include loans from First Mortgage Company and Home for Youth.

## 29. Other liabilites

| *In thousand Armenian drams* | 30/09/2017 | 31/12/2016 |
|---|---|---|
| Accounts payables | 318,612 | 205,996 |
| Due to personnel | 410,074 | 193,719 |
| **Total other financial liabilities** | ***728,686*** | ***399,715*** |
| Tax payable, other than income tax | 292,322 | 404,649 |
| Grants related to assets | | 28,432 |
| Other | 26,614 | 8,688 |
| **Total other non-financial liabilities** | ***324,963*** | ***441,769*** |
| **Total other liabilities** | **1,053,649** | **841,484** |

*In thousand Armenian drams*

| | 30/09/2017 | 31/12/2016 |
|---|---|---|
| At January 1, 2017 | 28,432 | 30,854 |
| Recognition of income (Note 10) | (1,818) | (1,818) |
| **As of September 30, 2017** | **26,614** | **29,036** |

## 30. Subordinated debts

| *In thousand Armenian drams* | 30/09/2017 | 31/12/2016 |
|---|---|---|

| | | |
|---|---|---|
| Subordinated debt provided by related party | 5,885,317 | 7,598,818 |
| | **5,885,317** | **7,598,818** |

Subordinate debt represents a long term borrowing agreements, which, in case of the Group's default, would be subordinated to the Group's other obligations, including deposits and other debt instruments.

Subordinated debt from related party is issued in USD, with average effective interest rate of 7.12% per annum and with contractual maturity from January 2023 (2016: 6.87%% and with contractual maturity from January 2017 to February 2023) (See note 34).

## 31. Equity

As of 30 September 2017 the Bank's registered and paid-in share capital was AMD 16,416,633 thousand (2016: AMD 7,002,033 thousand).

In accordance with the Bank's statues, the share capital consists of 54,722 ordinary shares, all of which have a par value of AMD 300,000 each and of 333 privileged shares, all of which have a par value of AMD 100 each.

The respective shareholdings as of 30 September 2017 and 31 December 2016 may be specified as follows:

| | | *30/09/2017* | | *31/12/2016* |
|---|---|---|---|---|
| *In thousand Armenian drams* | ***Paid-in share capital*** | ***% of total paid-in capital*** | ***Paid-in share capital*** | ***% of total paid-in capital*** |
| Advanced Global Investments LLC | 13,287,900 | 80.94 | 13,287,900 | 80.94 |
| Advanced Global Investments LLC (preference shares) | 33 | – | 33 | – |
| Haypost Trust Managment CJSC | 2,307,900 | 14.06 | 2,307,900 | 14.06 |
| Saint Apostolic Church of Armenia | 820,800 | 5 | 820,800 | 5 |
| | **16,416,633** | **100** | **16,416,633** | **100** |

The holders of ordinary shares are entitled to receive dividends as declared and are entitled to one vote per share at annual and general meetings of the Bank.

The preference shareholders are entitled to receive annual dividends amounting 20% of the nominal value of the shares they own if decision on dividend payment is made by authorized body.

According to decision of Meeting of Shareholders dated on 19 June 2017 dividends declared by the Bank amounted to AMD 564,460 thousand (2016 declared and paid AMD 702,040 thousand) for ordinary shares and 6.6 thousand (2016 AMD 6.6 thousand) to preferred shareholders. As of the date the dividends were declared dividends per ordinary share amounted to AMD 10,315 (2016 AMD 12,829), and dividends per preference share amounted to AMD 19.8 (2016 AMD 19.8).
As of 30 September was paid AMD 349,975thousand dividends.

The share capital of the Bank was contributed by the shareholders in Armenian Drams and they are entitled to dividends and any capital distribution in Armenian Drams.

Distributable among shareholders reserves equal the amount of retained earnings, determined according to the Armenian legislation. Non-distributable reserves are represented by a reserve fund. The reserve has been created in accordance with the Bank's statutes that provide for the creation of a reserve for these purposes of not less than 20% of the Bank's share capital reported in statutory books.

## 32. Contingent liabilities and commitments

*Tax and legal matters*

The taxation system in Armenia is relatively new and is characterised by frequent changes in legislation, official pronouncements and court decisions, which are sometimes unclear, contradictory and subject to varying interpretation. Taxes are subject to review and investigation by tax authorities, which have the authority to impose fines and penalties. In the event of a breach of tax legislation, no liabilities for additional taxes, fines or penalties may be imposed by tax authorities once three years have elapsed from the date of the breach.

These circumstances may create tax risks in Armenia that are more significant than in other countries. Management believes that it has provided adequately for tax liabilities based on its interpretations of applicable Armenian tax legislation, official pronouncements and court decisions. However, the interpretations of the relevant authorities could differ and the effect on these consolidated financial statements, if the authorities were successful in enforcing their interpretations, could be significant. Management believes that the Group has complied with all regulations and has completely settled all its tax liabilities.

Management also believes that the ultimate liability, if any, arising from legal actions and complaints taken against the Group, will not have a material adverse impact on the financial condition or results of future operations of the Group.

*Loan commitment, guarantee and other financial facilities*

In the normal course of business, the Group is a party to financial instruments with off-balance sheet risk in order to meet the needs of its customers. These instruments, involving varying degrees of credit risk, are not reflected in the consolidated statement of financial position.

As of 30 September 2017 the nominal or contract amounts were:

| *In thousand Armenian drams* | **30/09/2017** | **31/12/2016** |
|---|---|---|
| Undrawn loan commitments | 9,462,075 | 6,051,046 |
| Letters of credit | 366,808 | 1,787,858 |
| Guarantees | 2,661,411 | 3,516,421 |
| Reserves against credit related commitments | – | – |
| **Total commitments and contingent liabilities** | **12,490,294** | **11,355,325** |

The maximum exposure to credit risk of loan commitments, guarantee and other financial facilities is best represented by the total amount of these commitments and contingent liabilities.

*Operating lease commitments – Group as a lessee*

In the normal course of business the Group enters into other lease agreements for buildings and premises.
The future aggregate minimum lease payments under non-cancellable operating leases are as follows:

| *In thousand Armenian drams* | **30/09/2017** | **31/12/2016** |
|---|---|---|
| Not later than 1 year | 549,036 | 461,494 |
| 1 - 5 years | 1,218,061 | 1,320,226 |
| Later than 5 years | 889,274 | 566,280 |
| **Total operating lease commitments** | **2,656,372** | **2,348,000** |

*Insurance*

The insurance industry in Armenia is at developing stage and many forms of insurance protection common in other parts of the world are not yet generally available. However, as at 30 September 2017 the Group possesses insurance for its transportation (also compulsory motor third party liability insurance) and buildings, properties, ATMs, banking risks, electronic or computer crimes and for professional responsibility. Until the Group obtains adequate insurance coverage, there is a risk that the loss or destruction of certain assets could have a material adverse effect on the Group's operations and financial position.

## 33. Transactions with Related parties

In accordance with IAS 24 Related Party Disclosures, parties are considered to be related if one party has ability to control the other party or exercise significant influence over the other party in making financial or operational decisions. For the purpose of these consolidated financial statements, related parties include shareholders, members of Group's Management as well as other persons and enterprises related with and controlled by them respectively.
The ultimate controlling party of the Group is Argentinean businessman E. Eurnekian.

| In thousand Armenian Drams | 30/09/2017 Parent Company | 30/09/2017 Shareholders and parties related with them | 30/09/2017 Key management personnel and parties related with them | 31/12/2016 Parent Company | 31/12/2016 Shareholders and parties related with them | 31/12/2016 Key management personnel and parties related with them |
|---|---|---|---|---|---|---|
| ***Consolidated Statement of financial position*** | | | | | | |
| ***Loans and advances to customers*** | | | | | | |
| Loans outstanding at January 1, gross | 4,811 | 28,951,581 | 177,661 | 12,874 | 4,150,912 | 244,030 |
| Loans issued during the period | 57,808 | 15,328,906 | 749,074 | 98,578 | 55,366,239 | 544,808 |
| Loan repayments during the period | (52,579) | (20,382,862) | (597,831) | (106,641) | (30,565,570) | (611,177) |
| **Loans outstanding at the end of period, gross** | **10,040** | **23,897,625** | **328,904** | **4,811** | **28,951,581** | **177,661** |
| Less: allowance for loan impairment | (100) | (238,976) | (3,289) | (48) | (289,516) | (1,777) |
| **Loans outstanding at the end of period** | **9,940** | **23,658,649** | **325,615** | **4,763** | **28,662,065** | **175,884** |
| ***Amounts due to customers*** | | | | | | |
| Deposits at January 1 | 348,105 | 38,802,129 | 167,545 | 114,430 | 28,014,157 | 100,227 |
| Deposits received during the period | 566,169 | 461,816,332 | 3,365,520 | 14,857,283 | 675,611,740 | 3,300,673 |
| Deposits repaid during the period | (650,856) | (459,801,692) | (3,115,776) | (14,623,608) | (664,823,768) | (3,233,355) |
| **Deposits at the end of period** | **263,418** | **40,816,769** | **417,289** | **348,105** | **38,802,129** | **167,545** |
| ***Amounts due to customers - Subordinated debt*** | | | | | | |
| Subordinated debt at January 1 | – | 7,598,818 | | – | 7,430,709 | – |
| Subordinated debt received during the period | | | | – | 338,758 | – |
| Subordinated debt repaid during the period | – | (1,779,551) | – | – | | – |
| Net result from FX revaluation | – | (66,050) | | – | (170,649) | – |
| **Subordinated debt at the end of period** | – | **5,885,317** | | – | **7,598,818** | – |
| ***Consolidated statement of comprehensive income*** | | | | | | |
| Interest income | **0** | **1,709,129** | **7,816** | **0** | **1,198,588** | **15,493** |
| Fee and commission income | **534** | **18,258** | **481** | **431** | **19,576** | **784** |
| Other income | **787** | **53,372** | **658** | **2,190** | **105,412** | **1,362** |
| Interest expense | **(2,686)** | **(1,156,178)** | **(12,526)** | **(18,641)** | **(1,417,551)** | **(9,382)** |
| Impairment charge | **(52)** | **50,540** | **(1,512)** | **81** | **(248,007)** | **663** |
| Other operating expenses | **0** | **(34,756)** | **(21,489)** | **(8,660)** | **(51,908)** | **(29,465)** |

A number of banking transactions are entered into with related parties. These include loans, deposits and other transactions. The volumes of related party transactions, outstanding balances at the year end, and related expense and income for the year are as follows:

The volumes of related party transactions, outstanding balances at the year end, and related expense and income for the year are as follows:

The loans issued to directors and other key management personnel (and close family members) have maturity from 1 year to 20 years (2016: from 1 year to 20 years) and have interest rates of 5-24% (2016: 5-24%). The loans advanced to the directors are collateralised by gold, real estate, cash and other assets.

## 33. Transactions with related parties (continued)

Compensation of key management personnel was comprised of the following:

| *In thousand Armenian drams* | **30/09/2017** | **31/12/2016** |
|---|---|---|
| Salaries and other short-term benefits | 356,337 | 405,774 |
| **Total key management compensation** | **356,337** | **405,774** |

## 34. Fair value measurment

The Group's management determines the policies and procedures for both recurring fair value measurement, such as unquoted trading and available-for-sale securities, unquoted derivatives and for non-recurring measurement, such as assets held for sale.

External valuers are involved for valuation of significant assets, such as properties and repossessed assets. Involvement of external valuers is decided upon annually by the Board.

At each reporting date, the Management analyses the movements in the values of assets and liabilities which are required to be re-measured or re-assessed as per the Group's accounting policies. For this analysis, the major inputs applied in the latest valuation are verified by agreeing the information in the valuation computation to contracts and other relevant documents. The Management, in conjunction with the Group's external valuers, also compares each the changes in the fair value of each asset and liability with relevant external sources to determine whether the change is reasonable.

Financial and non-financial assets and liabilities measured at fair value in the consolidated statement of financial position are presented below. This hierarchy groups financial and non-financial assets and liabilities into three levels based on the significance of inputs used in measuring the fair value of the financial assets and liabilities. The fair value hierarchy has the following levels:

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

## 34. Fair value measurement (continued)

### Financial instruments that are not measured at fair value

The table below presents the fair value of financial assets and liabilities not measured at their fair value in the consolidated statement of financial position and analyses them by the level in the fair value hierarchy into which each fair value measurement is categorised.

As of 30 September 2017

| *In thousand Armenian drams* | *Level 1* | *Level 3* | *Total fair values* | *Total carrying amount* |
|---|---|---|---|---|
| **Financial assets** | | | | |
| Loans and advances to customers | – | 132,427,717 | **132,427,717** | **144,427,439** |
| Cash and cash equivalents | 49,506,625 | – | **49,506,625** | **49,506,625** |

| *In thousand Armenian drams* | *Level 1* | *Level 3* | *Total fair values* | *Total carrying amount* |
|---|---|---|---|---|
| Amounts due from banks | – | 2,239,095 | **2,239,095** | **2,239,095** |
| Other financial assets | – | 355,699 | **355,699** | **355,699** |
| **Financial liabilities** | | | | |
| Amounts due to customers | – | 162,875,193 | **162,875,193** | **162,875,193** |
| Other borrowed funds | – | 10,846,693 | **10,846,693** | **10,846,693** |
| Amounts due to banks | – | 12,448,309 | **12,448,309** | **12,448,309** |
| Subordinated debt | – | 5,885,317 | **5,885,317** | **5,885,317** |
| Other financial liabilities | – | 728,686 | **728,686** | **728,686** |

As of 31 December 2016

| *In thousand Armenian drams* | *Level 1* | *Level 3* | *Total fair values* | *Total carrying amount* |
|---|---|---|---|---|
| **Financial assets** | | | | |
| Loans and advances to customers | – | 110,355,038 | **110,355,038** | **119,024,824** |
| Cash and cash equivalents | 44,751,939 | – | **44,751,939** | **44,751,939** |
| Amounts due from banks | – | 2,320,882 | **2,320,882** | **2,320,882** |
| Other financial assets | – | 280,720 | **280,720** | **280,720** |
| **Financial liabilities** | | | | |
| Amounts due to customers | – | 139,680,217 | **139,680,217** | **139,680,217** |
| Other borrowed funds | – | 9,096,208 | **9,096,208** | **9,096,208** |
| Amounts due to banks | – | 7,598,818 | **7,598,818** | **7,598,818** |
| Subordinated debt | – | 399,715 | **399,715** | **399,715** |
| Other financial liabilities | – | 278,064 | **278,064** | **278,064** |

## 34. Fair value measurement (continued)

### Financial instruments that are not measured at fair value

*Amounts due from and to banks*

For assets and liabilities maturing within one month, the carrying amount approximates fair value due to the relatively short-term maturity of these financial instruments. For the assets and liabilities maturing in over one month, the fair value was estimated as the present value of estimated future cash flows discounted at the appropriate year-end market rates, which are mainly the same as current interest rates.

*Loans and advances to customers*

The fair value of floating rate instruments is normally their carrying amount. The estimated fair value of fixed interest rate instruments is based on estimated future cash flows expected to be received discounted at current interest rates for new instruments with similar credit risk and remaining maturity. Discount rates used depend on credit risk of the counterparty and ranged from 5 % to 24% per annum (2015: 5% to 24% per annum).

The fair value of the impaired loans is calculated based on expected cash flows from the sale of collateral. The value of collateral is based on appraisals performed by independent, professionally-qualified property valuers.

*Amounts due to customers*

The fair value of deposits from customers is estimated using discounted cash flow techniques, applying the rates that are offered for deposits of similar maturities and terms. The fair value of deposits payable on demand is the amount payable at the reporting date.

| | *As of September 30, 2017* | | |
|---|---|---|---|
| *In thousand Armenian drams* | *Level 1* | *Level 2* | *Total* |
| **Financial assets** | | | |
| Securities pledged under repurchase agreements | | 4,077,185 | **4,077,185** |
| Investments available for sale | 805,566 | 21,555,969 | **22,361,535** |
| Trading securities | | 322,977 | **322,977** |
| **Total** | **805,566** | **25,956,131** | **26,761,697** |
| **Financial liabilities** | | | |
| Derivative financial liabilities | | 45,271 | **45,271** |
| Bonds issued by the Bank | | 3,954,522 | **3,954,522** |
| **Total** | **0** | **3,999,793** | **3,999,793** |
| **Net Fair Value** | **805,566** | **21,956,338** | **22,761,904** |

**34. Fair value measurement (continued)**
**Financial instruments that are measured at fair value (continued)**

| | *As of December 31, 2016* | | |
|---|---|---|---|
| *In thousand Armenian drams* | *Level 1* | *Level 2* | *Total* |
| **Financial assets** | | | |
| Securities pledged under repurchase agreements | 0 | 0 | 0 |
| Investments available for sale | 604,112 | 14,267,299 | 14,871,411 |
| Trading securities | 0 | 184,833 | 184,833 |
| **Total** | **604,112** | **14,452,132** | **15,056,244** |
| **Financial liabilities** | | | |
| Derivative financial liabilities | 0 | 31,591 | **31,591** |
| **Total** | **0** | **31,591** | **31,591** |
| **Net Fair Value** | **604,112** | **14,420,541** | **15,024,653** |

The methods and valuation techniques used for the purpose of measuring fair value are unchanged compared to the previous reporting period.

*Unquoted RA equity securities*

The fair value of Bank's investment in unquoted RA equity securities cannot be reliably measured and is therefore excluded from this disclosure. Refer to note 19 for further information about this equity investment.

**Fair value measurement of non-financial assets and liabilities**

*In thousand Armenian* *As of September 30, 2017*

| drams | Level 3 | Total |
|---|---|---|
| **Non financial assets** | | |
| Land and Buildings | 4,772,427 | **4,772,427** |
| **Total** | 4,772,427 | **4,772,427** |

| In thousand Armenian drams | As of December 31, 2016 | |
|---|---|---|
| | Level 3 | Total |
| **Non financial assets** | | |
| Land and Buildings | 5,134,018 | 5,134,018 |
| **Total** | **5,134,018** | **5,134,018** |

**Fair value measurement of non-financial assets and liabilities (continued)**

*Fair value measurements in Level 3*

The Group's non financial assets and liabilities classified in Level 3 use valuation techniques based on significant inputs that are not based on observable market data. The financial assets and financial liabilities within this level can be reconciled from beginning to ending balance as follows:

| *In thousand Armenian drams* | *Land and buildings* | *Total* |
|---|---|---|
| **Non financial assets** | | |
| **Balance as at 1 January 2017** | **5,134,018** | **5,134,018** |
| Purchases | **103** | **103** |
| Gains/Loss recognised in other comprehensive income | (59,888) | (59,888) |
| Disposals | (152,996) | (152,996) |
| Transfer between PPE categories | 0 | 0 |
| Accumulated depreciation | **(148,810)** | **(148,810)** |
| **Net fair value at 30 September 2017** | **4,772,427** | **4,772,427** |

| *In thousand Armenian drams* | *Land and buildings* | *Total* |
|---|---|---|
| **Non financial assets** | | |
| **Balance as at 1 January 2016** | **5,150,882** | **5,150,882** |
| Purchases | 19,823 | 19,823 |
| Gains/Loss recognised in other comprehensive income | 206,031 | 206,031 |
| Disposals | (56,143) | (56,143) |
| Accumulated depreciation | (186,575) | (186,575) |
| **Net fair value at 31 December 2016** | **5,134,018** | **5,134,018** |

Fair value of the Group's main property assets is estimated based on appraisals performed by independent, professionally-qualified property appraisers. The significant inputs and assumptions are developed in close consultation with management. The valuation processes and fair value changes are reviewed at each reporting date.

The appraisal was carried out using a comparative and income methods that reflect observed prices for recent market transactions for similar properties and incorporates adjustments for factors specific to the land in question, including plot size, location, encumbrances and current use and other.

The land and buildings were revaluated in 2016. The buildings were previously revaluated in 2015.

The significant unobservable input is the adjustment for factors specific to the land in question. The extent and direction of this adjustment depends on the number and characteristics of the observable market transactions in similar properties that are used as the starting point for valuation. Although this input is a subjective judgement, management considers that the overall valuation would not be materially affected by reasonably possible alternative assumptions.

## 35. Transferred financial assets and assets held or pledged as collateral

The following table provides a summary of financial assets which have been transferred in such a way that part or all of the transferred financial assets do not qualify for derecognition:

| | | *30/09/2017* | | |
|---|---|---|---|---|
| | *Transferred financial asset* | *Trading securities* | *Investment securities available for sale* | *Total* |
| Carrying amount of assets | Repurchase agreements | 0 | 4,077,185 | **4,077,185** |
| **Total** | | **0** | 4,077,185 | **4,077,185** |
| Carrying amount of associated liabilities | Repurchase agreements | 0 | 3,987,609 | **3,987,609** |
| **Total** | | **0** | 3,987,609 | **3,987,609** |
| **Net position** | | **0** | 89,576 | **89,576** |

| | | *31/12/2016* | | |
|---|---|---|---|---|
| | *Transferred financial asset* | *Trading securities* | *Investment securities available for sale* | *Total* |
| Carrying amount of assets | Repurchase agreements | 0 | 0 | **0** |
| **Total** | | **0** | **0** | **0** |
| Carrying amount of associated liabilities | Repurchase agreements | 0 | 0 | **0** |
| **Total** | | **0** | **0** | **0** |
| **Net position** | | **0** | **0** | **0** |

*Repurchase agreements*

The securities sold under agreements to repurchase are transferred to a third party and the Group receives cash in exchange, or other financial assets. If the securities increase or decrease in value, the Group may, in certain circumstances, require, or be required, to pay additional cash collateral. The Group has determined that it retains substantially all the risks and rewards of these securities, which includes credit risk, market risk, country risk and operational risk, and therefore has not derecognized them. In addition, it recognized a financial liability for cash received.

Likewise, the Group may sell or repledge securities received as loans or purchased under reverse repurchase agreements but is obliged to return the securities. In this case, the counterparty retains substantially all the risks and rewards of ownership. Accordingly, the Group does not recognize such securities and records a separate asset for any possible collateral provided as cash.

As at 30 September 2017 the Group have securities sold under repurchase agreements amounted to 4,077,185 (at 31 December 2016 AMD 0).

## 36. Offsetting of financial instruments

The table below shows financial assets offset against financial liabilities in the statement of financial position, as well as the effect of enforceable master netting agreements and similar arrangements which do not result in an offset in the statement of financial position:

| *30/09/2017* | *Gross amount of recognized financial assets* | *Gross amount of recognized financial liabilities set off in the statement of financial position* | *Net amount of financial assets recognized in the consolidated statement of financial position* | *Related amounts not offset in the consolidated statement of financial position* | | *Net amount* |
|---|---|---|---|---|---|---|
| | | | | *Financial instruments* | *Cash collateral received* | |
| **Financial liabilities** | | | | | | |
| Repurchase agreements | 3,987,609 | – | 3,987,609 | **(3,987,609)** | – | – |
| **Total** | 3,987,609 | – | 3,987,609 | **(3,987,609)** | – | – |

| *31/12/2016* | *Gross amount of recognized financial assets* | *Gross amount of recognized financial liabilities set off in the statement of financial position* | *Net amount of financial assets recognized in the consolidated statement of financial position* | *Related amounts not offset in the consolidated statement of financial position* | | *Net amount* |
|---|---|---|---|---|---|---|
| | | | | *Financial instruments* | *Cash collateral received* | |
| **Financial liabilities** | | | | | | |
| Repurchase agreements | 1,373,788 | – | 1,373,788 | (1,373,788) | – | – |
| **Total** | **1,373,788** | **–** | **1,373,788** | **(1,373,788)** | **–** | **–** |

## 37. Maturity analysis of assets and liabilities

The table below shows an analysis of assets and liabilities analysed according to when they are expected to be recovered or settled. See Note 38 for the Group's contractual undiscounted repayment obligations.

| | *As of September 30, 2017* | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| *In thousand Armenian drams* | *Demand and less than 1 month* | *From 1 to 3 months* | *From 3 to 12 months* | *Subtotal less than 12 months* | *From 1 to 5 years* | *More than 5 years* | *Subtotal over 12 months* | *No Maturity* | *Total* |
| **Assets** | | | | | | | | | |
| Cash and cash equivalents | 49,506,625 | 0 | 0 | **49,506,625** | 0 | 0 | **0** | 0 | **49,506,625** |
| Trading securities | 11,750 | 0 | 1,153 | **12,903** | 84,267 | 225,807 | **310074** | 0 | **322,977** |
| Amounts due from banks | 748,010 | 720,292 | 0 | **1,468,302** | 39,347 | 0 | **39347** | 731,446 | **2,239,095** |
| Loans and advances to customers | 9,962,151 | 13,336,485 | 36,132,869 | **59,431,506** | 44,458,214 | 40,537,720 | **84995934** | 0 | **144,427,439** |
| Investments available for sale | 414,424 | 250,735 | 1,490,110 | **2,155,269** | 14,605,630 | 4,789,937 | **19395567** | 868,493 | **22,419,329** |
| Securities pledged under repurchase agreements | 102,054 | 0 | 67,820 | **169,874** | 905,985 | 3,001,326 | **3907311** | 0 | **4,077,185** |
| Property, plant and equipment | 0 | 0 | 0 | **0** | 0 | 0 | **0** | 5,918,633 | **5,918,633** |
| Intangible assets | 0 | 0 | 0 | **0** | 0 | 0 | **0** | 221,844 | **221,844** |
| Repossessed assets | 0 | 0 | 2,250,502 | **2,250,502** | 0 | 0 | **0** | 0 | **2,250,502** |
| Other assets | 1,597,138 | 98,051 | 133,106 | **1,828,295** | 2,357 | 17,867 | **20224** | 196,996 | **2,045,515** |
| | **62,342,153** | **14,405,563** | **40,075,560** | **116,823,276** | **60,095,800** | **48,572,657** | **108,668,457** | **7,937,412** | **233,429,144** |
| **Liabilities** | | | | | | | | | |
| Amounts due to banks | 12,376,547 | 0 | 0 | **12,376,547** | 0 | 0 | **0** | 71,762 | **12,448,309** |
| Derivative liabilities | 0 | 0 | 0 | **0** | 0 | 0 | **0** | 45,271 | **45,271** |
| Amounts due to customers | 72,494,422 | 18,328,914 | 55,544,425 | **146,367,762** | 16,311,147 | 196,284 | **16,507,432** | - | **162,875,193** |
| Other borrowed funds | 65,958 | 592,715 | 726,454 | **1,385,127** | 7,891,955 | 1,569,611 | **9,461,566** | - | **10,846,693** |
| Bonds isued by the Bank | 0 | 67,377 | 16,685 | **84,062** | 3,870,460 | 0 | **3,870,460** | - | **3,954,522** |
| Income tax liabilities | 0 | 0 | 324,613 | **324,613** | 0 | 0 | **0** | - | **324,613** |
| Deferred tax liabilities | 0 | 0 | 0 | **0** | 1,227,095 | 0 | **1,227,095** | - | **1,227,095** |
| Other liabilities | 457,577 | 318,256 | 251,200 | **1,027,033** | 0 | 26,616 | **26,616** | - | **1,053,649** |
| Subordinated debt | 0 | 96,556 | 0 | **96,556** | 0 | 5,788,761 | **5,788,761** | - | **5,885,317** |
| **Total Liabilities** | **85,394,504** | **19,403,819** | **56,863,377** | **161,661,700** | **29,300,657** | **7,581,272** | **36,881,929** | **117,033** | **198,660,662** |
| **Net position** | **(23,052,352)** | **(4,998,256)** | **(16,787,817)** | **(44,838,424)** | **30,795,142** | **40,991,385** | **79,606,906** | **7,820,379** | **34,768,482** |
| **Accumulated gap** | **(23,052,352)** | **(28,050,608)** | **(21,786,072)** | | **14,007,326** | **79,606,906** | | | |

## 37. Maturity analysis of assets and liabilities (continued)

| | As of December 31, 2016 | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| *In thousand Armenian drams* | *Demand and less than 1 month* | *From 1 to 3 months* | *From 3 to 12 months* | *Subtotal less than 12 months* | *From 1 to 5 years* | *More than 5 years* | *Subtotal over 12 months* | *No Maturity* | *Total* |
| **Assets** | | | | | | | | | |
| Cash and cash equivalents | 44,751,939 | - | - | **44,751,939** | | | **0** | | **44,751,939** |
| Trading securities | | 3,884 | 1,196 | **5,080** | 165,560 | 14,193 | **179,753** | | **184,833** |
| Amounts due from banks | 1,070,779 | -717 | -26,746 | **1,043,316** | 38,381 | | **38,381** | 1,239,185 | **2,320,882** |
| Loans and advances to customers | 7,961,755 | 23,469,389 | 29,786,359 | **61,217,503** | 21,189,352 | 36,617,969 | **57,807,321** | | **119,024,824** |
| Investments available for sale | | 149,274 | 428,507 | **577,781** | 10,023,995 | 3,653,189 | **13,677,184** | 674,240 | **14,929,205** |
| Securities pledged under repurchase agreements | | | | **0** | | | **0** | | **0** |
| Property, plant and equipment | | | - | **0** | | | **0** | 6,384,767 | **6,384,767** |
| Intangible assets | | | | | **0** | | | **0** | 139,802 |
| Repossessed assets | | | 2,385,649 | **2,385,649** | | | **0** | | **2,385,649** |
| Other assets | 605,435 | 17,123 | 22,762 | **645,320** | 2,233 | | **2,233** | 223,816 | **871,369** |
| **Total assets** | **54,389,908** | **23,638,953** | **32,597,727** | **110,626,588** | **31,419,521** | **40,285,351** | **71,704,872** | **8,661,810** | **190,993,270** |
| **Liabilities** | | | | | | | | | |
| Amounts due to banks | 205,473 | | | **205,473** | | | **0** | 72,591 | **278,064** |
| Derivative liabilities | 31,591 | | | **31,591** | | | **0** | 0 | **31,591** |
| Amounts due to customers | 54,242,791 | 26,653,162 | 52,922,912 | **133,818,864** | 5,778,935 | 82,405 | **5,861,340** | 13 | **139,680,217** |
| Other borrowed funds | 1,427,187 | 660,753 | 637,930 | **2,725,870** | 5,509,200 | 861,138 | **6,370,338** | | **9,096,208** |
| Current income tax liabilities | | 175,744 | | **175,744** | | | **0** | | **175,744** |
| Deferred income tax liabilities | | | | **0** | 1,113,141 | | **1,113,141** | | **1,113,141** |
| Other liabilities | 436,835 | | | **436,835** | 404,649 | | **404,649** | | **841,484** |
| Subordinated debt | 1,739,947 | | | **1,739,947** | 1152 | 5,857,718 | **5,858,870** | | **7,598,817** |
| **Total Liabilities** | **58,083,824** | **27,489,659** | **53,560,842** | **139,134,324** | **12,807,077** | **6,801,261** | **19,608,338** | **72,604** | **158,815,266** |
| **Net position** | **(3,693,916)** | **(3,850,706)** | **(20,963,115)** | **(28,507,736)** | **18,612,444** | **33,484,090** | **60,685,740** | **8,589,206** | **32,178,004** |
| **Accumulated gap** | **(3,693,916)** | **(7,544,621)** | **(24,813,820)** | | **(2,350,671)** | **60,685,740** | | | |

The maturity analysis does not reflect the historical stability of current accounts. Their repayment has historically taken place over a longer period than indicated in the tables above. These balances are included in amounts due in the period "Within one year" in the tables above.

Included in amounts due to customers are term deposits of individuals. In accordance with the Armenian legislation, the Bank is obliged to repay term deposits of individuals upon demand of a depositor.

## 37. Risk management

The Group's activities expose it to a variety of financial risks and those activities involve the analysis, evaluation, acceptance and management of some degree of risk or combination of risks.

The process of risk management is organized in accordance with the mission, principal and interim objectives of the Group and is designed to improve the financial position and the reputation of the Group.

The aim of the risk management process is the assistance to the management of the Group in making decisions in the framework of risk mitigation measures, limits and internal acts for effectively managing the risks related to the assets and liabilities of the Group and its customers by the means of excluding or minimizing the possible losses related to the risks, ensuring the acceptable level of profitability, liquidity and solvency. The risk management is based on procedures, regulations, norms and limits, approved by the Group's authorized body. The identification, measurement, supervision and monitoring of the Group's risks are ongoing and regular processes. The risk analysis is an integral part of the Group's strategic planning, as well as the evaluation of investment programs. The Group's risks management principles include: the implementation of non-standard risk management procedures in critical situations, periodical implementation of stress scenarios for testing the financial stability, avoiding the concentrations of business processes in the assets and loan portfolio, diversification of the Group's assets and liabilities, implementation of monitoring by a frequency consistent with the risks undertaken by the Group, management of the risk concentrations, the ongoing cooperation between the risk management administration and departments.

38. Risk management (continued)

*Risk management structure*

The risk management is organized and coordinated by the Executive Director in accordance with the internal legal acts approved by the Bank's Board. The risk management is implemented in a clear and documented manner for all business processes described, through appropriate internal legal acts and limits determined for all the processes and operations.

*The Board*

The Board is responsible for the overall supervision of risk management and risk management policy, as well as approval of the policies related to the risk management, based on which the Bank's Executive Director organizes the risk management, taking into consideration the management limits and the requirements of the Bank's internal legal acts.

*Direction*

The Bank's Executive Board implements the following for the purpose of risk management:

- Approval of complex measures, in agreement with the Board, based on the Group's risk management, associated with the Group's profitability in the critical situations, as well as operating, strategic, reputational and legal risks.
- Determining prohibitions for several transactions,
- Determining limits for transactions without collateral in inter-bank markets,
- Determining internal norms for banking risks regulation and supervision.

The Executive Board is responsible for the management of the Group's assets and liabilities, as well as the overall financial system. The Bank's Executive Board is also responsible for the Group's liquidity financial risks. The Executive Board is designed to fulfill the functions of the Group's Assets and Liabilities Management Committee.

*Risk management division*

The main functions of the risk management division are:

- Elaboration and implementation of active mechanisms and processes for risk management in the Group, as well as monitoring over their implementation,
- Analysis of the risk level of loans issued by the Group and the monitoring over the lending process in the framework of program loans,
- Monitoring of issued loans, identification of issues related to them and reporting,
- Supervision over the evaluation of pledged property and periodical revaluations of the pledged property.
- Organization of the insurance process of the Group's property,

► Management of the doubtful loans portfolio.

*Internal audit*

Risk management processes throughout the Group are audited annually by the internal audit function that examines both the adequacy of the procedures and the Group's compliance with the procedures. Internal Audit discusses the results of all assessments with management, and reports its findings and recommendations to the Bank's Board.

*Risk measurement and reporting systems*

Depending upon various factors, the Group divides the risks into the internal and external risks.

The external risks include the country, legislation, force-major factors, price and competition risks.

Internal risks of the Group are the risks associated with its activity. They include the credit, operational, liquidity, interest rate, currency, reputational, capital decrease, staff and money laundering risks.

The country risk is managed by the Bank using the rating of international rating agencies (Moody's, S&P, Fitch), granted to international banks and organizations. The risk management division monitors the rating of internal bank counterparties of the Group and quarterly presents to the Bank's Executive Board approval, the limits for each bank.

## 38. Risk management

The minimal possible price risk level is ensured in the framework of the following measures: analysis of the financial markets' structural, volume and price indicators' dynamics, and liquidity of several financial instruments, as well as identification of current trades, assessment of possible losses on a monthly basis using the stress testing, determination of limits for financial instruments (by types of transactions with securities, by dealer, by issuer), diversification of securities portfolio by issuer, industry, maturity profile etc.

The management of competition risk is implemented by the business divisions and marketing department, by periodically comparing the range of services and conditions provided by the Group and its competitors.

The interest rate risk is managed by the Risk Management Division of the Group by elaborating and implementing interest rate mitigation mechanisms/models, based on which the Group's Assets and Liabilities Management Committee makes decisions. The Risk Management Division has elected to use the models interest rate change sensitivity gap, duration and basic risk. Interest rate change sensitivity gap and duration models are implemented through stress testing on a monthly basis. The interest rate basic risk is managed through stress tests by implementing scenarios of different severity on a quarterly basis.

For liquidity risk management purposes daily discussions are held around the structure of assets and liabilities maturity profiles and the liquidity gap, as well as supervision is established over the weight of investments in highly liquid instruments. For mitigation of the liquidity risk the Group's Risk management division presents monthly analysis of the Group's expected repayments, amounts to be lent and the positions to the Group's Assets and Liabilities Management Committee. The liquidity risk management includes the elaboration of pricing mechanisms for assets of the Group, limits of amounts attracted by the Group, their types or gross interest expenses, limits on concentrations of the financial sources used by the Group for fulfilling the liquidity requirements, the diversification of the maturities of the borrowings, limits on the borrowings attracted from the Group's related parties aimed at satisfying the liquidity needs, principles and methods for determining the interest rate risk limit, including the interest rate risk and limits related to the off-balance sheet items, the intended level of interest margins, mechanisms and procedures of making decisions on attraction and attribution of financial means, acceptable limits of maturity gaps between the Group's assets and liabilities , the ways of coordinating the Group's other divisions activities, who can influence the Group's liquidity level by their operations, the extraordinary liquidity requirements fulfilment programs (which can arise from reduction of the income, increase of doubtful assets, concentrations of deposits), the forms of reports on liquidity management to be submitted to the Group's executive body and Board.

The capital decrease risk measurement mechanisms are the norms determined internally and by the CBA (capital adequacy, one borrower risk etc.) The stress tests implemented monthly allow determining the maximum loss of capital, depending on different circumstances.

The staff risk is managed by the Staff management department, which periodically observes the vacancies and offered conditions existing in the RA banking system, as well as organizes trainings for improving the professional skills level of the employees by using internal and external resources.

The money laundering risk management is conducted by the financial observations department, which operates in accordance with the requirements of anti money laundering legislation and Bank's internal legal acts.

*Excessive risk concentrations*

Concentrations arise when a number of counterparties are engaged in similar business activities, or activities in the same geographic region, or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. Concentrations indicate the relative sensitivity of the Group's performance to developments affecting a particular industry or geographical location.

For avoiding the excessive risk concentrations, the Group's policy and processes includes special principles aimed at maintaining diversified assets types, loan and securities portfolios.

## 38. Risk management

### Credit risk

The Group takes on exposure to credit risk, which is the risk that counterparty will cause a financial loss for the Group by failing to discharge an obligation. Credit risk is the most important risk for the Group's business; management therefore carefully manages its exposure to credit risk. Credit exposures arise principally in lending activities that lead to loans and advances, and investment activities that bring debt securities and other bills into the Group's asset portfolio. There is also credit risk in off-balance sheet financial instruments, such as loan commitments. The credit risk is managed in accordance with the Group's credit policy and the internal legal acts regulating the sphere. The risk management division implements daily monitoring of the loan portfolio, calculation of dynamics based on the structured series and analysis of the quality of loan portfolio by products and branches, which is used for forecasting the qualitative indicators of the loan portfolio. The risk management division also conducts monitoring of different loan types in accordance with approved procedures, and monitors also other loans if it is necessary in case of worsening of the borrower's creditability. The loans issued by the Group are also approved by the risk management division in accordance with the requirements of internal legal acts for reducing the credit risk. The credit risk management and control are centralised in Risk Management Division and reported to the Executive Board regularly.

As of September 30 2017 and 31 December 2016 the carrying amounts of the Group's financial assets best represent the maximum exposure to credit risk related to them, without taking account of any collateral held or other credit enhancements.

### Risk concentrations

*Geographical sectors*

The following table breaks down the Group's main credit exposure at their carrying amounts, as categorized by geographical region as of 30 September 2017 and 31 December 2016.

| *In thousand Armenian drams* | *Armenia* | *Other non-OECD countries* | *OECD countries* | *Total* |
|---|---|---|---|---|
| Cash and cash equivalents | 45,453,149 | 2,777,588 | 1,275,889 | 49,506,625 |
| Trading securities | 322,977 | | | 322,977 |
| Amounts due from banks | 1,376,210 | 316,898 | 545,988 | 2,239,095 |
| Loans and advances to customers | 125,458,992 | 8,784,521 | 10,183,926 | 144,427,439 |
| Investments available for sale | 21,608,430 | | 810,899 | 22,419,329 |
| Securities pledged under repurchase agreements | 4,077,185 | | | 4,077,185 |
| Other financial assets | 109,816 | 2,783 | 243,100 | 355,699 |
| **As of 30 September 2017** | **198,406,759** | **11,881,789** | **13,059,802** | **223,348,350** |

| *In thousand Armenian drams* | *Armenia* | *Other non-OECD countries* | *OECD countries* | *Total* |
|---|---|---|---|---|

| *In thousand Armenian drams* | *Armenia* | *Other non-OECD countries* | *OECD countries* | *Total* |
|---|---|---|---|---|
| Cash and cash equivalents | 43,719,886 | 156,599 | 875,454 | **45,286,422** |
| Trading securities | 184,833 | - | - | **184,833** |
| Amounts due from banks | 1,569,380 | 173,042 | 578,460 | **2,320,882** |
| Loans and advances to customers | 92,934,554 | 15,863,791 | 10,226,479 | **119,024,824** |
| Investments available for sale | 14,312,559 | - | 616,646 | **14,929,205** |
| Securities pledged under repurchase agreements | - | - | - | **0** |
| Other financial assets | 111,623 | 84 | 169,013 | **280,720** |
| **As of 31 December 2016** | **152,832,835** | **16,193,516** | **12,466,052** | **181,492,403** |

Assets have been classified based on the country in which the counterparty is located.

## 38. Risk management (continued)

### Risk limit control and mitigation policies

The Group manages limits and controls concentrations of credit risk wherever they are identified – in particular, to individual counterparties and groups, and to industries and countries.

The Group structures the levels of credit risk it undertakes by placing limits on the amount of risk accepted in relation to one borrower, or groups of borrowers, and to geographical and industry segments. Such risks are monitored on a revolving basis and subject to an annual or more frequent review, when considered necessary. Limits on the level of credit risk by product, industry sector and by country are approved quarterly by the Credit Committee.

The exposure to any one borrower including banks and financial organizations is further restricted by sub-limits covering on- and off-balance sheet exposures.

Exposure to credit risk is also managed through regular analysis of the ability of borrowers and potential borrowers to meet interest and capital repayment obligations and by changing these lending limits where appropriate.
Some other specific control and mitigation measures are outlined below.

*Collateral*

The Group employs a range of policies and practices to mitigate credit risk. The most traditional of these is the taking of security for loans to customers, which is common practice. The Group implements guidelines on the acceptability of specific classes of collateral or credit risk mitigation. The principal collateral types for loans and advances are:

- Mortgages over residential properties;
- Charges over business assets such as premises, equipment, inventory and vehicles.
- Gold and cash

Longer-term finance and lending to corporate entities are generally secured; revolving individual credit facilities are generally unsecured. In addition, in order to minimise the credit loss the Group will seek additional collateral from the counterparty as soon as impairment indicators are noticed for the relevant individual loans and advances.
Collateral held as security for financial assets other than loans and advances is determined by the nature of the instrument. Generally no collaterals are required for provision of loans and advances to banks. The exception is collaterals obtained under repurchase agreements and securities borrowing transactions. Debt securities, treasury and other eligible bills are generally unsecured.

The analysis of gross loan portfolio by collateral is represented as follows:

| In thousand Armenian drams | **30/09/2017** | **31/12/12016** |
|---|---|---|
| Loans collateralized by real estate | 75,941,980 | 58,061,771 |

| In thousand Armenian drams | **30/09/2017** | **31/12/12016** |
|---|---|---|
| Loans collateralized by gold | 15,375,748 | 13,485,219 |
| Loans collateralized by guarantees of enterprises | 8,397,146 | 5,895,609 |
| Loans collateralized by vehicles | 2,074,821 | 1,977,955 |
| Loans collateralized by cash | 28,960,637 | 27,221,417 |
| Loans collateralized by inventories | 221,616 | 896,863 |
| Loans collateralized by equipment | 1,913,839 | 1,485,529 |
| Other securuties | 251,095 | 1,513,788 |
| Other collateral | 6,193,921 | 5,155,738 |
| Unsecured loans | 10,077,238 | 7,885,131 |
| **Total loans and advances to customers (gross)** | **149,408,041** | **123,579,020** |

The amounts presented in the table above are carrying values of the loans, and do not necessarily represent the fair value of the collaterals. Estimates of market values of collaterals are based on valuation of the collateral at the date when loans were provided. Generally they are not updated unless loans are assessed as individually impaired.
The fair value of collateral that the Group holds relating to the loans with individual signs of impairment at 30 September 2017 amounts to AMD 8,101,607 thousand (2016: AMD 8,147,725 thousand ).

## 38. Risk management (continued)

### Risk limit control and mitigation policies (continued)

*Credit-related commitments*

The primary purpose of these instruments is to ensure that funds are available to a customer as required. Guarantees and letters of credit carry the same credit risk as loans. Documentary and commercial letters of credit – which are written undertakings by the Group on behalf of a customer authorising a third party to draw drafts on the Group up to a stipulated amount under specific terms and conditions – are collateralised by the underlying shipments of goods to which they relate and therefore carry less risk than a direct loan.

Commitments to extend credit represent unused portions of authorisations to extend credit in the form of loans. With respect to credit risk on commitments to extend credit, the Group is potentially exposed to loss in an amount equal to the total unused commitments.

However, the likely amount of loss is less than the total unused commitments, as most commitments to extend credit are contingent upon customers maintaining specific credit standards. The Group monitors the term to maturity of credit commitments because longer-term commitments generally have a greater degree of credit risk than shorter-term commitments.

### Impairment and provisioning policies

The main considerations for the loan impairment assessment include whether any payments of principal or interest are overdue by more than 90 days or there are any known difficulties in the cash flows of counterparties, credit rating downgrades, or infringement of the original terms of the contract. The Group estimates impairment for loans based on an analysis of the future cash flows for impaired loans and based on its past loss experience for portfolios of loans for which no indications of impairment have been identified approaching conservatively. The Group addresses impairment assessment into areas: individually assessed allowances and collectively assessed allowances.

*Individually assessed allowances*

The Group determines the allowances appropriate for each individually significant loan or advance on an individual basis. Items considered when determining allowance amounts include the sustainability of the counterparty's business plan, its ability to improve performance once a financial difficulty has arisen, projected receipts and the expected dividend payout should bankruptcy ensue, the availability of other financial support and the realizable value of collateral, and the timing of the expected cash flows. The impairment losses are evaluated at each reporting date, unless unforeseen circumstances require more careful attention.

*Collectively assessed allowances*

Allowances are assessed collectively for losses on loans and advances that are not significant (including credit cards, residential mortgages and unsecured consumer lending) and for individually significant loans and advances where there is not yet objective evidence of individual impairment. Allowances are evaluated on each reporting date with each portfolio receiving a separate review.

The collective assessment takes account of impairment that is likely to be present in the portfolio even though there is not yet objective evidence of the impairment in an individual assessment. Impairment losses are estimated by taking into consideration of the following information: historical losses on the portfolio, market loss experience, current economic conditions, the approximate delay between the time a loss is likely to have been incurred and the time it will be identified as requiring an individually assessed impairment allowance, and expected receipts and recoveries once impaired.

Financial guarantees and letters of credit are assessed and provision made in a similar manner as for loans.

## 38. Risk management (continued)

### Impairment and provisioning policies (continued)

*Loans and advances neither past due or impaired*

The table below shows the credit quality by class of asset for loans and advances to customers:

| | *Neither past due nor impaired* | | | | | |
|---|---|---|---|---|---|---|
| *30 September 2017* | *High grade* | *Standard grade* | *Sub-standard grade* | *Past due but not individually impaired* | *Individually impaired* | *Total* |
| Loans and advances to customers | 28,960,637 | 111,954,634 | - | 1,497,756 | 6,995,014 | **149,408,041** |

| | *Neither past due nor impaired* | | | | | |
|---|---|---|---|---|---|---|
| *31 December 2016* | *High grade* | *Standard grade* | *Sub-standard grade* | *Past due but not impaired* | *Individually impaired* | *Total* |
| Loans and advances to customers | 27,221,417 | 88,178,139 | | 1,446,721 | 6,732,743 | **123,579,020** |

*Past due but not individually impaired loans*

Past due loans and advances include those that are only past due by a few days. The majority of the past due loans are not considered to be impaired. Analysis of past due loans by age and by class is provided below.

| | *30/09/2017* | | | | |
|---|---|---|---|---|---|
| | *Less than 30 days* | *31 to 60 days* | *61 to 90 days* | *More than 91 days* | *Total* |
| *In thousand Armenian drams* | | | | | |
| Loans and advances to customers | | | | | |
| Manufacture | 10,604 | 0 | 831 | 18,840 | 30,275 |
| Agriculture | 661 | 12,785 | 1,403 | 13,466 | 28,314 |
| Construction | | | | | |
| Trade | 9,567 | 8,621 | 8,793 | 13,700 | 40,682 |
| Transport and communication | 0 | 0 | 0 | 12,413 | 12,413 |
| Consumer loans to individuals | 199,157 | 84,245 | 121,849 | 433,092 | 838,343 |
| Mortgage | 87,312 | 57,911 | 28,458 | 340,560 | 514,240 |
| Services | 0 | 0 | 0 | 10,603 | 10,603 |
| Other sectors | 4,062 | 0 | 3,949 | 14,875 | 22,887 |
| **Total** | **311,363** | **163,562** | **165,282** | **857,548** | **1,497,756** |

| | 31/12//2016 | | | | |
|---|---|---|---|---|---|
| | *Less than 30 days* | *31 to 60 days* | *61 to 90 days* | *More than 91 days* | *Total* |
| *In thousand Armenian drams* | | | | | |
| Loans and advances to customers | | | | | |
| Manufacture | 0 | 0 | 21,986 | 11,343 | 33,329 |
| Agriculture | 994 | 0 | 1,281 | 21,290 | 23,565 |
| Construction | 0 | 0 | 0 | 0 | 0 |
| Trade | 21,428 | 0 | 5,357 | 73,518 | 100,303 |
| Transport and communication | 0 | 0 | 0 | 0 | 0 |
| Consumer loans to individuals | 107,802 | 103,187 | 58,902 | 589,546 | 859,437 |
| Mortgage | 64,917 | 18,038 | 42,889 | 260,418 | 386,261 |
| Services | 0 | 0 | 0 | 0 | 0 |
| Other sectors | 3,622 | 0 | 0 | 40,203 | 43,825 |
| **Total** | **198,763** | **121,225** | **130,415** | **996,318** | **1,446,720** |

## 38. Risk management (continued)

### Market risk

Market risk is the risk that the fair value or future cash flows of financial instruments will fluctuate due to changes in market variables such as interest rates and foreign exchange rates. The Bank classifies exposures to market risk into either trading or non-trading portfolios. The market risk for the trading portfolio is managed and monitored based on a VaR methodology which reflects the interdependency between risk variables. Non-trading positions are managed and monitored using other sensitivity analyses.

*Interest rate risk*

Interest rate risk arises from the possibility that changes in interest rates will affect future cash flows or the fair values of financial instruments. The Board of Directors has established limits on the interest rate gaps for stipulated periods. Positions are monitored on a daily basis.

The following table demonstrates the sensitivity to a reasonable possible change in interest rates, with all other variables held constant, of the Group's comprehensive income statement.

The sensitivity of the income statement is the effect of the assumed changes in interest rates on the net interest income for one year, based on the floating rate non-trading financial assets and financial liabilities held at 30 September 2017. The sensitivity of equity is calculated by revaluating fixed rate available-for-sale financial assets at 30 September 2017 for the effects of the assumed changes in interest rates. The sensitivity of equity is analysed by maturity of the asset. The total sensitivity of equity is based on the assumption that there are parallel shifts in the yield curve.

| *In thousand Armenian drams*<br>*Currency* | *Increase in basis points 30/09/2017* | *Sensitivity of net interest income 30/09/2017* | *Sensitivity of equity 30/09/2017* |
|---|---|---|---|
| AMD | 3.7% | (62,614) | (1,669,969) |
| USD | 1% | − | (191,252) |

| *Currency* | *Decrease in basis points 30/09/2017* | *Sensitivity of net interest income 30/09/2017* | *Sensitivity of equity 30/09/2017* |
|---|---|---|---|
| AMD | -3.7% | 62,614 | 1,669,969 |
| USD | -1% | − | 191,252 |

| *In thousand Armenian drams*<br>*Currency* | *Increase in basis points 2016* | *Sensitivity of net interest income 2016* | *Sensitivity of equity 2016* |
|---|---|---|---|
| AMD | 3.7% | (18,448) | (1,174,090) |
| USD | 1% | – | (142,859) |

| *Currency* | *Decrease in basis points 2016* | *Sensitivity of net interest income 2016* | *Sensitivity of equity 2016* |
|---|---|---|---|
| AMD | -3.7% | 18,448 | 1,174,090 |
| USD | -1% | – | 142,859 |

## Currency risk

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The currency risk is managed using the standard and VaR methodologies. The Board of Directors has set limits on positions by currency.

The tables below indicate the currencies to which the Group had significant exposure at 30 September 2017 on its non-trading monetary assets and liabilities and its forecast cash flows. The analysis calculated the effect of a reasonably possible movement of the currency rate against the Armenian dram, with all other variables held constant on the income statement (due to the fair value of currency sensitive non-trading monetary assets and liabilities) and equity (due to the change in fair value of equity instruments). A negative amount in the table reflects a potential net reduction in income statement or equity, while a positive amount reflects a net potential increase.

## 38. Risk management (continued)

## Currency risk (continued)

| *In thousand Armenian drams* | *As of September 30, 2017* | | *As of December 31, 2016* | |
|---|---|---|---|---|
| Currency | *Change in currency rate in %* | *Effect on profit before tax* | *Change in currency rate in %* | *Effect on profit before tax* |
| USD | 6% | 5,317 | 6% | (34,858) |
| USD | -6% | (5,317) | -6% | 34,858 |
| EUR | 11% | (8,575) | 11% | 377 |
| EUR | -11% | 8,575 | -11% | (377) |

## 38. Risk management (continued)

## Liquidity risk

Liquidity risk is the risk that the Group will be unable to meet its payment obligations when they fall due under normal and stress circumstances. To limit this risk, management has arranged diversified funding sources in addition to its core deposit base, manages assets with liquidity in mind, and monitors future cash flows and liquidity on a daily bases. This incorporates an assessment of expected cash flows and the availability of high grade collateral which could be used to secure additional funding if required.

The Group maintains a portfolio of highly marketable and diverse assets that can be easily liquidated in the event of an unforeseen interruption of cash flow. In addition, the Group maintains an obligatory minimum reserve deposits with the Central Bank of Armenia equal to 2% of certain obligations of the Bank denominated in Armenian drams and 18% on certain obligations of the Bank denominated in foreign currency. See note 15. The liquidity position is assessed and managed under a variety of scenarios, giving due consideration to stress factors relating to both the market in general and specifically to the Bank.

The liquidity management of the Group requires considering the level of liquid assets necessary to settle obligations as they fall due; maintaining access to a range of funding sources; maintaining funding contingency plans and monitoring balance sheet liquidity ratios against regulatory requirements. The Bank calculates liquidity ratios in accordance with the requirement of the Central Bank of Armenia.

| *These ratios were as follows:* | *30/09/2017, %* | *31/12/2016, %* |
|---|---|---|
| N21- Total liquidity ratio (Highly liquid assets/ Total assets) | 36.17% | 39.01% |
| N22- Current liquidity ratio(Highly liquid assets /liabilities on demand) | 105.38% | 116.23% |

*Analysis of financial liabilities by remaining contractual maturities.*

The table below summarizes the maturity profile of the Group's financial liabilities at 30 September 2017 based on contractual undiscounted repayment obligations. See note 38 for the expected maturities of these liabilities. Repayments which are subject to notice are treated as if notice were to be given immediately. However, the Group expects that many customers will not request repayment on the earliest date the Group could be required to pay and the table does not reflect the expected cash flows indicated by the Group's deposit retention history.

| *In thousand Armenian drams* | | | *30/09/2017* | | | |
|---|---|---|---|---|---|---|
| | ***Demand and less than 1 month*** | ***From 1 to 3 months*** | ***From 3 to 12 months*** | ***From 1 to 5 years*** | ***More than 5 years*** | ***Total*** |
| **Financial liabilities** | | | | | | |
| Amounts due to banks | 12,376,953 | 0 | 0 | 0 | 71,762 | **12,448,715** |
| Derivative liabilities | 0 | 0 | 0 | 0 | 45,271 | **45,271** |
| Amounts due to customers | 72,506,508 | 18,537,560 | 57,545,907 | 18,547,073 | 331,604 | **167,468,652** |
| Other borrowed funds | 66,059 | 600,972 | 758,243 | 9,936,065 | 2,421,980 | **13,783,319** |
| Bonds isued by the Bank | 0 | 67,377 | 16,685 | 4,326,953 | 0 | **4,411,015** |
| Subordinated debt | 0 | 96,556 | 0 | 0 | 7,916,407 | **8,012,963** |
| **Total undiscounted financial liabilities** | **84,949,520** | **19,302,465** | **58,320,835** | **32,810,091** | **10,787,024** | **206,169,935** |
| **Commitments and contingent liabilities** | **9,643,604** | **932,211** | **915,139** | **941,684** | **57,657** | **12,490,295** |

| *In thousand Armenian drams* | | | *31/12/2016* | | | |
|---|---|---|---|---|---|---|
| | ***Demand and less than 1 month*** | ***From 1 to 3 months*** | ***From 3 to 12 months*** | ***From 1 to 5 years*** | ***More than 5 years*** | ***Total*** |
| **Financial liabilities** | | | | | | |
| Amounts due to banks | 205,473 | 0 | 0 | 0 | 72,591 | **278,064** |
| Derivative liabilities | 18,063 | 0 | 0 | 0 | 13,528 | **31,591** |
| Amounts due to customers | 54,262,156 | 26,995,968 | 55,391,082 | 6,607,702 | 161,891 | **143,418,799** |

| *In thousand Armenian drams* | ***31/12/2016*** | | | | | |
|---|---|---|---|---|---|---|
| | ***Demand and less than 1 month*** | ***From 1 to 3 months*** | ***From 3 to 12 months*** | ***From 1 to 5 years*** | ***More than 5 years*** | ***Total*** |
| Other borrowed funds | 1,427,262 | 670,893 | 703,130 | 7,137,018 | 1,302,071 | **11,240,375** |
| Other financial liabilities | 402,055 | 0 | 0 | 0 | 0 | **402,055** |
| Subordinated debt | 1,742,795 | 0 | 0 | 0 | 8,316,020 | **10,058,815** |
| **Total undiscounted financial liabilities** | **58,071,332** | **27,666,861** | **56,094,212** | **13,744,720** | **9,852,573** | **165,429,698** |
| **Commitments and contingent liabilities** | **6,088,226** | **2,253,510** | **2,680,709** | **332,880** | **–** | **11,355,325** |

## 38. Risk management (continued)

### Liquidity risk (continued)

The Group has received significant funds from its shareholder and its related parties. Any significant withdrawal of these funds would have an adverse impact on the operations of the Group. Management believes that this level of funding will remain with the Group for the foreseeable future and that in the event of withdrawal of funds, the Bank would be given sufficient notice so as to realise its liquid assets to enable repayment.

### Operational risk

The primary responsibility for the development and implementation of controls to address operational risk is assigned to the Executive Board of the Group. Operational risk is the risk of incompatibility of the Group's operations and procedures to the legislation in force or their breach, the lack of information of the Group's staff and their errors, the losses from insufficiency of the functional properties of the information technologies and systems implemented by the Group. The Group's objective is to manage operational risk so as to balance the avoidance of financial losses and damage to the Group's reputation with overall cost effectiveness.

The operational risk management is conducted in a clear and documented manner for all the business processes described, through the internal legal acts regulating those business process, as well as limits for all the processes and operations, and double control mechanisms for all transactions. The more actual operational risk management is described below.

Legal risk: all the standard contract forms of the Group are prepared by the Group's Legal Department by cooperating with the Group's appropriate departments and are approved by the Group's Executive Board. In the Group's day-to-day operations non-standard contracts between the Group and third parties are allowed only in case of appropriate conclusion from the Group's Legal Department.

The IT risks are managed in accordance with internal legal acts.

The risk mitigation mechanisms for the process are:

- Regulation of all business processes by internal legal acts,
- Physical protection of the Bank's assets and critical documents (including loan contracts)
- Establishing and maintaining limits,
- Common preservation of property and records,
- Implementation and archiving of data journals,

Implementation of double control mechanism in recording transactions.

## 38. Risk management (continued)

### Operational risk (continued)

The internal audit periodically assesses the internal control system effectiveness and adequacy with the Group's risks and supervises the Group's activity and operational risks.

The Group's correspondence with the standards is accompanied by the internal auditor's periodic observations. The results of those observations are discussed by the Group's management's appropriate representative to whom it concerns. The summaries of the observations are submitted to the Board.

## 38. Segment information

For management purposes, the Bank is organised into three operating segments based on products and services.

Retail banking- Handling individual and small and micro legal entity customers deposits, and providing consumer loans, overdrafts, credit cards facilities and small and micro loans.

Corporate banking- Handling loans and other credit facilities and deposit and current accounts for corporate and institutional customers.

Trading and investment banking-Treasury and finance, investment banking, leasing and other central functions.

Management monitors the operating results of its business units separately for the purpose of making decisions about resource allocation and performance assessment.
The operations between business segments are based on trading terms. Financial resources are allocated among business segments. The interest rate of the above mentioned resources is calculated on the value of Bank's capital. In banks operating segments are included operating assets and liabilities, which are the most part of the bank's assets and liabilities.

The following table present information regarding the Bank's operating segments as of 30.09.17

| *In thousand Armenian drams* | Retail banking operations | Corporate banking operations | Trading and investing banking activity | Total |
|---|---|---|---|---|
| Net interest income | 3,862,581 | 1,456,746 | 1,300,141 | 6,619,468 |
| Net non-interest income | 2,351,493 | 410,692 | 157,829 | 2,920,014 |
| Operating profit | 6,214,074 | 1,867,438 | 1,457,970 | 9,539,482 |
| Impairment losses | (423,242) | (547,389) | | (970,631) |
| Depreciation and amortization | (540,195) | (34,548) | (16,563) | (591,306) |
| Staff and other admin. expenses | (3,443,795) | (895,113) | (614,963) | (4,953,872) |
| Profit before income tax | 1,806,841 | 390,388 | 826,444 | 3,023,673 |
| Income tax expense | (324,201) | (70,047) | (148,289) | (542,537) |
| Profit for the period | 1,482,640 | 320,341 | 678,155 | 2,481,136 |

| *In thousand Armenian drams* | Retail banking operations | Corporate banking operations | Trading and investing banking activity | Total |
|---|---|---|---|---|
| Interest bearing fin. assets | 70,203,991 | 74,223,448 | 29,058,586 | 173,486,025 |
| Interest bearing fin. liabilities | 72,701,489 | 90,173,704 | 33,134,841 | 196,010,034 |

Interest bearing assets include financial assets through profit and loss, investments available for sale, loans to banks, loans and advances to customers, securities pledged under repurchase agreements, receivables from letters of credit, receivables from finance leases and receivables from factoring.

Interest bearing financial liabilities include deposit and balances from banks, current accounts and deposits from customers, bonds issued by the bank, subordinated and other borrowings.

## 39. Capital adequacy

The Group maintains an actively managed capital base to cover risks inherent in the business. The adequacy of the Group's capital is monitored using, among other measures, the rules and ratios established by the Basel Committee on Banking Supervision ("BIS rules/ratios") and adopted by the Central Bank of Armenia in supervising the Bank.
The primary objectives of the Bank's capital management are to ensure that the Bank complies with externally imposed capital requirements and that the Bank maintains strong credit ratings and healthy capital ratios in order to support its business and to maximise shareholders' value.

The Group manages its capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of its activities. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividend payment to shareholders, return capital to shareholders or issue capital securities. No changes were made in the objectives, polices and processes from the previous years.

The minimum ratio between total capital and risk weighted assets required by the Central Bank of Armenia is 12%.
Regulatory capital consists of Tier 1 capital, which comprises share capital, share premium, retained earnings including current year profit, and general reserve. Regulatory capital is calculated in accordance with the requirements of the Central Bank of Armenia and accounting standards of the Republic of Armenia. The other component of regulatory capital is Tier 2 capital, which includes revaluation reserves.

As of 30 September 2017 and 31 December 2016 the amount of regulatory capital, risk waited assets and capital adequacy ratio calculated in accordance with the requirements of Central Bank of Armenia are provided below.

| In thousand Armenian drams | **30/09/2017** | **31/12/2016** |
|---|---|---|
| Tier 1 capital | 23,277,464 | 20,622,475 |
| Tier 2 capital | 10,986,228 | 9,001,380 |
| **Total regulatory capital** | **34,263,692** | **29,623,855** |
| **Risk-weighted assets** | **194,355,969** | **137,415,853** |
| **Capital adequacy ratio** | **17.63%** | **21.56%** |

The risk-weighted assets are measured by means of a hierarchy of risk weights classified according to the nature of and reflecting an estimate of credit, market and operating risks.

The Bank has complied with externally imposed capital requirements through the period.

Starting from 1 January 2017 minimum Total Capital requirement for Banks is over AMD 30,000,000.

As at 30 September 2017, the regulatory capital of the Bank amounted to AMD **34,263,692** thousand (2016: AMD 29,623,855 thousand).