

# Declaration of the Management of "Converse Bank" CJSC

We are responsible for drafting and approval of authentic and reliable financial statements on the Bank's financial position. Henceforth the Bank Management is in charge of:

- selection of accounting policy, its approval by the Board and consecutive implementation,
- substantiated appraisal and calculations,
- adherence to international accounting standards, in case of deviations from international accounting standards notifications attached to financial statements for disclosure of deviations,
- accurate keeping of accounting records,
- drafting financial statements on the basis of the Bank's uninterrupted operation.

The Bank enforces an effective and reliable system of internal control in line with minimum standards as specified by the RA Central Bank;

The Bank applies a functional accounting system in line with the RA Legislation and international accounting standards, providing in time and valid information on the Bank's financial position;

The Bank takes appropriate actions to identify and prevent any frauds, inaccuracy or errors, and ensure security of assets in the Bank.

**Executive Director** 

Tigran Davtyan

Chief Accountant

Gohar Harutyunyan



# CONVERSE BANK CJSC NOTIFICATIONS ENCLOSED WITH FINANCIAL STATEMENTS AS OF 31.12.2013



# Notification 1. "Legal framework and corporate management"

### **Main Activities**

"Converse Bank" CJSC was founded in the Republic of Armenia as a closed joint-stock company. The Bank received Banking License #57 dated November 28, 1994 by the Central Bank of Republic of Armenia (hereinafter – the RA CB). The Bank functions in compliance with the RA Legislation, regulatory statements of the RA Central Bank and other departmental authorities as well as its own Charter and internal statements. The Bank offers a large variety of financial and bank services, and operates through its Head Office located in the capital, and its 32 branches are located in Yerevan and in different regions, and 1 branch is located in NKR:

# Addresses of "Converse Bank" CJSC Head Office & Branches:

CENTRAL Branch       49 Komitas, Yerevan, 0051, RA         Tel.: 28 10 15, 23 09 96         AVAN Branch       161/2 Khudyakov, Avan, Yerevan, RA         Tel.: 61 44 72, 61 44 23         15 Bagratunyats, Garegin Nzhdeh square, Yerevan, 0006, RA         Tel.: 46 50 06, 46 50 07         ZVARTNOTS AIRPORT Branch       42 Zvartnots, Yerevan         Tel.: 49 31 97         AVIATION Branch       42 Zvartnots, Yerevan         Tel.: 52 07 06         NOR HAJN Branch       8 Charents, Nor Hachn, 2412, RA         Tel.: (0224) 4 38 40, 4 38 30         VANADZOR Branch       1G Khorenatsi, Vanadzor, 2021, RA         Tel.: (0322) 4 29 10, 4 12 58         GYUMRI Branch       4b G. Nzhdeh, Gyumri, 3106, RA         Tel.: (0312) 4 20 95, 4 17 94         ARTASHAT Branch       117a Ogostosi 23, Artashat, 0701, RA         Tel.: (0235) 2 24 99, 2 24 78	HEAD OFFICE	26/1 V. Sargsyan, Republic Square, Yerevan, 0010, RA Tel.: 51 12 11, 51 12 00
AVAN Branch  161/2 Khudyakov, Avan, Yerevan, RA  Tel.: 61 44 72, 61 44 23 15 Bagratunyats, Garegin Nzhdeh square, Yerevan, 0006, RA Tel.: 46 50 06, 46 50 07  ZVARTNOTS AIRPORT Branch  42 Zvartnots, Yerevan Tel.: 49 31 97  AVIATION Branch  42 Zvartnots, Yerevan Tel.: 52 07 06  NOR HAJN Branch  8 Charents, Nor Hachn, 2412, RA Tel.: (0224) 4 38 40, 4 38 30  VANADZOR Branch  1G Khorenatsi, Vanadzor, 2021, RA Tel.: (0322) 4 29 10, 4 12 58  GYUMRI Branch  4b G. Nzhdeh, Gyumri, 3106, RA Tel.: (0312) 4 20 95, 4 17 94  ARTASHAT Branch  117a Ogostosi 23, Artashat, 0701, RA	CENTRAL Branch	49 Komitas, Yerevan, 0051, RA
Tel.: 61 44 72, 61 44 23 15 Bagratunyats, Garegin Nzhdeh square, Yerevan, 0006, RA Tel.: 46 50 06, 46 50 07  ZVARTNOTS AIRPORT Branch 42 Zvartnots, Yerevan Tel.: 49 31 97  AVIATION Branch 42 Zvartnots, Yerevan Tel.: 52 07 06  NOR HAJN Branch 8 Charents, Nor Hachn, 2412, RA Tel.: (0224) 4 38 40, 4 38 30  VANADZOR Branch 1G Khorenatsi, Vanadzor, 2021, RA Tel.: (0322) 4 29 10, 4 12 58  GYUMRI Branch 4b G. Nzhdeh, Gyumri, 3106, RA Tel.: (0312) 4 20 95, 4 17 94  ARTASHAT Branch 117a Ogostosi 23, Artashat, 0701, RA		Tel.: 28 10 15, 23 09 96
ARARATIAN Branch  15 Bagratunyats, Garegin Nzhdeh square, Yerevan, 0006, RA Tel.: 46 50 06, 46 50 07  ZVARTNOTS AIRPORT Branch  42 Zvartnots, Yerevan Tel.: 49 31 97  AVIATION Branch  42 Zvartnots, Yerevan Tel.: 52 07 06  NOR HAJN Branch  8 Charents, Nor Hachn, 2412, RA Tel.: (0224) 4 38 40, 4 38 30  VANADZOR Branch  1G Khorenatsi, Vanadzor, 2021, RA Tel.: (0322) 4 29 10, 4 12 58  GYUMRI Branch  4b G. Nzhdeh, Gyumri, 3106, RA Tel.: (0312) 4 20 95, 4 17 94  ARTASHAT Branch  117a Ogostosi 23, Artashat, 0701, RA	AVAN Branch	161/2 Khudyakov, Avan, Yerevan, RA
RA   Tel.: 46 50 06, 46 50 07		Tel.: 61 44 72, 61 44 23
Tel.: 46 50 06, 46 50 07  ZVARTNOTS AIRPORT Branch  42 Zvartnots, Yerevan Tel.: 49 31 97  AVIATION Branch  42 Zvartnots, Yerevan Tel.: 52 07 06  NOR HAJN Branch  8 Charents, Nor Hachn, 2412, RA Tel.: (0224) 4 38 40, 4 38 30  VANADZOR Branch  1G Khorenatsi, Vanadzor, 2021, RA Tel.: (0322) 4 29 10, 4 12 58  GYUMRI Branch  4b G. Nzhdeh, Gyumri, 3106, RA Tel.: (0312) 4 20 95, 4 17 94  ARTASHAT Branch  117a Ogostosi 23, Artashat, 0701, RA	ARARATIAN Branch	
ZVARTNOTS AIRPORT Branch       42 Zvartnots, Yerevan         Tel.: 49 31 97         AVIATION Branch       42 Zvartnots, Yerevan         Tel.: 52 07 06         NOR HAJN Branch       8 Charents, Nor Hachn, 2412, RA         Tel.: (0224) 4 38 40, 4 38 30         VANADZOR Branch       1G Khorenatsi, Vanadzor, 2021, RA         Tel.: (0322) 4 29 10, 4 12 58         GYUMRI Branch       4b G. Nzhdeh, Gyumri, 3106, RA         Tel.: (0312) 4 20 95, 4 17 94         ARTASHAT Branch       117a Ogostosi 23, Artashat, 0701, RA		
Tel.: 49 31 97  AVIATION Branch 42 Zvartnots, Yerevan Tel.: 52 07 06  NOR HAJN Branch 8 Charents, Nor Hachn, 2412, RA Tel.: (0224) 4 38 40, 4 38 30  VANADZOR Branch 1G Khorenatsi, Vanadzor, 2021, RA Tel.: (0322) 4 29 10, 4 12 58  GYUMRI Branch 4b G. Nzhdeh, Gyumri, 3106, RA Tel.: (0312) 4 20 95, 4 17 94  ARTASHAT Branch 117a Ogostosi 23, Artashat, 0701, RA		101 40 30 00, 40 30 07
AVIATION Branch  42 Zvartnots, Yerevan Tel.: 52 07 06  NOR HAJN Branch  8 Charents, Nor Hachn, 2412, RA Tel.: (0224) 4 38 40, 4 38 30  VANADZOR Branch  1G Khorenatsi, Vanadzor, 2021, RA Tel.: (0322) 4 29 10, 4 12 58  GYUMRI Branch  4b G. Nzhdeh, Gyumri, 3106, RA Tel.: (0312) 4 20 95, 4 17 94  ARTASHAT Branch  117a Ogostosi 23, Artashat, 0701, RA	<b>ZVARTNOTS AIRPORT Branch</b>	•
Tel.: 52 07 06  NOR HAJN Branch  8 Charents, Nor Hachn, 2412, RA Tel.: (0224) 4 38 40, 4 38 30  VANADZOR Branch  1G Khorenatsi, Vanadzor, 2021, RA Tel.: (0322) 4 29 10, 4 12 58  GYUMRI Branch  4b G. Nzhdeh, Gyumri, 3106, RA Tel.: (0312) 4 20 95, 4 17 94  ARTASHAT Branch  117a Ogostosi 23, Artashat, 0701, RA		Tel.: 49 31 97
NOR HAJN Branch       8 Charents, Nor Hachn, 2412, RA         Tel.: (0224) 4 38 40, 4 38 30         VANADZOR Branch       1G Khorenatsi, Vanadzor, 2021, RA         Tel.: (0322) 4 29 10, 4 12 58         GYUMRI Branch       4b G. Nzhdeh, Gyumri, 3106, RA         Tel.: (0312) 4 20 95, 4 17 94         ARTASHAT Branch       117a Ogostosi 23, Artashat, 0701, RA	AVIATION Branch	42 Zvartnots, Yerevan
Tel.: (0224) 4 38 40, 4 38 30  VANADZOR Branch  1G Khorenatsi, Vanadzor, 2021, RA Tel.: (0322) 4 29 10, 4 12 58  GYUMRI Branch  4b G. Nzhdeh, Gyumri, 3106, RA Tel.: (0312) 4 20 95, 4 17 94  ARTASHAT Branch  117a Ogostosi 23, Artashat, 0701, RA		Tel.: 52 07 06
Tel.: (0224) 4 38 40, 4 38 30  VANADZOR Branch  1G Khorenatsi, Vanadzor, 2021, RA Tel.: (0322) 4 29 10, 4 12 58  GYUMRI Branch  4b G. Nzhdeh, Gyumri, 3106, RA Tel.: (0312) 4 20 95, 4 17 94  ARTASHAT Branch  117a Ogostosi 23, Artashat, 0701, RA	NOR HAJN Branch	8 Charents, Nor Hachn, 2412, RA
Tel.: (0322) 4 29 10, 4 12 58  GYUMRI Branch  4b G. Nzhdeh, Gyumri, 3106, RA Tel.: (0312) 4 20 95, 4 17 94  ARTASHAT Branch  117a Ogostosi 23, Artashat, 0701, RA		
Tel.: (0322) 4 29 10, 4 12 58  GYUMRI Branch  4b G. Nzhdeh, Gyumri, 3106, RA Tel.: (0312) 4 20 95, 4 17 94  ARTASHAT Branch  117a Ogostosi 23, Artashat, 0701, RA	VANADZOD Branch	1G Kharanatsi Vanadzar 2021 PA
GYUMRI Branch  4b G. Nzhdeh, Gyumri, 3106, RA Tel.: (0312) 4 20 95, 4 17 94  ARTASHAT Branch  117a Ogostosi 23, Artashat, 0701, RA	VANADZOR BIAIICII	· · · · · · · · · · · · · · · · · · ·
Tel.: (0312) 4 20 95, 4 17 94  ARTASHAT Branch 117a Ogostosi 23, Artashat, 0701, RA		16.11 (05.22) 1.25 1.6, 1.12.50
ARTASHAT Branch 117a Ogostosi 23, Artashat, 0701, RA	GYUMRI Branch	
$\mathcal{E}$		Tel.: (0312) 4 20 95, 4 17 94
	ARTASHAT Branch	117a Ogostosi 23, Artashat, 0701, RA



ARMAVIR Branch 46 Shahumyan, Armavir, RA

Tel.: (0237) 6 22 73, 6 07 42, (374 10) 28 14 33

METSAMOR Branch City Hall, ground floor, Metsamor, 0910, RA

Tel.: (0237) 3 20 70, 28 18 33

CHARENTSAVAN Branch 21 Khanjyan, Charentsavan, 2501, RA

Tel.: (0226) 4 15 97

HRAZDAN Branch Microdistrict 104, ground floor, Hrazdan, 2302, RA

Tel: (0223) 3 47 09

SEVAN Branch 153 Nairyan, Sevan, 1501, RA

Tel.: (0261) 2 54 52

LORI Branch 54 G. Lousavorich, Vanadzor, 2021, RA

Tel.: (0322) 4 21 18, 4 29 12

SHIRAK Branch Shirak Airport, Gyumri, RA

Tel.: (0312) 3 72 38, 4 20 95

ETCHMIADZIN Branch 10 Mashtots, Etchmiadzin, RA

Tel.: (0231) 40005, 40009

ABOVYAN Branch Constitution Square, Abovyan, RA

Tel.: (0222) 33080

NOR NORK Branch 12/10 Gay Ave., Yerevan, 0056, RA

Tel.: 644660

IJEVAN Branch 6/1 Valans, Ijevan, 4001, RA

Tel.: (0263) 40844, 40899

KUMAYRI Branch 46a Khrimyan Hayrik, Gyumri, RA

Tel.: (0312) 35695, 35615

MOSKOVYAN Branch 39/12 Mashtots, Yerevan, RA

Tel.: 521526

SAYAT-NOVA Branch 19 Sayat-Nova Ave., Yerevan, 0001, RA

Tel.: 546049, 546053, 546056, 546057

KILIKIA Branch 4/1 Hrazdan Gorge, Yerevan, 0082, RA

Tel.: 519265, 519266, 519267, 519268



POSTBANK 19 Branch 23 Baghramyan Avenue, Yerevan, RA

Tel.: (37410) 514619

KAPAN Branch 1/2 Tumanyan, Kapan, RA

Tel. (374 285) 20058

STEPANAKERT Branch 25/2 V. Sargsyan, Stepanakert

Tel. (374 47) 975277

AVAN-1 Branch On the right side of the Yerevan-Sevan roadway

"Global Motors" auto salon, Kotayk

EREBOUNI Branch 11 Erebouni, Yerevan, RA

Tel. (374 10) 430457

ZEITUN Branch 14/7 Rubinyants, Qanaqer-Zeitun district, Yerevan, RA

Tel. (374 10) 614472

DAVITASHEN Branch 18/6 section,3rd district Davtashen, Yerevan, RA

Tel. (374 10) 511 211

ASHTARAK Branch 1st Post Office, 1 Sisakyan str., Ashtarak city community,

Aragatsotn region, RA

Tel:(374 232) 36911, (374 232) 36922

DILIJAN Branch Myasnikyan street, Dilijan city, Tavush region, RA

Tel: (374 0268) 22386

### **Business environment of Armenia**

The political and economical environments of Republic of Armenia undergo certain instability in the current stage of economic development. This may have impact on business activities of local enterprises. Consequently, any activities in the business environment of Armenia are connected with risks that are not typical for other markets. The present financial statements give the ongoing assessment of managers relating to possible impact of the current economic circumstances on the financial performance and operations of the Bank. Anyway, the condition of the business environment in the future may differ from the assessment of managers

# **Corporate Management:**

1. Board structure & staff:

Board Chairman: Armen Ter-Tachatyan, Board Members: Juan Pablo Gechidjian, Arsen Gamaghelyan,

Arsen Gamagneryan, Matias Gainza Eurnekian,

Jose Luis Persico,

Daniel Guillermo Simonutti

2. Structure & staff of the Management Board:

Management Board Chairman Tigran Davtyan



Management Board Member Gohar Harutyunyan

Velikhan Muradyan

Vahe Dalyan Arthur Hakobyan Misak Davtyan Arman Asatryan

# 3. Shareholders:

ADVANCED GLOBAL INVESTMENTS LLC - 95%

The Armenian Saint Apostolic Church represented by Mother See of Holy Etchmiadzin Catholicosate -5%.

4. The Bank Management is remunerated pursuant to employment agreements and the Staff Members List approved by the Bank.

Notification 2. "Accounting Policy"

### Performance basis

### **Declaration on adequacy**

These financial statements have been prepared in compliance with International Financial Reporting Standards (IFRS).

### Measure basis

The financial statements have been prepared on the basis of the actual cost principle, for financial assets and liabilities recorded at their actual value and adjustable by the financial results, as well as for assets available for sale, except for those assets, the actual cost of which cannot be determined. Other financial assets and liabilities, as well as non-financial assets and liabilities are recorded with amortization or historical value.

# Measure and submission currency

The national currency of the Republic of Armenia is the dram of RA. The management has specified AMD as the measure currency, since AMD reflects the economic essence of developments and circumstances that underlie the Bank's activity. AMD is also the submission currency of these financial reports.

The financial information is stated in thousand drams.

### Use of estimates and observations



In order to prepare these financial statements in accordance with the requirements of IFRS, the management has developed a number of estimates and assumptions related to presentation of assets and liabilities, as well as disclosure of conventional liabilities and assets. The actual results can be different from the estimates.

# **Accounting policy**

The below specified accounting policy was applied for preparation of the financial statements. The accounting policy has been applied consistently.

# Recognition of income and expenses

Income is recognized in case when it is likely that economic profits will flow to the Bank and the received income can be measured reasonably. Expense is recognized when it is likely that economic profits will flow out of the Bank and the expense can be measured reasonably.

Interest income and expense are recognized in the integral report on financial results, by means of application of the effective interest rate method. Interest income and expense comprise amortization of the difference between the discount, extra charge, or the original balance cost of the interest bearing instrument and the payable amount, calculated on the basis of the effective interest rate.

The discount interest and extra charge accrued to financial instruments recorded by their actual cost adjustable by the financial results are recognized in the financial results as net profit/loss from the financial instruments recorded by their actual cost reappraised on the basis of the financial results.

Loan disbursement, service and other fees, which constitute an integral part of the general profitability of the loan, are deferred together with other direct expenses and are amortized to the interest income within the estimated term of the financial instrument, by means of application of the effective interest rate method.

Other commission fees and other income and expense items are recognized when the relevant service is rendered.

Dividend income is recognized on the day of recording the dividend in the financial results.

# **Foreign currency transactions**

Transactions with foreign currency are converted into AMD at the exchange rate set as of the transaction date. As of the accounting date, the monetary assets and liabilities in foreign currency are converted into AMD at the exchange rate specified for that day. Non-monetary assets and liabilities



presented at their original cost and expressed in foreign currency are converted into the measure currency at the exchange rate specified for that day. The foreign currency differences deriving from the conversion are recognized in the integral report on financial results.

As at the end of year, the exchange rate was 405.64 AMD = 1 USD (as of December 31, 2012 the rate was 403.58 AMD = 1 USD)

### **Taxation**

In the line of profit, the profit tax is composed of current and deferred taxes.

The profit tax is recognized in the integral report on financial results, except for the part that refers to capital items directly recognized in the equity capital, in which case the profit tax is recognized in the equity capital.

The current tax is the estimated amount payable against the taxable profit of the year, calculated by means of application of those tax rates, which acted as of the accounting date and the adjustments made in the part of taxes paid during previous years.

Deferred taxes are calculated in accordance with the liabilities method of the report on financial situation, which takes into account all time differences between balance amounts of assets and liabilities recognized in the financial statements and amounts calculated for tax purposes.

Deferred tax assets are recognized only to the extent to which it is likely that taxable profit will be earned, against which temporary differences, unutilized tax losses and benefits can be used. Deferred tax assets are decreased to the extent to which it is not likely that the relevant tax profit will be earned.

# The monetary funds and their equivalents

The Bank considers as monetary funds and their equivalent the cash funds, the funds kept at the CB RA (except amounts deposited for the purpose of mutual settlements made through ArCa payment system) and accounts held with correspondent banks, which can be converted into cash within a short period of time and are not exposed to any considerable risk of cost changes.

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

### **Financial instruments**

### Classification

Financial assets are classified by the bank into the following categories: financial assets recorded at the actual cost and adjustable by the financial results, investments kept till maturity, loans and receivables,



financial assets available for sale. Such classification of investments is done at the time of purchase, based on the estimates made by the Bank management, taking into account the goals of purchase.

Financial assets and liabilities recorded at the actual cost and adjustable by the financial results are those, which:

- have been purchased or originated with the purpose of selling or purchase back in the near future,
- a part of the separate portfolio of financial instruments' managed together, in case of which there have been past cases of obtaining short-term profit,
- derivative financial instruments (except specified derivative financial instruments and effective hedging transactions), or
- at the time of initial recognition were recognized by the Bank as assets and liabilities recorded at the actual cost and adjustable by the financial results.

The profit and losses that originate after the adjustment are recognized in the integral report on financial results.

The Bank considers financial assets and liabilities as assets and liabilities recorded at the actual cost and adjustable by the financial results in case if:

- the assets or liabilities are managed and assessed by the actual cost principle,
- their definition as such excludes or considerably reduces the accounting discrepancy that would occur under other circumstances, or
- the asset or liability contains a derivative, which considerably changes those cash flows, which would otherwise arise under the agreement.

Commercial derivative instruments that imply potentially favorable conditions (positive actual cost), as well as purchased options, are represented as assets. Commercial derivative instruments that imply potentially unfavorable conditions (negative actual cost), as well as provided options, are represented as liabilities.

After the initial recognition, financial assets and liabilities recorded at the actual cost and adjustable by the financial results are not reclassified.

Disbursed loans and receivables are non-derivative financial assets with fixed or determinable payments, which do not have a quoted market price at the current market, except for those:

- which the Bank intends to sell immediately or soon afterwards,
- which the Bank, at the time of initial recognition, defines to be recorded at the actual cost and adjustable by the financial results,
- which the Bank, at the time of initial recognition, defines as available for sale, or
- with regard to which the Bank will not recover its investment completely through various reasons of loan aggravation.

*Investments kept till maturity* are non-derivative financial assets with fixed or determinable payments and fixed repayment term, which the Bank intends and has the opportunity to keep till their maturity.



Investments kept till maturity are recorded at their amortization cost, by means of application of the effective interest rate method minus the provision for their deterioration.

If the Bank's intention or opportunities change and it is no longer possible to record the investments kept till maturity at their amortization cost, or if it becomes possible to measure reasonably the actual cost of the financial asset, which was impossible before, then the bank records the asset at its actual cost and recognizes the profit and loss resulting from the cost changes in the integral report on financial results, if the assets have been reclassified as income recorded at the actual cost adjustable by the financial results and other comprehensive income, if the asset was reclassified as available for sale.

Assets available for sale are those assets, which are intended for sale or are not classified as disbursed loans, receivables, investments kept till maturity, or financial instruments measured by their actual cost.

# Recognition

Financial assets and liabilities are recognized in the report on financial situation when the Bank becomes a party to the contract on the financial instrument.

# Measuring

The financial asset or liability is initially recognized at its actual cost (which is normally its initial cost) plus expenses related to the transaction, except for the expenses related to those transactions, which have been classified as financial instruments recorded at the actual cost and adjustable by the financial results.

After initial recognition, the financial assets, including derivative instruments considered as assets, are measured at their actual cost, without deduction of the expenses related to the transaction, which might occur through sale or alienation in some other manner, except for the following:

- disbursed loans and receivables, measured at their amortization cost by means of application of the effective interest rate method;
- investments kept till maturity measured at their amortization cost by means of application of the effective interest rate method, and
- investments in equity capital instruments, which do not have any quoted market price at the current market and are measured at their original cost.

After initial recognition, the majority of the financial liabilities are measured at their amortization cost, except those financial liabilities, which are specified as financial instruments measured at the actual cost, the profit and losses deriving from adjustment of which are recognized in the integral report on financial results, as well as those financial instruments, which originate when transfer of a financial asset measured at its actual cost does not comply with the criteria of de-recognizing. Extra charges and discount amounts, including the initial expenses related to the transaction, are included in the balance cost of the instrument and are amortized at the effective interest rate of the instrument.



# Principles of measuring the actual cost

The actual cost of financial instruments is based on the market price quoted as of the accounting date, without deduction of the expenses related to the transaction. If no quoted market price is available, the actual cost of the instrument is determined by means of cost definition models or the techniques of discounted cash flows.

In case of application of the techniques of discounted cash flows, the estimated future cash flows are based on the best estimates made by the management, and the discount rate is the relevant market interest rate applicable towards this instrument under similar conditions, as of the accounting date. In case of application of cost definition models, the market data of the accounting date are used in the model.

The actual cost of derivative instruments circulating at stock exchange is estimated at the amount, which the Bank will receive or pay as of the accounting date in case of termination of the agreement, taking into account the current market conditions and current solvency of the parties to the agreement.

# Profit and loss deriving from further measuring

Profit or loss deriving from changes in the financial assets and liabilities are recognized in the following manner.

- profit or loss deriving from financial instruments recorded by their actual cost adjustable by the financial results are recognized in the financial results;
- profit or losses deriving from financial assets available from sale are recognized in other aggregate income (except for losses deriving from deterioration and profit and losses deriving from foreign currency differences) until de-recognizing of the asset, when the whole profit or loss previously recognized in other aggregate income is recognized in the financial results. The interest in line of the asset available for sale is recognized in the financial results, by means of application of the effective interest rate method.

Profit or losses deriving from financial assets recorded at their amortization cost are the integral report on financial results, when a financial asset or liability is de-recognized or depreciated, as well as through amortization.

# De-recognizing

A financial asset is de-recognized, when the validity term of using the right to receive cash flows from the financial asset expires or when the Bank transfers almost all risks and profit related to asset ownership. All those rights or obligations, which occurred or were retained at the time of transfer, are recognized separately as assets or liabilities. A financial liability is de-recognized when it is repaid, invalidated or expired.

The Bank de-recognizes certain assets also in case when balances of non-collectible assets are written off.



# Repo and reverse repo agreements

Securities sold through repo agreements are recorded as secured financial instruments, in case of which the securities remain recorded in the report on financial situation and the liability is included in the amounts payable under repo agreements. The difference between the repurchase prices is the interest expense, which is recognized in the financial results during the term of the repo agreement, by means of application of the effective interest rate method.

Securities purchased through repo agreements are recorded in the amounts receivable under repo agreements. The difference between the repurchase prices is the interest income, which is recognized in the financial results during the term of the repo agreement, by means of application of the effective interest rate method.

If the securities purchased through repo agreements are sold to a third party, the obligation to return the securities is recorded as a commercial liability and is measured at its actual cost

### Fixed assets

### Own assets

Fixed assets are presented at their original cost minus accumulated deterioration and losses from devaluation, except buildings reflected at the revaluated cost.

When an item of fixed assets is composed of different term large components of useful service, these components are recorded as separate items of fixed assets.

### Leased assets

Such lease, under which almost all risks and profits related to the asset ownership are transferred to the Bank, is a financial leasing. Equipment purchased through financial leasing is recorded at the minimum of the actual cost and the current cost of the minimal lease payments at the beginning of the lease, minus accumulated deterioration and losses from devaluation.

# Reappraisal

The Bank buildings are reappraised on regular basis. Regularity of reappraisal depends on the changes in the actual cost of reappraised buildings. When the balance cost of a building increases in the result of reappraisal, the increase is recognized directly in the equity capital. But when such increase covers the decrease resulted from the previous reappraisal and recognized in the integral report on financial results, it is recognized in the integral report on financial results. When the balance cost of a building decreases in the result of reappraisal, the decrease is recognized in the financial results. But when such decrease covers the increase resulted from the previous reappraisal and recognized in the equity capital of the same assets, it is recognized in the equity capital.

### Deterioration

Deterioration is recognized in the integral report on financial results, by means of application of the linear method during the useful life of the fixed assets. Calculation of depreciation starts from the date of purchase of the fixed asset, and in case of in-house constructed assets – from the date of



commissioning. No deterioration is calculated towards land. The estimated periods of useful life are as follows.

	Useful life (years)	Interest rate (%)
Buildings	20	5
Computers	1	100
Transport means	5	20
Equipment	5	20
Other fixed assets	5	20

Capital expenditures on leased fixed assets are capitalized and amortized on linear basis at the shortest of the following two terms: lease term or useful life of the asset.

# Intangible assets

Intangible assets purchased by the Bank are presented at their original cost minus accumulated losses from amortization and depreciation.

Amortization is recognized in the integral report on financial results, by means of application of the linear method during the useful life of the intangible assets. The estimated periods of useful life are as follows:

	Useful life (years)	Interest rate (%)
Computer software and licenses	1-10	100-10

# Depreciation

# Financial assets recorded at amortization cost

Financial assets recorded at amortization cost comprise loans and other receivables ("loans and receivables"). The Bank regularly revises the loans and receivables for the purpose of appraising depreciation. A loan or receivable is depreciated and depreciation losses are recognized only in case when there is an impartial testimony about depreciation resulting from one or more occasions after initial recognition, and this case (or cases) affects the estimated future flows of the loan funds, which can be measured reasonably.

The impartial testimony about depreciation might comprise non-fulfillment of obligations or delay of payments on the part of the borrower, violation of the loan agreement terms and conditions by the borrower, such revision of the terms and conditions of the loan, which the Bank would not consider under other circumstances, evidence of bankruptcy of the borrower or issuer, abatement of the current market of securities, decrease of the collateral value, or other available data regarding the group of assets, such as impairment of solvency of the borrowers included in the group, or changes in the economic conditions related to non-fulfillment of obligations by the borrowers included in the group.



First of all, the Bank assesses separately whether there is an impartial testimony about depreciation with regard to such loans and receivables, which are significant when considered separately, and by groups with regard to such loans and receivables, which are not significant when considered separately. If the Bank concludes that there is no impartial testimony on a separately assessed loan or receivable, whether significant or not, such loan will be included in the group of loans and receivables with similar parameters and the Bank will make a group appraisal for the purpose of revealing signs of depreciation. Those loans and receivables, for which depreciation assessment was made separately and against which depreciation losses were or still are recognized, will not be included in the group assessment of depreciation.

If there is impartial testimony on losses resulting from depreciation of a loan or receivable, the size of loss is measured by the difference between the balance cost of the loan or receivable and the current cost of the estimated future cash flows, including the amounts discounted from guarantees and collateral at the initial effective interest rate of the loan or receivable. Cash flows estimated under the agreement and losses based on the past experience, in the line of which adjustments were made on the basis of the available data that reflect the current economic conditions, are the basis for assessing the expected cash flows.

In certain cases, in order to assess the loss from depreciation in the line of the loan or receivables, the required information might be limited or not fully compliant with the present conditions. This can be in case when the borrower has financial difficulties and the Bank does not possess sufficient data regarding similar borrowers. In such cases, the Bank assesses the amount of loss from depreciation, based on its experience and assumptions.

Losses from depreciation in the line of loans or receivables are recognized in the financial results and are reversed only in case when further increase of the reimbursed amount can be objectively attributed to developments after recognition of the loss from depreciation.

In cases when it is impossible to collect the loan, it is written off at the expense of the depreciation provision. The Bank writes off the loan balance, when the Bank management decides that the loan is not subject to collection and all the necessary measures have been taken with regard to repayment of the loan.

# Financial assets recorded at their original cost

The financial assets recorded at their original cost comprise non-quoted instruments of the equity capital included in the assets available for sale, which are not recorded at the actual cost, since the latter cannot be reasonably assessed. If there is an impartial testimony to evidence that such investments are depreciated, the loss from depreciation is the difference between the balance cost of the investment and the current cost of the future estimated cash flows discounted at the market interest rate of a similar financial asset.

Losses from depreciation of such investments are recognized in the financial assets and are not subject to reversion.



# Non-financial assets

On each accounting date, other non-financial assets, except deferred taxes, are revised for the purpose of revealing signs of depreciation. The reimbursable amount of non-financial assets is determined as the actual cost minus the highest of the expenses from selling and the usage costs. When determining the usage cost, the estimated future cash flows are discounted, applying before taxation the provision, which reflects the current appraisal of the market of the time risk of money and the risk peculiar to the asset. In case of assets, which do not generate cash flows significantly independent of other assets, the reimbursable amount is determined for the money-yielding group, which comprises the particular asset. The loss from depreciation is recognized when the balance cost of the money-yielding unit exceeds its reimbursable amount.

The losses from depreciation of non-financial assets are recognized in the integral report on financial results, and are reversed only in case when the estimates applied for determination of the reimbursable amount have changed. The loss from depreciation is reversed only to the extent to which the balance cost of the asset does not exceed the balance cost, which would have been determined after deducting deterioration or amortization, if no loss from depreciation had been recognized.

# Reconsidered loans

Revision of loans might result in extension of the loan maturity and establishment of new conditions of loan repayment. If the loan conditions are revised, the loan is no longer considered overdue. The managers constantly supervise the loans with revised conditions to make sure that all arrangements are observed and future payments will be made. The loans remain the subject of individual or group assessment of depreciation, by means of application of the initial effective interest rate of the loan.

### Credit instruments

During its regular activity, the Bank applies credit instruments, which comprise outstanding credit lines, letters of credit, and guarantees, and provides other types of lending security.

Financial guarantees are agreements that oblige the Bank to make certain payments to reimburse those losses, which the guarantee owner would suffer, if the individual debtor had not been able to make payments within the term of the debt instrument.

A liability in the line of a financial guarantee is originally recognized at the actual cost, leaving out the expenses connected with the instrument, and afterwards it is measured by the higher of the two values: the originally recognized cost minus the accumulated amortization or the loss provision in the line of the guarantee. The loss provision in the line of financial guarantees and other credit instruments are recognized, when there is probability of loss and this loss cannot be reasonably measured.



Liabilities in the line of financial guarantees and provisions for other credit instruments are included in the structure of other liabilities.

# Assets held for sale

A non-current asset is classified as held for sale if it is highly probable that the asset's carrying amount will be recovered through a sale transaction rather than through continuing use. Such sale transaction shall be principally completed within one year from the date of classification of an asset as held for sale. Assets held for sale are measured at the lower of their carrying amount and fair value less costs to sell. If the fair value less costs to sell of an asset held for sale is lower than its carrying amount, an impairment loss is recognized in the income statement as loss from assets held for sale. Any subsequent increase in an asset's fair value less costs to sell is recognized to the extent of the cumulative impairment loss that was previously recognized in relation to that specific asset.

### Grants

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

### Reserves

Reserves are recognized in the report on the financial results when the Bank has an actual or constructive obligation resulting from past experience and it is probable that outflow of economic profit will be required for repayment of this obligation. If the impact is significant, the provision is determined by discounting the future expected cash flows before taxation, at a rate that reflects the current market estimate of the temporal cost of money and, if applicable, the risks inherent to the obligation.

# Share capital

# Dividends

The Bank's capability to announce and pay dividends is regulated by the relevant procedures specified by the legislation of the Republic of Armenia. Dividends on equities are reflected as allocation of outstanding dividends within the period of time, when they were announced.

### Extra payment for shares

Any amount paid above the par value of shares is considered as extra payment for shares.

# **Offsetting**

Financial assets and liabilities are offset by being reflected in the report on financial situation, if there is a legally fixed right to offset recognized amounts, as well as an intention to make the calculation by the net basis or sell the asset and simultaneously repay the liability.

### Notification 6. « Interest and similar income »

01.10.13-	01.01.13-	01.10.12-	01.01.12-
31.12.13	31.12.13	31.12.12	31.12.12



Interest and similar income	<i>2,862,171</i>	<i>10,682,679</i>	2,199,444	<i>8,198,163</i>
Loans and advances to customers	2,614,282	9,607,124	1,696,126	7,083,901
Available for sale	184,373	751,747	161,274	578,570
Amounts due from banks	36,337	218,130	21,779	129,005
Reverse repurchase agreements	25,195	100,162	22,035	108,151
Interest on impaired loans	0	0	298,125	298,125
Other interest incomes	1,984	5,516	105	411

# Notification 6. "Interest and similar expense"

	01.10.13-	01.01.13-	01.10.12-	01.01.12-
	31.12.13	31.12.13	31.12.12	31.12.12
Interest and similar expense	(1,583,258)	(6,010,676)	(1,231,951)	(4,228,162)
Amounts due to customers	(1,252,954)	(4,710,981)	(944,979)	(3,031,988)
Amounts due to credit institutions	(330,304)	(1,298,914)	(286,972)	(1,188,335)
Debt securities issued	Ó	Ó	Ó	Ó
Repurchase agreements	0	(781)	0	(7,839)
Other interest expense	0	Ò	0	Ó
Net interest income	<i>1,278,913</i>	4,672,003	967,493	3,970,001

# Notification 7. "Net commission fees"

	01.10.13-	01.01.13-	01.10.12-	01.01.12-
	31.12.13	31.12.13	31.12.12	31.12.12
Fee and commission income	462,110	1,589,366	403,223	1,472,775
Cash collection	35,853	110,648	22,897	122,365
Wire transfer fees	97,747	301,221	119,499	408,524
From Loans	103,893	308,524	75,332	286,611
Service fee for account maintenance of Municipal and State	•	•	•	·
budgets	349	719	0	0
Transaction with payment cards	174,119	632,318	160,183	576,597
Guarantees and letters of credit	6,838	24,200	5,847	49,235
Other fees and commissions	43,311	211,736	19,465	29,443
Fee and commission expense	(174,500)	(516,962)	(120,409)	(386,853)
Wire transfer fees	(17,143)	(63,826)	(15,157)	(58,342)
Cash operations	(72,164)	(148,444)	(41,740)	(108,031)
Plastic cards	(79,430)	(283,569)	(58,171)	(210,617)
Guarantees and letters of credit	(785)	(3,007)	` ´ Ó	Ó
Other fees paid	(4,978)	(18,116)	(5,341)	(9,863)
Net commission fees	287,610	1,072,404	282,814	1,085,922

# Notification 8. "Net trading income"

	01.10.13-	01.01.13-	01.10.12-	01.01.12-
	31.12.13	31.12.13	31.12.12	31.12.12
Net trading income	336,899	672,490	(265,217)	792,920
Gains less losses from trading in foreign currencies	249,786	813,263	287,948	996,663
Gains less losses from revaluation of foreign currencies	(2,460)	(253,718)	(552,735)	(199,780)
Gains less losses from foreign exchange translation of	<b>,</b> ,	, , ,	, ,	, , ,
trading assets	43,177	45,768	(3,955)	8,433
Gains less losses from swap	0	2,155	(407)	(29,629)
Gains less losses from trading in trading assets	144	766	293	4,066
Gains less losses from trading in assets available for sale	37,942	43,447	229	613



Net gains from operations of percious metals	8,310	20,809	3,410	12,554
----------------------------------------------	-------	--------	-------	--------

# Notification 9. "Income from dividends and other operational income"

	01.10.13-	01.01.13-	01.10.12-	01.01.12-
	31.12.13	31.12.13	31.12.12	31.12.12
Income from dividends	<i>661</i>	<i>2,317</i>	<i>544</i>	<i>2,454</i>
Other operational income	<i>298,389</i>	984,329	125,049	<i>328,073</i>
Income from sale of fixed assets	11,404	(2,166)	2,262	4,785
Fines and penalties received	115,078	728,477	105,186	247,609
Income from grant	604	2,422	604	2,422
Income from ceded loan	0	0	0	0
Other income	171,303	255,596	16,997	73,257

# Notification 10. « Net provisions to reserves for possible losses of assets »

	01.10.13-	01.01.13-	01.10.12-	01.01.12-
	31.12.13	31.12.13	31.12.12	31.12.12
Net provisions to reserves for possible losses of assets	(316,817)	(250,983)	(172,105)	(297,229)
Loans and advances to customers	(321,167)	(255,673)	(149,505)	(260,455)
Other assets	5,741	13,369	(32,156)	(67,760)
Other provisions	(1,391)	(8,679)	9,556	30,986

# Notification 11,20,21. "Total administrative expenses".

	01.10.13-	01.01.13-	01.10.12-	01.01.12-
	31.12.13	31.12.13	31.12.12	31.12.12
Personnel expenses	(729,873)	(2,958,243)	(733,030)	(2,659,614)
Depreciation of PPE		, , , , , , , , , , , , , , , , , , , ,		
	(223,465)	(924,602)	(248,559)	(793,484)
Amortization of intangibles	(32,035)	(111,448)	(10,646)	(44,673)
Repair and maintenance of tangible and intangible assets	(23,503)	(105,369)	(39,818)	(153,758)
Advertising and representation	(117,738)	(435,907)	(134,468)	(461,130)
Business trip	(4,815)	(14,946)	(6,780)	(18,766)
Communication	(29,454)	(125,692)	(33,235)	(129,011)
Operating lease expenses	(92,894)	(371,573)	(84,233)	(301,954)
Taxes, other than income tax	(6,740)	(15,223)	(13,944)	(62,830)
Consulting and professional services	(19,335)	(65,425)	(17,707)	(89,479)
Security	(39,719)	(159,287)	(36,350)	(130,134)
Loss on sale of fixed assets	Ú	` ´ Ó	Ú	Ú
Office supply	(11,248)	(47,443)	(13,511)	(42,839)
Incasation expenses	(23,309)	(86,055)	(21,081)	(83,361)
AS system expenses	(33,207)	(120,871)	(22,208)	(82,867)
Expenses related to ArCa	(25,869)	(93,126)	(19,331)	(66,253)
Insurance	(31,875)	(111,722)	(34,475)	(137,375)
Other operating expenses	(67,226)	(201,742)	(46,720)	(113,810)
Total other expenses	(1,512,305)	(5,948,674)	(1,516,096)	(5,371,338)



Average number of employees in the fourth quarter of 2013 year comprised 749(against 684 of the fourth quarter of 2012); in the fourth quarter of 2013 the average monthly salary of one employee comprised AMD 329.1 thousand (against AMD 324.0 thousand of the fourth quarter of 2012).

# Notification 12. « Other operational expenses»

	01.10.13-	01.01.13-	01.10.12-	01.01.12-	
	31.12.13	31.12.13	31.12.12	31.12.12	
Penalties paid	(147)	(647)	(3)	(99)	
Insurance of deposits	(22,487)	(83,369)	(17,469)	(63,355)	
Other operational expenses	(42,800)	(111,638)	(41,142)	(61,359)	
Total other operational expenses	(65,434)	(195,654)	(58,614)	(124,813)	

### Notification 13. « Income tax expense»

Income tax expense	01.10.13-	01.01.13-	01.10.12-	01.01.12-
	31.12.13	31.12.13	31.12.12	31.12.12
Current tax	(85,784)	(85,784)	(270,550)	(270,550)
Deferred tax	`13,057 <sup>′</sup>	(136,027)	345,252	208,860
<u>Total</u>	(72,727)	(221,811)	74,702	(61,690)

The profit tax rate in the Republic of Armenia comprises 20% (2012 - 20%). The deferred tax amount is calculate on account of the principal tax rate - 20%.

	Balance as at 31.12.12	Identified as per financial performan ce	Identified in own capital	Identified in other account	Balance as at 31.12.13
Financial assets calculated with fair value and re-estimated by profit/loss On securities available for sale	3,822				3,822
On fixed assets	15,554	22,086			15,554
Other liabilities	18,673	24,931			18,673
Total deffered tax asset	38,049	47,017			85,066
On securities available for sale	(46,417)		(173,282)		(219,699)
Loans and advances to customers	(147,020)	(140,479)			(287,499)
On other assets	(52,131)	22,061			(30,070)
Revaluation of fixed assets		(64,626)	(389,581)	64,626	(389,581)
Total deffered tax liabilities	(245,568)	(183,044)	(562,863)	64,626	(926,849)
Net deferred tax asset/liability/ note 13	(207,519)	(136,027)	(562,863)	<i>64,626</i>	(841,783)



### INTERIM FINANCIAL STATEMENT

"31" December, 2013

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

(name and address of the bank)

	(the				
	Item	Notes	Current period	Previous year	
1	Assets				
1.1	Cash and balances with CBA	14	17,080,372	23,582,048	
1.2	Precious metals	15	52,462	118,037	
1.3	Trading securities	16	268,904	168,448	
1.4	Amounts due from other financial institutions	17	6,906,993	18,284,023	
1.5	Derivative instruments	18	-	2,135	
1.6	Loans and advances to customers	19	79,971,669	59,732,908	
1.7	Investments available for sale	20	7,584,223	5,387,527	
1.8	Securities pledged under repurchase agreements	30	-	-	
1.9	Property, plant and equipment	21	7,313,542	4,811,309	
1.9.1	Intangible assets	22	191,884	178,364	
1.10	Assets held for sale	23	1,209,260	2,758,321	
1.11	Deferred tax assets	13	-	=	
1.12	Prepaid income taxes		98,689	56,750	
1.13	Other assets	23	1,008,934	754,490	
	Total assets		121,686,932	115,834,360	
2	LIABILITIES AND EQUITY				
	Liabilities				
2.1	Amounts due to RA CB	25	4,029,632	4,492,089	
2.2	Amounts due to financial institutions	26	11,008,284	10,070,868	
2.3	Amounts due to customers	27	85,409,176	83,833,092	
2.4	Derivative financial liabilities	18	-		
2.5	Debt securities issued		-		
2.6	Deferred tax liabilities	13	841,783	207,519	
2.7	Other liabilities	28	467,923	441,519	
2.8	Other provisions	29	18,392	9,713	
	Total liabilities		101,775,190	99,054,800	
3	Equity				
		31	4,860,033	4,860,033	
3.1	Share capital		63,233	63,233	
3.2	Share premium		780,365	715,505	
3.3	Statutory general reserve		793,955	185,673	
3.3.1	Other reserves		4,678,520	2,974,458	
3.3.2	Buildings				
3.4	Retained earnings		8,735,636	7,980,658	
	Total capital		19,911,742	16,779,560	
	Total liabilities and capital		121,686,932	115,834,360	



# Notification 14." Cash and cash equivalents and balances with CBA"

	31.12.13	31.12.12	
	17,080,372	23,582,048	
Cash and cash equivalents and balances with CBA			
Cash in hand	6,630,166	6,208,742	
Other money market placements	0	605	
Correspondent account with the CBA	9,930,206	16,952,701	
Deposited funds with the CBA (ArCa)	520,000	420,000	

# Notification 14-1. "cash and cash equivalents"

Cash and cash equivalents	01.01.13-31.12.13	01.01.12-31.12.12
Cash in hand	6,630,166	6,208,742
Other money market placements	0	605
Correspondent account with the CBA	9,930,206	16.952.701
Deposit accounts with CBA	, ,	0
Correspondent accounts with financial institutions		
	4,543,154	12,737,590
Total cash and cash equivalents	21,103,526	35,899,638

# Notification 15. "Precious Metals"

<u>Precious Metals</u> Gold	31.12.13	31.12.12
	52,462	118,037
<u>Total</u>	52,462	118,037

# Notification 16. "Trading securities"

	31.12.13	31.12.12
Trading securities	268,904	168,448
Trading securities issued by the Ministry of Finance of RAunquoted	214,792	168,448
Corporate bonds	54,112	

# Notification 17. "Amounts due from other financial institutions"

31.12.13	31.12.12



Amounts due from other financial institutions	6,906,993	18,284,023
Correspondent accounts with financial institutions	4,543,154	
		12,737,590
Loans and deposits to financial institutions	881,062	3,636,433
Loans under repurchase accounts	1,040,365	842,910
Other amounts	442,412	1,067,090

Notification 18. "Derivative financial instruments"						
In thousand Armenian drams		Docon	As of nber 31, 2013		n	As of ecember 31, 2012
		Fair	Fair		Fair	ecember 31, 2012
	Notional amount	value of assets	value of liabilities	Notional amount	value of assets	Fair value of liabilities
Derivatives held for trading						
Foreign exchange contracts						
Swaps - domestic	0	0	-	32,203	2,135	
Total derivative financial instruments		0		32,203	2,135	

# Notification 19. "Loans and advances to customers"

Loans and borrowings to customers	31.12.13 <b>79,971,669</b>	31.12.12 <b>59,732,908</b>
Loans Factoring	73,761,511 0	59,502,961
Overdraft	9,162,059	5,223,239
Letters of credit and bank guarantees Financial leasing	6,637 170,629	68,115 154,407
Allowance for impairment of loans and advances to customers	(3,129,167)	(5,215,814)

As of December 31 2013, the Bank had a concentration of loans represented by AMD 15,067,387 thousand due from the ten largest third party entities and parties related with them (18.13% of gross loan portfolio). (2012: AMD 13,484,832thousand or 21%:). An allowance for individual impairment in the amount of AMD 28,020 thousand (2012: AMD 3,519,631 thousand) was made against these loans.

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

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

In thousand Armenian drams	31.12.2013	31.12.2012
Manufacture	5,974,478	5,898,416
Agriculture	2,217,912	2,143,088
Construction	9,691,862	7,777,723



In thousand Armenian drams	31.12.2013	31.12.2012
Manufacture	5,974,478	5,898,416
Trading	8,538,631	8,491,350
Transport	7,484,730	2,041,503
Services	1,311,515	943,865
Consumer	27,042,066	22,180,579
Mortgage	16,400,955	12,606,053
Other sectors	4,438,688	2,866,145
Less allowance for loan impairment	(3,129,167)	(5,215,814)
Total loans and advances to customers	79,971,669	59,732,908

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

In thousand a drams

31.12.2013

	Manufac- ture	Agriculture	Construction	Trading	Transport	Services	Consumer	Mortgage	Other	Total
	ture	Agriculture	OOHSH GOHON	rraamg	Transport	001 11003	Consumer	mortgage	Othic	Total
At 1 January 2013	2,176,076	264,738	1,638,760	427,584	137,322	28,662	226,751	289,023	26,898	5,215,814
Charge/(reversal) for th	85,376	37,873	(222,625)	234,893	(161,562)	19,700	90,446	99,118	72,454	255,673
Amounts written off	(2,137,524)	(26,500)	(7,671)	(311,429)	(9,867)		(260,208)	(250,623)	(621,153)	(3,624,975)
Recoveries	27,885	43,508	2,730	225,515	40,952	2,254	206,946	142,556	590,309	1,282,655
At 31 December 2013	151,813	319,619	1,411,194	576,563	6,845	50,616	263,935	280,074	68,508	3,129,167
Individual impairment	148,520	289,703	1,400,011	509,429	538	15,921	10,005	108,830	33,498	2,516,455
Collective impairment	3,293	29,916	11,183	67,134	6,307	34,695	253,930	171,244	35,010	612,712
Gross amount of loans individually determined impaired, before deduc individually assessed ir allowance		484,691	1,420,681	865,441	170,488	53,214	12,891	237,852	117,420	3,794,328

In thousand drams

2012

	Manufac-ture	Agriculture	Construction	Trading	Transport	Services	Consumer	Mortgage	Other	Total
At 1 January 2012 Charge/(reversal) for t	1,373,674 788,523	161,160 100,624	1,773,254 (531,738)	74,657 199,251	11,927 119,291	64,109 (49,042)	177,086 10,229	561,870 (235,009)	169,150 (141,674)	4,366,887 260,455
Amounts written off	(18,829)	(4,457)	-	(18,462)	(3,367)	(6,326)	(215,482)	(234,992)	(5,053)	(506,968)



In thousand drams

2012

	Manufac-ture	Agriculture	Construction	Trading	Transport	Services	Consumer	Mortgage	Other	Total
At 1 January 2012	1,373,674	161,160	1,773,254	74,657	11,927	64,109	177,086	561,870	169,150	4,366,887
Recoveries	32,708	7,411	397,244	172,138	9,471	19,921	254,918	197,154	4,475	1,095,440
At 31 December 2012	2,176,076	264,738	1,638,760	427,584	137,322	28,662	226,751	289,023	26,898	5,215,814
Individual impairment Collective impairment	2,143,016	247,854	1,487,271	419,451	-	21,028	4,714	102,967	-	4,426,301
	33,060	16,884	151,489	8,133	137,322	7,634	222,037	186,056	26,898	789,513
Gross amount of loans individually determined impaired, before deduindividually assessed in allowance	; (	454,879	1,576,313	1,228,883	-	116,823	5,893	240,714	-	6,199,879

# Impairment on loans and advances is as follows:

On the part of loans and borrowings to customers	01.01.13-31.12.13	01.01.12-31.12.12
Beginning balance	5,215,814	4,366,887
Net provisions to the reserve / (recovery)	255,673	260,455
(Writing off)/ return	(2,342,320)	588,472
Ending balance	3,129,167	5,215,814

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

In thousand Armenian drams		
	31.12.13	31.12.12
State owned enterprises	1,740,803	1,413,390
Privately held companies	33,656,713	24,177,035
Individuals	44,062,238	35,636,388
Sole proprietors	3,501,414	3,714,555
Non-commercial institutions	139,668	7,354
Total loans and advances to customers Less allowance for loan impairment	83,100,836	64,948,722
Less allowance for loan impairment	(3,129,167)	(5,215,814)
Total loans and advances to customers	79,971,669	59,732,908



# Loans to individuals comprise the following products:

In thousand Armenian drams	31.12.13	31.12.12
Mortgage loans	25,801,418	12,606,053
Consumer loans	16,400,955	20,609,076
Car loans	1,240,648	1,571,503
Other	619,217	849,756
Total loans and advances to individuals (gross)	44,062,238	35,636,388

# The finance lease receivables may be analyzed as follows:

	31.12.13	31.12.12
Gross investment in finance leases, receivable:		
Not later than 1 year	9,652	44,078
Later than 1 year and not later than 5 years	207,369	153,990
	217,021	198,068
Unearned future finance income on finance leases	(46,392)	(43,661)
Net investment in finance leases	170,629	154,407

The allowance for uncollectable finance lease receivables included in the allowance for impairment amounted to AMD 1,706 thousand at 31 December 2013, and AMD 1,544 thousand at 31 December 2012.

### Notification 20. « Investment securities»

In thousand Armenian drams

	31.12.13	31.12.12
Investment securities	7,584,223	5,387,527
Corporate bonds	101,946	95,945
Securities issued by the Ministry of Finance	6,995,104	4,926,555
Shares of Armenian companies	126,223	107,794
Shares of OECD countries companies	360,950	257,233



All debt securities have fixed coupons.

All unquoted RA available-for-sale equities are recorded at cost less allowance for impairment since their fair value cannot be reliably estimated. There is no market for these investments and the Bank intends to hold it for the long term.

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



# Notification 20,21: "Fixed and intangible assets"

	Item	Land and buildings	Computer and communication	Transportation	Other fixed assets	Main capital investments	Main capital investments in leasing	Intangible assets	Total
Initial value							icusing		
As at 01.01.13		4,377,710	1,928,636	132,006	1,069,351	2,521	348,131	459,610	8,317,965
		25,217	403,456	18,393	256,067	497,801	478,959	124,968	1,804,861
Replenishment /internal flow Alienation /writing off/internal flow		(10,471)	(42,922)	(51,151)	(118,611)	(497,668)	(17,894)	-	(738,717)
Revaluation		2,414,982							2,414,982
Revaluation adjustments		(1,181,438)							(1,181,438)
As at 31.12.13		5,626,000	2,289,170	99,248	1,206,807	2,654	809,196	584,578	10,617,653
Accumulated depreciation									
As at 01.01.13		(784,983)	(1,276,382)	(43,468)	(816,108)		(126,105)	(281,246)	(3,328,292)
Replenishment		(396,455)	(316,443)	(17,072)	(101,827)		(92,805)	(111,448)	(1,036,050)
Alienation /writing off		0	17,430	8,188	43,665	-	1,394	-	70,677
Revaluation		1,181,438							1,181,438
As at 31.12.13 Balance value		- 5,626,000	(1,575,395) 713,775	(52,352) 46,896	(874,270) 332,537	2,654	(217,516) 591,680	(392,694) 191,884	(3,112,227) 7,505,426
	Item	Land and buildings	Computer and communication	Transportation	Other fixed assets	Main capital investments	Main capital investments in leasing	Intangible assets	Total
Initial value As at 01.01.12		4,364,730	1,608,617	94,807	916,904	20,457	134,689	455,353	7,595,557
Replenishment /internal flow		12,980	374,386	59,775	173,734	128,221	220,704	8,913	978,713
Alienation /writing off/internal flow As at 31.12.12		- 4,377,710	(54,368) <b>1,928,636</b>	(22,576) <b>132,006</b>	(21,287) <b>1,069,351</b>	(146,157) <b>2,521</b>	(7,260) <b>348,131</b>	(4,656) <b>459,609</b>	(256,304) <b>8,317,964</b>
Accumulated depreciation As at 01.01.12		(391,611)	(1,065,377)	(51,401)	(747,415)		(82,615)	(236,573)	(2,574,992)
Replenishment		(393,372)	(258,977)	(14,643)	(80,567)		(45,924)	(44,672)	(838,155)



Alienation /writing off		47,972	22,576	11,874		2,434	=	84,856
As at 31.12.12	(784,983)	(1,276,382)	(43,468)	(816,108)	-	(126,105)	(281,245)	(3,328,291)
Balance value	3,592,727	652,254	88,538	253,243	2,521	222,026	178,364	4,989,673

# Revaluation of assets

Management has based its estimate of the fair value of the buildings on the results of the independent appraisal.

The buildings owned by the Bank were revalued by an independent appraiser Amintas Group LLC using comparative and income methods.

In result there was a revaluation of AMD 2,414,982 thousand.



# Notification 23. "Repossesed assets"

Details of financial and non-financial assets obtained by the Bank during the year by taking possession of collateral held as security against loans and advances as at December 31 amounted for AMD 806,284 thousand (as at December 2012 amounted for AMD 2,323,694 thousand):

# Notification 24. "Other assets"

	31.12.13	31.12.12
Prepayments and other debtors		
Receivables on cash transfers	449,206	203,633
	27,926	45,823
Total other financial assets	477,132	249,456
Less allowance for impairment in respect of financial assets	(63,905)	(73,690)
Total net other financial assets	, , ,	, ,
Unamortized insurance premium	413,227	175,766
Onamortized insurance premium	59,878	61,978
Settlements with employees	3,505	20
Prepayments to suppliers	302,589	328,535
Other prepaid taxes	5,547	20,977
Materials	222,323	165,349
Other	1,865	1,865
Total non-financial assets	•	•
Total other assets	595,707	578,724
Total Other assets	1,008,934	754,490

# Impairment on other assets is as follows:

Other assets	01.01.13-31.12.13	01.01.12-31.12.12
Beginning balance	73,690	103,556
Net provisions to the reserve / (recovery)	(13,369)	67,760
(Writing off)/ return	3,584	(97,626)
Ending balance	63,905	73,690

# Notification 25. "Amounts due to RA CB"

Amounts due to RA CB	31.12.13 <b>4,029,632</b>	31.12.12 <b>4,492,089</b>
Obligations of CBA	2,865,116	3,327,334
Subordinated debt	1,164,516	1,164,755



		31.12.12
Amounts due to financial institutions	31.12.13 <b>11,008,284</b>	10,070,868
Correspondent accounts with banks	194,003	75,996
Loans and deposits from other banks	0	
Current accounts of other financial organizations	844,946	754,585
Loans and deposits from other financial organizations	9,968,256	9,239,319
Other	1,079	968

# Notification 27. "Amounts due to customers"

Amounts due to customers	31.12.13 <b>85,409,176</b>	31.12.12 <b>83,833,092</b>
Government		
- Current/settlement accounts	0	0
loans received	639,484	2,203,846
Corporate customers:		
- Current/settlement accounts	13,680,614	31,285,207
- Term deposits	19,019,666	11,913,489
Subordinated debt	6,225,413	2,527,418
Retail customers:	, ,	, ,
- Current/demand accounts	10,180,209	8,315,839
- Term deposits	35,663,790	27,587,293

Subordinated debt 31.12.13	Currency	in USD	in th. drams	Rate
09/01/12-09/01/17	USD	<b>11,400,000</b> 1,000,000	<b>6,225,413</b> 421,187	2%
09/01/12-09/01/17	USD	3,000,000	1,389,792	8%
31/08/12-31/08/17	USD	2,000,000	878,698	7%
04/03/13-05/03/18	USD	1,200,000	511,620	7%
27/06/13-27/06/18	USD	7,200,000	3,024,116	7%

# Notification 28 ."Other liabilities"

	31.12.13	31.12.12
	31.12.13	31.12.12
Other liabilities	467,923	441,519
Accounts payable	177,041	163,030
Tax payable, other than income tax	112,646	141,331
Reveunes of future periods	4,118	3,801
Grants related to assets	35,700	38,122
Due to personnel	127,974	88,205
Due to on payment checks	8,137	6,976
Other	2,307	54



### Grants related to assets

38,122	40,544
(2,422)	(2,422)
35,700	38,122
	(2,422)

### Notification 29."Other Provisions"

The movement in other provisions was as follows:

Other provisions	01.01.13-31.12.13	01.01.12-31.12.12
Beginning balance	9,713	40,699
Net provisions to the reserve / (recovery) (Writing off)/ return	8,679	(30,986)
Ending balance	18,392	9,713

Provisions have been made in respect of costs arising from guarantees.

### Notification 31. "Total equity"

As at 31 December 2013 the Bank's registered and paid-in share capital was AMD 4,860,033 thousand (2012: AMD 4,860,033 thousand).

In accordance with the Bank's statues, the share capital consists of 16,200 ordinary shares, all of which have a par value of AMD 300,000 each and of 333 privileged shares, all of which have a par value of AMD 100 each.

The respective shareholdings as at 31 December 2013 and 31 December 2012 may be specified as follows:

In thousand Armenian drams		31.12.2013		31.12.2012
	Paid-in share capital	% of total paid-in capital		% of total paid-in capital
Advanced Clabel Investments III C	4 647 000	05	4 647 000	05
Advanced Global Investments LLC	4,617,000	95	4,617,000	95
Advanced Global Investments LLC (preference shares)	33	-	33	-
Saint Apostolic Church of Armenia	243,000	5	243,000	5
	4,860,033	100	4,860,033	100



As at 31 December 2013, the Bank did not repurchase any of its own shares. 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.

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, which is created as required by the statutory regulations, in respect of general banking risks, including future losses and other unforeseen risks or contingencies. The reserve has been created in accordance with the Bank's statutes that provide for the creation of a reserve for these purposes of not less than 50% of the Bank's share capital reported in statutory books.

# Notification 32. « Liabilities »

The Bank constantly has to give loans such as approved loans, credit cards and overdrafts.

The Bank provides financial guarantees and letters of credit to guarantee liabilities of its customers to third persons. Usually these agreements are provided for fixed periods – up to one year.

In the table below are presented the unutilized parts of liabilities per types:

	31.12.2013	31.12.2012
Contract amount		
Guarantees and letters of credit	1,839,222	971,322
Loan line liabilities	202,390	195,011
Credit card liabilities	100,055	173,864
Unutilized parts of overdrafts	5,107,364	4,955,238
Letters of credit	139,868	0
Total liabilities with credit risk	7,388,899	6,295,435
Allowance for impairment of credit related commitments	(18,392)	(9,713)
Total liabilities with credit risk	7,370,507	6,285,722

The above-stated total loan liabilities do not suppose any monetary claims in the future as these liabilities can be declared invalid or stopped before financing.

# Conditional cases

# Legal liabilities

The Bank management is not aware of any actual, incomplete or threatening cases instituted against the Bank.



### Tax liabilities

The tax system of Armenia is comparatively new and is characterized with frequent amendments to laws, official interpretations and court decrees, which often are not quite clear, understanding, are contradicting and require explanations from tax bodies. The taxes are subject to check and examination by tax bodies, which are eligible to implement fines and penalties. In case of violation of tax legislation, the tax bodies are eligible to establish additional liabilities (tax, fines or penalties) only in three years after commitment date of violation.

These fact may provoke essential tax risk in Armenia as compared to other countries. The Bank management states that tax liabilities of the Bank are evaluated based on explanations, official declarations and court decrees provided by tax legislation of Armenia. Though, relevant authorized bodies may have other explanations, consequences can be essential for financial reports in any way.

# Notification 33. « Transactions with related parties"

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

The ultimate controlling party of the Bank 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:

In thousand Armenian drams	D	As of ecember 31, 2013	As of December 31, 2012	
	Shareholders	Key management personnel	Shareholders	Key management personnel
Loans and advances to customers				
Loans outstanding at January 1, gross	540,684	191,845	423,218	126,091
Loans issued during the period	5,255,220	276,787	964,600	231,564
Loan repayments during the period	(1,885,431)	(276,369)	(847,134)	(165,810)
Loans outstanding at the end of period, gross	3,910,473	192,263	540,684	191,845
Less: allowance for loan impairment	(39,105)	(1,923)	(5,407)	(1,918)
Loans outstanding at at the end of period	3,871,368	190,340	535,277	189,927
Impairment charge for credit losses	33,698	5	1,175	657
Interest income on loans	112,235	16,699	41,213	14,953
Amounts due to customers	112,200	10,000	71,210	14,000
Deposits at January 1	34,015,654	118,372	60,389,121	67,102
Deposits received during the period	808,193,003	610,822	1,095,581,690	1,112,938
Deposits repaid during the period	(821,014,968)	(609,643)	(1,121,955,157)	(1,061,668)
Deposits at the end of period	21,193,689	119,551	34,015,654	118,372
•				
Interest expense on deposits	912,996	4,951	517,946	10,182
Accounts receivable				
At January 1	3,437	-	2,903	-



In thousand Armenian drams	As of December 31, 2013		As of December 31, 2012		
	Shareholders	ey management personnel	Shareholders	Key management personnel	
Increase	2,880	3,403	497,953	4,769	
Decrease	(6,277)	(3,403)	(497,419)	(4,769)	
At at the end of period	40	0	3,437	-	
Items of comprehensive statement of Income					
Commission income	19,788	195	17,027	6,224	
Other income	151,036	880	98,495	694	
Advisory expenses	15,962	28,656	18,553	23,640	
Lease payments	49,501	-	14,078	-	
Other operating expenses	5,826	62	10,113	53	

Compensation of key management personnel wa	s comprised of the following:	
In thousand Armenian drams	31.12.2013	2012
Salaries and other short-term benefits	90,150	263,072
Total key management compensation	90,150	263,072

# Notification 34. « Fair value of financial instruments" Financial instruments not measured at fair value

In thousand Armenian drams	Decem	As of ber 31, 2013	As of December 31, 2012		
	Carrying value	Fair value	Carrying value	Fair value	
FINANCIAL ASSETS					
Cash and balances with CBA	17,080,372	17,080,372	23,582,048	23,582,048	
Amounts due from financial institutions	6,906,993	6,906,993	18,284,023	18,284,023	
Loans and advances to customers	79,971,669	79,971,669	59,732,908	59,732,908	
Other financial assets	413,227	413,227	175,766	175,766	
FINANCIAL LIABILITIES					
Amounts due to CB of RA	4,029,632	4,029,632	4,492,089	4,492,089	
Amounts due to financial institutions	11,008,284	11,008,284	10,070,868	10,070,868	
Amounts due to customers	85,409,176	85,409,176	83,833,092	83,833,092	

# Amounts due from and to financial institutions

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



### Loans and advances to customers

The fair value of floating rate instruments is normally their carrying amount. The estimated fair value of fixed interest rate instruments is based on estimated future cash flows expected to be received discounted at current interest rates for new instruments with similar credit risk and remaining maturity. Fair value approximates carrying amounts as current interest rates for new instruments reflect interest rate for instruments originated previously.

# Other borrowings

The estimated fair value of fixed interest-bearing deposits is based on discounted cash flows using interest rates for new debts with similar remaining maturity. Fair value approximates carrying amounts as current interest rates for new instruments reflect interest rate for instruments originated previously.

### 34.1 Fair value Hierarchy

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).

thousand Armenian drams As of December 31, 2013			As of December 31, 2012			
	Level 1	Level 2	Level 3	Level 1	Level 2	Level 3
FINANCIAL ASSETS						
Trading securities	-	268,904	-	-	168,448	-
Investments available for sale	-	7,097,050	-	-	5,022,500	-
Unquoted equity investments of OECD countries	-	360,950	-	-	257,233	-
Derivative financial assets	-	0	-	-	2,135	-
Total		7,726,904			5,450,316	_

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

### Unquoted RA equity securities

The fair value of Bank's investment in unquoted RA equity securities cannot be reliably measured and is therefore excluded from this disclosure. Refer to note 20 for further information about this equity investment.

# Notification 35. « Minimum detections relating to financial risks"

Risk management is an essential factor for banking sector and an important element for the Bank operations. Main risks include interest rates and foreign currency market risks, as well as loan or liquidity risks.

.



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

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 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.

# 35.1 Credit risk

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

# Geographical concentrations

A sample analysis of geographical concentration of the Bank's financial assets is illustrated below:

### Reporting period

Item	RA	OECD countries	Non- OECD countries	Total
Assets				
Cash and balances with the CBA Precious Metals	17,080,372 52,462			17,080,372 52,462
Trading securities	268,904			268,904
Amounts due from other financial institutions	1,787.660	3,795,396	1,323,937	6,906,993
Derivative financial assets	0	, ,	. ,	0
Loans and advances to customers	76,560,895	14,699	3,396,075	79,971,669
Investments available for sale	7,584,223			7,584,223



Other financial assets	216,853	196,374	0	413,227	
Total assets as of 31 December 2013	103,551,369	4,006,469	4,720,012	112,277,850	
Total assets as of 31 December 2012	92,529,873	12.908.579	2,012,440	107,450,892	

# **Industry sectors**

The following table breaks down the Bank's main credit exposure at their carrying amounts, as categorized by the industry sectors of the counterparties as of December 31 2013 and December 31 2012.

In thousand Armenian drams	Financial institutions	Manufact uring	Agricultur e	Trading	Constructi on	State sector	Consumer sector (mortgage)	Services	Other	Total
Cash and balances with CBA	17,080,372									17,080,372
Precious metals	52,462									52,462
Trading securities	;				54,112	214,792				268,904
Amounts due from other financial institutions	6,906,993									6,906,993
Derivative financial assets	0									0
Loans and advances to customers		5,822,665	1,898,293	7,962,068	8,280,668		42,899,012	8,738,784	4,370,179	79,971,669
Investments available for sale	439,317	-		101,946		6,995,104			47,856	7,584,223
Other financial assets	27,926			,		,,,,,,			385,301	413,227
As at 31 December 2013	24,507,070	5,822,665	1,898,293	8,064,014	8,334,780	7,209,896	42,899,012	8,738,784	4,803,336	112,277,850
As at 31	42,443,174	3,722,340	1,878,350	8,063,766	6.138.963	5,095,003	34,270,858	2,819,384	3,019,054	107,450,892

#### Collateral

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

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



Longer-term finance and lending to corporate entities are generally secured; revolving individual credit facilities are generally unsecured. In addition, in order to minimise the credit loss the Bank will seek additional collateral from the counterparty as soon as impairment indicators are noticed for the relevant individual loans and advances.

Collateral held as security for financial assets other than loans and advances is determined by the nature of the instrument. Generally no collaterals are required for provision of loans and advances to financial institutions, especially to Banks. The exception is collaterals obtained under repurchase agreements and securities borrowing transactions. Debt securities, treasury and other eligible bills are generally unsecured.

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

As of December 31, 2013	As o December 31, 2012	
28,818,745	23,367,526	
9,123,487	9,679,708	
20,747,767	20,514,453	
3,526,829	1,571,503	
6,055,746	817,403	
1,478,819	1,094,575	
300,078	632,978	
4,817,760	3,449,874	
5,102,438	3,820,702	
79,971,669	64,948,722	
	28,818,745 9,123,487 20,747,767 3,526,829 6,055,746 1,478,819 300,078 4,817,760 5,102,438	

The amounts presented in the table above are carrying values of the loans, and do not necessarily represent the fair value of the collaterals. Estimates of market values of collaterals are based on valuation of the collateral at the date when loans were provided. Generally they are not updated unless loans are assessed as individually impaired.

## 35.1.1 Depreciation and reserve policy

Main characteristics for assessment of loan depreciation are: delay of payment of principal loan and interests over 90 days, difficulties connected with loan flows of borrowers, loan rating reductions, and violation of provisional clauses of agreements. The Bank assesses depreciation either individually or by groups.

#### Individual assessment of depreciation

The Bank defines the size of relevant reserve of borrowing or loan on individual basis. While defining reserve amounts the following factors are taken into account – reliability of customer business plan, capacity of overcoming financial difficulties, planned earnings and payment of expected dividends in case of insolvency, possibility of other financial aid, and liquidity value of collateral, terms of expected cash flow. Losses from depreciation are assessed as of the day of the reporting period, if the unexpected circumstances don't take special attention.



### Group assessment of depreciation

Group assessment is made for non-significant loans (credit cards, mortgages and non-secured consumer loans, inclusively), as well as for individually important loans and borrowings, which don't have evident characteristics of depreciation. Losses from depreciation are assessed each reporting period separately for each classified group.

Group assessment takes into account depreciation amount, which may occur in the portfolio, even if there is no objective evidence in the individual assessment. Losses from deprecation are assessed on account of the following data — history of losses in the portfolio, current economic situation, approximate date of the loss and individual disclosure, or payments expected in case of depreciation. Valuation of depreciation assessment and reserve of financial guarantees and letters of credit is implemented in the same day as for loans.

The below table presents quality of loan portfolio assessed per depreciation coefficients based on the history of losses.

AMD thousand

31.12.13	31.12.12
0.1	-
1.7	0.6
0.1	-
-	1.6
0.9	-
1.9	-
0.7	-
1.1	1.5
0.5	1.7
•	0.1 1.7 0.1 - 0.9 1.9 0.7

#### Past due but not individually impaired loans

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

In thousand Armenian drams 31.12.2013

	Less than 30			More than 91	
	days	31 to 60 days	61 to 90 days	days	Total
Loans and advances to customers					
Manufacture	0	(	6164	14139	20,303
Agriculture	3208	(	6887	21215	31,309
Construction	519	(	0	0	519



In thousand Armenian drams 31.12.2013

	Less than 30	24 to 60 days	64 to 00 days	More than 91	Tatal
	days	31 to 60 days	61 to 90 days	days	Total
Trading	13019	0	0	41494	54,513
Transportation & communication	10419	169120	0	0	179,539
Consumer	190268	32847	41442	62640	327,197
Mortgage	49214	10689	0	54764	114,667
Services					0
Other sectors	0	33660	0	0	33,660
Total	266,647	246,316	54,492	194,252	761,707

In thousand Armenian drams

31.12.2012

	Less than 30			More than 91		
	days	31 to 60 days	61 to 90 days	days	Total	
Lanca and advanced a containing						
Loans and advances to customers						
Manufacture	6364	4367			10,731	
Agriculture	4901	13135		7397	25,433	
Construction					0	
Trading	9186	8465	25525	1340	44,516	
Transportation & communication				1308	1,308	
Consumer					0	
Mortgage	60654	35287	23791	648424	768,156	
Services	66287	39690	11387	65324	182,687	
Other sectors				196360	196,360	
Total	147,392	100,944	60,703	920,153	1,229,192	

# Loans and advances individually impaired

The total gross amount of individually impaired loans and advances to customers before taking into consideration the cash flows from collateral held is AMD 3,794,328 thousand (2012: AMD 6,199,879 thousand).

### 35.2 Market Risk

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



between risk variables. Non-trading positions are managed and monitored using other sensitivity analyses.

### Foreign currency risk

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The currency risk is managed using the standard and VaR methodologies. The currency rates are monitored daily, based on which at the end of each month the currency rates are forecasted. The Board of Directors has set limits on positions by currency.

The below table shows those foreign currencies, which can have impact on non-commercial monetary assets, liabilities and cash flow of the Bank as of December 31 2013. The analysis calculates the impact of possible fluctuations of foreign currency against AMD on condition of keeping stable other alterations, on the report on financial results (connected with change of real value non-commercial assets and liabilities against foreign currency) and on capital (connected with change of real value of capital tools). The negative value in the table reflects the potential net reduction in the consolidated financial balance-sheet or in the capital, while the positive value shown potential net growth:

AMD thousand				31.12.2013			31.12.2012
	Currency	Change in FX rate, interest	Influence on profit before taxation	Influence on capital	Change in FX rate, interest	Influence on profit before taxation	Influence on capital
USD		+5	3,763	3,010	+5	(1,151)	(921)
USD		-5	(3,763)	(3,010)	-5	1,151	921
EUR		+8	(690)	(552)	+8	307	245
EUR		-8	690	552	-8	(307)	(245)

The Bank has got assets and liabilities in a range of foreign currencies. The foreign currency risk appears, when actual or forecasted assets in foreign currency exceed or are less than liabilities in the same foreign currency.

The structure of the Bank assets and liabilities per currency as at December 31, 2013 is as follows:

	AMD	I group CCY*	II group CCY**	Total
Assets				
Cash and balances with the CBA	12,488,823	4,033,377	558,172	17,080,372
Precious metals	0	52,462	0	52,462
Trading securities	214,792	54,112	0	268,904
Amounts due from other financial institutions	1,464,331	4,449,798	992,864	6,906,993
Derivative financial instruments	0	0	0	0
Loans and advances to customers	22,340,416	57,631,253	0	79,971,669



Investments available for sale	7,482,277	101.946	0	7,584,223
Other financial instruments	199.746	211,465	2.016	413,227
Total assets	44,190,385	66,534,413	1,553,052	112,277,850
Liabilities	, ,	, ,	-,,	,,
Amounts due to RA CB	4,029,632	0	0	4,029,632
Amounts due to financial institutions	6,899,759	4,000,972	107,553	11,008,284
Amounts due to customers	23,041,021	61,890,299	477,856	85,409,176
Total liabilities	33,970,412	65,891,271	585,409	100,447,092
Net position as at December 31, 2013	10,219,973	643,142	967,643	11,830,758
Net position as at December 31, 2012	6,789,701	884,982	1,380,160	9,054,843
Commitments and contingent liabilities as at 31 December				
2013	3,578,992	3,809,907	0	7,388,899
Commitments and contingent liabilities as at 31 December 2012	2,764,347	3,531,088	0	6,295,435

<sup>\*</sup> I group CCYs include the following ones: USD, EUR, GBP, CHF, SEK, CAD, JPY, AUD.

#### Interest rate risk

### 35.2.1 Interest rate risk - Commercial portfolio

In order to calculate the risk of financial assets registered by reassessed real value (with loss/profit/ the Bank implements methods and approaches of Bazel 2 interest rate risk. According to the interest rate thereof the risk is established as consolidated sum of special interest rate and general risks.

With purpose of calculating interest rate risk the positions of debt securities are calculated by below principles against groups of debt securities. Debt securities used in the calculation of the same positions must:

- Must be issued by the same entity; and
- Expressed with the same currency; and
- Have same profitability, or difference between profitability earnings should not exceed 0.2 interest point.

The table below presents the interest rate risk of the Bank commercial portfolio.

AMD thousand	Special risk	General risk	Total commercial securities risk
As at December 31, 2013	18,991	28,644	47,635
As at December 31, 2012	6,401	22,517	28,918

#### 35.2.2 Interest rate risk - Non-commercial

<sup>\*\*</sup> II group CCYs includes the following ones: RUB, UAH, and BYB.



Interest rate risk is the risk of changes in the Bank income and financial tools portfolio as a result of changes in interest rates.

The following table shows sensibility of the Report on the Bank consolidated financial results on condition of leaving the alternating quantity unchanged.

Sensibility of the report on financial results in interest rates is the influence of expected changes on the net interest income of the quarter on the part of non-commercial financial assets and liabilities with fluctuating interest rates in the balance as of 31.12.2013. Accounting of the capital sensibility is made by revaluation of the assets available for sale and with fixed interest rates as of 31.12.2013, assuming as basis expected changes in interest rates.

Sensibility of the capital is analyzed per liquidity term of the assets. Total sensibility of the capital is based on the supposition that there are parallel alternations in the arch of profitability.

AMD thousand

31.12.2013

Capital sensitivity

Currency	Changes in principal interest rates	Net interest income sensitivity	Up to 6 month	From 6 months to 1 year	From 1 to 5 years	More than 5 years	Total
AMD	+1%	2,689	1,473	3 3,560	38,254	27,684	73,660
USD	+1%		0	0	0	0	-
AMD	-1%	(2,689)	(1,473)	) (3,560	) (38,254)	(27,684)	(73,660)
USD	-1%	0	0	0	0	0	-

AMD thousand

Capital sensitivity

Currency	Changes in principal interest rates	Net interest income sensitivity	Up to 6 month	From 6 months to 1 year	From 1 to 5 years	More than 5 years	Total	
AMD	+1%	1684	1026	6252	2 23711	19236	51909	
USD	+1%		0	0	0	0	-	
	+1%	(1684)	(1026)	(6252)	(23711)	(19236)	(51909)	
AMD	-1%	0	0	0	0	0	-	
USD								

## Liquidity Risk



Liquidity risk is the risk that the Bank 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.



Liquidity Risk										
Reporting period	31/12/13									
Article		-working	_		Period l	E	_			
	Overdue	Time	Demand	Up to 3 months	3 to 6 months	6 to 12 months	1 to 5 years	Over 5 years	non-term	Total
On maturity of assets										
Cash and cash-equivalents, balances in the RA CB Standardized bank bullions of precious metals, and souvenir			16,560,372						520,000	17,080,372
coins			52,462							52,462
Claims to banks and other financial organizations			4,663,874	1,514,878	45,980	11,071	344,132		327,058	6,906,993
Financial assets through profit and loss					657		74,623	193,624		268,904
Customer loans & borrowings	71,125	1,650,641	_	7,776,067	8,867,695	13,100,803	23,397,932	25,107,406		79,971,669
Available for sale	,	, ,		74,539	72,721	355,986	3,825,431	2,768,373	487,173	7,584,223
Derivative financial instruments Bonds under repo agreements					-	333,900	3,023,431	2,700,373	407,170	
Other claims	3,221	361	-	1,005,352	1,307,949				7,505,426	9,822,309
TOTAL	74,346	1,651,002	21,276,708	10,370,836	10,295,002	13,467,860	27,642,118	28,069,403	8,839,657	121,686,932
									On due	dates of liabilities
Liabilities to banks and other financial organizations Accounts payable for Repo agreements			1,038,949	3,178,710	3,537,444	2,706,626	3,745,989	830,198		15,037,916 -
Liabilities to customers, including:	-	-	23,860,823	13,783,004	10,487,963	25,212,159	11,975,878	89,349	-	85,409,176
- Demand deposits			23,860,823							23,860,823
- Time deposits			, ,	13,783,004	10,487,963	25,212,159	11,975,878	89.349		61,548,353
- Other				13,703,004	10,407,303	20,212,109	11,373,070	03,343		01,070,000
Deffered tax liabilities			-					841,783		-



										841,783
Other liabilities	-	-		329,832		112,646		35,700	8,137	486,315
TOTAL	-	-	24,899,772	17,291,546	14,025,407	28,031,431	15,721,867	1,797,030	8,137	101,775,190
"Large" liabilities*			476,739	976,823	1,254,516	5,745,467	2,005,190	6,120,672		16,579,407
										Net liquidity gap
Cumulative liquidity gap	74,346	1,725,348	(1,897,716)	(8,818,426)	(12,548,831)	(27,112,402)	(15,192,151)	11,080,222	19,911,742	
Contingent off-balance-sheet liabilities	-		5,409,807	188,372	449,072	727,788	405,812	97,900		7,278,751
				Previou	s reporting period					
		31/12/12								
Article	Overdue	Non-working <u>H</u>	Demand	up to 3 months	3 to 6 months	6 to 12 months	to Sears years being	over Sears Sears	non-term	Total
	J								On	maturity of assets
Cash and cash-equivalents, balances in the RA CB Standardized bank bullions of			23,162,048						420,000	23,582,048
precious metals, and souvenir coins			118,037							118,037
Claims to banks and other financial organizations			13,996,809	3,901,896	60,537				324,781	18,284,023
Financial assets through profit and loss Customer loans & borrowings Available for sale Derivative financial instruments Bonds under repo agreements	495,625	2,309,088	-	5,374,094 121,260 -	4,866,754 135,315	9,605,277 625,225 2,135	16,834 19,939,505 2,306,031	151,614 17,142,565 1,942,463	257,233	168,448 59,732,908 5,387,527 2,135
Other claims TOTAL	6,368 501,993	4,725 2,313,813	- 37,276,894	743,397 10,140,647	2,758,321 7,820,927	56,750 10,289,387	22,262,370	19,236,642	4,989,673 5,991,687	8,559,234 115,834,360



									On due dates of liabilities	
Liabilities to banks and other financial organizations Accounts payable for Repo agreements			284,646	2,295,028	706,178 -	2,665,519	7,476,942	1,074,107	60,537	14,562,957
Liabilities to customers, including:	-	-	39,601,046	10,126,345	7,657,174	20,894,440	2,000,045	3,554,042	-	- 83,833,092
- Demand deposits			39,601,046							39,601,046
- Time deposits				10,126,345	7,657,174	20,894,440	2,000,045	3,554,042		44,232,046
- Other										-
Deffered tax liabilities						207,519				207,519
Other liabilities	-	-	444,256						6,976	451,232
TOTAL	-	-	40,329,948	12,421,373	8,363,352	23,767,478	9,476,987	4,628,149	67,513	99,054,800
"Large" liabilities*			17,576,065	2,239		2,748,439	-	2,527,418		22,854,161
										Net liquidity gap
Cumulative liquidity gap										
	501,993	2,815,806	(237,248)	(2,517,974)	(3,060,399)	(16,538,490)	(3,753,107)	10,855,386	16,779,560	_
Contingent off-balance-sheet										-
liabilities	-		5,324,112	268,374	263,015	95,131	344,802			6,295,434



## Operational risk

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

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

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

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

The risk mitigation mechanisms for the process are:

- Regulation of all business processes by internal legal acts,
- Physical protection of the Bank's assets and critical documents (including loans 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 Banks risks and supervises the Bank's activity and operational risks.

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

#### Notification 36. « Capital and capital adequacy"

The Bank maintains an actively managed capital base to cover risks inherent in the business. The adequacy of the Bank'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 maximize shareholders' value.



The Bank 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 Bank may adjust the amount of dividend payment to shareholders, return capital to shareholders or issue capital securities. No changes were made in the objectives, polices and processes from the previous years.

The minimum ratio between total capital and risk weighted assets required by the Central Bank of Armenia is 12%.

Regulatory capital consists of Tier 1 capital, which comprises share capital, share premium, retained earnings including current year profit, and general reserve. Regulatory capital is calculated in accordance with the requirements of the Central Bank of Armenia and accounting standards of the Republic of Armenia. The other component of regulatory capital is Tier 2 capital, which includes revaluation reserves.

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

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

The Central Bank of Armenia has set the minimal required total capital at AMD 5,000,000 thousand from January 1, 2009.