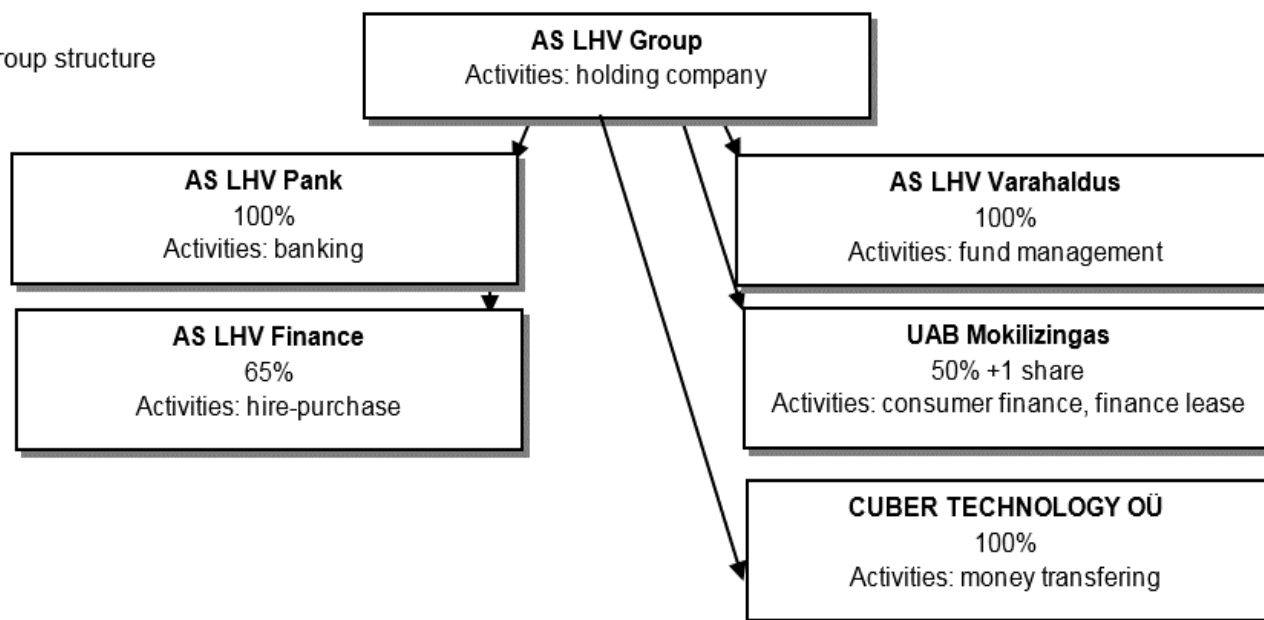


AS LHV Group is the largest financial group in Estonia based on Estonian capital. LHV was founded in 1999 by persons with long-term experience in investment and entrepreneurship. LHV branches are located in Tallinn, Tartu, Riga and Vilnius. LHV has more than 320 employees. The main subsidiaries of AS LHV Group are AS LHV Pank and AS LHV Varahaldus. LHV Pank with its subsidiary has more than 119,000 clients. Our pension funds have over 149,000 customers. Mokilizingas has more than 97,000 customers and all combined, LHV Group has more than 333,000 customers.

Group structure



Strategy

The mission of LHV Pank is to help create Estonian capital and support the development of local entrepreneurship.

The values of LHV Pank are: simplicity, support, performance.

LHV is focused on active and independent clients with entrepreneurial mindset. For private customers LHV offers mainly services related to deposits and money growth opportunities. For business customers LHV offers flexible and convenient financing and every-day handling of money matters.

Shareholders

AS LHV group has total of 23,356,005 ordinary shares with nominal share value of 1 euro.

As of 31st March 2016 the Group has 272 shareholders:

- 12,962,004 shares (55.5%) were owned by the supervisory board and members of the management board.
- 9,604,178 shares (41.1%) were owned by Estonian entrepreneurs and investors.
- 789,823 shares (3.4%) were owned by LHV current and former employees.

Discontinued operations

Financial information presented in the fact book might not reconcile with the interim report because consisting of discontinued operations.

Income statement, 9 quarters

Income statement, EURt	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14
Net interest income	6,788	6,369	6,202	5,439	5,222	5,892	5,396	4,803	4,252
Net fee and commission income	3,653	3,803	3,921	3,598	3,343	3,355	3,316	3,117	2,984
Net gains from financial assets	199	151	80	-302	3,401	80	60	147	214
Other income	-14	7	-4	34	1	-16	2	-12	10
Total revenue	10,626	10,330	10,199	8,769	11,967	9,311	8,775	8,054	7,460
Staff costs	-3,225	-3,012	-2,654	-2,724	-2,585	-2,502	-2,204	-2,260	-2,128
Office rent and expenses	-383	-361	-329	-306	-339	-370	-349	-340	-341
IT expenses	-443	-383	-352	-293	-340	-365	-334	-291	-300
Marketing expenses	-1,088	-1,130	-1,193	-742	-840	-1,125	-1,197	-1,277	-1,247
Other operating expenses	-1,688	-2,089	-1,623	-1,525	-1,420	-1,472	-1,157	-1,333	-1,149
Total operating expenses	-6,827	-6,974	-6,151	-5,591	-5,524	-5,834	-5,240	-5,500	-5,164
EBIT	3,799	3,355	4,048	3,179	6,442	3,477	3,535	2,554	2,296
Change in investment in associate	0	0	0	0	0	0	0	0	0
Earnings before impairment losses	3,799	3,355	4,048	3,179	6,442	3,477	3,535	2,554	2,296
Impairment losses on loans and advances	-255	-35	-572	-104	-656	-32	-1,106	-928	-577
Income tax	-77	-72	-61	-67	-669	562	-34	-23	-56
Net profit	3,466	3,248	3,415	3,008	5,116	4,006	2,395	1,603	1,663
Profit attributable to non-controlling interest	447	421	235	213	213	89	85	53	237
Profit attributable to owners of the parent	3,020	2,827	3,180	2,795	4,904	3,917	2,311	1,549	1,426

Income statement, 5 years

Income statement, EURt	2015	2014	2013	2012	2011
Net interest income	23,232	20,343	11,838	6,057	3,517
Net fee and commission income	14,665	12,772	9,426	6,388	5,153
Net gains from financial assets	3,330	500	2,706	793	-1,140
Other income	38	-16	63	101	117
Total revenue	41,265	33,600	24,033	13,339	7,647
Staff costs	-10,976	-9,093	-6,662	-5,017	-4,225
Office rent and expenses	-1,334	-1,399	-1,236	-1,131	-943
IT expenses	-1,369	-1,290	-939	-873	-803
Marketing expenses	-3,905	-4,846	-3,541	-3,545	-4,212
Other operating expenses	-6,656	-5,111	-4,366	-3,484	-3,347
Total operating expenses	-24,241	-21,738	-16,743	-14,048	-13,530
EBIT	17,024	11,862	7,290	-710	-5,883
Change in investment in associate	0	0	10	26	33
Earnings before impairment losses	17,024	11,862	7,300	-684	-5,850
Impairment losses on loans and advances	-1,367	-2,644	-2,872	-1,074	-2,607
Income tax	-869	449	-83	0	0
Net profit	14,787	9,667	4,345	-1,757	-8,457
Profit attributable to non-controlling interest	1,082	464	108	0	0
Profit attributable to owners of the parent	13,705	9,203	4,237	-1,757	-8,457

Balance sheet, 9 quarters

Balance sheet, EURt	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
Cash and cash equivalents	249,012	230,501	140,240	127,076	113,474	84,129	62,014	75,074	122,401
Financial assets at fair value	98,698	110,115	159,220	141,267	146,752	149,524	130,787	102,464	56,649
Loans granted	436,673	414,676	401,135	362,011	331,278	321,412	293,673	262,690	240,145
Loan impairments	-4,842	-4,681	-4,850	-4,438	-4,509	-5,570	-7,582	-6,736	-5,973
Receivables from customers	1,628	2,026	2,590	1,677	1,448	1,569	1,118	1,257	1,050
Other assets	3,969	4,487	4,640	4,703	4,032	4,626	4,460	4,158	5,387
Total assets	785,138	757,125	702,976	632,296	592,475	555,690	484,470	438,907	419,658
Demand deposits	442,243	432,811	389,208	305,488	275,002	273,668	208,644	174,859	171,400
Term deposits	201,956	183,669	199,965	203,877	213,700	183,665	182,500	183,211	185,484
Accrued interest liability	708	743	876	820	689	589	709	714	616
Loans received	15,228	15,538	15,679	22,002	16,704	17,091	17,338	3,638	3,330
Loans received and deposits from customers	660,135	632,760	605,727	532,187	506,095	475,013	409,190	362,423	360,830
Other liabilities	16,406	20,022	10,706	17,100	6,487	5,957	4,646	8,306	6,527
Subordinated loans	31,103	31,105	16,685	16,683	16,684	16,688	16,685	16,783	18,685
Total liabilities	707,644	683,886	633,118	565,969	529,266	497,658	430,522	387,512	386,042
Equity	77,495	73,238	69,858	66,327	63,209	58,032	53,948	51,396	33,616
Minority interest	3,688	3,241	2,820	2,585	2,372	2,160	2,070	1,986	1,932
Total liabilities and equity	785,138	757,125	702,976	632,296	592,475	555,690	484,470	438,907	419,658

Balance sheet, 5 years

Balance sheet, EURt	Dec 15	Dec 14	Dec 13	Dec 12	Dec 11
Cash and cash equivalents	230,501	84,129	152,309	90,411	85,058
Financial assets	110,115	149,524	48,604	116,864	79,052
Loans granted	414,676	321,412	212,289	107,174	69,722
Loan impairments	-4,681	-5,570	-5,521	-1,107	-3,042
Receivables from customers	2,026	1,569	1,508	641	373
Other assets	4,487	4,626	6,179	3,311	3,427
Total assets	757,125	555,690	415,368	317,294	234,590
Demand deposits	432,811	273,668	160,697	74,785	34,959
Term deposits	183,669	183,665	191,588	203,717	172,745
Accrued interest liability	743	589	567	1,506	1,482
Loans received	15,538	17,091	3,529	4,141	4,519
Loans received and deposits from customers	632,760	475,013	356,381	284,149	213,705
Other liabilities	20,022	5,957	7,324	3,431	2,648
Subordinated loans	31,105	16,688	19,715	8,634	4,009
Total liabilities	683,886	497,658	383,421	296,214	220,362
Equity	73,238	58,032	31,947	21,080	14,228
Minority interest	3,241	2,160	1,695	0	0
Total liabilities and equity	757,125	555,690	415,368	317,294	234,590

Quality of assets, 9 quarters

EURt	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
Loans granted,	436,673	414,676	401,135	362,011	331,278	321,412	293,673	262,690	240,145
incl. past due:	16,026	13,780	14,518	14,980	12,303	19,050	21,889	19,635	20,124
1-30 days	5,632	5,621	6,470	7,000	5,371	8,297	9,142	8,458	7,284
31-60 days	4,203	2,985	2,386	2,546	2,933	2,880	3,357	2,931	3,394
61-90 days	2,062	1,171	715	3,168	1,932	1,479	2,145	1,776	3,459
over 90 days or contract cancelled	4,129	4,001	4,947	2,265	2,067	6,394	7,245	6,470	5,987
Loan impairments	-4,842	-4,681	-4,850	-4,438	-4,509	-5,570	-7,582	-6,736	-5,973
Share of impairments (over 90 days or cancelled)	117.3%	117.0%	98.0%	195.9%	218.1%	87.1%	104.6%	104.1%	99.8%

EURt, percentage	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
Loans granted,	436,673	414,676	401,135	362,011	331,278	321,412	293,673	262,690	240,145
incl. past due:	3.7%	3.3%	3.6%	4.1%	3.7%	5.9%	7.5%	7.5%	8.4%
1-30 days	1.3%	1.4%	1.6%	1.9%	1.6%	2.6%	3.1%	3.2%	3.0%
31-60 days	1.0%	0.7%	0.6%	0.7%	0.9%	0.9%	1.1%	1.1%	1.4%
61-90 days	0.5%	0.3%	0.2%	0.9%	0.6%	0.5%	0.7%	0.7%	1.4%
over 90 days or contract cancelled	0.9%	1.0%	1.2%	0.6%	0.6%	2.0%	2.5%	2.5%	2.5%
Loan impairments	-1.1%	-1.1%	-1.2%	-1.2%	-1.4%	-1.7%	-2.6%	-2.6%	-2.5%
Share of impairments (over 90 days or cancelled)	117.3%	117.0%	98.0%	195.9%	218.1%	87.1%	104.6%	104.1%	99.8%

Capital adequacy, 9 quarters

EURt	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14
Total Tier 1 capital	66,252	66,807	63,460	60,554	55,573	55,894	49,568	47,828	29,993
Total Tier 2 capital	30,900	30,900	15,900	16,650	16,650	16,650	16,650	16,750	3,200
Net own funds for capital adequacy calculation	97,152	97,707	79,360	77,204	72,223	72,544	66,218	64,578	33,193
Credit risk RWA	380,931	365,012	352,851	321,608	284,571	279,949	249,299	220,057	198,708
Market risk RWA	5,689	8,956	9,834	9,031	9,030	7,859	2,919	6,112	9,698
Operational risk RWA	61,811	44,367	44,367	44,367	44,367	30,066	30,066	30,066	30,066
Total RWA	448,431	418,334	407,051	375,005	337,967	317,874	282,284	256,235	238,473
Tier 1 Capital Ratio	14.8%	16.0%	15.6%	16.1%	16.4%	17.6%	17.6%	18.7%	12.6%
Capital adequacy	21.7%	23.4%	19.5%	20.6%	21.4%	22.8%	23.5%	25.2%	13.9%

Capital adequacy, 5 years

EURt	2015	2014	2013	2012	2011
Total Tier 1 capital	66,807	55,894	29,951	19,327	12,574
Total Tier 2 capital	30,900	16,650	14,975	8,500	4,000
Net own funds for capital adequacy calculation	97,707	72,544	44,926	27,827	16,574
Credit risk RWA	365,012	279,949	173,758	101,457	68,443
Market risk RWA	8,956	7,859	8,513	10,197	13,578
Operational risk RWA	44,367	30,066	13,307	9,339	6,419
Total RWA	418,334	317,874	195,578	120,993	88,440
Tier 1 Capital Ratio	16.0%	17.6%	15.3%	16.0%	14.2%
Capital adequacy	23.4%	22.8%	23.0%	23.0%	18.7%

Income statement, 9 quarters

Income statement, EURt	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14
Fee and commission income	2,154	2,251	2,330	2,428	2,186	2,401	2,220	2,062	1,773
Other operating income	0	0	0	0	0	0	0	0	0
Total revenue	2,154	2,251	2,330	2,428	2,186	2,401	2,220	2,062	1,773
Staff costs	-314	-272	-280	-276	-277	-251	-237	-274	-253
Marketing expenses	-741	-615	-434	-372	-488	-513	-621	-640	-689
Other operating expenses	-502	-470	-420	-497	-399	-406	-376	-341	-339
Depreciation and amortization	-1	0	0	0	-1	-5	-5	-55	-10
Total operating expenses	-1,558	-1,358	-1,134	-1,146	-1,165	-1,175	-1,239	-1,309	-1,291
EBIT	596	893	1,196	1,282	1,021	1,226	982	753	481
Interest expense	-36	-30	-29	-30	-11	-11	-11	-11	-19
Other financial income and expense	35	135	62	-77	240	25	73	77	57
Total financial income and expense	-1	105	33	-107	229	14	62	65	39
Net profit	595	998	1,229	1,175	1,250	1,240	1,044	819	520

Income statement, 5 years

Income statement, EURt	2015	2014	2013	2012	2011
Fee and commission income	9,196	8,456	5,810	3,804	2,377
Other operating income	0	0	0	26	26
Total revenue	9,196	8,456	5,810	3,831	2,403
Staff costs	-1,106	-1,015	-843	-627	-459
Marketing expenses	-1,910	-2,463	-2,091	-2,448	-2,879
Other operating expenses	-1,785	-1,461	-1,291	-944	-735
Depreciation and amortization	-2	-75	-28	-20	-6
Total operating expenses	-4,803	-5,013	-4,253	-4,039	-4,079
EBIT	4,393	3,443	1,558	-208	-1,676
Interest expense	-100	-53	-119	-117	-134
Other financial income and expense	360	232	302	450	-207
Total financial income and expense	259	180	183	333	-341
Net profit	4,652	3,622	1,741	124	-2,017

Balance sheet, 9 quarters

Balance sheet, EURt	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
Cash and cash equivalents	12,907	2,918	4,444	3,702	2,015	1,640	1,462	520	374
Financial assets at fair value	755	748	734	730	1,182	1,375	1,360	1,735	1,449
Receivables and accrued revenue	742	827	670	729	760	1,031	722	679	625
Other prepaid expenses	143	182	38	77	127	158	36	76	115
Other current assets	0	0	0	0	0	0	0	0	0
Total current assets	14,547	4,675	5,886	5,238	4,084	4,203	3,580	3,010	2,564
Units of funds	6,377	6,349	6,228	5,708	5,789	5,588	5,107	4,709	4,258
Tangible and intangible assets	19	15	0	0	1	2	7	12	67
Total fixed assets	6,395	6,363	6,228	5,709	5,790	5,590	5,114	4,721	4,325
Total assets	20,942	11,038	12,114	10,946	9,874	9,793	8,694	7,731	6,889
Subordinated liabilities	2,109	1,503	1,503	1,504	1,504	554	554	554	555
Trade payables	631	227	2,291	275	409	229	386	470	462
Other liabilities	187	161	196	199	190	158	164	175	158
Total liabilities	2,928	1,891	3,991	1,978	2,104	941	1,104	1,198	1,175
Share capital	12,000	3,757	3,757	5,857	5,857	4,000	4,000	4,000	4,000
Mandatory reserve	376	274	274	274	274	93	93	93	93
Other reserves	158	129	103	78	54	36	14	0	0
Accumulated deficit/profit	4,885	335	335	335	335	1,101	1,101	1,101	1,101
Income for the accounting period	595	4,652	3,654	2,425	1,250	3,622	2,382	1,339	520
Total equity	18,014	9,147	8,123	8,969	7,771	8,852	7,590	6,532	5,714
Total liabilities and equity	20,942	11,038	12,114	10,946	9,874	9,793	8,694	7,731	6,889

Balance sheet, 5 years

Balance sheet, EURt	Dec 15	Dec 14	Dec 13	Dec 12	Dec 11
Cash and cash equivalents	2,918	1,640	383	102	44
Financial assets at fair value	748	1,375	1,670	1,001	906
Receivables and accrued revenue	827	1,031	592	406	227
Other prepaid expenses	182	158	142	137	124
Other current assets	0	0	0	0	13
Total current assets	4,675	4,203	2,787	1,645	1,312
Units of funds	6,349	5,588	4,216	3,045	2,429
Tangible and intangible assets	15	2	76	42	28
Total fixed assets	6,363	5,590	4,292	3,087	2,456
Total assets	11,038	9,793	7,079	4,733	3,769
Subordinated liabilities	1,503	554	1,587	1,102	1,065
Capital Leasing liabilities	0	0	0	0	0
Trade payables	227	229	175	67	228
Other liabilities	161	158	123	111	96
Total liabilities	1,891	941	1,885	1,280	1,390
Share capital	3,757	4,000	4,000	4,000	5,100
Share premium	0	0	0	0	496
Mandatory reserve	274	93	6	0	0
Accumulated deficit/profit	335	1,101	-553	-671	-1,200
Income for the accounting period	4,652	3,622	1,741	124	-2,017
Total equity	9,147	8,852	5,194	3,453	2,379
Total liabilities and equity	11,038	9,793	7,079	4,733	3,769

Assets under management, 9 quarters

Fund assets, EURt	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
LHV Pensionifond XL	89,125	84,602	78,749	75,473	74,505	70,034	66,130	61,568	54,751
LHV Pensionifond L	363,868	346,649	326,096	313,427	310,912	289,148	274,966	252,678	231,669
LHV Pensionifond M	51,367	48,207	46,167	44,591	44,752	42,451	41,062	37,581	34,354
LHV Pensionifond S	54,251	52,876	51,474	51,171	52,227	50,360	48,791	46,098	43,862
LHV Pensionifond XS	17,871	16,516	16,281	14,852	14,104	12,093	11,723	10,228	9,529
LHV Täiendav Pensionifond	7,733	7,437	6,907	6,737	6,689	6,247	5,970	5,821	5,715
LHV Pärsia Lahe Fond	11,428	12,359	16,274	19,814	20,375	32,667	60,555	52,013	46,702
LHV Maaailma Aktsiad Fond	1,299	1,575	1,343	1,463	1,486	1,316	1,395	1,521	1,614
Varad kokku	596,943	570,221	543,291	527,528	525,050	504,316	510,592	467,508	428,196

Quarterly returns	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14
LHV Pensionifond XL	0,03%	2,59%	0,81%	-1,2%	4,3%	-0,1%	0,2%	1,0%	0,1%
LHV Pensionifond L	0,26%	2,44%	0,51%	-1,4%	3,9%	0,2%	0,5%	1,0%	0,5%
LHV Pensionifond M	1,08%	1,47%	1,01%	-1,6%	3,1%	0,4%	0,8%	0,9%	0,9%
LHV Pensionifond S	1,83%	0,38%	0,75%	-2,2%	2,2%	1,0%	1,2%	1,5%	1,1%
LHV Pensionifond XS	1,36%	0,12%	0,80%	-1,8%	2,2%	1,1%	1,3%	1,6%	1,4%
LHV Täiendav Pensionifond	0,37%	2,71%	0,88%	-0,8%	5,9%	0,0%	0,1%	1,3%	0,2%
LHV Pärsia Lahe Fond	-2,26%	-11,57%	-9,14%	5,0%	1,0%	-13,8%	15,4%	-2,2%	15,0%
LHV Maaailma Aktsiad Fond	-5,9%	7,67%	-6,06%	-2,0%	12,1%	2,1%	-5,8%	1,9%	-3,0%

Assets under management, 5 years

Fund assets, EURt	2015	2014	2013	2012	2011
LHV Pensionifond XL	84,602	70,034	48,994	35,451	24,078
LHV Pensionifond L	346,649	289,148	211,541	144,869	89,788
LHV Pensionifond M	48,207	42,451	31,326	22,033	11,065
LHV Pensionifond S	52,876	50,360	41,741	32,849	7,296
LHV Pensionifond XS	16,516	12,093	9,236	7,822	2,583
LHV Täiendav Pensionifond	7,437	6,247	5,727	4,540	3,690
LHV Pärsia Lahe Fond	12,359	32,667	26,319	3,984	4,257
LHV Maaailma Aktsiad Fond	1,575	1,316	1,596	1,339	1,265
Varad kokku	570,221	504,316	376,480	252,888	144,024

Annual returns	2015	2014	2013	2012	2011
LHV Pensionifond XL	6,59%	1,3%	6,6%	14,4%	-10,3%
LHV Pensionifond L	5,42%	2,3%	4,0%	13,8%	-8,6%
LHV Pensionifond M	3,98%	3,0%	2,8%	11,9%	-3,9%
LHV Pensionifond S	0,99%	4,9%	0,7%	9,1%	0,4%
LHV Pensionifond XS	1,24%	5,5%	0,6%	9,5%	1,0%
LHV Täiendav Pensionifond	8,77%	1,7%	7,6%	14,6%	-10,3%
LHV Pärsia Lahe Fond	-16,50%	11,9%	49,5%	12,2%	-2,3%
LHV Maaailma Aktsiad Fond	11,21%	-4,9%	7,6%	11,5%	-20,1%

Income statement, 9 quarters

Income statement, EURt	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14
Net interest income	5,675	5,261	4,977	4,351	4,168	4,851	4,485	4,010	3,557
Net fee and commission income	1,352	1,385	1,444	1,013	1,011	818	927	851	962
Net gains from financial assets	163	53	33	-214	3,178	73	12	72	185
Other income	132	20	11	45	10	-6	13	0	23
Total revenue	7,322	6,720	6,465	5,194	8,367	5,736	5,437	4,934	4,727
Staff costs	-2,434	-2,255	-1,933	-2,004	-1,873	-1,795	-1,619	-1,615	-1,577
Office rent and expenses	-315	-300	-273	-246	-278	-313	-292	-282	-281
IT expenses	-352	-281	-266	-208	-232	-256	-216	-209	-241
Marketing expenses	-167	-304	-483	-207	-229	-392	-353	-381	-412
Other operating expenses	-1,086	-1,417	-937	-893	-916	-944	-679	-734	-720
Total operating expenses	-4,353	-4,558	-3,892	-3,558	-3,529	-3,700	-3,158	-3,221	-3,230
Earnings before impairment losses	2,969	2,162	2,574	1,636	4,839	2,035	2,279	1,713	1,497
Impairment losses on loans and advances	-97	-28	-366	155	-431	207	-841	-760	-575
Income tax	0	0	0	0	-600	600	0	0	0
Net profit	2,871	2,134	2,208	1,791	3,808	2,842	1,438	953	921
Profit attributable to non-controlling interest	277	159	143	125	108	43	56	32	24
Profit attributable to owners of the parent	2,594	1,976	2,065	1,666	3,700	2,799	1,382	920	897

Income statement, 5 years

Income statement, EURt	2015	2014	2013	2012	2011
Net interest income	18,758	16,904	10,495	6,209	3,577
Net fee and commission income	4,853	3,558	2,981	2,591	2,789
Net gains from financial assets	3,050	342	2,342	384	-887
Other income	86	30	63	75	91
Total revenue	26,747	20,834	15,882	9,258	5,570
Staff costs	-8,065	-6,605	-5,139	-4,390	-3,766
Office rent and expenses	-1,097	-1,167	-1,080	-1,065	-1,016
IT expenses	-986	-922	-748	-751	-782
Marketing expenses	-1,224	-1,539	-1,126	-1,103	-1,333
Other operating expenses	-4,163	-3,077	-2,902	-2,613	-2,547
Total operating expenses	-15,536	-13,310	-10,995	-9,922	-9,444
Earnings before impairment losses	11,211	7,524	4,887	-663	-3,874
Impairment losses on loans and advances	-670	-1,970	-2,619	-1,074	-2,607
Income tax	-600	600	0	0	0
Net profit	9,941	6,154	2,268	-1,737	-6,481
Profit attributable to non-controlling interest	535	156	-98	0	0
Profit attributable to owners of the parent	9,406	5,998	2,366	-1,737	-6,481

Balance sheet, 9 quarters

Balance sheet, EURt	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
Cash and cash equivalents	242,641	227,208	138,214	124,977	112,164	82,393	60,025	72,842	119,945
Financial assets	91,567	103,019	152,258	134,828	139,781	142,563	124,323	96,019	50,944
Loans granted	430,335	407,982	395,269	356,684	325,029	316,386	287,885	257,305	235,454
Loan impairments	-2,584	-2,573	-2,611	-2,271	-2,463	-3,597	-4,237	-3,680	-3,107
Receivables from customers	691	968	1,678	770	490	364	231	354	264
Tangible and intangible assets	1,341	1,231	939	837	759	817	1,022	1,050	923
Other assets	1,367	1,467	1,890	1,878	1,569	2,086	1,612	1,278	1,183
Total assets	765,359	739,301	687,637	617,703	577,329	541,012	470,861	425,167	405,607
Demand deposits	452,873	444,818	392,083	309,959	280,703	276,769	212,143	178,218	174,650
Term deposits	201,956	183,669	202,065	206,882	213,700	184,668	183,501	183,211	185,484
Accrued interest liability	708	743	876	820	689	589	709	714	616
Loans received	15,231	15,538	15,679	22,002	16,701	17,091	17,336	3,639	3,330
Loans received and deposits from customers	670,768	644,767	610,702	539,663	511,794	479,117	413,690	365,782	364,079
Other liabilities	14,511	18,073	8,559	15,163	4,517	4,505	2,892	6,587	3,709
Subordinated loans	15,094	15,094	15,223	12,017	12,032	12,249	12,031	12,029	10,020
Total liabilities	700,373	677,934	634,483	566,842	528,342	495,872	428,613	384,398	377,808
Equity	64,986	61,367	53,154	50,861	48,987	45,141	42,247	40,769	27,799
Minority interest	1,045	768	609	466	341	233	190	134	101
Total liabilities and equity	765,359	739,301	687,637	617,703	577,329	541,012	470,861	425,167	405,607

Balance sheet, 5 years

Balance sheet, EURt	Dec 15	Dec 14	Dec 13	Dec 12	Dec 11
Cash and cash equivalents	227,208	82,393	150,595	90,295	85,051
Financial assets	103,019	142,563	42,719	112,818	75,717
Loans granted	407,982	316,386	207,245	107,174	69,722
Loan impairments	-2,573	-3,597	-2,683	-1,107	-3,042
Receivables from customers	968	364	720	253	154
Tangible and intangible assets	1,231	817	949	1,072	1,376
Other assets	1,467	2,086	939	947	813
Total assets	739,301	541,012	400,484	311,452	229,791
Demand deposits	444,818	276,769	164,153	76,799	35,128
Term deposits	183,669	184,668	191,588	203,717	172,745
Accrued interest liability	743	589	567	1,506	1,482
Loans received	15,538	17,091	3,529	4,141	4,519
Loans received and deposits from customers	644,767	479,117	359,838	286,162	213,874
Other liabilities	18,073	4,505	3,750	3,269	2,343
Subordinated loans	15,094	12,249	10,025	7,365	3,181
Total liabilities	677,934	495,872	373,612	296,796	219,398
Equity	61,367	45,141	26,872	14,656	10,393
Minority interest	768	233	77	0	0
Total liabilities and equity	739,301	541,012	400,484	311,452	229,791

Loans, 9 quarters

EURt	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
Loans granted, incl:	430,335	407,982	395,269	356,684	325,029	316,386	287,885	257,305	235,454
Corporate loans	302,525	286,688	287,408	257,411	235,942	214,379	190,393	170,011	153,983
Loans to related companies	33,093	33,091	32,087	30,080	27,073	27,074	26,090	25,077	24,080
Leasing	37,092	36,352	34,054	33,709	28,575	27,706	25,213	19,748	17,789
Consumer loans	0	0	0	0	0	16,313	19,106	18,703	17,424
Leveraged loans	7,267	7,444	8,012	8,147	9,474	9,196	9,317	8,874	9,932
Hire-purchase	18,629	18,820	17,105	15,390	14,099	12,677	9,922	7,928	6,259
Credit card loans	3,802	3,621	3,304	3,162	2,975	2,959	2,719	2,542	2,399
Other loans	27,927	21,965	13,299	8,784	6,890	6,084	5,125	4,421	3,589
Loan impairments	-2,584	-2,573	-2,611	-2,271	-2,463	-3,597	-4,237	-3,680	-3,107
Total loans granted	427,751	405,409	392,658	354,412	322,566	312,790	283,648	253,624	232,347

Loans, 5 years

EURt	Dec 15	Dec 14	Dec 13	Dec 12	Dec 11
Loans granted, incl:	407,982	316,386	207,245	107,174	69,722
Corporate loans	286,688	214,379	132,738	78,597	45,690
Loans to related companies	33,091	27,074	24,075	0	0
Leasing	36,352	27,706	15,379	2,677	0
Consumer loans	0	16,313	15,882	13,144	15,712
Leveraged loans	7,444	9,196	9,956	11,162	8,080
Hire-purchase	18,820	12,677	4,883	0	0
Credit card loans	3,621	2,959	2,298	1,428	66
Other loans	21,965	6,084	2,034	165	174
Loan impairments	-2,573	-3,597	-2,683	-1,107	-3,042
Total loans granted	405,409	312,790	204,562	106,067	66,680

Deposits and loans received from customers, 9 quarters

EURt	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
Demand deposits	452,873	444,818	392,083	309,959	280,703	276,769	212,143	178,218	174,650
Term deposits	201,956	183,669	202,065	206,882	213,700	184,668	183,501	183,211	185,484
Loans received	15,231	15,538	15,679	22,002	16,701	17,091	17,336	3,639	3,330
Accrued interest liability	708	743	876	820	689	589	709	714	616
Total loans received and deposits from customers	670,768	644,767	610,702	539,663	511,794	479,117	413,690	365,782	364,079

Deposits and loans received from customers, 5 years

EURt	Dec 15	Dec 14	Dec 13	Dec 12	Dec 11
Demand deposits	444,818	276,769	164,153	76,799	35,128
Term deposits	183,669	184,668	191,588	203,717	172,745
Loans received	15,538	17,091	3,529	4,141	4,519
Accrued interest liability	743	589	567	1,506	1,482
Total loans received and deposits from customers	644,767	479,117	359,838	286,162	213,874

Quality of assets, 9 quarters

EURt	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
Loans granted,	430,335	407,982	395,269	356,684	325,029	316,386	287,885	257,305	235,454
incl. past due:	7,868	6,761	7,607	8,404	5,403	13,193	14,264	12,420	13,009
1-30 days	1,950	2,238	3,520	4,130	2,200	5,483	6,214	5,669	4,517
31-60 days	2,194	1,364	522	973	1,236	1,821	2,195	1,824	2,341
61-90 days	1,396	685	216	2,647	1,533	1,156	1,781	1,434	3,128
over 90 days or contract cancelled	2,329	2,474	3,349	655	434	4,733	4,074	3,493	3,023
Loan impairments	-2,584	-2,573	-2,611	-2,271	-2,463	-3,597	-4,237	-3,680	-3,107
Share of impairments (over 90 days or cancelled)	111.0%	104.0%	78.0%	346.9%	567.9%	76.0%	104.0%	105.4%	102.8%

EURt, percentage	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
Loans granted,	430,335	407,982	395,269	356,684	325,029	316,386	287,885	257,305	235,454
incl. past due:	1.8%	1.7%	1.9%	2.4%	1.7%	4.2%	5.0%	4.8%	5.5%
1-30 days	0.5%	0.5%	0.9%	1.2%	0.7%	1.7%	2.2%	2.2%	1.9%
31-60 days	0.5%	0.3%	0.1%	0.3%	0.4%	0.6%	0.8%	0.7%	1.0%
61-90 days	0.3%	0.2%	0.1%	0.7%	0.5%	0.4%	0.6%	0.6%	1.3%
over 90 days or contract cancelled	0.5%	0.6%	0.8%	0.2%	0.1%	1.5%	1.4%	1.4%	1.3%
Loan impairments	-0.6%	-0.6%	-0.7%	-0.6%	-0.8%	-1.1%	-1.5%	-1.4%	-1.3%
Share of impairments (over 90 days or cancelled)	111.0%	104.0%	78.0%	346.9%	567.9%	76.0%	104.0%	105.4%	102.8%

Capital adequacy, 9 quarters

EURt	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14
Total Tier 1 capital	58,029	58,063	49,524	48,030	44,484	44,485	40,257	39,275	26,453
Total Tier 2 capital	15,000	15,000	15,000	12,000	12,000	12,000	12,000	12,000	4,000
Net own funds for capital adequacy calculation	73,029	73,063	64,524	60,030	56,484	56,485	52,257	51,275	30,453
Credit risk RWA	377,978	360,121	345,319	317,659	279,364	275,304	243,892	216,529	195,398
Market risk RWA	2,483	2,216	3,250	3,145	3,182	2,288	2,987	2,997	4,724
Operational risk RWA	39,664	28,734	28,734	28,734	28,734	19,194	19,194	19,194	19,194
Total RWA	420,125	391,071	377,302	349,539	311,280	296,786	266,073	238,721	219,316
Tier 1 Capital Ratio	13.8%	14.8%	13.1%	13.7%	14.3%	15.0%	15.1%	16.5%	12.1%
Capital adequacy	17.4%	18.7%	17.1%	17.2%	18.1%	19.0%	19.6%	21.5%	13.9%

Capital adequacy, 5 years

EURt	2015	2014	2013	2012	2011
Total Tier 1 capital	58,063	44,485	26,366	14,215	9,892
Total Tier 2 capital	15,000	12,000	10,000	7,000	3,000
Net own funds for capital adequacy calculation	73,063	56,485	36,366	21,215	12,892
Credit risk RWA	360,121	275,304	169,607	98,080	65,875
Market risk RWA	2,216	2,288	3,406	7,310	11,481
Operational risk RWA	28,734	19,194	9,755	6,900	5,301
Total RWA	391,071	296,786	182,767	112,290	82,657
Tier 1 Capital Ratio	14.8%	15.0%	14.4%	12.7%	12.0%
Capital adequacy	18.7%	19.0%	19.9%	18.9%	15.6%

Income statement, 9 quarters

Income statement, EURt	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15	Q4-14	Q3-14	Q2-14	Q1-14
Net interest income	1,385	1,319	1,284	1,161	1,120	1,124	979	924	829
Net fee and commission income	148	167	147	157	147	138	169	204	249
Other income	0	0	0	0	0	0	-1	-1	0
Total revenue	1,532	1,486	1,431	1,318	1,267	1,262	1,147	1,128	1,079
Staff costs	-406	-416	-384	-379	-378	-396	-294	-321	-255
Office rent and expenses	-36	-34	-32	-32	-32	-33	-31	-30	-32
IT expenses	-33	-36	-40	-36	-50	-75	-59	-49	-32
Marketing expenses	-210	-178	-277	-163	-120	-221	-223	-256	-145
Other operating expenses	-273	-218	-248	-207	-183	-168	-183	-238	-131
Total operating expenses	-959	-882	-980	-817	-764	-893	-790	-895	-595
Earnings before impairment losses	574	604	451	502	504	369	357	233	483
Impairment losses	-157	-7	-205	-259	-226	-239	-265	-168	-2
Income tax	-77	-72	-61	-67	-69	-38	-34	-23	-56
Net profit	339	525	185	176	208	92	57	42	426

Balance sheet, 9 quarters

Balance sheet, EURt	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
Cash and cash equivalents	1,983	1,103	1,560	1,474	489	1,175	1,637	1,624	2,002
Loans granted	39,431	39,786	37,953	35,408	33,322	32,100	31,877	30,462	28,770
Loan impairments	-2,258	-2,108	-2,240	-2,166	-2,046	-1,973	-3,345	-3,055	-2,866
Receivables from customers	227	234	253	183	202	174	169	155	167
Other assets	53	543	693	831	496	481	684	644	1,919
Total assets	39,435	39,558	38,220	35,730	32,464	31,957	31,023	29,830	29,993
Loans received	33,090	33,091	32,087	30,080	27,075	27,074	26,092	25,077	24,080
Other liabilities	1,060	1,520	1,711	1,413	1,327	1,029	1,170	1,049	2,251
Total liabilities	34,150	34,611	33,798	31,493	28,402	28,103	27,262	26,126	26,331
Equity	5,286	4,947	4,422	4,238	4,062	3,853	3,761	3,704	3,662
Total liabilities and equity	39,435	39,558	38,220	35,730	32,464	31,957	31,023	29,830	29,993

Loans, 9 quarters

EURt	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
Loans granted, incl:	39,431	39,786	37,953	35,408	33,322	32,100	31,877	30,462	28,770
Hire-purchase	27,123	27,938	26,461	24,239	22,684	21,489	20,889	19,554	18,185
Consumer loans	12,148	11,564	11,093	10,464	9,746	9,470	9,526	8,983	8,081
Leasing	160	283	400	706	892	1,141	1,463	1,926	2,504
Loan impairments	-2,258	-2,108	-2,240	-2,166	-2,046	-1,973	-3,345	-3,055	-2,866
Total loans granted	37,173	37,677	35,714	33,242	31,276	30,126	28,532	27,407	25,904

Quality of assets, 9 quarters

EURt	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
Loans granted,	39,431	39,786	37,953	35,408	33,322	32,100	31,877	30,462	28,770
incl. past due:	8,158	7,019	6,911	6,576	6,936	5,856	7,625	7,215	7,116
1-30 days	3,683	3,384	2,950	2,871	3,171	2,813	2,928	2,789	2,768
31-60 days	2,009	1,621	1,865	1,573	1,696	1,059	1,162	1,107	1,053
61-90 days	666	486	498	521	399	322	364	342	332
over 90 days or contract cancelled	1,800	1,527	1,598	1,610	1,669	1,662	3,172	2,978	2,963
Loan impairments	-2,258	-2,108	-2,240	-2,166	-2,046	-1,973	-3,345	-3,055	-2,866
Share of impairments (over 90 days or cancelled)	125.5%	138.1%	140.2%	134.5%	122.6%	118.8%	105.5%	102.6%	96.7%
EURt, percentage	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15	Dec 14	Sep 14	Jun 14	Mar 14
Loans granted,	39,431	39,786	37,953	35,408	33,322	32,100	31,877	30,462	28,770
incl. past due:	20.7%	17.6%	18.2%	18.6%	20.8%	18.2%	23.9%	23.7%	24.7%
1-30 days	9.3%	8.5%	7.8%	8.1%	9.5%	8.8%	9.2%	9.2%	9.6%
31-60 days	5.1%	4.1%	4.9%	4.4%	5.1%	3.3%	3.6%	3.6%	3.7%
61-90 days	1.7%	1.2%	1.3%	1.5%	1.2%	1.0%	1.1%	1.1%	1.2%
over 90 days or contract cancelled	4.6%	3.8%	4.2%	4.5%	5.0%	5.2%	9.9%	9.8%	10.3%
Loan impairments	-5.7%	-5.3%	-5.9%	-6.1%	-6.1%	-6.1%	-10.5%	-10.0%	-10.0%
Share of impairments (over 90 days or cancelled)	125.5%	138.1%	140.2%	134.5%	122.6%	118.8%	105.5%	102.6%	96.7%