

# **Converse Bank Closed Joint-Stock Company**

## **Consolidated financial statements**

*Period ended 30 September 2020*

## Contents

### Consolidated financial statements

|  |   |
|--|---|
| Consolidated statement of financial position .....   | 1 |
| Consolidated statement of profit or loss.....        | 2 |
| Consolidated statement of comprehensive income ..... | 3 |
| Consolidated statement of changes in equity.....     | 4 |
| Consolidated statement of cash flows .....           | 5 |

### Notes to the consolidated financial statements

|   |    |
|---|----|
| 1. Principal activities .....   | 6  |
| 2. Basis of preparation.....  | 6  |
| 3. Summary of accounting policies .....   | 7  |
| 4. Significant accounting judgments and estimates .....                         | 16 |
| 5. Segment information.....   | 18 |
| 6. Cash and cash equivalents .....  | 20 |
| 7. Trading securities .....   | 21 |
| 8. Amounts due from banks .....   | 21 |
| 9. Loans and advances to customers .....  | 22 |
| 10. Investment securities .....   | 33 |
| 11. Property and equipment.....   | 35 |
| 12. Intangible assets .....   | 37 |
| 13. Repossessed assets.....   | 38 |
| 14. Other assets and liabilities .....  | 38 |
| 15. Amounts due to banks .....  | 39 |
| 16. Derivative financial instruments.....                                       | 40 |
| 17. Amounts due to customers .....  | 40 |
| 18. Debt securities issued.....   | 40 |
| 19. Taxation.....   | 41 |
| 20. Other borrowed funds .....  | 41 |
| 21. Subordinated loans.....   | 42 |
| 22. Commitments and contingencies.....  | 42 |
| 23. Equity.....   | 44 |
| 24. Net interest income.....  | 45 |
| 25. Credit loss expense and other impairment and provisions .....               | 45 |
| 26. Net fee and commission income.....  | 46 |
| 27. Net trading income .....  | 46 |
| 28. Other income.....   | 47 |
| 29. Personnel and other operating expenses.....                                 | 47 |
| 30. Risk management.....  | 47 |
| 31. Fair value measurements.....  | 59 |
| 32. Transferred financial assets and assets held or pledged as collateral ..... | 62 |
| 33. Offsetting of financial instruments.....                                    | 63 |
| 34. Maturity analysis of assets and liabilities.....                            | 64 |
| 35. Related party disclosures.....  | 67 |
| 36. Changes in liabilities arising from financing activities.....               | 68 |
| 37. Capital adequacy.....   | 68 |

**Consolidated statement of financial position****as of 30 September 2020***(thousands of Armenian drams)*

|   | <b>Notes</b> | <b>30/09/2020</b>  | <b>31/12/2019</b>  |
|---|--------------|--------------------|--------------------|
| <b>Assets</b>                                     |              |                    |                    |
| Cash and cash equivalents                         | 6            | 31,855,786         | 43,540,737         |
| Trading securities                                | 7            | 3,164,976          | 646,487            |
| Amounts due from banks                            | 8            | 18,224,912         | 20,549,255         |
| Loans and advances to customers                   | 9            | 225,919,632        | 226,444,991        |
| Derivative financial assets                       | 16           | 5,492              | -                  |
| Investment securities                             | 10           | 32,500,305         | 20,326,218         |
| Property, plant and equipment                     | 11           | 8,792,488          | 9,479,389          |
| Intangible assets                                 | 12           | 336,404            | 337,260            |
| Repossessed assets                                | 13           | 2,057,061          | 2,023,928          |
| Other assets                                      | 14           | 1,708,113          | 2,280,260          |
| <b>Total assets</b>                               |              | <b>324,565,169</b> | <b>325,628,525</b> |
| <b>Liabilities</b>                                |              |                    |                    |
| Amounts due to banks                              | 15           | 2,621,803          | 6,913,474          |
| Derivative financial liabilities                  | 16           | -                  | 24,488             |
| Amounts due to customers                          | 17           | 221,463,249        | 222,172,144        |
| Debt securities issued                            | 18           | 20,624,664         | 19,920,288         |
| Current income tax liabilities                    |              | 419,321            | 644,892            |
| Deferred income tax liabilities                   | 19           | 1,153,490          | 947,921            |
| Other borrowed funds                              | 20           | 24,038,424         | 21,177,406         |
| Lease liabilities                                 | 3            | 1,852,408          | 2,066,563          |
| Subordinated debt                                 | 21           | 348,460            | 5,806,646          |
| Provisions on commitments and contingencies       | 22           | 65,633             | 53,620             |
| Other liabilities                                 | 14           | 1,942,485          | 1,659,775          |
| <b>Total liabilities</b>                          |              | <b>274,529,937</b> | <b>281,387,217</b> |
| <b>Equity</b>                                     |              |                    |                    |
| Share capital                                     | 23           | 19,947,633         | 16,416,633         |
| Share premium                                     |              | 63,233             | 63,233             |
| Statutory general reserve                         |              | 3,627,805          | 2,798,799          |
| Revaluation surplus for land and buildings        |              | 3,392,488          | 3,487,892          |
| Revaluation reserve for financial assets at FVOCI |              | 762,662            | 789,418            |
| Retained earnings                                 |              | 22,241,411         | 20,685,333         |
| <b>Total equity</b>                               |              | <b>50,035,232</b>  | <b>44,241,308</b>  |
| <b>Total equity and liabilities</b>               |              | <b>324,565,169</b> | <b>325,628,525</b> |

**Signed and authorised for release on behalf of the Management Board of the Bank.**

Arthur Hakobyan

Chief Executive Officer –  
Chairman of Executive Management

Davit Azatyan

Chief Accountant

**Consolidated statement of profit or loss****for the period ended 30 September 2020***(thousands of Armenian drams)*

|  | <i>Note</i> | <i>01/07/2020-<br/>30/09/2020</i> | <i>01/01/2020-<br/>30/09/2020</i> | <i>01/07/2019-<br/>30/09/2019</i> | <i>01/01/2019-<br/>30/09/2019</i> |
|--|-------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| Interest revenue calculated using effective interest rate  | 24          | 6,295,646                         | 19,030,900                        | 6,028,248                         | 17,674,815                        |
| Other interest revenue   | 24          | 65,062                            | 105,388                           | 27,102                            | 72,446                            |
| Interest expense   | 24          | (2,884,892)                       | (8,778,187)                       | (2,852,159)                       | (8,201,792)                       |
| <b>Net interest income</b>   | 24          | <b>3,475,816</b>                  | <b>10,358,101</b>                 | <b>3,203,191</b>                  | <b>9,545,469</b>                  |
| Credit loss expense  | 25          | (512,733)                         | (1,998,439)                       | (207,224)                         | (834,871)                         |
| <b>Net interest income after credit loss expense</b>   |             | <b>2,963,083</b>                  | <b>8,359,662</b>                  | <b>2,995,967</b>                  | <b>8,710,598</b>                  |
| Fee and commission income  | 26          | 810,622                           | 2,201,021                         | 902,513                           | 2,281,045                         |
| Fee and commission expense   | 26          | (331,357)                         | (935,058)                         | (258,774)                         | (716,978)                         |
| Net trading income   | 27          | 220,459                           | 966,839                           | 304,510                           | 788,165                           |
| Net gain/(loss) from foreign currency translation  |             | 162,442                           | (73,560)                          | (41,545)                          | (73,830)                          |
| Gains less losses from investment securities measured at fair value through other comprehensive income |             | 178,549                           | 586,677                           | 357,153                           | 661,938                           |
| Other income   | 28          | 286,497                           | 852,280                           | 264,585                           | 769,849                           |
| <b>Non-interest income</b>   |             | <b>1,327,212</b>                  | <b>3,598,199</b>                  | <b>1,528,442</b>                  | <b>3,710,189</b>                  |
| Personnel expenses   | 29          | (1,383,409)                       | (4,329,264)                       | (1,322,448)                       | (3,958,303)                       |
| Depreciation of property and equipment   | 11          | (291,960)                         | (883,594)                         | (480,159)                         | (811,200)                         |
| Amortization of intangible assets  | 12          | (12,350)                          | (46,783)                          | (19,449)                          | (55,614)                          |
| Administrative and other operating expenses  | 29          | (739,764)                         | (2,317,501)                       | (579,806)                         | (2,339,534)                       |
| <b>Non-interest expense</b>  |             | <b>(2,427,483)</b>                | <b>(7,577,142)</b>                | <b>(2,401,862)</b>                | <b>(7,164,651)</b>                |
| <b>Profit before income tax expense</b>  |             | <b>1,862,812</b>                  | <b>4,380,719</b>                  | <b>2,122,547</b>                  | <b>5,256,136</b>                  |
| Income tax expense   | 19          | (376,932)                         | (973,373)                         | (592,845)                         | (1,388,048)                       |
| <b>Profit for the year</b>   |             | <b>1,485,880</b>                  | <b>3,407,346</b>                  | <b>1,529,702</b>                  | <b>3,868,088</b>                  |

**Consolidated statement of comprehensive income**  
**for the period ended 30 September 2020**  
*(thousands of Armenian drams)*

|  | <i>Note</i> | <i>01/07/2020-<br/>30/09/2020</i> | <i>01/01/2020-<br/>30/09/2020</i> | <i>01/07/2019-<br/>30/09/2019</i> | <i>01/01/2019-<br/>30/09/2019</i> |
|--|-------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| <b>Profit for the year</b>   |             | <b>1,485,880</b>                  | <b>3,407,346</b>                  | <b>1,529,702</b>                  | <b>3,868,088</b>                  |
| <i>Other comprehensive income to be reclassified to profit or loss in subsequent periods</i> |             |                                   |                                   |                                   |                                   |
| Unrealised gains/(losses) on debt securities at FVOCI  |             | 117,104                           | 554,048                           | 208,205                           | 399,527                           |
| Realised gains on debt securities at FVOCI transferred to profit or loss                     |             | (178,549)                         | (586,677)                         | (357,153)                         | (661,938)                         |
| Income tax effect  | 19          | 11,060                            | 5,873                             | 29,790                            | 280,223                           |
| <b>Net other comprehensive loss to be reclassified subsequently to profit or loss</b>        |             | <b>(50,385)</b>                   | <b>(26,756)</b>                   | <b>(119,158)</b>                  | <b>17,812</b>                     |
| <b>Other comprehensive income/(loss) for the year, net of tax</b>                            |             | <b>(50,385)</b>                   | <b>(26,756)</b>                   | <b>(119,158)</b>                  | <b>17,812</b>                     |
| <b>Total comprehensive income for the year</b>   |             | <b>1,435,495</b>                  | <b>3,380,590</b>                  | <b>1,410,544</b>                  | <b>3,885,900</b>                  |

**Consolidated statement of changes in equity**  
**for the period ended 30 September 2020**  
*(thousands of Armenian drams)*

|  | Share<br>capital  | Share<br>premium | Statutory<br>general<br>reserve | Revaluation<br>reserve for<br>securities<br>at fair value<br>through OCI | Revaluation<br>reserve<br>of PPE | Retained<br>earnings | Total             |
|--|-------------------|------------------|---------------------------------|--|----------------------------------|----------------------|-------------------|
| <b>Balance as at 1 January 2019</b>                | <b>16,416,633</b> | <b>63,233</b>    | <b>1,898,319</b>                | <b>1,651,410</b>   | <b>3,057,881</b>                 | <b>15,946,825</b>    | <b>39,034,301</b> |
| Distribution to general reserve                    | -                 | -                | 900,480                         | -  | -                                | (900,480)            | -                 |
| Dividends to shareholders                          | -                 | -                | -                               | -  | -                                | (850,381)            | (850,381)         |
| <b>Transactions with owners</b>                    | <b>-</b>          | <b>-</b>         | <b>900,480</b>                  | <b>-</b>   | <b>-</b>                         | <b>(1,750,861)</b>   | <b>(850,381)</b>  |
| Profit for the year                                | -                 | -                | -                               | -  | -                                | 3,868,088            | <b>3,868,088</b>  |
| Other comprehensive income<br>for the year         | -                 | -                | -                               | (1,120,890)  | -                                | 1,138,702            | <b>17,812</b>     |
| <b>Total comprehensive income<br/>for the year</b> | <b>-</b>          | <b>-</b>         | <b>-</b>                        | <b>(1,120,890)</b>   | <b>-</b>                         | <b>5,006,790</b>     | <b>3,885,900</b>  |
| Depreciation of revaluation reserve                | -                 | -                | -                               | -  | (92,395)                         | 92,395               | -                 |
| <b>Balance as at 30 September<br/>2019</b>         | <b>16,416,633</b> | <b>63,233</b>    | <b>2,798,799</b>                | <b>530,520</b>   | <b>2,965,486</b>                 | <b>19,295,149</b>    | <b>42,069,820</b> |
| <b>Balance as at 1 January 2020</b>                | <b>16,416,633</b> | <b>63,233</b>    | <b>2,798,799</b>                | <b>789,418</b>   | <b>3,487,892</b>                 | <b>20,685,333</b>    | <b>44,241,308</b> |
| Issue of share capital                             | 3,531,000         | -                | -                               | -  | -                                | (1,117,666)          | 2,413,334         |
| Distribution to general reserve                    | -                 | -                | 829,006                         | -  | -                                | (829,006)            | -                 |
| Dividends to shareholders                          | -                 | -                | -                               | -  | -                                | -                    | -                 |
| <b>Transactions with owners</b>                    | <b>3,531,000</b>  | <b>-</b>         | <b>829,006</b>                  | <b>-</b>   | <b>-</b>                         | <b>(1,946,672)</b>   | <b>2,413,334</b>  |
| Profit for the year                                | -                 | -                | -                               | -  | -                                | 3,407,346            | <b>3,407,346</b>  |
| Other comprehensive income<br>for the year         | -                 | -                | -                               | (26,756)   | -                                | -                    | <b>(26,756)</b>   |
| <b>Total comprehensive income<br/>for the year</b> | <b>-</b>          | <b>-</b>         | <b>-</b>                        | <b>(26,756)</b>  | <b>-</b>                         | <b>3,407,346</b>     | <b>3,380,590</b>  |
| Depreciation of revaluation reserve                | -                 | -                | -                               | -  | (95,404)                         | 95,404               | -                 |
| <b>Balance as at 30 September<br/>2020</b>         | <b>19,947,633</b> | <b>63,233</b>    | <b>3,627,805</b>                | <b>762,662</b>   | <b>3,392,488</b>                 | <b>22,241,411</b>    | <b>50,035,232</b> |

**Consolidated statement of cash flows**  
**for the period ended 30 September 2020**  
*(thousands of Armenian drams)*

|  | <i>Note</i> | <i>30/09/2020</i>   | <i>30/09/2019</i>  |
|--|-------------|---------------------|--------------------|
| <b>Cash flows from operating activities</b>  |             |                     |                    |
| Interest received  |             | 18,272,737          | 18,079,916         |
| Interest paid  |             | (6,910,034)         | (8,314,521)        |
| Fees and commissions received  |             | 2,201,021           | 2,281,045          |
| Fees and commissions paid  |             | (935,058)           | (716,978)          |
| Net trading income received  |             | 966,839             | 788,165            |
| Other income received  |             | 825,708             | 739,216            |
| Personnel expenses paid  |             | (4,250,566)         | (3,877,307)        |
| Administrative and other operating expenses paid   |             | (2,363,063)         | (2,384,430)        |
| <b>Cash flows from operating activities before changes in operating assets and liabilities</b> |             | <b>7,807,587</b>    | <b>6,595,106</b>   |
| <i>Net (increase)/decrease in operating assets</i>   |             |                     |                    |
| Trading securities   |             | (2,518,489)         | (120,877)          |
| Amounts due from banks   |             | 2,379,914           | 506,682            |
| Loans and advances to customers  |             | 2,922,420           | (13,934,367)       |
| Reposessed assets  |             | (33,133)            | 53,106             |
| Other assets   |             | 546,771             | (576,919)          |
| <i>Net increase/(decrease) in operating liabilities</i>  |             |                     |                    |
| Amounts due to banks   |             | (4,687,126)         | (9,945,364)        |
| Amounts due to customers   |             | (4,729,092)         | 18,886,546         |
| Derivative financial liabilities   |             | (28,140)            | 159,616            |
| Other liabilities  |             | 258,329             | (2,134,962)        |
| <b>Net cash used in operating activities before income tax</b>                                 |             | <b>1,919,038</b>    | <b>(511,433)</b>   |
| Income tax paid  |             | (987,503)           | (1,038,455)        |
| <b>Net cash used in operating activities</b>   |             | <b>931,535</b>      | <b>(1,549,888)</b> |
| <b>Cash flows from investing activities</b>  |             |                     |                    |
| Purchase of securities at FVOCI  |             | (23,062,755)        | (5,947,203)        |
| Proceeds from sale and redemption of securities at FVOCI                                       |             | 10,994,118          | 17,133,497         |
| Purchase of securities at amortized cost   |             | 250,142             | (328,544)          |
| Purchase of intangible assets  |             | (165,944)           | (84,985)           |
| Purchase of property and equipment   |             | -                   | (616,513)          |
| Proceeds from sale of property and equipment   |             | 14,307              | 2,332              |
| <b>Net cash from / (used) in investing activities</b>  |             | <b>(11,970,132)</b> | <b>10,158,584</b>  |
| <b>Cash flows from financing activities</b>  |             |                     |                    |
| Proceeds from issue of share capital   |             | 2,520,000           | -                  |
| Proceeds from debt securities issued   |             | -                   | 9,489,603          |
| Redemption of debt securities issued   |             | (613,550)           | (7,572,502)        |
| Proceeds from other borrowed funds   |             | 4,233,871           | 5,575,967          |
| Repayment of other borrowed funds  |             | (1,595,542)         | (1,849,951)        |
| Repayment of subordinated debt   |             | (5,312,939)         | (189,209)          |
| Repayment of lease liabilities   |             | (214,155)           | (194,520)          |
| Dividends paid to shareholders   |             | -                   | -                  |
| <b>Net cash from financing activities</b>  |             | <b>(982,315)</b>    | <b>5,259,388</b>   |
| <b>Net increase in cash and cash equivalents</b>   |             | <b>(12,020,912)</b> | <b>13,868,084</b>  |
| Cash and cash equivalents at the beginning of the year   |             | 43,540,737          | 40,470,858         |
| Effect of exchange rates changes on cash and cash equivalents                                  |             | 335,961             | (420,128)          |
| <b>Cash and cash equivalents at the end of the year</b>  | <b>6</b>    | <b>31,855,786</b>   | <b>53,918,814</b>  |

(thousands of Armenian drams)

## 1. Principal activities

“Converse Bank” CJSC (the “Bank”) is the parent company in the Group. It was formed on 1994 as a closed joint-stock bank under the laws of the Republic of Armenia. The Bank operates under a general banking license issued by the Central Bank of Armenia (the “CBA”) on 28 November 1994 and conducts its business under license number 57.

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 35 branches are located in Yerevan and in different regions.

As of 30 September 2020, the number of Bank’s employees is 749, the number of subsidiary’s employees is 25.

Converse Collection was formed as a limited liability company under the laws of the Republic of Armenia on 20 April 2000. The company’s principal activity is transportation of cash, cash equivalents and other assets. The company is a subsidiary of the Bank and was consolidated in these financial statements.

As of 30 September, the shareholders of the Bank are:

| <b>Shareholder</b>              | <b>30.09.2020,<br/>%</b> | <b>31.12.2019,<br/>%</b> |
|---------------------------------|--------------------------|--------------------------|
| Advanced Global Investments LLC | 72.89                    | 80.94                    |
| Haypost Trust Management BV     | 22.11                    | 14.06                    |
| Mother See of Holy Etchmiadzin  | 5.00                     | 5.00                     |
| <b>Total</b>                    | <b>100.0</b>             | <b>100.0</b>             |

The ultimate controlling party of the Group is Argentinean businessman E. Eurnekian.

### Armenian business environment

As an emerging market, Armenia continues economic and regulatory reforms.

The recent outbreak of novel coronavirus (COVID-19) negatively affects economic conditions regionally as well as globally. The full impact of coronavirus outbreak is unclear yet and the Group monitors the situation closely. As the situation is fluid and rapidly evolving, the Group doesn’t consider it practicable to provide quantitative assessment of the potential impact of the outbreak on the Group.

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

## 2. 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 under the historical cost convention except as disclosed in the accounting policies below.

### Functional and presentation currency

Functional currency of the Group is the currency of the primary economic environment in which the Group operates. The Bank’s and its subsidiary’s functional and 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.



(thousands of Armenian drams)

### 3. Summary of accounting policies

#### Changes in accounting policies

The Group applied for the first time certain amendments to the standards, which are effective for annual periods beginning on or after 1 January 2020. The Group has not early adopted any standards, interpretations or amendments that have been issued but are not yet effective. The nature and the impact of each amendment is described below:

##### *Amendments to IFRS 3: Definition of a Business*

In October 2018, the IASB issued amendments to the definition of a business in IFRS 3 *Business Combinations* to help entities determine whether an acquired set of activities and assets is a business or not. They clarify the minimum requirements for a business, remove the assessment of whether market participants are capable of replacing any missing elements, add guidance to help entities assess whether an acquired process is substantive, narrow the definitions of a business and of outputs, and introduce an optional fair value concentration test. New illustrative examples were provided along with the amendments.

Since the amendments apply prospectively to transactions or other events that occur on or after the date of first application, the Group will not be affected by these amendments on the date of transition.

##### *Amendments to IAS 1 and IAS 8: Definition of Material*

In October 2018, the IASB issued amendments to IAS 1 *Presentation of Financial Statements* and IAS 8 *Accounting Policies, Changes in Accounting Estimates and Errors* to align the definition of 'material' across the standards and to clarify certain aspects of the definition. The new definition states that, 'Information is material if omitting, misstating or obscuring it could reasonably be expected to influence decisions that the primary users of general purpose financial statements make on the basis of those financial statements, which provide financial information about a specific reporting entity.'

The amendments to the definition of material is not expected to have a significant impact on the Group's consolidated financial statements.

##### *Interest Rate Benchmark Reform: Amendments to IFRS 9, IAS 39 and IFRS 7*

Interest Rate Benchmark Reform Amendments to IFRS 9, IAS 39 and IFRS 7 includes a number of reliefs, which apply to all hedging relationships that are directly affected by interest rate benchmark reform. A hedging relationship is affected if the reform gives rise to uncertainties about the timing and or amount of benchmark-based cash flows of the hedged item or the hedging instrument. As a result of interest rate benchmark reform, there may be uncertainties about the timing and or amount of benchmark-based cash flows of the hedged item or the hedging instrument during the period before the replacement of an existing interest rate benchmark with an alternative nearly risk-free interest rate (an RFR). This may lead to uncertainty whether a forecast transaction is highly probable and whether prospectively the hedging relationship is expected to be highly effective.

(thousands of Armenian drams)

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

#### 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.

#### Fair value measurement

The Group measures financial instruments carried at FVPL and FVOCI at fair value at each balance sheet date.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either:

- ▶ In the principal market for the asset or liability; or
- ▶ In the absence of a principal market, in the most advantageous market for the asset or liability.

The principal or the most advantageous market must be accessible by the Group. The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest. A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs. All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- ▶ Level 1 – quoted (unadjusted) market prices in active markets for identical assets or liabilities;
- ▶ Level 2 – valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable;
- ▶ Level 3 – valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between Levels in the hierarchy by re-assessing categorization (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

#### Financial assets and liabilities

##### *Initial recognition*

##### *Date of recognition*

All regular way purchases and sales of financial assets and liabilities are recognised on the trade date i.e. the date that the Group commits to purchase the asset or liability. Regular way purchases or sales are purchases or sales of financial assets and liabilities that require delivery of assets and liabilities within the period generally established by regulation or convention in the marketplace.

##### *Initial measurement*

The classification of financial instruments at initial recognition depends on their contractual terms and the business model for managing the instruments. Financial instruments are initially measured at their fair value and, except in the case of financial assets and financial liabilities recorded at FVPL, transaction costs are added to, or subtracted from, this amount.

(thousands of Armenian drams)

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

#### Financial assets and liabilities (continued)

##### *Measurement categories of financial assets and liabilities*

The Group classifies all of its financial assets based on the business model for managing the assets and the asset's contractual terms, measured at either:

- ▶ Amortised cost;
- ▶ FVOCI;
- ▶ FVPL.

The Group classifies and measures its derivative and trading portfolio at FVPL. The Group may designate financial instruments at FVPL, if so doing eliminates or significantly reduces measurement or recognition inconsistencies.

Financial liabilities, other than loan commitments and financial guarantees, are measured at amortised cost or at FVPL when they are held for trading, are derivative instruments or the fair value designation is applied.

##### *Amounts due from banks, loans to customers, investments securities at amortised cost*

The Group only measures amounts due from credit institutions, loans to customers and other financial investments at amortised cost if both of the following conditions are met:

- ▶ The financial asset is held within a business model with the objective to hold financial assets in order to collect contractual cash flows;
- ▶ The contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding (SPPI).

The details of these conditions are outlined below.

##### *Business model assessment*

The Group determines its business model at the level that best reflects how it manages groups of financial assets to achieve its business objective.

The Group's business model is not assessed on an instrument-by-instrument basis, but at a higher level of aggregated portfolios and is based on observable factors such as:

- ▶ How the performance of the business model and the financial assets held within that business model are evaluated and reported to the entity's key management personnel;
- ▶ The risks that affect the performance of the business model (and the financial assets held within that business model) and, in particular, the way those risks are managed;
- ▶ How managers of the business are compensated (for example, whether the compensation is based on the fair value of the assets managed or on the contractual cash flows collected);
- ▶ The expected frequency, value and timing of sales are also important aspects of the Group's assessment.

The business model assessment is based on reasonably expected scenarios without taking 'worst case' or 'stress case' scenarios into account. If cash flows after initial recognition are realised in a way that is different from the Group's original expectations, the Group does not change the classification of the remaining financial assets held in that business model, but incorporates such information when assessing newly originated or newly purchased financial assets going forward.

##### *The SPPI test*

As a second step of its classification process the Group assesses the contractual terms of financial asset to identify whether they meet the SPPI test.

'Principal' for the purpose of this test is defined as the fair value of the financial asset at initial recognition and may change over the life of the financial asset (for example, if there are repayments of principal or amortisation of the premium/discount).

The most significant elements of interest within a lending arrangement are typically the consideration for the time value of money and credit risk. To make the SPPI assessment, the Group applies judgement and considers relevant factors such as the currency in which the financial asset is denominated, and the period for which the interest rate is set.

(thousands of Armenian drams)

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

#### Financial assets and liabilities (continued)

In contrast, contractual terms that introduce a more than de minimis exposure to risks or volatility in the contractual cash flows that are unrelated to a basic lending arrangement do not give rise to contractual cash flows that are solely payments of principal and interest on the amount outstanding. In such cases, the financial asset is required to be measured at FVPL.

##### *Debt instruments at FVOCI*

The Group applies the new category under IFRS 9 of debt instruments measured at FVOCI when both of the following conditions are met:

- ▶ The instrument is held within a business model, the objective of which is achieved by both collecting contractual cash flows and selling financial assets;
- ▶ The contractual terms of the financial asset meet the SPPI test.

FVOCI debt instruments are subsequently measured at fair value with gains and losses arising due to changes in fair value recognised in OCI. Interest revenue and foreign exchange gains and losses are recognised in profit or loss in the same manner as for financial assets measured at amortised cost. On derecognition, cumulative gains or losses previously recognised in OCI are reclassified from OCI to profit or loss.

The ECLs for debt instruments measured at FVOCI do not reduce the carrying amount of these financial assets in the statement of financial position, which remains at fair value. Instead, an amount equal to the allowance that would arise if the assets were measured at amortised cost is recognised in OCI as an accumulated impairment amount, with a corresponding charge to profit or loss. The accumulated loss recognised in OCI is recycled to the profit and loss upon derecognition of the asset.

##### *Equity instruments at FVOCI*

Upon initial recognition, the Group occasionally elects to classify irrevocably some of its equity investments as equity instruments at FVOCI when they meet the definition of equity under IAS 32 *Financial Instruments: Presentation* and are not held for trading. Such classification is determined on an instrument-by-instrument basis.

Gains and losses on these equity instruments are never recycled to profit or loss. Dividends are recognised in profit or loss as other income when the right of the payment has been established, except when the Group benefits from such proceeds as a recovery of part of the cost of the instrument, in which case, such gains are recorded in OCI. Equity instruments at FVOCI are not subject to an impairment assessment. Upon disposal of these instruments, the accumulated revaluation reserve is transferred to retained earnings.

##### *Financial guarantees, letters of credit and undrawn loan commitments*

The Group issues financial guarantees, letters of credit and loan commitments.

Financial guarantees are initially recognised in the financial statements at fair value, being the premium received. Subsequent to initial recognition, the Group's liability under each guarantee is measured at the higher of the amount initially recognised less cumulative amortisation recognised in the consolidated statement of profit or loss, and under IFRS 9 – an ECL provision.

Undrawn loan commitments and letters of credits are commitments under which, over the duration of the commitment, the Group is required to provide a loan with pre-specified terms to the customer. Similar to financial guarantee contracts, these contracts are in the scope of the ECL requirements.

##### *Performance guarantees*

Performance guarantees are contracts that provide compensation if another party fails to perform a contractual obligation. Performance guarantees do not transfer credit risk. The risk under performance guarantee contracts is the possibility that the failure to perform the contractual obligation by another party occurs. Therefore, performance guarantees are not considered financial instruments and thus do not fall in scope of IFRS 9.

#### **Reclassification of financial assets and liabilities**

The Group does not reclassify its financial assets subsequent to their initial recognition, apart from the exceptional circumstances in which the Group changes the business model for managing financial assets. Financial liabilities are never reclassified.

(thousands of Armenian drams)

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

#### Cash and cash equivalents

Cash and cash equivalents consist of 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 the part of obligatory reserves and amounts due from other banks, which can be converted into cash at short notice.

#### 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.

#### Repurchase and reverse repurchase agreements and securities lending

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 recognised 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.

#### Derivative financial instruments

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 recorded 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. Gains and losses resulting from these instruments are included in the consolidated statement of profit or loss as net gains/(losses) from financial instruments at fair value through profit or loss or net gains/(losses) from foreign currencies, depending on the nature of the instrument.

An embedded derivative is a component of a hybrid instrument that also includes a non-derivative host contract with the effect that some of the cash flows of the combined instrument vary in a way similar to a stand-alone derivative. An embedded derivative causes some or all of the cash flows that otherwise would be required by the contract to be modified according to a specified interest rate, financial instrument price, commodity price, foreign exchange rate, index of prices or rates, credit rating or credit index, or other variable, provided that, in the case of a non-financial variable, it is not specific to a party to the contract. A derivative that is attached to a financial instrument, but is contractually transferable independently of that instrument, or has a different counterparty from that instrument, is not an embedded derivative, but a separate financial instrument.

Under IAS 39, derivatives embedded in financial assets, liabilities and non-financial host contracts, were treated as separate derivatives and recorded at fair value if they met the definition of a derivative (as defined above), their economic characteristics and risks were not closely related to those of the host contract, and the host contract was not itself held for trading or designated at FVPL. The embedded derivatives separated from the host were carried at fair value in the trading portfolio with changes in fair value recognised in the consolidated statement of profit or loss.

The Group accounts in this way for derivatives embedded in financial liabilities and non-financial host contracts. Financial assets are classified based on the business model and SPPI assessments.

#### 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.

(thousands of Armenian drams)

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

#### Offsetting of financial instruments

Financial assets and liabilities are offset and the net amount is reported in the consolidated statement of financial position 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 to realise the asset and settle the liability simultaneously. The right of set-off must not be contingent on a future event and must be legally enforceable in all of the following circumstances:

- ▶ The normal course of business;
- ▶ The event of default; and
- ▶ The event of insolvency or bankruptcy of the entity and all of the counterparties.

These conditions are not generally met in master netting agreements, and the related assets and liabilities are presented gross in the consolidated statement of financial position.

#### 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.

##### Write-off

Financial assets are written off either partially or in their entirety only when the Group has stopped pursuing the recovery. If the amount to be written off is greater than the accumulated loss allowance, the difference is first treated as an addition to the allowance that is then applied against the gross carrying amount. Any subsequent recoveries are credited to credit loss expense. A write-off constitutes a derecognition event.

##### 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 profit or loss.

#### Taxation

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

(thousands of Armenian drams)

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

#### Taxation (continued)

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 consolidated 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.

#### Property 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 revalued amounts. 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 revalued amount. It has unlimited useful life and thus is not depreciated.

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

|                    | <b>Useful life<br/>(years)</b> | <b>Rate<br/>(%)</b> |
|--------------------|--------------------------------|---------------------|
| Buildings          | 20                             | 5                   |
| Computers          | 1                              | 100                 |
| Network appliances | 8                              | 12.5                |
| Vehicles           | 8                              | 12.5                |
| Equipment          | 8                              | 12.5                |
| Other fixed assets | 8                              | 12.5                |

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 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.

(thousands of Armenian drams)

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

#### Property and equipment (continued)

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.

#### Intangible assets

Intangible assets include computer software, licenses 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.

#### Reposessed assets

In certain circumstances, assets are reposessed following the foreclosure on loans that are in default. Reposessed 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.

#### 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 recognised 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.



(thousands of Armenian drams)

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

#### 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*

Includes 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 consolidated financial statements are authorised for issue.

##### *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 investment securities*

This reserve records fair value changes in available-for-sale-investments / investments at fair value through other comprehensive income.

#### Segment reporting

The Group's segmental reporting is based on the following operating segments: Retail banking, Corporate banking, Investment banking.

#### Contingencies

Contingent liabilities are not recognised in the consolidated statement of financial position but are disclosed unless the possibility of any outflow in settlement is remote. A contingent asset is not recognised in the consolidated statement of financial position but disclosed when an inflow of economic benefits is probable.

#### Recognition of income and expenses

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

##### *Interest and similar revenue and expense*

The Group calculates interest revenue on debt financial assets measured at amortized cost or at FVOCI by applying the EIR to the gross carrying amount of financial assets other than credit-impaired assets. EIR is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset or financial liability. The calculation takes into account all contractual terms of the financial instrument (for example, prepayment options) and includes any fees or incremental costs that are directly attributable to the instrument and are an integral part of the effective interest rate, but not future credit losses. The carrying amount of the financial asset or financial liability is adjusted if the Group revises its estimates of payments or receipts. The adjusted carrying amount is calculated based on the original effective interest rate and the change in carrying amount is recorded as interest revenue or expense.

(thousands of Armenian drams)

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

#### Recognition of income and expenses (continued)

When a financial asset becomes credit-impaired, the Group calculates interest revenue by applying the effective interest rate to the net amortised cost of the financial asset. If the financial assets cures and is no longer credit-impaired, the Group reverts to calculating interest revenue on a gross basis.

For purchased or originated credit-impaired (POCI) financial assets, the Group calculates interest revenue by calculating the credit-adjusted EIR and applying that rate to the amortised cost of the asset. The credit-adjusted EIR is the interest rate that, at original recognition, discounts the estimated future cash flows (including credit losses) to the amortised cost of the POCI assets.

Interest revenue on all financial assets at FVPL is recognised using the contractual interest rate in "Other interest revenue" in the consolidated statement of profit or loss.

#### *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 recognised when the Group's right to receive the payment is established.

#### 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 recognised in the consolidated statement of profit and 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 measured 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 CBA exchange rates at 30 September 2020 and 31 December 2019 were AMD 488.41 and AMD 479.70 to 1 USD, respectively.

### 4. Significant accounting judgments and estimates

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 consolidated financial statements are presented below:

#### Revaluation of land and buildings

Fair value of the properties is determined by using market comparable method and income approach. This means that valuations performed by the valuer are based on market transaction prices, significantly adjusted for difference in the nature, location or condition of the specific property. The Group engages independent experts for valuation of its premises.

*(thousands of Armenian drams)*

**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 31).

(thousands of Armenian drams)

**4. Significant accounting judgments and estimates (continued)****Impairment losses on financial assets**

The measurement of impairment losses both under IFRS 9 across all categories of financial assets requires judgement, in particular, the estimation of the amount and timing of future cash flows and collateral values when determining impairment losses and the assessment of a significant increase in credit risk. These estimates are driven by a number of factors, changes in which can result in different levels of allowances. The Group's ECL calculations are outputs of complex models with a number of underlying assumptions regarding the choice of variable inputs and their interdependencies. Elements of the ECL models that are considered accounting judgements and estimates include:

- ▶ Statistical models to estimate PDs, EADs and LGDs on a collective basis;
- ▶ The segmentation of financial assets when their ECL is assessed on a collective basis;
- ▶ Development of ECL models, including the various formulae and the choice of inputs;
- ▶ Determination of associations between macroeconomic scenarios and, economic inputs, such as unemployment levels and collateral values, and the effect on PDs, EADs and LGDs;
- ▶ Selection of forward-looking macroeconomic scenarios and their probability weightings, to derive the economic inputs into the ECL models.

**5. Segment information**

For management purposes, the Group is organised into three operating segments based on products and services as follows:

|                                |   |
|--------------------------------|---|
| Retail banking                 | Principally handling individual customers' deposits, and providing consumer loans, overdrafts, credit cards facilities and small and micro loans. |
| Corporate banking              | Principally 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. Income taxes are managed on a profit before income tax basis and are allocated to operating segments.

No revenue from transactions with a single external customer or counterparty amounted to 10% or more of the Group's total revenue in 30 September 2020 or 30 September 2019.

The following tables present income and profit and certain asset and liability information regarding the Group's operating segments.

| <i>As of 30 September 2020</i>                            | <i>Retail<br/>banking</i> | <i>Corporate<br/>banking</i> | <i>Trading<br/>and IB</i> | <i>Total</i>      |
|---|---------------------------|------------------------------|---------------------------|-------------------|
| <b>External income</b>                                    |                           |                              |                           |                   |
| Interest revenue calculated using effective interest rate | 10,185,345                | 6,909,232                    | 1,936,323                 | 19,030,900        |
| Other interest revenue                                    | 31,091                    | 9,860                        | 64,437                    | 105,388           |
| Interest expense  | (3,184,344)               | (4,192,564)                  | (1,401,279)               | (8,778,187)       |
| <b>Net interest income</b>                                | <b>7,032,092</b>          | <b>2,726,528</b>             | <b>599,481</b>            | <b>10,358,101</b> |
| Credit loss expense                                       | (561,653)                 | (1,409,416)                  | (27,370)                  | (1,998,439)       |
| Fee and commission income                                 | 1,764,697                 | 422,157                      | 14,167                    | 2,201,021         |
| Fee and commission expense                                | (749,289)                 | (185,769)                    | -                         | (935,058)         |
| Other non-interest income                                 | 910,324                   | 1,049,547                    | 372,365                   | 2,332,236         |
| Non-interest expense                                      | (2,906,379)               | (3,523,035)                  | (1,147,725)               | (7,577,142)       |
| <b>Segment profit</b>                                     | <b>5,489,791</b>          | <b>(919,987)</b>             | <b>(189,082)</b>          | <b>4,380,719</b>  |
| Income tax expense  | (1,219,803)               | 204,416                      | 42,013                    | (973,373)         |
| <b>Profit for the period</b>                              | <b>4,269,989</b>          | <b>(715,571)</b>             | <b>(147,069)</b>          | <b>3,407,346</b>  |

(thousands of Armenian drams)

**5. Segment information (continued)**

| <i>As of 30 September 2019</i>                            | <i>Retail banking</i> | <i>Corporate banking</i> | <i>Trading and IB</i> | <i>Total</i>     |
|---|-----------------------|--------------------------|-----------------------|------------------|
| <b>External income</b>                                    |                       |                          |                       |                  |
| Interest revenue calculated using effective interest rate | 9,151,692             | 6,771,308                | 1,751,815             | 17,674,815       |
| Other interest revenue                                    | 4,687                 | 1,999                    | 65,760                | 72,446           |
| Interest expense  | (2,811,130)           | (3,899,930)              | (1,490,732)           | (8,201,792)      |
| <b>Net interest income</b>                                | <b>6,345,249</b>      | <b>2,873,377</b>         | <b>326,843</b>        | <b>9,545,469</b> |
| Credit loss expense                                       | (410,339)             | (634,819)                | 210,287               | (834,871)        |
| Fee and commission income                                 | 1,664,247             | 574,659                  | 42,139                | 2,281,045        |
| Fee and commission expense                                | (529,593)             | (187,332)                | (53)                  | (716,978)        |
| Other non-interest income                                 | 906,810               | 716,075                  | 523,237               | 2,146,122        |
| Non-interest expense                                      | (2,852,597)           | (3,254,797)              | (1,057,257)           | (7,164,651)      |
| <b>Segment profit</b>                                     | <b>5,123,776</b>      | <b>87,164</b>            | <b>45,196</b>         | <b>5,256,136</b> |
| Income tax expense  | (1,353,094)           | (23,018)                 | (11,935)              | (1,388,048)      |
| <b>Profit for the period</b>                              | <b>3,770,682</b>      | <b>64,145</b>            | <b>33,261</b>         | <b>3,868,088</b> |

The following table presents segment assets of the Group's operating segments:

|             | <i>As of 30 September 2020</i> |                          |                       |                             |              |
|-------------|--------------------------------|--------------------------|-----------------------|-----------------------------|--------------|
|             | <i>Interest bearing</i>        |                          |                       |                             |              |
|             | <i>Retail banking</i>          | <i>Corporate banking</i> | <i>Trading and IB</i> | <i>Non-interest bearing</i> | <i>Total</i> |
| Assets      | 108,840,385                    | 117,079,247              | 53,890,193            | 44,755,344                  | 324,565,169  |
| Liabilities | 102,076,190                    | 119,801,152              | 47,284,891            | 5,367,704                   | 274,529,937  |

  

|             | <i>As of 30 September 2019</i> |                          |                       |                             |              |
|-------------|--------------------------------|--------------------------|-----------------------|-----------------------------|--------------|
|             | <i>Interest bearing</i>        |                          |                       |                             |              |
|             | <i>Retail banking</i>          | <i>Corporate banking</i> | <i>Trading and IB</i> | <i>Non-interest bearing</i> | <i>Total</i> |
| Assets      | 104,522,137                    | 105,790,027              | 23,936,999            | 67,933,502                  | 302,182,665  |
| Liabilities | 93,093,002                     | 118,868,284              | 42,459,099            | 5,692,460                   | 260,112,845  |

Interest earning assets include financial assets through profit and loss, investment securities, loans to banks, loans and advances to customers.

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

**Geographic information**

The Group's operations are primarily concentrated in Armenia. The Group has no current assets outside Armenia other than financial instruments.

**Revenue from contracts with customers**

Segment breakdown of revenue from contracts with customers in scope of IFRS 15 for the period ended 30 September 2020 and 30 September 2019 are as follows:

| <i>As of 30 September 2020</i>                     | <i>Retail banking</i> | <i>Corporate banking</i> | <i>Investment banking</i> | <i>Total</i>     |
|--|-----------------------|--------------------------|---------------------------|------------------|
| <b>Commission income</b>                           |                       |                          |                           |                  |
| Plastic cards operations                           | 1,130,842             | -                        | -                         | 1,130,842        |
| Wire transfer fees                                 | 293,534               | 133,402                  | 795                       | 427,731          |
| Settlement operation                               | 64,490                | 81,549                   | 13,039                    | 159,077          |
| Loan accounts servicing fees                       | 71,604                | 67,211                   | -                         | 138,815          |
| Guarantees and letters of credit                   | 270                   | 43,979                   | -                         | 44,249           |
| Other  | 203,957               | 96,016                   | 333                       | 300,306          |
| <b>Total revenue from contracts with customers</b> | <b>1,764,697</b>      | <b>422,157</b>           | <b>14,167</b>             | <b>2,201,021</b> |

(thousands of Armenian drams)

**5. Segment information (continued)****Revenue from contracts with customers (continued)**

| <i>As of 30 September 2019</i>                     | <i>Retail<br/>banking</i> | <i>Corporate<br/>banking</i> | <i>Investment<br/>banking</i> | <i>Total</i>     |
|--|---------------------------|------------------------------|-------------------------------|------------------|
| <b>Commission income</b>                           |                           |                              |                               |                  |
| Plastic cards operations                           | 958,965                   | -                            | -                             | <b>958,965</b>   |
| Wire transfer fees                                 | 392,838                   | 154,579                      | 934                           | <b>548,351</b>   |
| Settlement operation                               | 53,682                    | 88,761                       | 40,826                        | <b>183,269</b>   |
| Loan accounts servicing fees                       | 88,492                    | 156,550                      | -                             | <b>245,042</b>   |
| Guarantees and letters of credit                   | -                         | 42,918                       | -                             | <b>42,918</b>    |
| Other  | 170,271                   | 131,850                      | 379                           | <b>302,500</b>   |
| <b>Total revenue from contracts with customers</b> | <b>1,664,248</b>          | <b>574,658</b>               | <b>42,139</b>                 | <b>2,281,045</b> |

**6. Cash and cash equivalents**

Cash and cash equivalents comprise:

|  | <i>30 September<br/>2020</i> | <i>31 December<br/>2019</i> |
|--|------------------------------|-----------------------------|
| Current accounts with the Central Bank, including obligatory reserves in AMD | 19,195,971                   | 26,171,105                  |
| Cash on hand   | 10,276,696                   | 11,405,370                  |
| Placements with other banks  | 2,387,193                    | 5,966,764                   |
| Less – allowance for impairment  | (4,074)                      | (2,502)                     |
| <b>Cash and cash equivalents</b>   | <b>31,855,786</b>            | <b>43,540,737</b>           |

All balances of cash equivalents are allocated to Stage 1. An analysis of changes in the ECL allowances during the year is, as follows:

|   | <i>30 September<br/>2020</i> | <i>30 September<br/>2019</i> |
|---|------------------------------|------------------------------|
| <b>ECL allowance as at 1 January 2020</b> | <b>2,502</b>                 | <b>5,844</b>                 |
| Changes in ECL                            | 1,572                        | (3,450)                      |
| <b>At 30 September 2020</b>               | <b>4,074</b>                 | <b>2,394</b>                 |

Banks are required to maintain cash deposit (obligatory reserve) with the CBA, equal to 2% (2019: 2%) of the amounts attracted in Armenian drams and 18% (2019: 18%) of the amounts attracted in foreign currencies

As of 30 September 2020, current accounts with Central Bank of Armenia include obligatory reserve in the amount of AMD 27,737,828 thousand (2019: AMD 28,171,541 thousand).

Before 2019, the Bank's ability to withdraw such deposit was not restricted by the statutory legislation, and these amounts were fully classified as cash and cash equivalents. However, if the Bank failed to comply with minimum average monthly amount of reserve for amounts attracted in Armenian drams, and minimum average amount of daily reserve for amounts attracted in foreign currency, the sanctions might be imposed.

In 2019 the regulation changed, which was also changed in September 2020. Starting from that period, the banks are required to maintain 10% of the amounts attracted in foreign currency as cash deposit with CBA in Armenian drams, and 8% – in the foreign currency.

Moreover, the banks' ability to withdraw reserved amounts in foreign currency is restricted. After the legislation change, the Group classifies obligatory reserves deposited in foreign currency as amounts due from banks (Note 8).

As of 30 September 2020 placements with other banks in the amount of AMD 2,241,865 thousand (93.92%) were due from three banks (2019: AMD 5,442,954 thousand (91.2%) were due from three banks).

(thousands of Armenian drams)

**7. Trading securities**

Trading securities owned comprise:

|   | <b>30 September<br/>2020</b> | <b>31 December<br/>2019</b> |
|---|------------------------------|-----------------------------|
| Debt securities issued by the RA government | 2,868,915                    | 369,970                     |
| Investments in funds                        | 296,061                      | 276,517                     |
| Corporate bonds                             | -                            | -                           |
| <b>Trading securities</b>                   | <b>3,164,976</b>             | <b>646,487</b>              |

**8. Amounts due from banks**

Amounts due from banks comprise:

|  | <b>30 September<br/>2020</b> | <b>31 December<br/>2019</b> |
|--|------------------------------|-----------------------------|
| Foreign currency obligatory reserves with CBA      | 11,488,108                   | 8,811,998                   |
| Deposits and deposited funds with CBA              | 248,500                      | 4,546,377                   |
| Reverse repurchase agreements                      | 4,506,199                    | 3,054,369                   |
| Loans and deposits to banks                        | -                            | 2,419,415                   |
| Receivables from payment and settlement operations | 798,272                      | 814,008                     |
| Other amounts                                      | 1,189,947                    | 913,881                     |
|  | <b>18,231,026</b>            | <b>20,560,048</b>           |
| Less – allowance for impairment                    | (6,114)                      | (10,793)                    |
| <b>Amounts due from banks</b>                      | <b>18,224,912</b>            | <b>20,549,255</b>           |

As at 30 September 2020 amounts receivable under reverse repurchase agreements were collateralized by RA government and corporate bonds with fair value of AMD 4,830,041 thousand (2019: AMD 3,213,398 thousand).

As of 30 September 2020 the Group has no amounts of loans and deposits to banks (2019: AMD 2,419,415 thousand due from two counterparties).

Deposited funds with CBA include a guaranteed deposit for settlements via ArCa payment system.

An analysis of changes in gross carrying value and corresponding ECL allowance on amounts due from banks during the period ended 30 September 2020 is as follows:

|  | <b>Stage 1</b>    | <b>Total</b>      |
|--|-------------------|-------------------|
| <b>Gross carrying value as at 1 January 2020</b>       | <b>20,560,048</b> | <b>20,560,048</b> |
| New assets originated or purchased                     | 4,219,587         | 4,219,587         |
| Assets repaid  | (6,548,609)       | (6,548,609)       |
| <b>At 30 September 2020</b>                            | <b>18,231,026</b> | <b>18,231,026</b> |
|  | <b>Stage 1</b>    | <b>Total</b>      |
| <b>ECL allowance as at 1 January 2020</b>              | <b>10,793</b>     | <b>10,793</b>     |
| New assets originated or purchased                     | 27,069            | 27,069            |
| Assets repaid  | (31,747)          | (31,747)          |
| Changes to models and inputs used for ECL calculations |                   |                   |
| <b>At 30 September 2020</b>                            | <b>6,114</b>      | <b>6,114</b>      |

(thousands of Armenian drams)

**8. Amounts due from banks (continued)**

An analysis of changes in gross carrying value and corresponding ECL allowance on amounts due from banks during the year ended 31 December 2019 is as follows:

|   | <b>Stage 1</b>    | <b>Total</b>       |
|---|-------------------|--------------------|
| <b>Gross carrying value as at 1 January 2019</b>                  | <b>5,225,142</b>  | <b>5,225,142</b>   |
| New assets originated or purchased                                | 10,213,494        | <b>10,213,494</b>  |
| Assets repaid   | (3,861,922)       | <b>(3,861,922)</b> |
| Reclassification of foreign currency obligatory reserves with CBA | 8,811,998         | <b>8,811,998</b>   |
| Foreign exchange adjustments                                      | 171,336           | <b>171,336</b>     |
| <b>At 31 December 2019</b>  | <b>20,560,048</b> | <b>20,560,048</b>  |
|   | <b>Stage 1</b>    | <b>Total</b>       |
| <b>ECL allowance as at 1 January 2019</b>                         | <b>12,655</b>     | <b>12,655</b>      |
| New assets originated or purchased                                | 9,755             | <b>9,755</b>       |
| Assets repaid   | (11,394)          | <b>(11,394)</b>    |
| Changes to models and inputs used for ECL calculations            | (854)             | <b>(854)</b>       |
| Foreign exchange adjustments                                      | 631               | <b>631</b>         |
| <b>At 31 December 2019</b>  | <b>10,793</b>     | <b>10,793</b>      |

**9. Loans and advances to customers**

|  | <b>30 September<br/>2020</b> | <b>31 December<br/>2019</b> |
|--|------------------------------|-----------------------------|
| Loans to customers                           | 181,764,209                  | 187,856,798                 |
| Overdrafts                                   | 38,190,532                   | 35,709,999                  |
| Reverse repurchase agreements                | 10,920,098                   | 7,066,707                   |
| Financial lease receivables                  | 411,251                      | 338,427                     |
| Factoring                                    | -                            | 144,376                     |
| Letter of credit                             | 13,740                       | 2,619                       |
|  | <b>231,299,830</b>           | <b>231,118,926</b>          |
| Less – allowance for loan impairment         | (5,380,197)                  | (4,673,935)                 |
| <b>Total loans and advances to customers</b> | <b>225,919,633</b>           | <b>226,444,991</b>          |
|  | <b>30 September<br/>2020</b> | <b>31 December<br/>2019</b> |
| Large business loans                         | 84,679,696                   | 79,327,720                  |
| SME loans                                    | 38,355,618                   | 40,479,951                  |
| Consumer loans                               | 40,950,966                   | 45,180,825                  |
| Mortgage loans                               | 46,973,553                   | 44,600,296                  |
| Gold loans                                   | 20,339,997                   | 21,530,134                  |
| <b>Gross loans and advances to customers</b> | <b>231,299,830</b>           | <b>231,118,926</b>          |
| Less – allowance for impairment              | (5,380,197)                  | (4,673,935)                 |
| <b>Total loans and advances to customers</b> | <b>225,919,633</b>           | <b>226,444,991</b>          |



(thousands of Armenian drams)

**9. Loans and advances to customers (continued)****Allowance for impairment of loans and advances to customers**

An analysis of changes in the gross carrying value and corresponding ECL in relation to large business loans as of 30 September 2020:

| <b><i>Large business loans</i></b>               | <b><i>Stage 1</i></b> | <b><i>Stage 2</i></b> | <b><i>Stage 3</i></b> | <b><i>Total</i></b> |
|--|-----------------------|-----------------------|-----------------------|---------------------|
| <b>Gross carrying value as at 1 January 2020</b> | <b>73,894,548</b>     | <b>824,701</b>        | <b>4,608,471</b>      | <b>79,327,720</b>   |
| New assets originated or purchased               | 28,885,908            |                       |                       | 28,885,908          |
| Assets repaid                                    | (23,177,127)          | (64,420)              | (132,387)             | (23,373,934)        |
| Transfers to Stage 2                             | (263,597)             | 263,597               | -                     | -                   |
| Transfers to Stage 3                             | -                     | (456,825)             | 456,825               | -                   |
| Recoveries                                       |                       |                       | -                     | -                   |
| Amounts written off                              |                       |                       | (159,998)             | (159,998)           |
| <b>At 30 September 2020</b>                      | <b>79,339,732</b>     | <b>567,054</b>        | <b>4,772,911</b>      | <b>84,679,696</b>   |

| <b><i>Large business loans</i></b>   | <b><i>Stage 1</i></b> | <b><i>Stage 2</i></b> | <b><i>Stage 3</i></b> | <b><i>Total</i></b> |
|--|-----------------------|-----------------------|-----------------------|---------------------|
| <b>ECL as at 1 January 2020</b>  | <b>283,664</b>        | <b>283,311</b>        | <b>1,747,631</b>      | <b>2,314,606</b>    |
| New assets originated or purchased   | 330,578               |                       |                       | 330,578             |
| Assets repaid  | (80,152)              | (19,089)              | (281)                 | (99,522)            |
| Transfers to Stage 2   | (192,589)             | 192,589               | -                     | -                   |
| Transfers to Stage 3   | -                     | (342,489)             | 342,489               | -                   |
| Impact on period end ECL of exposures transferred between stages during the period | -                     | -                     | 25,349                | 25,349              |
| Unwinding of discount (recognised in interest revenue)                             |                       |                       | 5,394                 | 5,394               |
| Changes to models and inputs used for ECL calculations                             | 34,910                | (37,872)              | 159,449               | 156,487             |
| Recoveries   |                       |                       | -                     | -                   |
| Amounts written off  |                       |                       | (159,998)             | (159,998)           |
| <b>At 30 September 2020</b>  | <b>376,411</b>        | <b>76,450</b>         | <b>2,120,033</b>      | <b>2,572,894</b>    |

An analysis of changes in the gross carrying value and corresponding ECL in relation to SME loans as of 30 September 2020:

| <b><i>SME loans</i></b>                          | <b><i>Stage 1</i></b> | <b><i>Stage 2</i></b> | <b><i>Stage 3</i></b> | <b><i>Total</i></b> |
|--|-----------------------|-----------------------|-----------------------|---------------------|
| <b>Gross carrying value as at 1 January 2020</b> | <b>38,242,644</b>     | <b>480,226</b>        | <b>1,757,081</b>      | <b>40,479,951</b>   |
| New assets originated or purchased               | 7,204,878             |                       |                       | 7,204,878           |
| Assets repaid                                    | (8,979,689)           | 6,294                 | (258,310)             | (9,231,705)         |
| Transfers to Stage 1                             | 238,601               | (238,601)             | -                     | -                   |
| Transfers to Stage 2                             | (1,974,477)           | 2,080,392             | (105,915)             | -                   |
| Transfers to Stage 3                             | (1,483,809)           | (351,648)             | 1,835,457             | -                   |
| Recoveries                                       |                       |                       | 70,958                | 70,958              |
| Amounts written off                              |                       |                       | (168,463)             | (168,463)           |
| <b>At 30 September 2020</b>                      | <b>33,248,147</b>     | <b>1,976,663</b>      | <b>3,130,808</b>      | <b>38,355,618</b>   |

(thousands of Armenian drams)

**9. Loans and advances to customers (continued)****Allowance for impairment of loans and advances to customers (continued)**

| <i><b>SME loans</b></i>  | <i><b>Stage 1</b></i> | <i><b>Stage 2</b></i> | <i><b>Stage 3</b></i> | <i><b>Total</b></i> |
|--|-----------------------|-----------------------|-----------------------|---------------------|
| <b>ECL as at 1 January 2020</b>  | <b>397,119</b>        | <b>24,420</b>         | <b>556,083</b>        | <b>977,622</b>      |
| New assets originated or purchased   | 194,559               |                       |                       | <b>194,559</b>      |
| Assets repaid  | (60,701)              | (3,085)               | (7,170)               | <b>(70,956)</b>     |
| Transfers to Stage 1   | 9,612                 | (9,612)               | -                     | -                   |
| Transfers to Stage 2   | (124,326)             | 131,389               | (7,062)               | -                   |
| Transfers to Stage 3   | (28,903)              | (107,822)             | 136,726               | -                   |
| Impact on period end ECL of exposures transferred between stages during the period | (6,343)               | 57,237                | 211,686               | <b>262,579</b>      |
| Unwinding of discount (recognised in interest revenue)                             |                       |                       | 7,516                 | <b>7,516</b>        |
| Changes to models and inputs used for ECL calculations                             | 28,742                | (512)                 | (27,797)              | <b>432</b>          |
| Recoveries   |                       |                       | 70,958                | <b>70,958</b>       |
| Amounts written off  |                       |                       | (168,463)             | <b>(168,463)</b>    |
| <b>At 30 September 2020</b>  | <b>409,757</b>        | <b>92,014</b>         | <b>772,476</b>        | <b>1,274,247</b>    |

An analysis of changes in the gross carrying value and corresponding ECL in relation to consumer loans as of 30 September 2020:

| <i><b>Consumer loans</b></i>                     | <i><b>Stage 1</b></i> | <i><b>Stage 2</b></i> | <i><b>Stage 3</b></i> | <i><b>Total</b></i> |
|--|-----------------------|-----------------------|-----------------------|---------------------|
| <b>Gross carrying value as at 1 January 2020</b> | <b>42,323,169</b>     | <b>1,092,531</b>      | <b>1,765,126</b>      | <b>45,180,825</b>   |
| New assets originated or purchased               | 9,810,431             |                       |                       | <b>9,810,431</b>    |
| Assets repaid                                    | (11,783,026)          | (103,104)             | (1,206,489)           | <b>(13,092,620)</b> |
| Transfers to Stage 1                             | 177,738               | (177,738)             | -                     | -                   |
| Transfers to Stage 2                             | (1,912,419)           | 1,973,379             | (60,961)              | -                   |
| Transfers to Stage 3                             | (523,032)             | (1,739,167)           | 2,262,199             | -                   |
| Recoveries                                       |                       |                       | 478,555               | <b>478,555</b>      |
| Amounts written off                              |                       |                       | (1,426,226)           | <b>(1,426,226)</b>  |
| <b>At 30 September 2020</b>                      | <b>38,092,862</b>     | <b>1,045,901</b>      | <b>1,812,203</b>      | <b>40,950,966</b>   |

| <i><b>Consumer loans</b></i>   | <i><b>Stage 1</b></i> | <i><b>Stage 2</b></i> | <i><b>Stage 3</b></i> | <i><b>Total</b></i> |
|--|-----------------------|-----------------------|-----------------------|---------------------|
| <b>ECL as at 1 January 2020</b>  | <b>109,322</b>        | <b>55,219</b>         | <b>440,883</b>        | <b>605,424</b>      |
| New assets originated or purchased   | 975,677               |                       |                       | <b>975,677</b>      |
| Assets repaid  | (20,066)              | (4,312)               | (23,889)              | <b>(48,266)</b>     |
| Transfers to Stage 1   | 9,370                 | (9,370)               | -                     | -                   |
| Transfers to Stage 2   | (942,465)             | 958,795               | (16,330)              | -                   |
| Transfers to Stage 3   | (5,807)               | (972,638)             | 978,445               | -                   |
| Impact on period end ECL of exposures transferred between stages during the period | (8,470)               | 31,287                | 171,679               | <b>194,496</b>      |
| Unwinding of discount (recognised in interest revenue)                             |                       |                       | 32,691                | <b>32,691</b>       |
| Changes to models and inputs used for ECL calculations                             | 47,689                | 821                   | (169,625)             | <b>(121,115)</b>    |
| Recoveries   |                       |                       | 478,555               | <b>478,555</b>      |
| Amounts written off  |                       |                       | (1,426,226)           | <b>(1,426,226)</b>  |
| <b>At 30 September 2020</b>  | <b>165,251</b>        | <b>59,802</b>         | <b>466,184</b>        | <b>691,236</b>      |

(thousands of Armenian drams)

**9. Loans and advances to customers (continued)****Allowance for impairment of loans and advances to customers (continued)**

An analysis of changes in the gross carrying value and corresponding ECL in relation to mortgage loans as of 30 September 2020:

| <i><b>Mortgage loans</b></i>                     | <i><b>Stage 1</b></i> | <i><b>Stage 2</b></i> | <i><b>Stage 3</b></i> | <i><b>Total</b></i> |
|--|-----------------------|-----------------------|-----------------------|---------------------|
| <b>Gross carrying value as at 1 January 2020</b> | <b>42,785,196</b>     | <b>351,489</b>        | <b>1,463,612</b>      | <b>44,600,297</b>   |
| New assets originated or purchased               | 6,625,126             |                       |                       | 6,625,126           |
| Assets repaid                                    | (3,940,979)           | (4,357)               | (258,300)             | (4,203,636)         |
| Transfers to Stage 1                             | 139,061               | (139,061)             | -                     | -                   |
| Transfers to Stage 2                             | (551,915)             | 699,559               | (147,644)             | -                   |
| Transfers to Stage 3                             | (278,150)             | (261,677)             | 539,827               | -                   |
| Recoveries                                       |                       |                       | 198,598               | 198,598             |
| Amounts written off                              |                       |                       | (246,832)             | (246,832)           |
| <b>At 30 September 2020</b>                      | <b>44,778,339</b>     | <b>645,953</b>        | <b>1,549,261</b>      | <b>46,973,553</b>   |

| <i><b>Mortgage loans</b></i>   | <i><b>Stage 1</b></i> | <i><b>Stage 2</b></i> | <i><b>Stage 3</b></i> | <i><b>Total</b></i> |
|--|-----------------------|-----------------------|-----------------------|---------------------|
| <b>ECL as at 1 January 2020</b>  | <b>31,152</b>         | <b>14,849</b>         | <b>599,269</b>        | <b>645,270</b>      |
| New assets originated or purchased   | 60,200                |                       |                       | 60,200              |
| Assets repaid  | (1,441)               | (152)                 | (4,422)               | (6,015)             |
| Transfers to Stage 1   | 6,252                 | (6,252)               | -                     | -                   |
| Transfers to Stage 2   | (53,978)              | 81,302                | (27,324)              | -                   |
| Transfers to Stage 3   | (201)                 | (59,711)              | 59,913                | -                   |
| Impact on period end ECL of exposures transferred between stages during the period | (5,689)               | (7,218)               | 61,059                | 48,152              |
| Unwinding of discount (recognised in interest revenue)                             |                       |                       | 6,132                 | 6,132               |
| Changes to models and inputs used for ECL calculations                             | 58,936                | 27                    | (36,559)              | 22,405              |
| Recoveries   |                       |                       | 198,598               | 198,598             |
| Amounts written off  |                       |                       | (246,832)             | (246,832)           |
| <b>At 30 September 2020</b>  | <b>95,231</b>         | <b>22,845</b>         | <b>609,834</b>        | <b>727,909</b>      |

An analysis of changes in the gross carrying value and corresponding ECL in relation to gold loans as of 30 September 2020:

| <i><b>Gold loans</b></i>                         | <i><b>Stage 1</b></i> | <i><b>Stage 2</b></i> | <i><b>Stage 3</b></i> | <i><b>Total</b></i> |
|--|-----------------------|-----------------------|-----------------------|---------------------|
| <b>Gross carrying value as at 1 January 2020</b> | <b>21,001,528</b>     | <b>289,245</b>        | <b>239,361</b>        | <b>21,530,134</b>   |
| New assets originated or purchased               | 13,249,108            |                       |                       | 13,249,108          |
| Assets repaid                                    | (13,905,889)          | (146,782)             | (300,151)             | (14,352,821)        |
| Transfers to Stage 1                             | 21,088                | (21,088)              | -                     | -                   |
| Transfers to Stage 2                             | (293,985)             | 298,745               | (4,760)               | -                   |
| Transfers to Stage 3                             | (81,093)              | (217,359)             | 298,452               | -                   |
| Recoveries                                       |                       |                       | 113,770               | 113,770             |
| Amounts written off                              |                       |                       | (200,194)             | (200,194)           |
| <b>At 30 September 2020</b>                      | <b>19,990,757</b>     | <b>202,761</b>        | <b>146,478</b>        | <b>20,339,996</b>   |

(thousands of Armenian drams)

**9. Loans and advances to customers (continued)****Allowance for impairment of loans and advances to customers (continued)**

| <b>Gold loans</b>  | <b>Stage 1</b> | <b>Stage 2</b> | <b>Stage 3</b> | <b>Total</b>   |
|--|----------------|----------------|----------------|----------------|
| <b>ECL as at 1 January 2020</b>  | <b>22,599</b>  | <b>17,992</b>  | <b>90,424</b>  | <b>131,015</b> |
| New assets originated or purchased   | 118,101        |                |                | 118,101        |
| Assets repaid  | (12,508)       | (8,154)        | (36,868)       | (57,531)       |
| Transfers to Stage 1   | 1,324          | (1,324)        | -              | -              |
| Transfers to Stage 2   | (88,950)       | 90,686         | (1,736)        | -              |
| Transfers to Stage 3   | (6,900)        | (91,103)       | 98,003         | -              |
| Impact on period end ECL of exposures transferred between stages during the period | (1,245)        | 4,584          | 21,974         | 25,312         |
| Unwinding of discount (recognised in interest revenue)                             |                |                | 5,119          | 5,119          |
| Changes to models and inputs used for ECL calculations                             | 11,949         | 7              | (33,637)       | (21,680)       |
| Recoveries   |                |                | 113,770        | 113,770        |
| Amounts written off  |                |                | (200,194)      | (200,194)      |
| <b>At 30 September 2020</b>  | <b>44,369</b>  | <b>12,688</b>  | <b>56,855</b>  | <b>113,912</b> |

An analysis of changes in the gross carrying value and corresponding ECL in relation to large business loans as of 31 December 2019:

| <b>Large business loans</b>                      | <b>Stage 1</b>    | <b>Stage 2</b> | <b>Stage 3</b>   | <b>Total</b>      |
|--|-------------------|----------------|------------------|-------------------|
| <b>Gross carrying value as at 1 January 2019</b> | <b>68,022,038</b> | <b>-</b>       | <b>3,355,741</b> | <b>71,377,779</b> |
| New assets originated or purchased               | 33,190,617        | -              | -                | 33,190,617        |
| Assets repaid                                    | (23,439,107)      | (40,429)       | (909,631)        | (24,389,167)      |
| Transfers to Stage 2                             | (3,391,380)       | 3,391,380      | -                | -                 |
| Transfers to Stage 3                             | -                 | (2,526,250)    | 2,526,250        | -                 |
| Recoveries                                       | -                 | -              | 43,493           | 43,493            |
| Amounts written off                              | -                 | -              | (376,351)        | (376,351)         |
| Foreign exchange adjustments                     | (487,620)         | -              | (31,031)         | (518,651)         |
| <b>At 31 December 2019</b>                       | <b>73,894,548</b> | <b>824,701</b> | <b>4,608,471</b> | <b>79,327,720</b> |

| <b>Large business loans</b>  | <b>Stage 1</b> | <b>Stage 2</b> | <b>Stage 3</b>   | <b>Total</b>     |
|--|----------------|----------------|------------------|------------------|
| <b>ECL as at 1 January 2019</b>  | <b>508,361</b> | <b>-</b>       | <b>1,471,545</b> | <b>1,979,906</b> |
| New assets originated or purchased   | 162,455        | -              | -                | 162,455          |
| Assets repaid  | (132,981)      | (22)           | (29,398)         | (162,401)        |
| Transfers to Stage 2   | (115,206)      | 115,206        | -                | -                |
| Transfers to Stage 3   | -              | (27,955)       | 27,955           | -                |
| Impact on period end ECL of exposures transferred between stages during the period | -              | 196,082        | 571,347          | 767,429          |
| Unwinding of discount (recognised in interest revenue)                             | -              | -              | 11,280           | 11,280           |
| Changes to models and inputs used for ECL calculations                             | (136,063)      | -              | 40,710           | (95,353)         |
| Recoveries   | -              | -              | 43,493           | 43,493           |
| Amounts written off  | -              | -              | (376,351)        | (376,351)        |
| Foreign exchange adjustments   | (2,902)        | -              | (12,950)         | (15,852)         |
| <b>At 31 December 2019</b>   | <b>283,664</b> | <b>283,311</b> | <b>1,747,631</b> | <b>2,314,606</b> |

An analysis of changes in the gross carrying value and corresponding ECL in relation to SME loans as of 31 December 2019:

| <b>SME loans</b>                                 | <b>Stage 1</b>    | <b>Stage 2</b> | <b>Stage 3</b>   | <b>Total</b>      |
|--|-------------------|----------------|------------------|-------------------|
| <b>Gross carrying value as at 1 January 2019</b> | <b>37,789,628</b> | <b>80,998</b>  | <b>1,711,496</b> | <b>39,582,122</b> |
| New assets originated or purchased               | 18,636,439        | -              | -                | 18,636,439        |
| Assets repaid                                    | (16,833,449)      | (22,512)       | (395,657)        | (17,251,618)      |
| Transfers to Stage 1                             | 23,051            | (16,909)       | (6,142)          | -                 |
| Transfers to Stage 2                             | (1,148,649)       | 1,162,042      | (13,393)         | -                 |

*(thousands of Armenian drams)*

|                              |                   |                |                  |                   |
|------------------------------|-------------------|----------------|------------------|-------------------|
| Transfers to Stage 3         | -                 | (723,090)      | 723,090          | -                 |
| Recoveries                   | -                 | -              | 213,822          | <b>213,822</b>    |
| Amounts written off          | -                 | -              | (461,974)        | <b>(461,974)</b>  |
| Foreign exchange adjustments | (224,376)         | (303)          | (14,161)         | <b>(238,840)</b>  |
| <b>At 31 December 2019</b>   | <b>38,242,644</b> | <b>480,226</b> | <b>1,757,081</b> | <b>40,479,951</b> |

(thousands of Armenian drams)

**9. Loans and advances to customers (continued)****Allowance for impairment of loans and advances to customers (continued)**

| <i><b>SME loans</b></i>  | <i><b>Stage 1</b></i> | <i><b>Stage 2</b></i> | <i><b>Stage 3</b></i> | <i><b>Total</b></i> |
|--|-----------------------|-----------------------|-----------------------|---------------------|
| <b>ECL as at 1 January 2019</b>  | <b>412,596</b>        | <b>24,773</b>         | <b>574,046</b>        | <b>1,011,415</b>    |
| New assets originated or purchased   | 202,478               | –                     | –                     | <b>202,478</b>      |
| Assets repaid  | (137,144)             | (8,554)               | (21,407)              | <b>(167,105)</b>    |
| Transfers to Stage 1   | 10,503                | (5,194)               | (5,309)               | –                   |
| Transfers to Stage 2   | (26,876)              | 38,453                | (11,577)              | –                   |
| Transfers to Stage 3   | –                     | (23,973)              | 23,973                | –                   |
| Impact on period end ECL of exposures transferred between stages during the period | (10,250)              | (992)                 | 128,171               | <b>116,929</b>      |
| Unwinding of discount (recognised in interest revenue)                             | –                     | –                     | 9,346                 | <b>9,346</b>        |
| Changes to models and inputs used for ECL calculations                             | (50,607)              | –                     | 118,018               | <b>67,411</b>       |
| Recoveries   | –                     | –                     | 213,822               | <b>213,822</b>      |
| Amounts written off  | –                     | –                     | (461,974)             | <b>(461,974)</b>    |
| Foreign exchange adjustments   | (3,581)               | (93)                  | (11,026)              | <b>(14,700)</b>     |
| <b>At 31 December 2019</b>   | <b>397,119</b>        | <b>24,420</b>         | <b>556,083</b>        | <b>977,622</b>      |

An analysis of changes in the gross carrying value and corresponding ECL in relation to consumer loans as of 31 December 2019:

| <i><b>Consumer loans</b></i>                     | <i><b>Stage 1</b></i> | <i><b>Stage 2</b></i> | <i><b>Stage 3</b></i> | <i><b>Total</b></i> |
|--|-----------------------|-----------------------|-----------------------|---------------------|
| <b>Gross carrying value as at 1 January 2019</b> | <b>33,728,877</b>     | <b>492,077</b>        | <b>1,299,992</b>      | <b>35,520,946</b>   |
| New assets originated or purchased               | 25,760,717            | –                     | –                     | <b>25,760,717</b>   |
| Assets repaid                                    | (14,093,120)          | (47,727)              | (1,288,589)           | <b>(15,429,436)</b> |
| Transfers to Stage 1                             | 102,714               | (62,203)              | (40,511)              | –                   |
| Transfers to Stage 2                             | (3,077,944)           | 3,120,500             | (42,556)              | –                   |
| Transfers to Stage 3                             | –                     | (2,408,913)           | 2,408,913             | –                   |
| Recoveries                                       | –                     | –                     | 684,066               | <b>684,066</b>      |
| Amounts written off                              | –                     | –                     | (1,248,452)           | <b>(1,248,452)</b>  |
| Foreign exchange adjustments                     | (98,076)              | (1,203)               | (7,737)               | <b>(107,016)</b>    |
| <b>At 31 December 2019</b>                       | <b>42,323,168</b>     | <b>1,092,531</b>      | <b>1,765,126</b>      | <b>45,180,825</b>   |

| <i><b>Consumer loans</b></i>   | <i><b>Stage 1</b></i> | <i><b>Stage 2</b></i> | <i><b>Stage 3</b></i> | <i><b>Total</b></i> |
|--|-----------------------|-----------------------|-----------------------|---------------------|
| <b>ECL as at 1 January 2019</b>  | <b>114,128</b>        | <b>34,620</b>         | <b>294,283</b>        | <b>443,031</b>      |
| New assets originated or purchased   | 213,651               | –                     | –                     | <b>213,651</b>      |
| Assets repaid  | (32,898)              | (7,927)               | (37,937)              | <b>(78,762)</b>     |
| Transfers to Stage 1   | 17,318                | (4,118)               | (13,200)              | –                   |
| Transfers to Stage 2   | (160,433)             | 172,765               | (12,332)              | –                   |
| Transfers to Stage 3   | –                     | (152,055)             | 152,055               | –                   |
| Impact on period end ECL of exposures transferred between stages during the period | (15,203)              | 12,914                | 202,482               | <b>200,193</b>      |
| Unwinding of discount (recognised in interest revenue)                             | –                     | –                     | 31,530                | <b>31,530</b>       |
| Changes to models and inputs used for ECL calculations                             | (26,916)              | (885)                 | 390,069               | <b>362,268</b>      |
| Recoveries   | –                     | –                     | 684,066               | <b>684,066</b>      |
| Amounts written off  | –                     | –                     | (1,248,452)           | <b>(1,248,452)</b>  |
| Foreign exchange adjustments   | (325)                 | (95)                  | (1,683)               | <b>(2,103)</b>      |
| <b>At 31 December 2019</b>   | <b>109,322</b>        | <b>55,219</b>         | <b>440,881</b>        | <b>605,422</b>      |

(thousands of Armenian drams)

**9. Loans and advances to customers (continued)****Allowance for impairment of loans and advances to customers (continued)**

An analysis of changes in the gross carrying value and corresponding ECL in relation to mortgage loans as of 31 December 2019:

| <b>Mortgage loans</b>                            | <b>Stage 1</b>    | <b>Stage 2</b> | <b>Stage 3</b>   | <b>Total</b>      |
|--|-------------------|----------------|------------------|-------------------|
| <b>Gross carrying value as at 1 January 2019</b> | <b>33,078,667</b> | <b>120,962</b> | <b>1,831,101</b> | <b>35,030,730</b> |
| New assets originated or purchased               | 16,310,838        | –              | –                | 16,310,838        |
| Assets repaid                                    | (5,807,778)       | (40,833)       | (785,103)        | (6,633,714)       |
| Transfers to Stage 1                             | 191,443           | (25,743)       | (165,700)        | –                 |
| Transfers to Stage 2                             | (765,840)         | 863,698        | (97,858)         | –                 |
| Transfers to Stage 3                             | –                 | (565,766)      | 565,766          | –                 |
| Recoveries                                       | –                 | –              | 694,418          | 694,418           |
| Amounts written off                              | –                 | –              | (565,449)        | (565,449)         |
| Foreign exchange adjustments                     | (222,135)         | (829)          | (13,563)         | (236,527)         |
| <b>At 31 December 2019</b>                       | <b>42,785,195</b> | <b>351,489</b> | <b>1,463,612</b> | <b>44,600,296</b> |

| <b>Mortgage loans</b>  | <b>Stage 1</b> | <b>Stage 2</b> | <b>Stage 3</b> | <b>Total</b>   |
|--|----------------|----------------|----------------|----------------|
| <b>ECL as at 1 January 2019</b>  | <b>74,309</b>  | <b>10,560</b>  | <b>672,429</b> | <b>757,298</b> |
| New assets originated or purchased   | 24,369         | –              | –              | 24,369         |
| Assets repaid  | (7,812)        | (4,364)        | (23,452)       | (35,628)       |
| Transfers to Stage 1   | 31,943         | (2,036)        | (29,907)       | –              |
| Transfers to Stage 2   | (14,236)       | 24,716         | (10,480)       | –              |
| Transfers to Stage 3   | –              | (13,819)       | 13,819         | –              |
| Impact on period end ECL of exposures transferred between stages during the period | (31,575)       | (147)          | 73,978         | 42,256         |
| Unwinding of discount (recognised in interest revenue)                             | –              | –              | 6,899          | 6,899          |
| Changes to models and inputs used for ECL calculations                             | (45,346)       | –              | (227,874)      | (273,220)      |
| Recoveries   | –              | –              | 694,418        | 694,418        |
| Amounts written off  | –              | –              | (565,449)      | (565,449)      |
| Foreign exchange adjustments   | (500)          | (61)           | (5,112)        | (5,673)        |
| <b>At 31 December 2019</b>   | <b>31,152</b>  | <b>14,849</b>  | <b>599,269</b> | <b>645,270</b> |

An analysis of changes in the gross carrying value and corresponding ECL in relation to gold loans as of 1 December 2019:

| <b>Gold loans</b>                                | <b>Stage 1</b>    | <b>Stage 2</b> | <b>Stage 3</b> | <b>Total</b>      |
|--|-------------------|----------------|----------------|-------------------|
| <b>Gross carrying value as at 1 January 2019</b> | <b>18,667,524</b> | <b>259,286</b> | <b>243,340</b> | <b>19,170,150</b> |
| New assets originated or purchased               | 18,535,829        | –              | –              | 18,535,829        |
| Assets repaid                                    | (15,458,369)      | (140,125)      | (378,467)      | (15,976,961)      |
| Transfers to Stage 1                             | 17,195            | (16,888)       | (307)          | –                 |
| Transfers to Stage 2                             | (751,800)         | 753,299        | (1,499)        | –                 |
| Transfers to Stage 3                             | –                 | (566,195)      | 566,195        | –                 |
| Recoveries                                       | –                 | –              | 149,472        | 149,472           |
| Amounts written off                              | –                 | –              | (339,104)      | (339,104)         |
| Foreign exchange adjustments                     | (8,851)           | (132)          | (269)          | (9,252)           |
| <b>At 31 December 2019</b>                       | <b>21,001,528</b> | <b>289,245</b> | <b>239,361</b> | <b>21,530,134</b> |

(thousands of Armenian drams)

**9. Loans and advances to customers (continued)****Allowance for impairment of loans and advances to customers (continued)**

| <i>Gold loans</i>  | <i>Stage 1</i> | <i>Stage 2</i> | <i>Stage 3</i> | <i>Total</i>     |
|--|----------------|----------------|----------------|------------------|
| <b>ECL as at 1 January 2019</b>  | <b>33,841</b>  | <b>28,897</b>  | <b>145,007</b> | <b>207,745</b>   |
| New assets originated or purchased   | 90,397         | –              | –              | <b>90,397</b>    |
| Assets repaid  | (24,929)       | (19,464)       | (79,387)       | <b>(123,780)</b> |
| Transfers to Stage 1   | 2,117          | (1,898)        | (219)          | –                |
| Transfers to Stage 2   | (71,389)       | 72,465         | (1,076)        | –                |
| Transfers to Stage 3   | –              | (63,700)       | 63,700         | –                |
| Impact on period end ECL of exposures transferred between stages during the period | (2,104)        | 1,903          | 20,311         | <b>20,110</b>    |
| Unwinding of discount (recognised in interest revenue)                             | –              | –              | 11,419         | <b>11,419</b>    |
| Changes to models and inputs used for ECL calculations                             | (5,318)        | (250)          | 120,490        | <b>114,922</b>   |
| Recoveries   | –              | –              | 149,472        | <b>149,472</b>   |
| Amounts written off  | –              | –              | (339,104)      | <b>(339,104)</b> |
| Foreign exchange adjustments   | (16)           | 39             | (189)          | <b>(166)</b>     |
| <b>At 31 December 2019</b>   | <b>22,599</b>  | <b>17,992</b>  | <b>90,424</b>  | <b>131,015</b>   |



(thousands of Armenian drams)

**9. Loans and advances to customers (continued)****Collateral and other credit enhancements**

The amount and type of collateral required depends on an assessment of the credit risk of the counterparty. Guidelines are implemented regarding the acceptability of types of collateral and valuation parameters.

The main types of collateral obtained are as follows:

- ▶ For securities lending and reverse repurchase transactions, cash or securities;
- ▶ For commercial lending, charges over real estate properties, inventory and trade receivables;
- ▶ For retail lending, mortgages over residential properties, gold, vehicles.

The Group also obtains guarantees from parent companies for loans to their subsidiaries.

Management monitors the market value of collateral and requests additional collateral in accordance with the underlying agreement during its review of the adequacy of the allowance for loan impairment.

**Concentration of loans and advances to customers**

As at 30 September 2020 the Group had a concentration of loans totalling to AMD 52,125,495 thousand due from the ten largest groups of borrowers (22.54% of gross loan portfolio) (2019: AMD 48,564,640 thousand or 21.01% of gross loan portfolio). An allowance for impairment in amount of AMD 2,010,822 thousand (2019: AMD 1,396,186 thousand) was created against these loans.

Loans have been extended to the following types of customers:

|                         | <b>30 September<br/>2020</b> | <b>31 December<br/>2019</b> |
|-------------------------|------------------------------|-----------------------------|
| Private companies       | 109,536,196                  | 110,354,663                 |
| Individuals             | 110,373,465                  | 113,067,740                 |
| Financial organizations | 10,920,098                   | 7,066,707                   |
| State companies         | 470,071                      | 629,816                     |
|                         | <b>231,299,830</b>           | <b>231,118,926</b>          |

(thousands of Armenian drams)

**9. Loans and advances to customers (continued)****Concentration of loans and advances to customers (continued)**

Loans are made principally within Armenia in the following industry sectors:

|  | <b>30 September<br/>2020</b> | <b>31 December<br/>2019</b> |
|--|------------------------------|-----------------------------|
| Consumer loans to individuals                | 61,290,963                   | 66,711,250                  |
| Mortgage                                     | 46,973,553                   | 44,600,296                  |
| Trade  | 34,430,557                   | 37,195,285                  |
| Construction                                 | 21,339,328                   | 24,775,667                  |
| Agriculture (including loans to individuals) | 13,977,289                   | 13,515,156                  |
| Services                                     | 10,056,076                   | 9,276,072                   |
| Manufacturing                                | 11,064,158                   | 8,896,100                   |
| Energy                                       | 4,485,374                    | 3,349,906                   |
| Transport and communication                  | 3,707,130                    | 2,965,134                   |
| Other  | 23,975,402                   | 19,834,060                  |
| <b>Gross loan portfolio</b>                  | <b>231,299,830</b>           | <b>231,118,926</b>          |
| Less allowance for loan impairment           | (5,380,197)                  | (4,673,935)                 |
| <b>Total</b>                                 | <b>225,919,633</b>           | <b>226,444,991</b>          |

**Finance lease receivables**

Included in corporate lending portfolio are finance lease receivables. The analysis of finance lease receivables at 30 September 2020 is as follows:

|   | <b>30 September<br/>2020</b> | <b>31 December<br/>2019</b> |
|---|------------------------------|-----------------------------|
| <b>Gross investment in finance lease, receivable</b>                  |                              |                             |
| Not later than 1 year   | 103,672                      | 75,230                      |
| 1-5 years   | 412,426                      | 324,670                     |
| More than 5 years   | 51,861                       | 82,865                      |
|   | <b>567,959</b>               | <b>482,765</b>              |
| Unearned future finance income on finance lease                       | (156,709)                    | (144,338)                   |
| <b>Net investment in financial lease, before impairment allowance</b> | <b>411,251</b>               | <b>338,427</b>              |
| Impairment allowance  | (4,432)                      | (3,398)                     |
| <b>Net investment in finance lease</b>                                | <b>406,819</b>               | <b>335,029</b>              |

(thousands of Armenian drams)

**10. Investment securities**

Investment securities including those pledged under repurchase agreements comprise:

|   | <b>30 September<br/>2020</b> | <b>31 December<br/>2019</b> |
|---|------------------------------|-----------------------------|
| <b>Debt securities at amortised cost</b>                                |                              |                             |
| RA government bonds   | 489,953                      | 726,031                     |
| RA government bills   | 5,361                        | -                           |
| RA corporate bonds  | 977,162                      | 959,738                     |
| Less – allowance for impairment   | (5,652)                      | (5,809)                     |
| <b>Debt securities at amortised cost</b>                                | <b>1,466,824</b>             | <b>1,679,960</b>            |
| RA government bonds pledged under repo                                  | -                            | -                           |
| Less – allowance for impairment   | -                            | -                           |
| <b>Debt securities at amortised pledged under repurchase agreements</b> | <b>-</b>                     | <b>-</b>                    |
| <b>Debt securities at FVOCI</b>   |                              |                             |
| RA government bonds   | 25,103,731                   | 13,102,410                  |
| RA corporate bonds  | 4,992,747                    | 4,626,604                   |
| Corporate bonds of non-OECD countries                                   | 856,448                      | 854,117                     |
| <b>Debt securities at FVOCI</b>   | <b>30,952,926</b>            | <b>18,583,131</b>           |
| RA government bonds   | -                            | -                           |
| <b>Debt securities at FVOCI pledged under repurchase agreements</b>     | <b>-</b>                     | <b>-</b>                    |
| <b>Equity securities at FVOCI</b>                                       |                              |                             |
| Equity shares of OECD countries   | 5,333                        | 5,333                       |
| RA equity shares  | 75,222                       | 57,794                      |
| <b>Equity securities at FVOCI</b>                                       | <b>80,555</b>                | <b>63,127</b>               |
| <b>Total</b>  | <b>32,500,305</b>            | <b>20,326,218</b>           |

An analysis of changes in the gross carrying values and associated ECLs in relation to debt securities at amortized cost is as follows:

| <b>Debt securities at amortised cost</b>         | <b>Stage 1</b>   | <b>Total</b>     |
|--|------------------|------------------|
| <b>Gross carrying value as at 1 January 2020</b> | 1,685,769        | 1,685,769        |
| New assets originated or purchased               | 322,086          | 322,086          |
| Assets repaid                                    | (535,379)        | (535,379)        |
| <b>At 30 September 2020</b>                      | <b>1,472,476</b> | <b>1,472,476</b> |

| <b>Debt securities at amortised cost</b> | <b>Stage 1</b> | <b>Total</b> |
|--|----------------|--------------|
| <b>ECLs as at 1 January 2020</b>         | <b>5,809</b>   | <b>5,809</b> |
| New assets originated or purchased       | 373            | 373          |
| Assets repaid                            | (172)          | (172)        |
| Assets repaid                            | (358)          | (358)        |
| <b>At 30 September 2020</b>              | <b>5,652</b>   | <b>5,652</b> |

An analysis of changes in the gross carrying values and associated ECLs in relation to debt securities at amortized cost at 31 December 2019 is as follows:

| <b>Debt securities at amortised cost</b>         | <b>Stage 1</b>   | <b>Total</b>     |
|--|------------------|------------------|
| <b>Gross carrying value as at 1 January 2019</b> | <b>2,671,339</b> | <b>2,671,339</b> |
| New assets originated or purchased               | 1,685,769        | 1,685,769        |
| Assets repaid                                    | (2,671,339)      | (2,671,339)      |
| <b>At 31 December 2019</b>                       | <b>1,685,769</b> | <b>1,685,769</b> |

| <b>Debt securities at amortised cost</b> | <b>Stage 1</b> | <b>Total</b> |
|--|----------------|--------------|
| <b>ECLs as at 1 January 2019</b>         | <b>9,823</b>   | <b>9,823</b> |
| New assets originated or purchased       | 5,809          | 5,809        |

(thousands of Armenian drams)

|                            |              |              |
|----------------------------|--------------|--------------|
| Assets repaid              | (9,823)      | (9,823)      |
| <b>At 31 December 2019</b> | <b>5,809</b> | <b>5,809</b> |

**10. Investment securities (continued)**

An analysis of changes in the gross carrying values and associated ECLs in relation to debt securities at FVOCI is as follows:

| <b><i>Debt securities at FVOCI</i></b>           | <b><i>Stage 1</i></b> | <b><i>Total</i></b> |
|--|-----------------------|---------------------|
| <b>Gross carrying value as at 1 January 2020</b> | 18,583,131            | 18,583,131          |
| New assets originated or purchased               | 18,607,246            | 18,607,246          |
| Assets repaid                                    | (484,999)             | (484,999)           |
| Assets sold                                      | (5,752,452)           | (5,752,452)         |
| <b>At 30 September 2020</b>                      | <b>30,952,926</b>     | <b>30,952,926</b>   |

| <b><i>Debt securities at FVOCI</i></b>                 | <b><i>Stage 1</i></b> | <b><i>Total</i></b> |
|--|-----------------------|---------------------|
| <b>ECLs as at 1 January 2020</b>                       | 69,408                | <b>69,408</b>       |
| New assets originated or purchased                     | 46,566                | 46,566              |
| Assets repaid  | (1,500)               | (1,500)             |
| Assets sold  | (14,059)              | (14,059)            |
| Changes to models and inputs used for ECL calculations | (3,637)               | (3,637)             |
| <b>At 30 September 2020</b>                            | <b>96,778</b>         | <b>96,778</b>       |

An analysis of changes in the gross carrying values and associated ECLs in relation to debt securities at FVOCI 31 December 2019 is as follows:

| <b><i>Debt securities at FVOCI</i></b>           | <b><i>Stage 1</i></b> | <b><i>Total</i></b> |
|--|-----------------------|---------------------|
| <b>Gross carrying value as at 1 January 2019</b> | <b>22,702,608</b>     | <b>22,702,608</b>   |
| New assets originated or purchased               | 8,352,213             | <b>8,352,213</b>    |
| Assets repaid                                    | (1,553,255)           | <b>(1,553,255)</b>  |
| Assets sold                                      | (10,918,435)          | <b>(10,918,435)</b> |
| <b>At 31 December 2019</b>                       | <b>18,583,131</b>     | <b>18,583,131</b>   |

| <b><i>Debt securities at FVOCI</i></b>                 | <b><i>Stage 1</i></b> | <b><i>Total</i></b> |
|--|-----------------------|---------------------|
| <b>ECLs as at 1 January 2019</b>                       | <b>274,838</b>        | <b>274,838</b>      |
| New assets originated or purchased                     | 22,101                | <b>22,101</b>       |
| Assets repaid  | (11,144)              | <b>(11,144)</b>     |
| Assets sold  | (131,588)             | <b>(131,588)</b>    |
| Changes to models and inputs used for ECL calculations | (84,799)              | <b>(84,799)</b>     |
| <b>At 31 December 2019</b>                             | <b>69,408</b>         | <b>69,408</b>       |

(thousands of Armenian drams)

## 11. Property and equipment

The movements in property and equipment were as follows:

|                                 | <i>Land and buildings</i> | <i>Equipment</i> | <i>Vehicles</i> | <i>Computers and network appliances</i> | <i>Other fixed assets</i> | <i>Leasehold improvements</i> | <i>Right of use asset</i> | <i>Total</i>      |
|---------------------------------|---------------------------|------------------|-----------------|---|---------------------------|-------------------------------|---------------------------|-------------------|
| <b>Cost or revalued amount</b>  |                           |                  |                 |   |                           |                               |                           |                   |
| <b>31 December 2019</b>         | <b>5,177,297</b>          | <b>779,101</b>   | <b>246,408</b>  | <b>4,059,190</b>                        | <b>935,823</b>            | <b>1,398,031</b>              | <b>2,375,298</b>          | <b>14,971,148</b> |
| Additions                       | 286                       | 15,946           | -               | 150,307                                 | 23,686                    | 17,029                        | 5,098                     | 212,352           |
| Disposals and write-offs        | -                         | (18,937)         | (4,155)         | -                                       | -                         | -                             | -                         | (23,092)          |
| Internal flow                   | -                         | -                | -               | -                                       | (14,868)                  | (791)                         | -                         | (15,659)          |
| <b>30 September 2020</b>        | <b>5,177,583</b>          | <b>776,110</b>   | <b>242,253</b>  | <b>4,209,497</b>                        | <b>944,641</b>            | <b>1,415,060</b>              | <b>2,380,396</b>          | <b>15,144,749</b> |
| <b>Accumulated depreciation</b> |                           |                  |                 |   |                           |                               |                           |                   |
| <b>31 December 2019</b>         | <b>-</b>                  | <b>595,022</b>   | <b>208,270</b>  | <b>2,798,017</b>                        | <b>667,054</b>            | <b>832,143</b>                | <b>391,253</b>            | <b>5,491,759</b>  |
| Depreciation charge             | 147,087                   | 28,590           | 3,510           | 257,392                                 | 38,028                    | 88,132                        | 320,855                   | 883,594           |
| Disposals and write-offs        | -                         | (18,937)         | (4,155)         | -                                       | -                         | -                             | -                         | (23,092)          |
| <b>30 September 2020</b>        | <b>147,087</b>            | <b>604,675</b>   | <b>207,625</b>  | <b>3,055,409</b>                        | <b>705,082</b>            | <b>920,275</b>                | <b>712,108</b>            | <b>6,352,261</b>  |
| <b>Net book value</b>           |                           |                  |                 |   |                           |                               |                           |                   |
| <b>31 December 2019</b>         | <b>5,177,297</b>          | <b>184,079</b>   | <b>38,138</b>   | <b>1,261,173</b>                        | <b>268,769</b>            | <b>565,888</b>                | <b>1,984,045</b>          | <b>9,479,389</b>  |
| <b>30 September 2020</b>        | <b>5,030,496</b>          | <b>171,435</b>   | <b>34,628</b>   | <b>1,154,088</b>                        | <b>239,559</b>            | <b>494,785</b>                | <b>1,668,288</b>          | <b>8,792,488</b>  |

|                                 | <i>Land and buildings</i> | <i>Equipment</i> | <i>Vehicles</i> | <i>Computers and network appliances</i> | <i>Other fixed assets</i> | <i>Leasehold improvements</i> | <i>Right of use asset</i> | <i>Total</i>      |
|---------------------------------|---------------------------|------------------|-----------------|---|---------------------------|-------------------------------|---------------------------|-------------------|
| <b>Cost or revalued amount</b>  |                           |                  |                 |   |                           |                               |                           |                   |
| <b>31 December 2018</b>         | <b>5,000,021</b>          | <b>770,184</b>   | <b>210,615</b>  | <b>3,674,973</b>                        | <b>917,556</b>            | <b>1,281,230</b>              | <b>-</b>                  | <b>11,854,579</b> |
| IFRS 16 impact                  | -                         | -                | -               | -                                       | -                         | -                             | 2,239,693                 | 2,239,693         |
| Additions                       | 85,821                    | 82,030           | 35,793          | 433,061                                 | 90,757                    | 116,801                       | 135,605                   | 979,868           |
| Disposals and write-offs        | -                         | (73,113)         | -               | (48,844)                                | (72,490)                  | -                             | -                         | (194,447)         |
| Effect of revaluation           | 91,455                    | -                | -               | -                                       | -                         | -                             | -                         | 91,455            |
| <b>31 December 2019</b>         | <b>5,177,297</b>          | <b>779,101</b>   | <b>246,408</b>  | <b>4,059,190</b>                        | <b>935,823</b>            | <b>1,398,031</b>              | <b>2,375,298</b>          | <b>14,971,148</b> |
| <b>Accumulated depreciation</b> |                           |                  |                 |   |                           |                               |                           |                   |
| <b>31 December 2018</b>         | <b>385,992</b>            | <b>629,088</b>   | <b>206,385</b>  | <b>2,535,956</b>                        | <b>628,302</b>            | <b>729,818</b>                | <b>-</b>                  | <b>5,115,541</b>  |
| Depreciation charge             | 200,944                   | 39,356           | 1,885           | 310,860                                 | 52,388                    | 102,325                       | 391,253                   | 1,099,011         |
| Disposals and write-offs        | -                         | (73,422)         | -               | (48,799)                                | (13,636)                  | -                             | -                         | (135,857)         |
| Effect of revaluation           | (586,936)                 | -                | -               | -                                       | -                         | -                             | -                         | (586,936)         |
| <b>31 December 2019</b>         | <b>-</b>                  | <b>595,022</b>   | <b>208,270</b>  | <b>2,798,017</b>                        | <b>667,054</b>            | <b>832,143</b>                | <b>391,253</b>            | <b>5,491,759</b>  |
| <b>Net book value</b>           |                           |                  |                 |   |                           |                               |                           |                   |
| <b>31 December 2018</b>         | <b>4,614,029</b>          | <b>141,096</b>   | <b>4,230</b>    | <b>1,139,017</b>                        | <b>289,254</b>            | <b>551,412</b>                | <b>-</b>                  | <b>6,739,038</b>  |
| <b>31 December 2019</b>         | <b>5,177,297</b>          | <b>184,079</b>   | <b>38,138</b>   | <b>1,261,173</b>                        | <b>268,769</b>            | <b>565,888</b>                | <b>1,984,045</b>          | <b>9,479,389</b>  |

### Revaluation of assets

The buildings and land owned by the Group were revalued by an independent appraiser in 2019. 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 789,031 thousand as of 30 September 2020 (2019: AMD 819,487 thousand).

### Fully depreciated items

As of 30 September 2020 property, plant and equipment included fully depreciated assets in amount of AMD 2,185,425 thousand (2019: AMD 1,952,561 thousand).

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

---

*(thousands of Armenian drams)*

As of 30 September 2020 property, plant and equipment included assets in the phase of installation in amount of AMD 79,227 thousand (2019: AMD 123,057 thousand).

(thousands of Armenian drams)

**11. Property and equipment (continued)****Restrictions on title of property, plant and equipment**

As of 30 September 2020 and 31 December 2019, the Group does not possess any property, plant and equipment pledged as security for liabilities or whose title is otherwise restricted.

**12. Intangible assets**

The movements in goodwill and other intangible assets were as follows:

|  | <i>Licenses</i> | <i>Computer software</i> | <i>Other</i>   | <i>Total</i>     |
|--|-----------------|--------------------------|----------------|------------------|
| <b>Cost</b>                                    |                 |                          |                |                  |
| <b>31 December 2019</b>                        | <b>838,367</b>  | <b>145,365</b>           | <b>217,388</b> | <b>1,201,120</b> |
| Additions                                      | 8,373           | 4,096                    | 33,458         | 45,927           |
| <b>30 September 2020</b>                       | <b>846,740</b>  | <b>149,461</b>           | <b>250,846</b> | <b>1,247,047</b> |
| <b>Accumulated amortization and impairment</b> |                 |                          |                |                  |
| <b>31 December 2019</b>                        | <b>715,166</b>  | <b>55,406</b>            | <b>93,288</b>  | <b>863,860</b>   |
| Amortisation charge                            | 28,172          | 2,226                    | 16,385         | 46,783           |
| <b>30 September 2020</b>                       | <b>743,338</b>  | <b>57,632</b>            | <b>109,673</b> | <b>910,643</b>   |
| <b>Net book value</b>                          |                 |                          |                |                  |
| <b>31 December 2019</b>                        | <b>123,201</b>  | <b>89,959</b>            | <b>124,100</b> | <b>337,260</b>   |
| <b>30 September 2020</b>                       | <b>103,402</b>  | <b>91,829</b>            | <b>141,173</b> | <b>336,404</b>   |
|  |                 |                          |                |                  |
|  | <i>Licenses</i> | <i>Computer software</i> | <i>Other</i>   | <i>Total</i>     |
| <b>Cost</b>                                    |                 |                          |                |                  |
| <b>31 December 2018</b>                        | <b>767,915</b>  | <b>145,365</b>           | <b>172,708</b> | <b>1,085,988</b> |
| Additions                                      | 70,452          | –                        | 44,680         | 115,132          |
| <b>31 December 2019</b>                        | <b>838,367</b>  | <b>145,365</b>           | <b>217,388</b> | <b>1,201,120</b> |
| <b>Accumulated amortization and impairment</b> |                 |                          |                |                  |
| <b>31 December 2018</b>                        | <b>671,969</b>  | <b>52,216</b>            | <b>65,472</b>  | <b>789,657</b>   |
| Amortisation charge                            | 43,197          | 3,190                    | 27,816         | 74,203           |
| <b>31 December 2019</b>                        | <b>715,166</b>  | <b>55,406</b>            | <b>93,288</b>  | <b>863,860</b>   |
| <b>Net book value</b>                          |                 |                          |                |                  |
| <b>31 December 2018</b>                        | <b>95,946</b>   | <b>93,149</b>            | <b>107,236</b> | <b>296,331</b>   |
| <b>31 December 2019</b>                        | <b>123,201</b>  | <b>89,959</b>            | <b>124,100</b> | <b>337,260</b>   |

**Fully amortized items**

As of 30 September 2020, intangible assets included fully amortized assets in amount of AMD 731,219 thousand (2019: AMD 595,503 thousand).

(thousands of Armenian drams)

**13. Repossessed assets**

Details of assets obtained by the Group by taking possession of collateral held as security against loans and advances as at 30 September 2020 and 31 December 2019 are shown below:

|                                     | <b>30 September<br/>2020</b> | <b>31 December<br/>2019</b> |
|-------------------------------------|------------------------------|-----------------------------|
| Land and buildings                  | 2,022,389                    | 1,994,157                   |
| Vehicles                            | 4,901                        | -                           |
| Other assets                        | 29,771                       | 29,771                      |
| <b>Total repossessed collateral</b> | <b>2,057,061</b>             | <b>2,023,928</b>            |

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. For the period ended 30 September 2020 the Group repossessed assets in amount of AMD 157,506 thousand (2019: AMD 675,124 thousand).

**14. Other assets and liabilities**

Other assets comprise:

|   | <b>30 September<br/>2020</b> | <b>31 December<br/>2019</b> |
|---|------------------------------|-----------------------------|
| <b>Other financial assets</b>                             |                              |                             |
| Accounts receivables                                      | 358,191                      | 473,465                     |
| Receivables from unsettled transactions                   | 144,612                      | 167,712                     |
| Receivables from cash transfers                           | 30,599                       | 50,897                      |
| <b>Total other financial assets</b>                       | <b>533,402</b>               | <b>692,074</b>              |
| Less – allowance for impairment of other financial assets | (11,547)                     | (17,427)                    |
| <b>Total net other financial assets</b>                   | <b>521,855</b>               | <b>674,647</b>              |
| <b>Other non-financial assets</b>                         |                              |                             |
| Precious metals   | 596,545                      | 1,018,709                   |
| Materials   | 283,245                      | 295,309                     |
| Prepayments to suppliers                                  | 203,789                      | 162,013                     |
| Other prepaid taxes                                       | 41,945                       | 76,796                      |
| Unamortized insurance premium                             | 58,069                       | 35,072                      |
| Settlements with employees                                | 800                          | 15,849                      |
| Other   | 1,865                        | 1,865                       |
| <b>Total other non-financial assets</b>                   | <b>1,186,258</b>             | <b>1,605,613</b>            |
| <b>Other assets</b>                                       | <b>1,708,113</b>             | <b>2,280,260</b>            |

An analysis of changes in the ECLs for other financial assets for the period ended 30 September 2020 is as follows:

|  | <b>Stage 1</b> | <b>Stage 2</b> | <b>Stage 3</b> | <b>Total</b>  |
|--|----------------|----------------|----------------|---------------|
| <b>ECL at 1 January 2020</b>   | <b>8,572</b>   | <b>75</b>      | <b>8,780</b>   | <b>17,427</b> |
| Assets originated and repaid (net amount)  | 1,255          | 423            | 239            | 1,917         |
| Transfers to Stage 1   | 3,626          | (4)            | (3,622)        | -             |
| Transfers to Stage 2   | (1)            | 1              | -              | -             |
| Transfers to Stage 3   | (29)           | (48)           | 77             | -             |
| Impact on period end ECL of exposures transferred between stages during the period | (5,290)        | 8              | 3,813          | (1,469)       |
| Recoveries   |                |                | 7,881          | 7,881         |
| Amounts written off  |                |                | (14,208)       | (14,208)      |
| <b>At 30 September 2020</b>  | <b>8,133</b>   | <b>455</b>     | <b>2,960</b>   | <b>11,547</b> |

An analysis of changes in the ECLs for other financial assets for the period ended 31 December 2019 is as follows:



(thousands of Armenian drams)

|  | Stage 1       | Stage 2   | Stage 3       | Total         |
|--|---------------|-----------|---------------|---------------|
| <b>ECL at 1 January 2019</b>   | <b>15,401</b> | <b>66</b> | <b>10,259</b> | <b>25,726</b> |
| Assets originated and repaid (net amount)  | (7,451)       | (59)      | (9,717)       | (17,227)      |
| Transfers to Stage 1   | 278           | (2)       | (276)         | -             |
| Transfers to Stage 2   | (1)           | 1         | -             | -             |
| Transfers to Stage 3   | -             | (1)       | 1             | -             |
| Impact on period end ECL of exposures transferred between stages during the period | 212           | 70        | 4,116         | 4,398         |
| Recoveries   | -             | -         | 28,255        | 28,255        |
| Amounts written off  | -             | -         | (23,857)      | (23,857)      |
| Foreign exchange adjustments   | 133           | -         | (1)           | 132           |
| <b>At 31 December 2019</b>   | <b>8,572</b>  | <b>75</b> | <b>8,780</b>  | <b>17,427</b> |

#### 14. Other assets and liabilities (continued)

Other liabilities comprise:

|  | 30 September<br>2020 | 31 December<br>2019 |
|--|----------------------|---------------------|
| <b>Other financial liabilities</b>           |                      |                     |
| Due to personnel                             | 1,278,057            | 833,744             |
| Accounts payables                            | 467,387              | 394,400             |
| <b>Total other financial liabilities</b>     | <b>1,745,444</b>     | <b>1,228,144</b>    |
| <b>Other non-financial liabilities</b>       |                      |                     |
| Tax payable, other than income tax           | 174,942              | 400,969             |
| Grants related to assets                     | 19,346               | 21,164              |
| Other  | 2,753                | 9,498               |
| <b>Total other non-financial liabilities</b> | <b>197,041</b>       | <b>431,631</b>      |
| <b>Total other liabilities</b>               | <b>1,942,485</b>     | <b>1,659,775</b>    |

#### 15. Amounts due to banks

Amounts due to banks comprise:

|                                       | 30 September<br>2020 | 31 December<br>2019 |
|---------------------------------------|----------------------|---------------------|
| Loans from banks                      | 2,052,730            | 5,131,658           |
| Unsettled transactions                | -                    | 195,590             |
| Correspondent accounts of other banks | 124,706              | 145,943             |
| Other liabilities                     | 444,367              | 1,440,283           |
| <b>Total amounts due to banks</b>     | <b>2,621,803</b>     | <b>6,913,474</b>    |

As of 30 September 2020 the Group has received loans from 2 banks (2019: 4 banks).

As of 30 September 2020 84.0% of correspondent accounts of other banks are concentrated within 1 counterparty (2019: 87.1% within 1 counterparty).

(thousands of Armenian drams)

## 16. Derivative financial instruments

The Group enters into derivative financial instruments for trading purposes. The table below shows the fair values of derivative financial instruments, recorded as assets or liabilities, together with their notional amounts. The notional amount, recorded gross, is the amount of a derivative's underlying asset, reference rate or index and is the basis upon which changes in the value of derivatives are measured. The notional amounts indicate the volume of transactions outstanding at the year end and are not indicative of the credit risk.

|                                     | 30 September 2020 |              |           | 31 December 2019 |            |               |
|-------------------------------------|-------------------|--------------|-----------|------------------|------------|---------------|
|                                     | Notional amount   | Fair values  |           | Notional amount  | Fair value |               |
|                                     |                   | Asset        | Liability |                  | Asset      | Liability     |
| <b>Foreign exchange contracts</b>   |                   |              |           |                  |            |               |
| Swaps – foreign currency            | 5,343,248         | 5,492        | -         | 4,650,063        | -          | 24,488        |
| <b>Total derivative liabilities</b> | <b>5,343,248</b>  | <b>5,492</b> | <b>-</b>  | <b>4,650,063</b> | <b>-</b>   | <b>24,488</b> |

As of 30 September 2020, the Group has positions in the following types of derivatives:

### Swaps

Swaps are contractual agreements between two parties to exchange movements in interest and foreign currency rates and equity indices, and (in the case of credit default swaps) to make payments with respect to defined credit events based on specified notional amounts.

## 17. Amounts due to customers

The amounts due to customers include the following:

|                                 | 30 September 2020  | 31 December 2019   |
|---------------------------------|--------------------|--------------------|
| <b>Corporate customers</b>      |                    |                    |
| Current/settlement accounts     | 49,785,888         | 55,943,380         |
| Time deposits                   | 69,666,804         | 66,314,442         |
|                                 | <b>119,452,692</b> | <b>122,257,822</b> |
| <b>Retail customers</b>         |                    |                    |
| Current/settlement accounts     | 33,384,072         | 27,979,337         |
| Time deposits                   | 68,626,485         | 71,934,985         |
|                                 | <b>102,010,557</b> | <b>99,914,322</b>  |
| <b>Amounts due to customers</b> | <b>221,463,249</b> | <b>222,172,144</b> |

As of 30 September 2020 included in amounts due to customers are deposits amounting to AMD 37,299,737 thousand (2019: AMD 36,954,707 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 2020 the aggregate balance of top ten customers of the Group amounts to AMD 81,836,115 thousand (2019: AMD 88,104,066 thousand) or 36.96% of total customer accounts (2019: 39.66%).

## 18. Debt securities issued

Debt securities issued consisted of the following:

|                               | 30 September 2020 | 31 December 2019  |
|-------------------------------|-------------------|-------------------|
| Domestic bonds in USD         | 12,504,283        | 12,121,332        |
| Domestic bonds in AMD         | 5,211,979         | 5,092,932         |
| Domestic bonds in EUR         | 2,908,402         | 2,706,024         |
| <b>Debt securities issued</b> | <b>20,624,664</b> | <b>19,920,288</b> |

The contractual maturity of AMD and USD bonds ranges from 2021-2022, The contractual maturity of EUR denominated bonds is in 2021. Bonds issued by the Bank are listed on Armenia Securities Exchange.

(thousands of Armenian drams)

## 19. Taxation

The corporate income tax expense comprises:

|  | 30 September<br>2020 | 30 September<br>2019 |
|--|----------------------|----------------------|
| Current tax charge   | 761,931              | 1,177,588            |
| Deferred tax charge/(credit) – origination and reversal of temporary differences | 211,442              | 210,460              |
| <b>Total income tax expense</b>  | <b>973,373</b>       | <b>1,388,048</b>     |

For periods starting from 1 January 2020 the corporate income tax within the Republic of Armenia is levied at the rate of 18% (2019: 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.

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

|   | 30 September<br>2020 | 30 September<br>2019 |
|---|----------------------|----------------------|
| <b>Profit before tax</b>                                    | <b>4,380,719</b>     | <b>5,256,136</b>     |
| Statutory tax rate  | 18%                  | 20%                  |
| <b>Theoretical income tax expense at the statutory rate</b> | <b>788,529</b>       | <b>1,051,227</b>     |
| Non-deductible expenses                                     | 184,844              | 336,821              |
| <b>Income tax expense</b>                                   | <b>973,373</b>       | <b>1,388,048</b>     |

Deferred tax assets and liabilities as of 30 September 2020 and 31 December 2019 and their movements for the respective periods comprise:

|                                     | Origination and reversal<br>of temporary differences |  |  | Origination and reversal<br>of temporary differences |  |  |                                 |
|-------------------------------------|--|--|--|--|--|--|---------------------------------|
|                                     | Balance<br>31 December<br>2018                       | In the<br>statement<br>of profit or loss | In other<br>compre-<br>hensive<br>income | Balance<br>31 December<br>2019                       | In the<br>statement<br>of profit or loss | In other<br>compre-<br>hensive<br>income | Balance<br>30 September<br>2020 |
| Other liabilities                   | 135,877  | 4,338                                    | –  | 140,215  | 4,088                                    | –  | 144,303                         |
| Reposessed assets                   | 57,999   | (5,800)                                  | –  | 52,199   | –  | –  | 52,199                          |
| Loans and advances to customers     | (569,724)  | (145,402)                                | –  | (715,126)  | (233,908)                                | –  | (949,034)                       |
| Investment securities at FVOCI      | (384,764)  | 233,643                                  | (13,615)                                 | (164,736)  | 4,898                                    | 5,873                                    | (153,965)                       |
| Property, plant and equipment       | (181,314)  | 60,293                                   | (122,110)                                | (243,131)  | 13,480                                   | –  | (229,651)                       |
| Other impairment and provisions     | 8,414  | (20,623)                                 | –  | (12,209)   | –  | –  | (12,209)                        |
| Amounts due to customers            | (4,721)  | (412)                                    | –  | (5,133)  | –  | –  | (5,133)                         |
| <b>Net deferred tax liabilities</b> | <b>(938,233)</b>                                     | <b>126,037</b>                           | <b>(135,725)</b>                         | <b>(947,921)</b>                                     | <b>(211,442)</b>                         | <b>5,873</b>                             | <b>(1,153,490)</b>              |

## 20. Other borrowed funds

Other borrowed funds consisted of the following:

|  | 30 September<br>2020 | 31 December<br>2019 |
|--|----------------------|---------------------|
| Loans from CBA                                 | 6,080,249            | 5,565,432           |
| Loans from refinancing credit organizations    | 13,755,838           | 12,649,697          |
| Loans from international financial institution | 4,152,258            | 2,912,194           |
| Loans from the Government of the RA            | 50,079               | 50,083              |
| <b>Other borrowed funds</b>                    | <b>24,038,424</b>    | <b>21,177,406</b>   |

(thousands of Armenian drams)

**20. Other borrowed funds (continued)**

As of 30 September 2020 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 Eurasian Development Bank and European Bank Reconstruction and Development.

Loans from refinancing credit organizations include loans from National Mortgage Company and Home for Youth.

**Covenants**

As at 30 September 2020 and 31 December 2019 the Group was in compliance with all debt covenants.

**21. Subordinated loans**

Subordinated loans consisted of the following:

|   | <b>30 September<br/>2020</b> | <b>31 December<br/>2019</b> |
|---|------------------------------|-----------------------------|
| Subordinated debt provided by related party | 348,460                      | 5,806,646                   |
| <b>Subordinated loans</b>                   | <b>348,460</b>               | <b>5,806,646</b>            |

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 in January 2023 (2019: 7.12% and with contractual maturity in January 2023) (see Note 35).

**22. Commitments and contingencies****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.

(thousands of Armenian drams)

**22. Commitments and contingencies (continued)****Commitments and contingencies**

As of 30 September 2020 and 31 December 2019 the Group's commitments and contingencies comprised the following:

|   | <b>30 September<br/>2020</b> | <b>31 December<br/>2019</b> |
|---|------------------------------|-----------------------------|
| <b>Credit related commitments</b>                 |                              |                             |
| Undrawn loan commitments                          | 10,577,967                   | 13,260,404                  |
| Financial guarantees                              | 5,468,611                    | 3,225,978                   |
| Letters of credit                                 | 1,290,125                    | 1,834,846                   |
|   | <b>17,336,703</b>            | <b>18,321,228</b>           |
| <b>Commitments and contingencies</b>              | <b>17,336,703</b>            | <b>18,321,228</b>           |
| Provisions for ECL for credit related commitments | 65,633                       | 53,620                      |

An analysis of changes in the ECLs at 30 September 2020 is as follows:

| <b>Undrawn loan commitments</b>                        | <b>Stage 1</b> | <b>Total</b> |
|--|----------------|--------------|
| <b>ECLs as at 1 January 2020</b>                       | 11,092         | 11,092       |
| New exposures  | 2,498          | 2,498        |
| Expired exposures                                      | (5,748)        | (5,748)      |
| Changes to models and inputs used for ECL calculations | 1,069          | 1,069        |
| Foreign exchange adjustments                           | -              | -            |
| <b>At 30 September 2020</b>                            | <b>8,911</b>   | <b>8,911</b> |

| <b>Letters of credit</b>                               | <b>Stage 1</b> | <b>Total</b>  |
|--|----------------|---------------|
| <b>ECLs as at 1 January 2020</b>                       | 15,610         | 15,610        |
| New exposures  | 2,728          | 2,728         |
| Expired exposures                                      | (4,786)        | (4,786)       |
| Changes to models and inputs used for ECL calculations | (2,660)        | (2,660)       |
| Foreign exchange adjustments                           | -              | -             |
| <b>At 30 September 2020</b>                            | <b>10,892</b>  | <b>10,892</b> |

| <b>Financial guarantees</b>                            | <b>Stage 1</b> | <b>Total</b>  |
|--|----------------|---------------|
| <b>ECLs as at 1 January 2020</b>                       | 26,918         | 26,918        |
| New exposures  | 33,579         | 33,579        |
| Expired exposures                                      | (8,245)        | (8,245)       |
| Changes to models and inputs used for ECL calculations | (6,422)        | (6,422)       |
| Foreign exchange adjustments                           | -              | -             |
| <b>At 30 September 2020</b>                            | <b>45,830</b>  | <b>45,830</b> |

An analysis of changes in the ECLs at 31 December 2019 is as follows:

| <b>Undrawn loan commitments</b>                        | <b>Stage 1</b> | <b>Total</b>  |
|--|----------------|---------------|
| <b>ECLs as at 1 January 2019</b>                       | 13,783         | 13,783        |
| New exposures  | 3,340          | 3,340         |
| Expired exposures                                      | (3,892)        | (3,892)       |
| Changes to models and inputs used for ECL calculations | (2,080)        | (2,080)       |
| Foreign exchange adjustments                           | (59)           | (59)          |
| <b>At 31 December 2019</b>                             | <b>11,092</b>  | <b>11,092</b> |

| <b>Letters of credit</b> | <b>Stage 1</b> | <b>Total</b> |
|--------------------------|----------------|--------------|
|--------------------------|----------------|--------------|

(thousands of Armenian drams)

|  |               |                |
|--|---------------|----------------|
| <b>ECLs as at 1 January 2019</b>                       | <b>16,203</b> | <b>16,203</b>  |
| New exposures  | 8,232         | <b>8,232</b>   |
| Expired exposures                                      | (6,606)       | <b>(6,606)</b> |
| Changes to models and inputs used for ECL calculations | (2,139)       | <b>(2,139)</b> |
| Foreign exchange adjustments                           | (80)          | <b>(80)</b>    |
| <b>At 31 December 2019</b>                             | <b>15,610</b> | <b>15,610</b>  |

|  |                |                 |
|--|----------------|-----------------|
| <b>Financial guarantees</b>                            | <b>Stage 1</b> | <b>Total</b>    |
| <b>ECLs as at 1 January 2019</b>                       | <b>40,070</b>  | <b>40,070</b>   |
| New exposures  | 18,411         | <b>18,411</b>   |
| Expired exposures                                      | (27,594)       | <b>(27,594)</b> |
| Changes to models and inputs used for ECL calculations | (3,985)        | <b>(3,985)</b>  |
| Foreign exchange adjustments                           | 16             | <b>16</b>       |
| <b>At 31 December 2019</b>                             | <b>26,918</b>  | <b>26,918</b>   |

### 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 2020 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.

## 23. Equity

As of 30 September 2020 the Bank's registered and paid-in share capital was AMD 19,947,633 thousand (2019: AMD 16,416,633 thousand).

In accordance with the Bank's statutes, the share capital consists of 66,492 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 (2019: 54,722 ordinary shares and 333 privileged shares).

The respective shareholdings as at 30 September 2020 and 31 December 2019 may be specified as follows:

|   | <b>30 September 2020</b>         |                                       | <b>31 December 2019</b>          |                                       |
|---|----------------------------------|---------------------------------------|----------------------------------|---------------------------------------|
|   | <b>Paid-in<br/>share capital</b> | <b>% of total<br/>paid-in capital</b> | <b>Paid-in<br/>share capital</b> | <b>% of total<br/>paid-in capital</b> |
| Advanced Global Investments LLC   | 14,539,800                       | 72.89                                 | 13,287,900                       | 80.94                                 |
| Advanced Global Investments LLC<br>(preference shares)                        | 33                               | –                                     | 33                               | –                                     |
| HayPost Trust Management B.V. Company   | 4,410,600                        | 22.11                                 | 2,307,900                        | 14.06                                 |
| The Armenian Apostolic Church, presented<br>by Mother See of Holy Etchmiadzin | 997,200                          | 5.00                                  | 820,800                          | 5.00                                  |
|   | <b>19,947,633</b>                | <b>100</b>                            | <b>16,416,633</b>                | <b>100</b>                            |

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 the decision of extraordinary Meeting of Shareholders dated to 2 April 2020 the Bank's share capital increased by AMD 3,531,000 thousand through additional allocation of 11,770 ordinary shares at AMD 300,000 par value

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

(thousands of Armenian drams)

created in accordance with the Bank's statutes.

**24. Net interest income**

Net interest income comprises:

|   | <i>01/07/2020-<br/>30/09/2020</i> | <i>01/01/2020-<br/>30/09/2020</i> | <i>01/07/2019-<br/>30/09/2019</i> | <i>01/01/2019-<br/>30/09/2019</i> |
|---|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| <b>Financial assets measured at amortized cost</b>                                |                                   |                                   |                                   |                                   |
| Loans to customers  | 5,753,191                         | 17,526,914                        | 5,589,981                         | 16,187,383                        |
| Amounts due from banks  | 7,244                             | 33,834                            | 16,577                            | 24,942                            |
| Investment securities   | 6,802                             | 19,939                            | 15,338                            | 69,534                            |
| Cash equivalents  | 635                               | 4,377                             | 6,353                             | 18,621                            |
| Other interest income   | 97                                | 1,514                             | 1,766                             | 6,085                             |
| <b>Financial assets measured at fair value through other comprehensive income</b> |                                   |                                   |                                   |                                   |
| Debt securities at FVOCI  | 527,677                           | 1,444,322                         | 398,233                           | 1,368,250                         |
| <b>Interest revenue calculated using effective interest rate</b>                  | <b>6,295,646</b>                  | <b>19,030,900</b>                 | <b>6,028,248</b>                  | <b>17,674,815</b>                 |
| Trading securities  | 48,133                            | 64,437                            | 22,626                            | 65,760                            |
| Finance leases  | 16,930                            | 40,951                            | 4,476                             | 6,686                             |
| <b>Other interest revenue</b>   | <b>65,063</b>                     | <b>105,388</b>                    | <b>27,102</b>                     | <b>72,446</b>                     |
| <b>Total interest revenue</b>   | <b>6,360,709</b>                  | <b>19,136,288</b>                 | <b>6,055,350</b>                  | <b>17,747,261</b>                 |
| Amounts due to customers  | 2,126,688                         | 6,419,329                         | 1,999,106                         | 5,805,172                         |
| Other borrowed funds  | 388,221                           | 1,116,351                         | 317,364                           | 902,749                           |
| Debt securities issued  | 312,662                           | 924,619                           | 278,453                           | 798,600                           |
| Subordinated loans  | 5,953                             | 137,832                           | 101,724                           | 306,418                           |
| Amounts due to banks  | 8,113                             | 29,362                            | 25,096                            | 258,437                           |
| Lease liabilities   | 43,255                            | 150,694                           | 130,416                           | 130,416                           |
| <b>Interest expense</b>   | <b>2,884,892</b>                  | <b>8,778,187</b>                  | <b>2,852,159</b>                  | <b>8,201,792</b>                  |
| <b>Net interest income</b>  | <b>3,475,817</b>                  | <b>10,358,101</b>                 | <b>3,203,191</b>                  | <b>9,545,469</b>                  |

**25. Credit loss expense and other impairment and provisions**

The table below shows the ECL charges on financial instruments recorded in the consolidated statement of profit or loss at 30 September 2020:

|  | <i>Note</i> | <i>Stage 1</i> | <i>Stage 2</i>   | <i>Stage 3</i>   | <i>Total</i>     |
|--|-------------|----------------|------------------|------------------|------------------|
| Cash and cash equivalents                  | 6           | 1,572          |                  |                  | 1,572            |
| Amounts due from banks                     | 8           | (4,678)        |                  |                  | (4,678)          |
| Loans and advances to customers            | 9           | 247,165        | (131,991)        | 1,874,067        | 1,989,241        |
| Debt securities measured at amortised cost | 10          | (157)          |                  |                  | (157)            |
| Other financial assets                     | 14          | (439)          | 380              | 507              | 448              |
| Financial guarantees                       | 22          | (2,181)        |                  |                  | (2,181)          |
| Loan commitments                           | 22          | (4,718)        |                  |                  | (4,718)          |
| Letters of credit                          | 22          | 18,912         |                  |                  | 18,912           |
| <b>Total credit loss expense</b>           |             | <b>255,476</b> | <b>(131,611)</b> | <b>1,874,574</b> | <b>1,998,439</b> |

(thousands of Armenian drams)

**25. Credit loss expense and other impairment and provisions (continued)**

The table below shows the ECL charges on financial instruments recorded in the consolidated statement of profit or loss at 30 September 2019:

|  | <b>Note</b> | <b>Stage 1</b>  | <b>Stage 2</b> | <b>Stage 3</b> | <b>Total</b>    |
|--|-------------|-----------------|----------------|----------------|-----------------|
| Cash and cash equivalents                  | 6           | (3,450)         |                |                | <b>(3,450)</b>  |
| Amounts due from banks                     | 8           | (3,677)         |                |                | <b>(3,677)</b>  |
| Loans and advances to customers            | 9           | (12,411)        | 112,368        | 749,823        | <b>849,780</b>  |
| Debt securities measured at amortised cost | 10          | (9,254)         |                |                | <b>(9,254)</b>  |
| Other financial assets                     | 14          | 1,770           | 1,243          | (14,210)       | <b>(11,197)</b> |
| Financial guarantees                       | 22          | (1,605)         |                |                | <b>(1,605)</b>  |
| Loan commitments                           | 22          | 20,728          |                |                | <b>20,728</b>   |
| Letters of credit                          | 22          | (6,454)         |                |                | <b>(6,454)</b>  |
| <b>Total credit loss expense</b>           |             | <b>(14,353)</b> | <b>113,611</b> | <b>735,613</b> | <b>834,871</b>  |

**26. Net fee and commission income**

Net fee and commission income comprises:

|                                       | <b>01/07/2020-<br/>30/09/2020</b> | <b>01/01/2020-<br/>30/09/2020</b> | <b>01/07/2019-<br/>30/09/2019</b> | <b>01/01/2019-<br/>30/09/2019</b> |
|---------------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| Plastic cards operations              | 414,102                           | 1,130,842                         | 373,128                           | 958,965                           |
| Wire transfer fees                    | 169,208                           | 427,731                           | 215,744                           | 548,351                           |
| Settlement operation                  | 49,187                            | 159,078                           | 69,072                            | 183,269                           |
| Fees and commission income from loans | 45,079                            | 138,815                           | 86,386                            | 245,042                           |
| Guarantees and letters of credit      | 18,743                            | 44,249                            | 15,084                            | 42,918                            |
| Other                                 | 114,303                           | 300,306                           | 143,099                           | 302,500                           |
| <b>Fee and commission income</b>      | <b>810,622</b>                    | <b>2,201,021</b>                  | <b>902,513</b>                    | <b>2,281,045</b>                  |
| Plastic cards operations              | 243,707                           | 694,166                           | 177,159                           | 487,208                           |
| Wire transfer fees                    | 34,572                            | 111,167                           | 49,186                            | 133,133                           |
| Settlement operations                 | 22,110                            | 51,633                            | 12,387                            | 44,011                            |
| Guarantees and letters of credit      | 10,732                            | 22,639                            | 1,981                             | 5,339                             |
| Other expenses                        | 20,236                            | 55,453                            | 18,061                            | 47,287                            |
| <b>Fee and commission expense</b>     | <b>331,357</b>                    | <b>935,058</b>                    | <b>258,774</b>                    | <b>716,978</b>                    |
| <b>Net fee and commission income</b>  | <b>479,265</b>                    | <b>1,265,963</b>                  | <b>643,739</b>                    | <b>1,564,067</b>                  |

**27. Net trading income**

|   | <b>01/07/2020-<br/>30/09/2020</b> | <b>01/01/2020-<br/>30/09/2020</b> | <b>01/07/2019-<br/>30/09/2019</b> | <b>01/01/2019-<br/>30/09/2019</b> |
|---|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|
| Net gains from foreign currency transactions        | 348,200                           | 1,173,640                         | 319,744                           | 922,159                           |
| Net (loss)/gain on derivative financial instruments | (151,039)                         | (272,743)                         | (34,633)                          | (173,012)                         |
| Net gain from trading securities                    | 23,298                            | 65,942                            | 19,399                            | 39,018                            |
| <b>Total net trading income</b>                     | <b>220,459</b>                    | <b>966,839</b>                    | <b>304,510</b>                    | <b>788,165</b>                    |



(thousands of Armenian drams)

**28. Other income**

|   | 01/07/2020-<br>30/09/2020 | 01/01/2020-<br>30/09/2020 | 01/07/2019-<br>30/09/2019 | 01/01/2019-<br>30/09/2019 |
|---|---------------------------|---------------------------|---------------------------|---------------------------|
| Fines and penalties received                    | 166,949                   | 500,740                   | 72,340                    | 289,624                   |
| Income from cash collection services            | 7,924                     | 26,572                    | 10,827                    | 30,633                    |
| Net income from operations with precious metals | 56,588                    | 193,325                   | 86,150                    | 223,077                   |
| Dividend income                                 | 17,887                    | 17,887                    | 320                       | 3,149                     |
| Income from grants                              | 606                       | 1,818                     | 606                       | 1,818                     |
| Other income                                    | 36,543                    | 111,938                   | 94,342                    | 221,548                   |
| <b>Total other income</b>                       | <b>286,497</b>            | <b>852,280</b>            | <b>264,585</b>            | <b>769,849</b>            |

**29. Personnel and other operating expenses**

Personnel and other operating expenses comprise:

|  | 01/07/2020-<br>30/09/2020 | 01/01/2020-<br>30/09/2020 | 01/07/2019-<br>30/09/2019 | 01/01/2019-<br>30/09/2019 |
|--|---------------------------|---------------------------|---------------------------|---------------------------|
| Salaries   | 1,356,592                 | 4,219,994                 | 1,307,090                 | 3,898,790                 |
| Other expenses                                   | 26,819                    | 109,270                   | 15,358                    | 59,513                    |
| <b>Personnel expenses</b>                        | <b>1,383,411</b>          | <b>4,329,264</b>          | <b>1,322,448</b>          | <b>3,958,303</b>          |
| Advertising costs                                | 81,371                    | 306,361                   | 113,377                   | 357,056                   |
| Insurance of deposits                            | 76,841                    | 219,546                   | 68,649                    | 185,318                   |
| Expenses related to Armenian Card payment system | 46,643                    | 153,112                   | 63,546                    | 165,705                   |
| Security   | 60,254                    | 180,638                   | 56,338                    | 157,620                   |
| Software maintenance expenses                    | 54,099                    | 168,210                   | 55,499                    | 165,827                   |
| Fixed assets maintenance                         | 28,368                    | 105,195                   | 41,548                    | 106,911                   |
| Communications                                   | 51,216                    | 140,175                   | 38,635                    | 106,201                   |
| Consulting and other service                     | 23,584                    | 73,683                    | 28,912                    | 78,527                    |
| Insurance expenses                               | 18,066                    | 69,648                    | 24,243                    | 82,544                    |
| Taxes, other than income tax, duties             | 52,454                    | 154,027                   | 26,496                    | 93,147                    |
| Business trip expenses                           | 1,906                     | 8,008                     | 8,384                     | 28,497                    |
| Office supplies                                  | 8,707                     | 34,204                    | 10,978                    | 33,156                    |
| Penalties paid                                   | 4,424                     | 4,466                     | 40,470                    | 41,694                    |
| Other expenses                                   | 231,831                   | 700,228                   | 2,731                     | 737,331                   |
| <b>Other operating expenses</b>                  | <b>739,764</b>            | <b>2,317,501</b>          | <b>579,806</b>            | <b>2,339,534</b>          |

**30. Risk management****Introduction**

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.

(thousands of Armenian drams)

### 30. 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 fulfil 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 Group 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 and financial institution.

(thousands of Armenian drams)

### 30. Risk management (continued)

#### Risk management structure (continued)

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 for 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.

#### **Credit risk**

Credit risk is the risk that the Group will incur a loss because its customers, clients or counterparties failed to discharge their contractual obligations. The Group manages and controls credit risk by setting limits on the amount of risk it is willing to accept for individual counterparties and for geographical and industry concentrations, and by monitoring exposures in relation to such limits.

The Group has established a credit quality review process to provide early identification of possible changes in the creditworthiness of counterparties, including regular collateral revisions. Counterparty limits are established by the use of a credit risk classification system, which assigns each counterparty a risk rating. Risk ratings are subject to regular revision. The credit quality review process allows the Group to assess the potential loss as a result of the risks to which it is exposed and take corrective action.

(thousands of Armenian drams)

### 30. Risk management (continued)

#### Credit risk (continued)

##### *Derivative financial instruments*

Credit risk arising from derivative financial instruments is, at any time, limited to those with positive fair values, as recorded in the consolidated statement of financial position.

##### *Credit-related commitments risks*

The Group makes available to its customers guarantees which may require that the Group make payments on their behalf. Such payments are collected from customers based on the terms of the letter of credit. They expose the Group to similar risks to loans and these are mitigated by the same control processes and policies.

The maximum exposure to credit risk for the components of the statement of financial position, including derivatives, before the effect of mitigation through the use of master netting and collateral agreements, is best represented by their carrying amounts.

Where financial instruments are recorded at fair value, the carrying value represents the current credit risk exposure but not the maximum risk exposure that could arise in the future as a result of changes in values.

For more detail on the maximum exposure to credit risk for each class of financial instrument, references shall be made to the specific notes. The effect of collateral and other risk mitigation techniques is shown in Note 9.

##### *Impairment assessment*

From 1 January 2018, the Group calculates ECL based on three probability-weighted scenarios to measure the expected cash shortfalls, discounted at the EIR at origination. A cash shortfall is the difference between the cash flows that are due to an entity in accordance with the contract and the cash flows that the entity expects to receive considering the possible credit risk. The mechanics of the ECL calculations are outlined below and the key elements are as follows:

|     |   |
|-----|---|
| PD  | The <i>Probability of Default</i> is an estimate of the likelihood of default over a given time horizon. A default may only happen at a certain time over the assessed period, if the facility has not been previously derecognised and is still in the portfolio.  |
| EAD | The <i>Exposure at Default</i> is an estimate of the exposure at a future default date, taking into account expected changes in the exposure after the reporting date, including repayments of principal and interest, whether scheduled by contract or otherwise, expected drawdowns on committed facilities, and accrued interest from missed payments. |
| LGD | The <i>Loss Given Default</i> is an estimate of the loss arising in the case where a default occurs at a given time. It is based on the difference between the contractual cash flows due and those that the lender would expect to receive, including from the realisation of any collateral. It is usually expressed as a percentage of the EAD.        |

The ECL allowance is based on the credit losses expected to arise over the life of the asset (the lifetime expected credit loss or LTECL), unless there has been no significant increase in credit risk since origination, in which case, the allowance is based on the 12 months' expected credit loss (12mECL). The 12mECL is the portion of LTECL that represent the ECLs that result from default events on a financial instrument that are possible within the 12 months after the reporting date. Both LTECL and 12mECL are calculated on either an individual basis or a collective basis, depending on the nature of the underlying portfolio of financial instruments.

The Group has established a policy to perform an assessment, at the end of each reporting period, of whether a financial instrument's credit risk has increased significantly since initial recognition, by considering the change in the risk of default occurring over the remaining life of the financial instrument. Based on the above process, the Group groups its loans into Stage 1, Stage 2, Stage 3 and POCI, as described below:

|          |  |
|----------|--|
| Stage 1: | When loans are first recognised, the Group recognises an allowance based on 12mECL. Stage 1 loans also include facilities where the credit risk has improved and the loan has been reclassified from Stage 2.  |
| Stage 2: | When a loan has shown a significant increase in credit risk since origination, the Group records an allowance for the LTECL.   |
| Stage 3: | Loans considered credit-impaired. The Group records an allowance for the LTECL.  |
| POCI:    | Purchased or originated credit impaired (POCI) assets are financial assets that are credit impaired on initial recognition. POCI assets are recorded at fair value at original recognition and interest revenue is subsequently recognised based on a credit-adjusted EIR. ECL are only recognised or released to the extent that there is a subsequent change in the lifetime expected credit losses. |

(thousands of Armenian drams)

### 30. Risk management (continued)

#### Credit risk (continued)

##### *Definition of default and cure*

The Group considers a financial instrument defaulted and therefore Stage 3 (credit-impaired) for ECL calculations in all cases when the borrower becomes 91 days past due on its contractual payments.

A financial instrument is also considered as credit-impaired based on predefined other quantitative and qualitative factors, such as the quality of credits due to affiliated parties, the state of being rescheduled which are approved by the management.

##### *PD estimation process*

###### *Treasury and interbank relationships*

The Group's treasury and interbank relationships and counterparties comprise financial services institutions, banks, broker-dealers, exchanges and clearing-houses. For these relationships, the Group's credit risks management division analyses publicly available information such as financial information and other external data, e.g., the external ratings.

###### *Loans customers*

###### *Bucketing*

For stage 1 and stage 2 loans to customers, as well as for individually not significant stage 3 exposures, the Group calculates ECL on portfolio level. The following portfolios are segregated by the Group.

- ▶ Large business loans;
- ▶ SME loans;
- ▶ Consumer loans;
- ▶ Mortgage loans;
- ▶ Gold loans.

PDs for loans to customers are based on historic information and calculated through probability transition matrices, based on historical information on ageing of the loan portfolios. The probabilities are calculated as the share of loans transferring to defaulted category during 12-month period from the total number of credits at the beginning of the period. In calculation of PDs the Group considers forward looking macroeconomic parameters that had significant impact on the probability of default estimated through time series regression analysis. The forecasts of PDs are evaluated based on the officially available forward-looking macroeconomic parameters.

Based on the estimated deviation of the historical forecasts of the selected macroeconomic parameters from the actual trends three scenarios of the forward-looking macroeconomic development are directed to the final outcome of three PD PIT transition matrices, which are weighted by 10%, 80% and 10% probabilities corresponding to the best, base and worst case scenarios.

##### *Exposure at default*

The exposure at default (EAD) represents the gross carrying amount of the financial instruments subject to the impairment calculation, addressing both the client's ability to increase its exposure while approaching default and potential early repayments too. To calculate the EAD for a Stage 1 loan, the Group assesses the possible default events within 12 months for the calculation of the 12mECL. For Stage 2, Stage 3 and POCI financial assets, the exposure at default is considered for events over the lifetime of the instruments.

(thousands of Armenian drams)

### 30. Risk management (continued)

#### Credit risk (continued)

##### *Loss given default*

The Group uses historical information on recoveries after the default date for all defaulted loans for LGD calculation purposes. All cash flow information is collected after the default date per LGD bucket. For the recently defaulted loans the possible recoveries are evaluated based on the development factor estimated from the population of the earlier defaulted loans. Any changes in the collection policy are considered in this scope. The overall recoveries are further discounted to the default point using the average effective interest rate of each LGD bucket. Cash flow information includes all kind of cash received from defaulted loans (cash received from repayment of loans, cash received from guarantor, cash received from sale of collateral, etc.).

##### *Significant increase in credit risk*

The Group has established a policy to perform an assessment, at the end of each reporting period, of whether a financial instrument's credit risk has increased significantly since initial recognition, by considering the change in the risk of default occurring over the remaining life of the financial instrument. The objective criterion used by the Group is the information on overdue days of the loans. The Group concludes that there is a significant increase in credit risk of the assets, when payments related to that assets of the borrower are past due for more than 30 days.

The Bank's management also considers the following factors to determine whether there is an increase in credit risk:

- ▶ Overdue days of the borrower in other financial institutions in Armenia;
- ▶ Overdue days of the predefined affiliated parties.

##### *Forward-looking information and multiple economic scenarios*

In its ECL models, the Group relies on a broad range of forward looking information as economic inputs, such as:

- ▶ GDP annual growth;
- ▶ USD/AMD exchange rate;
- ▶ Central Bank base rate growth;
- ▶ Unemployment rate.

The Group obtains the forward-looking information from third party sources (external rating agencies, governmental bodies e.g. central banks, and international financial institutions).

(thousands of Armenian drams)

**30. Risk management (continued)****Credit risk (continued)*****Credit quality per class of financial assets***

The credit quality of financial assets is managed by the Group internal credit ratings, as described above. The table below shows the credit quality by class of asset for loan-related lines in the consolidated statement of financial position, based on the Group's credit rating system.

| <b>30 September 2020</b>                           | <b>Note</b> |         | <b>High grade</b> | <b>Standard grade</b> | <b>Sub-standard grade</b> | <b>Impaired</b>   | <b>Total</b>       |
|--|-------------|---------|-------------------|-----------------------|---------------------------|-------------------|--------------------|
| Cash and cash equivalents, except for cash on hand | 6           | Stage 1 | 911,180           | 20,671,984            |                           | 0                 | 21,583,164         |
| Amounts due from banks                             | 8           | Stage 1 | 419,939           | 17,811,087            |                           | 0                 | 18,231,026         |
| Loans and advances to customers                    | 9           |         |                   |                       |                           |                   |                    |
| -SME loans   |             | Stage 1 | 155,725           | 33,092,422            |                           |                   | <b>33,248,147</b>  |
|  |             | Stage 2 |                   |                       | 1,976,663                 |                   | <b>1,976,663</b>   |
|  |             | Stage 3 |                   |                       |                           | 3,130,808         | <b>3,130,808</b>   |
| - Large business loans                             |             | Stage 1 | 29,528,870        | 49,810,862            |                           |                   | <b>79,339,732</b>  |
|  |             | Stage 2 | -                 | -                     | 567,054                   |                   | <b>567,054</b>     |
|  |             | Stage 3 | -                 | -                     | -                         | 4,772,911         | <b>4,772,911</b>   |
| - Consumer loans                                   |             | Stage 1 | 1,177,639         | 36,915,223            | -                         | -                 | <b>38,092,862</b>  |
|  |             | Stage 2 | -                 | -                     | 1,045,901                 | -                 | <b>1,045,901</b>   |
|  |             | Stage 3 | -                 | -                     | -                         | 1,812,203         | <b>1,812,203</b>   |
| - Mortgage loans                                   |             | Stage 1 | -                 | 44,778,339            | -                         | -                 | <b>44,778,339</b>  |
|  |             | Stage 2 | -                 | -                     | 645,953                   | -                 | <b>645,953</b>     |
|  |             | Stage 3 | -                 | -                     | -                         | 1,549,261         | <b>1,549,261</b>   |
| - Gold loans                                       |             | Stage 1 | -                 | 19,990,757            | -                         | -                 | <b>19,990,757</b>  |
|  |             | Stage 2 | -                 | -                     | 202,761                   | -                 | <b>202,761</b>     |
|  |             | Stage 3 | -                 | -                     | -                         | 146,478           | <b>146,478</b>     |
| Debt investment securities                         | 10          |         |                   |                       |                           |                   |                    |
| - Measured at FVOCI                                |             | Stage 1 | -                 | 31,033,481            |                           |                   | 31,033,481         |
| - Measured at amortised cost                       |             | Stage 1 | -                 | 1,472,476             |                           |                   | 1,472,476          |
| Undrawn loan commitments                           | 22          | Stage 1 | -                 | 10,577,966            |                           |                   | 10,577,966         |
| Letters of credit                                  | 22          | Stage 1 | -                 | 1,290,125             |                           |                   | 1,290,125          |
| Financial guarantees                               | 22          | Stage 1 | -                 | 5,468,611             | 0                         |                   | 5,468,611          |
| <b>Total</b>                                       |             |         | <b>32,193,353</b> | <b>272,913,333</b>    | <b>4,438,332</b>          | <b>11,411,661</b> | <b>320,956,679</b> |

In the table below loans to customers of high grade are those having a minimal level of credit risk, normally very well collateralized (cash collateral or state guarantee). Other borrowers with good financial position and good debt service are included in the standard grade. Sub-standard grade comprises not past due loans below standard grade but not individually impaired.

| <b>31 December 2019</b>                            | <b>Note</b> |         | <b>High grade</b> | <b>Standard grade</b> | <b>Sub-standard grade</b> | <b>Impaired</b> | <b>Total</b>      |
|--|-------------|---------|-------------------|-----------------------|---------------------------|-----------------|-------------------|
| Cash and cash equivalents, except for cash on hand | 6           | Stage 1 | 1,590,245         | 30,547,624            | -                         | -               | <b>32,137,869</b> |
| Amounts due from banks                             | 8           | Stage 1 | 402,560           | 20,157,488            | -                         | -               | <b>20,560,048</b> |
| Loans and advances to customers                    | 9           |         |                   |                       |                           |                 |                   |
| -SME loans   |             | Stage 1 | 225,082           | 38,017,562            | -                         | -               | <b>38,242,644</b> |
|  |             | Stage 2 | -                 | -                     | 480,226                   | -               | <b>480,226</b>    |
|  |             | Stage 3 | -                 | -                     | -                         | 1,757,081       | <b>1,757,081</b>  |
| - Large business loans                             |             | Stage 1 | 29,462,024        | 44,432,524            | -                         | -               | <b>73,894,548</b> |
|  |             | Stage 2 | -                 | -                     | 824,701                   | -               | <b>824,701</b>    |
|  |             | Stage 3 | -                 | -                     | -                         | 4,608,471       | <b>4,608,471</b>  |
| - Consumer loans                                   |             | Stage 1 | 1,307,228         | 41,015,940            | -                         | -               | <b>42,323,168</b> |
|  |             | Stage 2 | -                 | -                     | 1,092,531                 | -               | <b>1,092,531</b>  |
|  |             | Stage 3 | -                 | -                     | -                         | 1,765,126       | <b>1,765,126</b>  |
| - Mortgage loans                                   |             | Stage 1 | -                 | 42,785,195            | -                         | -               | <b>42,785,195</b> |
|  |             | Stage 2 | -                 | -                     | 351,489                   | -               | <b>351,489</b>    |
|  |             | Stage 3 | -                 | -                     | -                         | 1,463,612       | <b>1,463,612</b>  |
| - Gold loans                                       |             | Stage 1 | -                 | 21,001,528            | -                         | -               | <b>21,001,528</b> |
|  |             | Stage 2 | -                 | -                     | 289,245                   | -               | <b>289,245</b>    |
|  |             | Stage 3 | -                 | -                     | -                         | 239,361         | <b>239,361</b>    |
| Debt investment securities                         | 10          |         |                   |                       |                           |                 |                   |
| - Measured at FVOCI                                |             | Stage 1 | -                 | 18,583,131            | -                         | -               | <b>18,583,131</b> |
| - Measured at amortised cost                       |             | Stage 1 | -                 | 1,685,769             | -                         | -               | <b>1,685,769</b>  |
| Undrawn loan commitments                           | 22          | Stage 1 | -                 | 13,260,404            | -                         | -               | <b>13,260,404</b> |

(thousands of Armenian drams)

|                      |    |         |                   |                    |                  |                  |                    |
|----------------------|----|---------|-------------------|--------------------|------------------|------------------|--------------------|
| Letters of credit    | 22 | Stage 1 | –                 | 1,834,846          | –                | –                | 1,834,846          |
| Financial guarantees | 22 | Stage 1 | –                 | 3,225,978          | –                | –                | 3,225,978          |
| <b>Total</b>         |    |         | <b>32,987,139</b> | <b>276,547,989</b> | <b>3,038,192</b> | <b>9,833,651</b> | <b>322,406,971</b> |

### 30. Risk management (continued)

#### Credit risk (continued)

See Note 9 for more detailed information with respect to the allowance for impairment of loans to customers.

Financial guarantees, letters of credit and loan commitments are assessed and a provision for expected credit losses is calculated in similar manner as for loans.

The following table breaks down the Group's main credit exposure at their carrying amounts, as categorized by geographical region as of 30 September 2020 and 31 December 2019.

| <b>30 September 2020</b>         |                    |                                 |                       |                    |
|----------------------------------|--------------------|---------------------------------|-----------------------|--------------------|
|                                  | <b>Armenia</b>     | <b>Other non-OECD countries</b> | <b>OECD countries</b> | <b>Total</b>       |
| <b>Assets</b>                    |                    |                                 |                       |                    |
| Cash and cash equivalents        | 29,467,970         | 2,347,212                       | 40,604                | 31,855,786         |
| Trading securities               | 3,164,976          | –                               | –                     | 3,164,976          |
| Amounts due from banks           | 17,384,298         | 48                              | 840,566               | 18,224,912         |
| Loans and advances to customers  | 196,127,250        | 29,780,744                      | 11,638                | 225,919,632        |
| Derivative financial assets      | –                  | 1,560                           | 3,932                 | 5,492              |
| Investment securities            | 31,638,524         | 856,448                         | 5,333                 | 32,500,305         |
| Other financial assets           | 246,200            | 60                              | 275,595               | 521,855            |
|                                  | <b>278,029,218</b> | <b>32,986,072</b>               | <b>1,177,668</b>      | <b>312,192,958</b> |
| <b>Liabilities</b>               |                    |                                 |                       |                    |
| Amounts due to banks             | 544,775            | 21,216                          | 2,055,813             | 2,621,803          |
| Derivative financial liabilities | –                  | –                               | –                     | –                  |
| Amounts due to customers         | 161,413,177        | 49,736,764                      | 10,313,308            | 221,463,249        |
| Debt securities issued           | 18,523,796         | 1,751,789                       | 349,079               | 20,624,664         |
| Other borrowed funds             | 19,886,165         | 2,617,143                       | 1,535,116             | 24,038,424         |
| Lease liabilities                | 1,852,408          | –                               | –                     | 1,852,408          |
| Subordinated debt                | –                  | 348,460                         | –                     | 348,460            |
| Other liabilities                | 1,575,304          | 21,270                          | 148,870               | 1,745,444          |
|                                  | <b>203,795,625</b> | <b>54,496,642</b>               | <b>14,402,185</b>     | <b>272,694,452</b> |
| <b>Net assets/(liabilities)</b>  | <b>74,233,593</b>  | <b>(21,510,570)</b>             | <b>(13,224,517)</b>   | <b>39,498,506</b>  |

Other non-OECD countries as of 30 September 2020 are mostly represented by Russia, Georgia, Argentina, Uruguay, Bahamas, Panama, United Arab Emirates, Egypt, India, Lebanon and Syria.

| <b>31 December 2019</b>          |                    |                                 |                       |                    |
|----------------------------------|--------------------|---------------------------------|-----------------------|--------------------|
|                                  | <b>Armenia</b>     | <b>Other non-OECD countries</b> | <b>OECD countries</b> | <b>Total</b>       |
| <b>Assets</b>                    |                    |                                 |                       |                    |
| Cash and cash equivalents        | 37,573,567         | 5,939,464                       | 27,706                | 43,540,737         |
| Trading securities               | 646,487            | –                               | –                     | 646,487            |
| Amounts due from banks           | 19,731,721         | 48                              | 817,486               | 20,549,255         |
| Loans and advances to customers  | 198,372,769        | 28,064,740                      | 7,482                 | 226,444,991        |
| Investment securities            | 19,466,768         | 854,117                         | 5,333                 | 20,326,218         |
| Other financial assets           | 254,970            | 9,656                           | 410,021               | 674,647            |
|                                  | <b>276,046,282</b> | <b>34,868,025</b>               | <b>1,268,028</b>      | <b>312,182,335</b> |
| <b>Liabilities</b>               |                    |                                 |                       |                    |
| Amounts due to banks             | 4,344,721          | 119,714                         | 2,449,039             | 6,913,474          |
| Derivative financial liabilities | –                  | –                               | 24,488                | 24,488             |
| Amounts due to customers         | 164,835,315        | 45,852,339                      | 11,484,490            | 222,172,144        |
| Debt securities issued           | 17,475,706         | 1,989,752                       | 454,830               | 19,920,288         |
| Other borrowed funds             | 18,265,212         | 2,912,194                       | –                     | 21,177,406         |
| Lease liabilities                | 2,066,563          | –                               | –                     | 2,066,563          |



(thousands of Armenian drams)

|                                 |                    |                     |                     |                    |
|---------------------------------|--------------------|---------------------|---------------------|--------------------|
| Subordinated debt               | –                  | 5,806,646           | –                   | 5,806,646          |
| Other liabilities               | 1,128,098          | 25,000              | 75,046              | 1,228,144          |
|                                 | <b>208,115,615</b> | <b>56,705,645</b>   | <b>14,487,893</b>   | <b>279,309,153</b> |
| <b>Net assets/(liabilities)</b> | <b>67,930,667</b>  | <b>(21,837,620)</b> | <b>(13,219,865)</b> | <b>32,873,182</b>  |

### 30. Risk management (continued)

#### Credit risk (continued)

Other non-OECD countries as of 31 December 2019 are mostly represented by Russia, Georgia, Argentina, Uruguay, Bahamas, Panama, United Arab Emirates, Egypt, India, Lebanon and Syria.

#### Liquidity risk and funding management

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 Group denominated in Armenian drams and 10% on certain obligations of the Group denominated in foreign currency in Armenian drams and 8% on certain obligations of the Group denominated in foreign currency. 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 Group.

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 Group calculates liquidity ratios in accordance with the requirement of the Central Bank of Armenia. As at 30 September 2020 and 31 December 2019, these ratios were as follows:

|  | <b>Threshold</b> | <b>30.09.2020, %</b> | <b>31.12.2019, %</b> |
|--|------------------|----------------------|----------------------|
| N21 "General Liquidity Ratio" (highly liquid assets / total assets)                  | Min 15%          | 29.64                | 26.22                |
| N22 "Current Liquidity Ratio" (highly liquid assets / liabilities payable on demand) | Min 60%          | 100.60               | 88.58                |

#### Analysis of financial liabilities by remaining contractual maturities

The table below summarizes the maturity profile of the Group's financial liabilities at 30 September 2020 based on contractual undiscounted repayment obligations. See Note 34 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.

|                          | 30 September 2020            |                    |                     |                   |                   |             |
|--------------------------|------------------------------|--------------------|---------------------|-------------------|-------------------|-------------|
|                          | 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     | 495,812                      | 1,256,329          | 809,113             | 0                 | 73,262            | 2,634,516   |
| Derivative liabilities   | 0                            |                    |                     |                   |                   | 0           |
| Amounts due to customers | 99,234,474                   | 18,888,638         | 69,602,029          | 37,542,095        | 2,832,999         | 228,100,235 |
| Other borrowed funds     | 483,721                      | 985,146            | 2,995,943           | 15,086,400        | 10,347,204        | 29,898,414  |
| Debt securities issued   | 622,581                      | 0                  | 11,365,549          | 10,027,104        | 0                 | 22,015,234  |
| Lease liabilities        | 40,049                       | 80,098             | 339,234             | 1,267,433         | 825,237           | 2,552,051   |

(thousands of Armenian drams)

|   |                    |                   |                   |                   |                   |                    |
|---|--------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
| Subordinated debt                               | 0                  | 11,869            | 11,931            | 379,064           | 0                 | 402,864            |
| <b>Total undiscounted financial liabilities</b> | <b>100,876,637</b> | <b>21,222,080</b> | <b>85,123,800</b> | <b>64,302,095</b> | <b>14,078,702</b> | <b>285,603,315</b> |
| <b>Commitments and contingent liabilities</b>   | <b>17,336,702</b>  | <b>-</b>          | <b>-</b>          | <b>-</b>          | <b>-</b>          | <b>17,336,702</b>  |

**31 December 2019**

|   | <i><b>Demand and less than 1 month</b></i> | <i><b>From 1 to 3 months</b></i> | <i><b>From 3 to 12 months</b></i> | <i><b>From 1 to 5 years</b></i> | <i><b>More than 5 years</b></i> | <i><b>Total</b></i> |
|---|--|----------------------------------|-----------------------------------|---------------------------------|---------------------------------|---------------------|
| <b>Financial liabilities</b>                    |  |                                  |                                   |                                 |                                 |                     |
| Amounts due to banks                            | 4,589,797                                  | 631,017                          | 1,636,123                         | -                               | 71,955                          | 6,928,892           |
| Derivative liabilities                          | 24,488                                     | -                                | -                                 | -                               | -                               | 24,488              |
| Amounts due to customers                        | 91,431,227                                 | 14,575,980                       | 77,902,024                        | 48,904,223                      | 1,972,894                       | 234,786,348         |
| Other borrowed funds                            | 206,664                                    | 254,376                          | 2,741,172                         | 14,143,825                      | 9,696,470                       | 27,042,507          |
| Debt securities issued                          | -  | -                                | 1,234,246                         | 20,984,806                      | -                               | 22,219,052          |
| Lease liabilities                               | 48,118                                     | 96,237                           | 428,204                           | 1,697,824                       | 832,605                         | 3,102,988           |
| Subordinated debt                               | -  | -                                | 396,371                           | 6,638,099                       | -                               | 7,034,470           |
| <b>Total undiscounted financial liabilities</b> | <b>96,300,294</b>                          | <b>15,557,610</b>                | <b>84,338,140</b>                 | <b>92,368,777</b>               | <b>12,573,924</b>               | <b>301,138,745</b>  |
| <b>Commitments and contingent liabilities</b>   | <b>18,321,228</b>                          | <b>-</b>                         | <b>-</b>                          | <b>-</b>                        | <b>-</b>                        | <b>18,321,228</b>   |

(thousands of Armenian drams)

**30. Risk management (continued)****Liquidity risk and funding management (continued)**

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 "Demand and less than 1 month" 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.

**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 Group classifies exposures to market risk into either trading or non-trading portfolios. 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 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 consolidated statement of comprehensive income.

The sensitivity of the statement of comprehensive income is the effect of the assumed changes in interest rates on the net interest income for one year, based on the floating rate financial assets and financial liabilities and on net trading income, based on trading instruments held at 30 September. The sensitivity of equity is calculated by revaluing debt financial assets measured at FVOCI at 30 September for the effects of the assumed changes in interest rates based on the assumption that there are parallel shifts in the yield curve.

| <b>Currency</b> | <b>Increase in<br/>basis points<br/>30 September 2020</b> | <b>Sensitivity of net<br/>interest income<br/>30 September 2020</b> | <b>Sensitivity<br/>of equity<br/>30 September 2020</b> |
|-----------------|---|---|--|
| AMD             | 1.00%   | (103,729)   | (1,077,221)  |
| USD             | 0.35%   | -   | (23,140)   |
| EUR             | 0.15%   | -   | (1,562)  |

| <b>Currency</b> | <b>Decrease in<br/>basis points<br/>30 September 2020</b> | <b>Sensitivity of net<br/>interest income<br/>30 September 2020</b> | <b>Sensitivity<br/>of equity<br/>30 September 2020</b> |
|-----------------|---|---|--|
| AMD             | 1.00%   | 103,729   | 1,077,221  |
| USD             | 0.35%   | -   | 23,140   |
| EUR             | 0.15%   | -   | 1,562  |

(thousands of Armenian drams)

**30. Risk management (continued)****Market risk (continued)**

| <i>Currency</i> | <i>Increase in basis points<br/>31 December 2019</i> | <i>Sensitivity of net interest income<br/>31 December 2019</i> | <i>Sensitivity of equity<br/>31 December 2019</i> |
|-----------------|--|--|---|
| AMD             | 1.00%  | (26,123)   | (697,754)   |
| USD             | 0.35%  | –  | (26,107)  |
| EUR             | 0.15%  | –  | (715)   |

  

| <i>Currency</i> | <i>Decrease in basis points<br/>31 December 2019</i> | <i>Sensitivity of net interest income<br/>31 December 2019</i> | <i>Sensitivity of equity<br/>31 December 2019</i> |
|-----------------|--|--|---|
| AMD             | 1.00%  | 26,123   | 697,754   |
| USD             | 0.35%  | –  | 26,107  |
| EUR             | 0.15%  | –  | 715   |

**Currency risk**

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The management has set limits on positions by currency.

The tables below indicate the currencies to which the Group had significant exposure at 30 September 2020 and 31 December 2019 on its non-trading monetary assets and liabilities. 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). A negative amount in the table reflects a potential net reduction in income statement, while a positive amount reflects a net potential increase.

| <i>Currency</i> | <i>30 September 2020</i>            |                                    | <i>31 December 2019</i>             |                                    |
|-----------------|-------------------------------------|------------------------------------|-------------------------------------|------------------------------------|
|                 | <i>Change in currency rate in %</i> | <i>Effect on profit before tax</i> | <i>Change in currency rate in %</i> | <i>Effect on profit before tax</i> |
| USD             | 3.0%                                | (54,760)                           | 3.0%                                | (52,993)                           |
| USD             | (3.0%)                              | 54,760                             | (3.0%)                              | 52,993                             |
| EUR             | 6.5%                                | 5,199                              | 6.5%                                | 3,426                              |
| EUR             | (6.5%)                              | (5,199)                            | (6.5%)                              | (3,426)                            |

**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 loss arising from systems failure, human error, fraud or external events. When controls fail to perform, operational risks can cause damage to reputation, have legal or regulatory implications, or lead to financial loss. The Group cannot expect to eliminate all operational risks, but a control framework and monitoring and responding to potential risks could be effective tools to manage the risks. Controls should include effective segregation of duties, access, authorisation and reconciliation procedures, staff education and assessment processes, including the use of internal audit.

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.

(thousands of Armenian drams)

### 30. Risk management (continued)

#### Operational risk (continued)

The risk mitigation mechanisms for the process are:

- ▶ Regulation of all business processes by internal legal acts;
- ▶ Physical protection of the Group'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.

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 compliance 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.

### 31. Fair value measurements

#### Fair value measurement procedures

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

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).

(thousands of Armenian drams)

**31. Fair value measurements (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.

| <b>30 September 2020</b>                |                |                |                |                          |                              |
|---|----------------|----------------|----------------|--------------------------|------------------------------|
|   | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> | <b>Total fair values</b> | <b>Total carrying amount</b> |
| <b>Financial assets</b>                 |                |                |                |                          |                              |
| Loans and advances to customers         | –              | –              | 216,725,926    | 216,725,926              | 225,919,632                  |
| Cash and cash equivalents               | 31,855,786     | –              | –              | 31,855,786               | 31,855,786                   |
| Amounts due from banks                  | –              | –              | 18,224,912     | 18,224,912               | 18,224,912                   |
| Investment securities at amortised cost | –              | 1,456,763      | –              | 1,456,763                | 1,466,824                    |
| Other financial assets                  | –              | –              | 521,855        | 521,855                  | 521,855                      |
| <b>Financial liabilities</b>            |                |                |                |                          |                              |
| Amounts due to customers                | –              | –              | 221,463,249    | 221,463,249              | 221,463,249                  |
| Other borrowed funds                    | –              | –              | 24,038,424     | 24,038,424               | 24,038,424                   |
| Amounts due to banks                    | –              | –              | 2,621,803      | 2,621,803                | 2,621,803                    |
| Debt securities issued                  | –              | 20,867,013     | –              | 20,867,013               | 20,624,664                   |
| Lease liabilities                       | –              | –              | 1,852,408      | 1,852,408                | 1,852,408                    |
| Subordinated debt                       | –              | –              | 348,460        | 348,460                  | 348,460                      |
| Other financial liabilities             | –              | –              | 1,745,444      | 1,745,444                | 1,745,444                    |
| <b>31 December 2019</b>                 |                |                |                |                          |                              |
|   | <b>Level 1</b> | <b>Level 2</b> | <b>Level 3</b> | <b>Total fair values</b> | <b>Total carrying amount</b> |
| <b>Financial assets</b>                 |                |                |                |                          |                              |
| Loans and advances to customers         | –              | –              | 205,844,297    | 205,844,297              | 226,444,991                  |
| Cash and cash equivalents               | 43,540,737     | –              | –              | 43,540,737               | 43,540,737                   |
| Amounts due from banks                  | –              | –              | 20,549,255     | 20,549,255               | 20,549,255                   |
| Investment securities at amortised cost | –              | 1,713,412      | –              | 1,713,412                | 1,679,960                    |
| Other financial assets                  | –              | –              | 674,647        | 674,647                  | 674,647                      |
| <b>Financial liabilities</b>            |                |                |                |                          |                              |
| Amounts due to customers                | –              | –              | 222,172,144    | 222,172,144              | 222,172,144                  |
| Other borrowed funds                    | –              | –              | 21,177,406     | 21,177,406               | 21,177,406                   |
| Amounts due to banks                    | –              | –              | 6,913,474      | 6,913,474                | 6,913,474                    |
| Debt securities issued                  | –              | 19,960,982     | –              | 19,960,982               | 19,920,288                   |
| Lease liabilities                       | –              | –              | 2,066,563      | 2,066,563                | 2,066,563                    |
| Subordinated debt                       | –              | –              | 5,806,646      | 5,806,646                | 5,806,646                    |
| Other financial liabilities             | –              | –              | 1,228,144      | 1,228,144                | 1,228,144                    |

*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 3% to 24% per annum (2019: 3% 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.

(thousands of Armenian drams)

**31. Fair value measurements (continued)****Financial instruments that are measured at fair value**

| <b>30 September 2020</b>         |                |                |              |
|----------------------------------|----------------|----------------|--------------|
|                                  | <b>Level 1</b> | <b>Level 2</b> | <b>Total</b> |
| <b>Financial assets</b>          |                |                |              |
| Trading securities               | –              | 3,164,976      | 3,164,976    |
| Investment securities at FVOCI   | –              | 31,033,481     | 31,033,481   |
| Derivative financial assets      | –              | 5,492          | 5,492        |
| <b>Total</b>                     | –              | 34,203,949     | 34,203,949   |
| <b>Financial liabilities</b>     |                |                |              |
| Derivative financial liabilities | –              | –              | –            |
| <b>Total</b>                     | –              | –              | –            |
| <b>Net fair value</b>            | –              | 34,203,949     | 34,203,949   |

  

| <b>31 December 2019</b>          |                |                |              |
|----------------------------------|----------------|----------------|--------------|
|                                  | <b>Level 1</b> | <b>Level 2</b> | <b>Total</b> |
| <b>Financial assets</b>          |                |                |              |
| Trading securities               | –              | 646,487        | 646,487      |
| Investment securities at FVOCI   | –              | 18,646,258     | 18,646,258   |
| <b>Total</b>                     | –              | 19,292,745     | 19,292,745   |
| <b>Financial liabilities</b>     |                |                |              |
| Derivative financial liabilities | –              | 24,488         | 24,488       |
| <b>Total</b>                     | –              | 24,488         | 24,488       |
| <b>Net fair value</b>            | –              | 19,268,257     | 19,268,257   |

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

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

| <b>30 September 2020</b>    |                |              |
|-----------------------------|----------------|--------------|
|                             | <b>Level 3</b> | <b>Total</b> |
| <b>Non-financial assets</b> |                |              |
| Land and buildings          | 5,030,496      | 5,030,496    |
| <b>Total</b>                | 5,030,496      | 5,030,496    |

  

| <b>31 December 2019</b>     |                |              |
|-----------------------------|----------------|--------------|
|                             | <b>Level 3</b> | <b>Total</b> |
| <b>Non-financial assets</b> |                |              |
| Land and buildings          | 5,177,297      | 5,177,297    |
| <b>Total</b>                | 5,177,297      | 5,177,297    |

(thousands of Armenian drams)

**31. Fair value measurements (continued)****Fair value measurement of non-financial assets and liabilities (continued)***Fair value measurements in Level 3*

The Group's non-financial assets 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:

| <b>Non-financial assets</b>                | <b>Land and buildings</b> | <b>Total</b>     |
|--|---------------------------|------------------|
| <b>Balance as at 1 January 2020</b>        | <b>5,177,297</b>          | <b>5,177,297</b> |
| Purchases                                  | 286                       | 286              |
| Disposals                                  | –                         | –                |
| Depreciation charge                        | (147,089)                 | (147,089)        |
| <b>Net fair value at 30 September 2020</b> | <b>5,030,496</b>          | <b>5,030,496</b> |

  

| <b>Non-financial assets</b>               | <b>Land and buildings</b> | <b>Total</b>     |
|---|---------------------------|------------------|
| <b>Balance as at 1 January 2019</b>       | <b>4,614,029</b>          | <b>4,614,029</b> |
| Purchases                                 | 85,821                    | 85,821           |
| Disposals                                 | –                         | –                |
| Revaluation                               | 678,391                   | 678,391          |
| Depreciation charge                       | (200,944)                 | (200,944)        |
| <b>Net fair value at 31 December 2019</b> | <b>5,177,297</b>          | <b>5,177,297</b> |

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 premise in question, including plot size, location, encumbrances and current use.

The land and buildings were revalued during 2019. The land and buildings were previously revalued on 31 December 2016.

**32. Transferred financial assets and assets held or pledged as collateral****Transferred financial assets that are not derecognised in their entirety***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 derecognised them. In addition, it recognised a financial liability for cash received.



(thousands of Armenian drams)

**32. Transferred financial assets and assets held or pledged as collateral (continued)****Transferred financial assets that are not derecognised in their entirety (continued)**

Similarly the Group may sell or re-pledge securities borrowed or purchased under agreements to resell, but has an obligation to return the securities and the counterparty retains substantially all the risks and rewards of ownership. Consequently the securities are not recognised by the Group, which instead records a separate asset for any cash given.

As at 30 September 2020 the Group has no securities sold under repurchase agreements which were classified as measured at FVOCI and amortised cost

The associated liabilities, which are recorded against the cash received for such transactions, are presented in the consolidated statement of financial position as amounts due to banks, at 30 September 2020 the Group didn't have any balances (2019: didn't have).

**33. Offsetting of financial instruments**

The table below shows financial assets offset against financial liabilities in the consolidated 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 consolidated statement of financial position:

|  | Gross amount of recognised financial assets | Gross amount of recognised financial liabilities set off in the consolidated statement of financial position | Net amount of financial assets recognised in the consolidated statement of financial position | Related amounts not offset in the consolidated statement of financial position |                              | Net amount |
|--|---|--|---|--|------------------------------|------------|
|  |   |  |   | Financial instruments  | Non-cash collateral received |            |
| <b>30 September 2020</b>                       |   |  |   |  |                              |            |
| <b>Financial assets</b>                        |   |  |   |  |                              |            |
| Amounts due from banks – reverse repo          | 4,506,199                                   | –  | 4,506,199   | –  | (4,506,199)                  | –          |
| Loans and advances to customers – reverse repo | 10,920,098                                  | –  | 10,920,098  | –  | (10,920,098)                 | –          |
| <b>Total</b>                                   | <b>15,426,297</b>                           | <b>–</b>   | <b>15,426,297</b>   | <b>–</b>   | <b>(15,426,297)</b>          | <b>–</b>   |

|  | Gross amount of recognised financial assets | Gross amount of recognised financial liabilities set off in the consolidated statement of financial position | Net amount of financial assets recognised in the consolidated statement of financial position | Related amounts not offset in the consolidated statement of financial position |                              | Net amount |
|--|---|--|---|--|------------------------------|------------|
|  |   |  |   | Financial instruments  | Non-cash collateral received |            |
| <b>31 December 2019</b>                        |   |  |   |  |                              |            |
| <b>Financial assets</b>                        |   |  |   |  |                              |            |
| Amounts due from banks – reverse repo          | 3,054,369                                   | –  | 3,054,369   | –  | (3,054,369)                  | –          |
| Loans and advances to customers – reverse repo | 7,066,707                                   | –  | 7,066,707   | –  | (7,066,707)                  | –          |
| <b>Total</b>                                   | <b>10,121,076</b>                           | <b>–</b>   | <b>10,121,076</b>   | <b>–</b>   | <b>(10,121,076)</b>          | <b>–</b>   |

(thousands of Armenian drams)

**34. 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 30 for the Group's contractual undiscounted repayment obligations.

|   | 30 September 2020   |                       |                    | 31 December 2019    |                       |                    |
|---|---------------------|-----------------------|--------------------|---------------------|-----------------------|--------------------|
|   | Within<br>one year  | More than<br>one year | Total              | Within<br>one year  | More than<br>one year | Total              |
| <b>Assets</b>                               |                     |                       |                    |                     |                       |                    |
| Cash and cash equivalents                   | 31,855,786          | 0                     | <b>31,855,786</b>  | 43,540,737          | –                     | <b>43,540,737</b>  |
| Trading securities                          | 177,210             | 2,987,767             | <b>3,164,977</b>   | 369,970             | 276,517               | <b>646,487</b>     |
| Amounts due from banks                      | 5,298,357           | 12,926,555            | <b>18,224,912</b>  | 19,089,874          | 1,459,381             | <b>20,549,255</b>  |
| Loans and advances to customers             | 86,906,437          | 139,013,196           | <b>225,919,633</b> | 74,908,492          | 151,536,499           | <b>226,444,991</b> |
| Investment securities                       | 4,724,797           | 27,775,508            | <b>32,500,304</b>  | 1,918,772           | 18,407,446            | <b>20,326,218</b>  |
| Derivative financial assets                 | 5,493               | 0                     | <b>5,493</b>       | –                   | –                     | <b>–</b>           |
| Property, plant and equipment               | 421,664             | 8,370,825             | <b>8,792,489</b>   | –                   | 9,479,389             | <b>9,479,389</b>   |
| Intangible assets                           | 0                   | 336,404               | <b>336,404</b>     | –                   | 337,260               | <b>337,260</b>     |
| Reposessed assets                           | 2,057,061           | 0                     | <b>2,057,061</b>   | 2,023,928           | –                     | <b>2,023,928</b>   |
| Other assets                                | 1,668,775           | 39,338                | <b>1,708,113</b>   | 2,245,113           | 35,147                | <b>2,280,260</b>   |
| <b>Total</b>                                | <b>133,115,580</b>  | <b>191,449,593</b>    | <b>324,565,169</b> | <b>144,096,886</b>  | <b>181,531,639</b>    | <b>325,628,525</b> |
| <b>Liabilities</b>                          |                     |                       |                    |                     |                       |                    |
| Amounts due to banks                        | 2,548,541           | 73,262                | <b>2,621,803</b>   | 6,841,519           | 71,955                | <b>6,913,474</b>   |
| Derivative liabilities                      | 0                   | 0                     | <b>0</b>           | 24,488              | –                     | <b>24,488</b>      |
| Amounts due to customers                    | 186,375,984         | 35,087,265            | <b>221,463,248</b> | 177,677,805         | 44,494,339            | <b>222,172,144</b> |
| Other borrowed funds                        | 3,302,623           | 20,735,802            | <b>24,038,425</b>  | 2,020,552           | 19,156,854            | <b>21,177,406</b>  |
| Debt securities issued                      | 11,298,514          | 9,326,150             | <b>20,624,664</b>  | 241,488             | 19,678,800            | <b>19,920,288</b>  |
| Lease liabilities                           | 459,154             | 1,393,254             | <b>1,852,408</b>   | 351,902             | 1,714,661             | <b>2,066,563</b>   |
| Current income tax liabilities              | 419,321             | 0                     | <b>419,321</b>     | 644,892             | –                     | <b>644,892</b>     |
| Deferred income tax liabilities             | 0                   | 1,153,490             | <b>1,153,490</b>   | –                   | 947,921               | <b>947,921</b>     |
| Other liabilities                           | 1,923,139           | 19,346                | <b>1,942,485</b>   | 1,638,611           | 21,164                | <b>1,659,775</b>   |
| Provisions on commitments and contingencies | 65,633              | 0                     | <b>65,633</b>      | 53,620              | –                     | <b>53,620</b>      |
| Subordinated debt                           | 6,573               | 341,887               | <b>348,460</b>     | 2,276               | 5,804,370             | <b>5,806,646</b>   |
| <b>Total</b>                                | <b>206,399,481</b>  | <b>68,130,456</b>     | <b>274,529,937</b> | <b>189,497,153</b>  | <b>91,890,064</b>     | <b>281,387,217</b> |
| <b>Net position</b>                         | <b>(73,283,902)</b> | <b>123,319,137</b>    | <b>50,035,232</b>  | <b>(45,400,267)</b> | <b>89,641,575</b>     | <b>44,241,308</b>  |

The maturity analysis in the table above does not reflect the historical behavior and actual repayment pattern of term deposits. 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.

(thousands of Armenian drams)

**34. Maturity analysis of assets and liabilities (continued)**

The table below shows an analysis of assets and liabilities analysed according securities instant liquidity as at 30 September 2020.

Highly liquid portion of investments at fair value through profit or loss and investments at fair value through other comprehensive income other than equity instruments are included in amounts due in the period "Demand and less than 1 month" as the Bank's management believes that these are highly liquid assets which may be sold on demand to meet the requirements for cash outflows of financial liabilities. Securities at amortised cost state securities are classified as demand and less than 1 month considering the availability of repo agreements.

|   | 30 September 2020            |                    |                     |                              |                   |                   |                              |             |             |
|---|------------------------------|--------------------|---------------------|------------------------------|-------------------|-------------------|------------------------------|-------------|-------------|
|   | 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 less over 12 months | No maturity | Total       |
| Cash and cash equivalents                   | 31,855,786                   | 0                  | 0                   | 31,855,786                   | 0                 | 0                 | 0                            | 0           | 31,855,786  |
| Trading securities                          | 2,868,346                    | 0                  | 569                 | 2,868,915                    | 296,061           | 0                 | 296,061                      | 0           | 3,164,976   |
| Amounts due from banks                      | 5,298,357                    | 0                  | 0                   | 5,298,357                    | 0                 | 0                 |                              | 12,926,555  | 18,224,912  |
| Loans and advances to customers             | 18,927,589                   | 25,474,354         | 42,504,494          | 86,906,437                   | 84,372,206        | 54,640,990        | 139,013,196                  | 0           | 225,919,633 |
| Investment securities                       | 29,290,071                   | 239,892            | 315,880             | 29,845,844                   | 2,573,905         | 0                 | 2,573,905                    | 80,556      | 32,500,305  |
| Derivative financial asstes                 | 5,493                        | 0                  | 0                   | 5,493                        | 0                 | 0                 | 0                            | 0           | 5,493       |
| Property, plant and equipment               | 36,643                       | 73,286             | 311,735             | 421,664                      | 1,003,199         | 243,427           | 1,246,625                    | 7,124,200   | 8,792,489   |
| Intangible assets                           | 0                            | 0                  | 0                   | 0                            | 0                 | 0                 | 0                            | 336,404     | 336,404     |
| Repossessed assets                          | 0                            | 0                  | 2,057,061           | 2,057,061                    | 0                 | 0                 | 0                            | 0           | 2,057,061   |
| Other assets                                | 1,275,239                    | 41,641             | 351,895             | 1,668,775                    | 31,575            | 7,763             | 39,338                       | 0           | 1,708,113   |
| Total assets                                | 89,557,524                   | 25,829,173         | 45,541,634          | 160,928,331                  | 88,276,945        | 54,892,180        | 143,169,125                  | 20,467,715  | 324,565,169 |
| Liabilities                                 |                              |                    |                     |                              |                   |                   |                              |             |             |
| Amounts due to banks                        | 495,812                      | 1,254,962          | 797,767             | 2,548,541                    | 0                 | 0                 | 0                            | 73,262      | 2,621,803   |
| Amounts due to customers                    | 99,234,360                   | 18,884,855         | 68,256,769          | 186,375,984                  | 33,844,574        | 1,242,690         | 35,087,265                   | 0           | 221,463,248 |
| Other borrowed funds                        | 447,103                      | 808,342            | 2,047,178           | 3,302,623                    | 11,590,366        | 9,145,436         | 20,735,802                   | 0           | 24,038,425  |
| Debt securities issued                      | 555,514                      | 0                  | 10,743,000          | 11,298,514                   | 9,326,150         | 0                 | 9,326,150                    | 0           | 20,624,664  |
| Lease liabilities                           | 40,049                       | 80,098             | 339,006             | 459,154                      | 1,143,699         | 249,555           | 1,393,254                    | 0           | 1,852,408   |
| Income tax liabilities                      | 0                            | 0                  | 419,321             | 419,321                      | 0                 | 0                 | 0                            | 0           | 419,321     |
| Deferred tax liabilities                    | 0                            | 0                  | 0                   | 0                            | 1,153,490         | 0                 | 1,153,490                    | 0           | 1,153,490   |
| Other liabilities                           | 703,245                      | 875,552            | 344,342             | 1,923,139                    | 0                 | 19,346            | 19,346                       | 0           | 1,942,485   |
| Provisions on commitments and contingencies | 65,633                       | 0                  | 0                   | 65,633                       | 0                 | 0                 | 0                            | 0           | 65,633      |
| Subordinated debt                           | 0                            | 6,573              | 0                   | 6,573                        | 341,887           | 0                 | 341,887                      | 0           | 348,460     |
| Total liabilities                           | 101,541,716                  | 21,910,382         | 82,947,383          | 206,399,481                  | 57,400,167        | 10,657,027        | 68,057,194                   | 73,262      | 274,529,937 |
| Net position                                | (11,984,192)                 | 3,918,791          | (37,405,749)        | (45,471,150)                 | 30,876,779        | 44,235,152        | 95,506,384                   | 20,394,453  | 50,035,232  |
| Accumulated gap                             | (11,984,192)                 | (8,065,401)        | (33,486,958)        |                              | (6,528,970)       | 95,506,384        |                              |             |             |

(thousands of Armenian drams)

**34. Maturity analysis of assets and liabilities (continued)**

|   | 31 December 2019             |                    |                     |                              |                   |                   |                              |             |             |
|---|------------------------------|--------------------|---------------------|------------------------------|-------------------|-------------------|------------------------------|-------------|-------------|
|   | 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 less over 12 months | No maturity | Total       |
| Cash and cash equivalents                   | 43,540,737                   | -                  | -                   | 43,540,737                   | -                 | -                 | -                            | -           | 43,540,737  |
| Trading securities                          | 364,095                      | 2                  | 5,873               | 369,970                      | 276,517           | -                 | 276,517                      | -           | 646,487     |
| Amounts due from banks                      | 9,202,641                    | 1,075,235          | -                   | 10,277,876                   | -                 | -                 | -                            | 10,271,379  | 20,549,255  |
| Loans and advances to customers             | 7,408,119                    | 14,493,081         | 53,007,292          | 74,908,492                   | 95,194,293        | 56,342,206        | 151,536,499                  | -           | 226,444,991 |
| Investment securities                       | 15,160,984                   | 55,794             | 1,019,201           | 16,235,979                   | 4,027,112         | -                 | 4,027,112                    | 63,127      | 20,326,218  |
| Property, plant and equipment               | -                            | -                  | -                   | -                            | -                 | -                 | -                            | 9,479,389   | 9,479,389   |
| Intangible assets                           | -                            | -                  | -                   | -                            | -                 | -                 | -                            | 337,260     | 337,260     |
| Reposessed assets                           | -                            | -                  | 2,023,928           | 2,023,928                    | -                 | -                 | -                            | -           | 2,023,928   |
| Other assets                                | 1,852,042                    | 45,596             | 347,475             | 2,245,113                    | 7,650             | 25,632            | 33,282                       | 1,865       | 2,280,260   |
| Total assets                                | 77,528,618                   | 15,669,708         | 56,403,769          | 149,602,095                  | 99,505,572        | 56,367,838        | 155,873,410                  | 20,153,020  | 325,628,525 |
| Liabilities                                 |                              |                    |                     |                              |                   |                   |                              |             |             |
| Amounts due to banks                        | 4,588,378                    | 629,523            | 1,623,618           | 6,841,519                    | -                 | -                 | -                            | 71,955      | 6,913,474   |
| Derivative financial liabilities            | 24,488                       | -                  | -                   | 24,488                       | -                 | -                 | -                            | -           | 24,488      |
| Amounts due to customers                    | 91,166,853                   | 13,760,663         | 72,750,289          | 177,677,805                  | 43,395,690        | 1,098,649         | 44,494,339                   | -           | 222,172,144 |
| Other borrowed funds                        | 184,558                      | 125,858            | 1,710,136           | 2,020,552                    | 10,729,411        | 8,427,443         | 19,156,854                   | -           | 21,177,406  |
| Debt securities issued                      | -                            | -                  | 241,488             | 241,488                      | 19,678,800        | -                 | 19,678,800                   | -           | 19,920,288  |
| Lease liabilities                           | 28,686                       | 59,016             | 264,200             | 351,902                      | 1,051,465         | 663,196           | 1,714,661                    | -           | 2,066,563   |
| Income tax liabilities                      | -                            | -                  | 644,892             | 644,892                      | -                 | -                 | -                            | -           | 644,892     |
| Deferred tax liabilities                    | -                            | -                  | -                   | -                            | 947,921           | -                 | 947,921                      | -           | 947,921     |
| Other liabilities                           | 105,139                      | 245,031            | 1,288,441           | 1,638,611                    | -                 | 21,164            | 21,164                       | -           | 1,659,775   |
| Provisions on commitments and contingencies | 53,620                       | -                  | -                   | 53,620                       | -                 | -                 | -                            | -           | 53,620      |
| Subordinated debt                           | -                            | -                  | 2,276               | 2,276                        | 5,804,370         | -                 | 5,804,370                    | -           | 5,806,646   |
| Total liabilities                           | 96,151,722                   | 14,820,091         | 78,525,340          | 189,497,153                  | 81,607,657        | 10,210,452        | 91,818,109                   | 71,955      | 281,387,217 |
| Net position                                | (18,623,104)                 | 849,617            | (22,121,571)        | (39,895,058)                 | 17,897,915        | 46,157,386        | 64,055,301                   | 20,081,065  | 44,241,308  |
| Accumulated gap                             | (18,623,104)                 | (17,773,487)       | (39,895,058)        |                              | (21,997,143)      | 24,160,243        |                              |             |             |

(thousands of Armenian drams)

**35. Related party disclosures**

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 the Parent, entities under common control, 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.

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 outstanding balances of related party transactions are as follows:

The income and expense arising from related party transactions are as follows:

|   | 30 September 2020 |                               |   | 31 December 2019 |                               |   |
|---|-------------------|-------------------------------|---|------------------|-------------------------------|---|
|   | Parent            | Entities under common control | Key management personnel and their close family members | Parent           | Entities under common control | Key management personnel and their close family members |
| <b>Consolidated statement of financial position</b>                             |                   |                               |   |                  |                               |   |
| <b>Loans and advances to customers</b>  |                   |                               |   |                  |                               |   |
| <b>Loans outstanding at 1 January, gross</b>                                    | <b>24</b>         | <b>33,364,278</b>             | <b>530,410</b>  | <b>7,263</b>     | <b>21,618,927</b>             | <b>594,758</b>  |
| Loans issued during reporting period  | 2,437             | 14,943,732                    | 672,414   | 111,602          | 20,793,012                    | 675,549   |
| Loan repayments during reporting period   | (2,431)           | (12,230,660)                  | (757,211)   | (118,841)        | (8,710,648)                   | (734,539)   |
| <b>Loans outstanding at the end of the reporting period, gross</b>              | <b>30</b>         | <b>36,077,350</b>             | <b>445,613</b>  | <b>24</b>        | <b>33,701,291</b>             | <b>535,768</b>  |
| Less: allowance for loan impairment   | -                 | (360,774)                     | (4,456)   | -                | (337,013)                     | (5,358)   |
| <b>Loans outstanding at the end of the reporting period, net</b>                | <b>30</b>         | <b>35,716,577</b>             | <b>441,157</b>  | <b>24</b>        | <b>33,364,278</b>             | <b>530,410</b>  |
| <b>Amounts due to customers</b>   |                   |                               |   |                  |                               |   |
| <b>Deposits at 1 January</b>  | <b>682,507</b>    | <b>58,228,472</b>             | <b>285,990</b>  | <b>213,839</b>   | <b>46,019,356</b>             | <b>564,144</b>  |
| Deposits received during reporting period                                       | 487,075           | 122,060,015                   | 3,559,934   | 1,489,880        | 610,641,018                   | 3,180,100   |
| Deposits repaid during reporting period   | (914,369)         | (127,681,947)                 | (2,708,699)   | (1,021,212)      | (598,431,902)                 | (3,458,254)   |
| <b>Deposits at the end of the reporting period</b>                              | <b>255,213</b>    | <b>52,606,540</b>             | <b>1,137,225</b>  | <b>682,507</b>   | <b>58,228,472</b>             | <b>285,990</b>  |
| <b>Amounts due to customers – subordinated debt</b>                             |                   |                               |   |                  |                               |   |
| <b>Subordinated debt at 1 January</b>   | <b>-</b>          | <b>5,806,646</b>              | <b>-</b>  | <b>-</b>         | <b>5,852,819</b>              | <b>-</b>  |
| Redemption of subordinated loans  | -                 | (5,599,452)                   | -   | -                | -                             | -   |
| Net result from FX revaluation  | -                 | 138,493                       | -   | -                | (48,885)                      | -   |
| Other movements   | -                 | 2,773                         | -   | -                | 2,712                         | -   |
| <b>Subordinated debt at the end of the reporting period</b>                     | <b>-</b>          | <b>348,460</b>                | <b>-</b>  | <b>-</b>         | <b>5,806,646</b>              | <b>-</b>  |
| <b>Items not recognised in the consolidated statement of financial position</b> |                   |                               |   |                  |                               |   |
| Guarantees given  | -                 | -                             | 38,589  | -                | 188,042                       | 26,863  |
| <b>Consolidated statement of comprehensive income</b>                           |                   |                               |   |                  |                               |   |
| Interest income   | -                 | 2,175,426                     | 22,718  | -                | 2,271,369                     | 34,727  |
| Fee and commission income   | 87                | 15,733                        | 539   | 93               | 34,874                        | 852   |
| Other income  | 657               | 63,343                        | 1,592   | 1,855            | 85,874                        | 748   |
| Interest expense  | (5,376)           | (1,656,463)                   | (54,637)  | (2,176)          | (2,321,838)                   | (23,087)  |
| Impairment charge   | (0)               | (23,761)                      | 902   | 73               | (118,640)                     | 650   |
| Other expenses  | -                 | (15,386)                      | (25,032)  | -                | (45,132)                      | (32,661)  |

Compensation of key management personnel was comprised of the following:

|  | 30 September 2020 | 30 September 2019 |
|--|-------------------|-------------------|
| Salaries and other short-term benefits             | 533,852           | 471,463           |
| <b>Total key management personnel compensation</b> | <b>533,852</b>    | <b>471,463</b>    |

(thousands of Armenian drams)

**36. Changes in liabilities arising from financing activities**

|   | <b>Note</b> | <b>Debt securities issued</b> | <b>Other borrowed funds</b> | <b>Subordinated loans</b> | <b>Lease liabilities</b> | <b>Total liabilities from financing activities</b> |
|---|-------------|-------------------------------|-----------------------------|---------------------------|--------------------------|--|
| <b>Carrying amount at 31 December 2018</b>  | 18, 20, 21  | <b>16,653,444</b>             | <b>15,684,413</b>           | <b>5,852,819</b>          | <b>–</b>                 | <b>38,190,676</b>                                  |
| IFRS 16 impact                              |             | –                             | –                           | –                         | 2,239,693                | 2,239,693  |
| Proceeds from issue                         |             | 14,211,537                    | 8,141,849                   | –                         | –                        | 22,353,386   |
| Redemption                                  |             | (10,818,447)                  | (2,701,526)                 | –                         | (317,280)                | (13,837,253)                                       |
| Foreign currency translation                |             | (157,540)                     | 16,474                      | (48,885)                  | –                        | (189,951)  |
| Other                                       |             | 31,294                        | 36,196                      | 2,712                     | 144,150                  | 214,352  |
| <b>Carrying amount at 31 December 2019</b>  | 18, 20, 21  | <b>19,920,288</b>             | <b>21,177,406</b>           | <b>5,806,646</b>          | <b>2,066,563</b>         | <b>48,970,903</b>                                  |
| Proceeds from issue                         |             | 2,273,920                     | 4,233,871                   | –                         | 5,098                    | 6,512,889  |
| Redemption                                  |             | (2,273,920)                   | (1,595,541)                 | (5,599,452)               | (369,947)                | (9,838,860)  |
| Foreign currency translation                |             | 393,223                       | 49,241                      | 138,493                   | –                        | 580,957  |
| Other                                       |             | 311,153                       | 173,447                     | 2,773                     | 150,694                  | 638,067  |
| <b>Carrying amount at 30 September 2020</b> | 18, 20, 21  | <b>20,624,664</b>             | <b>24,038,424</b>           | <b>348,460</b>            | <b>1,852,408</b>         | <b>46,863,956</b>                                  |

The “Other” line includes origination of new lease liabilities being a non-cash movement. It also includes the effect of accrued but not yet paid interest on debt securities issued, other borrowed funds, subordinated loans and lease liabilities. The Group classifies interest paid as cash flows from operating activities.

**37. 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, policies and processes from the previous years.

The Group defines as capital those items defined by statutory regulation as capital for credit institutions. Under the current capital requirements set by the Central Bank of Armenia, which are based on Basel Capital Accord 1988 principles, banks have to maintain a ratio of capital to risk weighted assets, as well as a ratio of core capital to risk weighted assets (capital adequacy ratios N1.1 and N1.2) above the prescribed minimum levels. As at 30 September 2020 this minimum levels of N1.1 and N1.2 ratios were accordingly 9% and 12%, and as at 31 December 2019, the minimum level of N1.2 ratio was 12%. The Group is in compliance with the statutory capital ratio as at 30 September 2020 and 31 December 2019.

The following table shows the composition of capital position calculated in accordance with requirements set by the Central Bank of Armenia, which are based on Basel Capital Accord 1988 principles, as at 30 September 2020 and December 31 2019:

|                                    | <b>30 September 2020</b> | <b>31 December 2019</b> |
|------------------------------------|--------------------------|-------------------------|
| Tier 1 capital                     | 38,561,250               | 33,084,864              |
| Tier 2 capital                     | 4,404,933                | 7,248,251               |
| <b>Total capital</b>               | <b>42,966,183</b>        | <b>40,333,115</b>       |
| <b>Risk-weighted assets</b>        | <b>289,439,381</b>       | <b>276,192,405</b>      |
| <b>Capital adequacy ratio N1.1</b> | <b>13.32%</b>            | <b>x</b>                |
| <b>Capital adequacy ratio N1.2</b> | <b>14.84%</b>            | <b>14.60%</b>           |

*(thousands of Armenian drams)*

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 Group has complied with externally imposed capital requirements through the period.