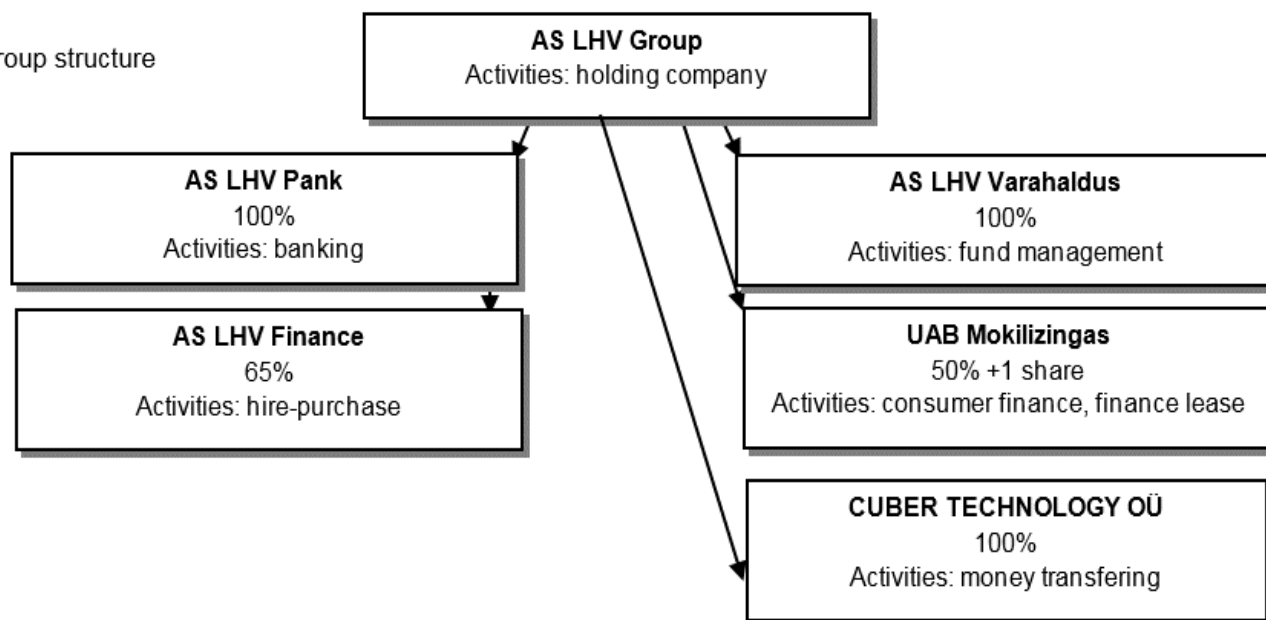


AS LHV Group is the largest financial group in Estonia based on Estonian capital. LHV was founded in 1999 by persons with long-term experience in investment and entrepreneurship. LHV branches are located in Tallinn, Tartu, Riga and Vilnius. LHV has more than 340 employees. The main subsidiaries of AS LHV Group are AS LHV Pank and AS LHV Varahaldus. LHV Pank with its subsidiary has more than 148,000 clients. Our pension funds have over 203,000 customers. Mokilizingas has more than 87,000 customers and all combined, LHV Group has more than 392,000 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 25,356,005 ordinary shares with nominal share value of 1 euro.

As of 31st March 2017 the Group has 5,126 shareholders:

- 13,108,473 shares (51.7%) were owned by the Group supervisory board and management board members
- 12,247,532 shares (48.3%) were owned by Estonian entrepreneurs and investors

#### 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	Q1-17	Q4-16	Q3-16	Q2-16	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15
Net interest income	8,164	8,262	7,696	7,230	6,788	6,369	6,202	5,439	5,222
Net fee and commission income	5,285	5,847	5,377	4,309	3,653	3,803	3,921	3,598	3,343
Net gains from financial assets	396	-485	449	1,146	199	151	80	-302	3,401
Other income	-23	-9	-18	127	-14	7	-4	34	1
<b>Total revenue</b>	<b>13,822</b>	<b>13,615</b>	<b>13,504</b>	<b>12,812</b>	<b>10,626</b>	<b>10,330</b>	<b>10,199</b>	<b>8,769</b>	<b>11,967</b>
Staff costs	-3,590	-3,198	-3,049	-3,504	-3,225	-3,012	-2,654	-2,724	-2,585
Office rent and expenses	-437	-398	-355	-375	-383	-361	-329	-306	-339
IT expenses	-416	-497	-420	-423	-443	-383	-352	-293	-340
Marketing expenses	-1,107	-1,456	-1,257	-753	-1,088	-1,130	-1,193	-742	-840
Other operating expenses	-2,145	-2,279	-2,077	-2,046	-1,688	-2,089	-1,623	-1,525	-1,420
<b>Total operating expenses</b>	<b>-7,695</b>	<b>-7,827</b>	<b>-7,158</b>	<b>-7,102</b>	<b>-6,827</b>	<b>-6,974</b>	<b>-6,151</b>	<b>-5,591</b>	<b>-5,524</b>
<b>EBIT</b>	<b>6,127</b>	<b>5,788</b>	<b>6,346</b>	<b>5,711</b>	<b>3,799</b>	<b>3,355</b>	<b>4,048</b>	<b>3,179</b>	<b>6,442</b>
Change in investment in associate	0	0	0	0	0	0	0	0	0
<b>Earnings before impairment losses</b>	<b>6,127</b>	<b>5,788</b>	<b>6,346</b>	<b>5,711</b>	<b>3,799</b>	<b>3,355</b>	<b>4,048</b>	<b>3,179</b>	<b>6,442</b>
Impairment losses on loans and advances	-94	17	-500	-742	-255	-35	-572	-104	-656
Income tax	-983	-70	-55	-68	-77	-72	-61	-67	-669
<b>Net profit</b>	<b>5,050</b>	<b>5,735</b>	<b>5,792</b>	<b>4,900</b>	<b>3,466</b>	<b>3,248</b>	<b>3,415</b>	<b>3,008</b>	<b>5,116</b>
Profit attributable to non-controlling interest	581	838	447	346	447	421	235	213	213
Profit attributable to owners of the parent	4,469	4,897	5,345	4,554	3,020	2,827	3,180	2,795	4,904

## Income statement, 5 years

Income statement, EURt	2016	2015	2014	2013	2012
Net interest income	29,976	23,232	20,343	11,838	6,057
Net fee and commission income	19,186	14,665	12,772	9,426	6,388
Net gains from financial assets	1,309	3,330	500	2,706	793
Other income	86	38	-16	63	101
<b>Total revenue</b>	<b>50,558</b>	<b>41,265</b>	<b>33,600</b>	<b>24,033</b>	<b>13,339</b>
Staff costs	-12,976	-10,976	-9,093	-6,662	-5,017
Office rent and expenses	-1,511	-1,334	-1,399	-1,236	-1,131
IT expenses	-1,783	-1,369	-1,290	-939	-873
Marketing expenses	-4,554	-3,905	-4,846	-3,541	-3,545
Other operating expenses	-8,090	-6,656	-5,111	-4,366	-3,484
<b>Total operating expenses</b>	<b>-28,914</b>	<b>-24,241</b>	<b>-21,738</b>	<b>-16,743</b>	<b>-14,048</b>
<b>EBIT</b>	<b>21,644</b>	<b>17,024</b>	<b>11,862</b>	<b>7,290</b>	<b>-710</b>
Change in investment in associate	0	0	0	10	26
<b>Earnings before impairment losses</b>	<b>21,644</b>	<b>17,024</b>	<b>11,862</b>	<b>7,300</b>	<b>-684</b>
Impairment losses on loans and advances	-1,480	-1,367	-2,644	-2,872	-1,074
Income tax	-270	-869	449	-83	0
<b>Net profit</b>	<b>19,894</b>	<b>14,787</b>	<b>9,667</b>	<b>4,345</b>	<b>-1,757</b>
Profit attributable to non-controlling interest	2,078	1,082	464	108	0
Profit attributable to owners of the parent	17,816	13,705	9,203	4,237	-1,757

## Balance sheet, 9 quarters

Balance sheet, EURt	Mar 17	Dec 16	Sep 16	Jun 16	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15
Cash and cash equivalents	348,474	306,500	315,316	236,395	249,012	230,501	140,240	127,076	113,474
Financial assets at fair value	68,609	76,140	77,681	103,936	98,698	110,115	159,220	141,267	146,752
Loans granted	551,233	543,382	483,597	474,452	436,673	414,676	401,135	362,011	331,278
Loan impairments	-5,571	-5,741	-5,297	-5,152	-4,842	-4,681	-4,850	-4,438	-4,509
Receivables from customers	2,587	3,478	2,739	2,022	1,628	2,026	2,590	1,677	1,448
Other assets	11,953	11,687	11,850	11,529	3,969	4,487	4,640	4,703	4,032
<b>Total assets</b>	<b>977,284</b>	<b>935,447</b>	<b>885,886</b>	<b>823,181</b>	<b>785,138</b>	<b>757,125</b>	<b>702,976</b>	<b>632,296</b>	<b>592,475</b>
Demand deposits	668,350	624,219	578,488	482,075	442,243	432,811	389,208	305,488	275,002
Term deposits	129,672	152,163	161,809	189,222	201,956	183,669	199,965	203,877	213,700
Accrued interest liability	191	420	656	706	708	743	876	820	689
Loans received	90	779	836	914	15,228	15,538	15,679	22,002	16,704
Loans received and deposits from customers	798,302	777,581	741,789	672,918	660,135	632,760	605,727	532,187	506,095
Other liabilities	34,879	19,031	11,166	23,319	16,406	20,022	10,706	17,100	6,487
Subordinated loans	31,103	31,110	31,106	31,102	31,103	31,105	16,685	16,683	16,684
<b>Total liabilities</b>	<b>864,284</b>	<b>827,723</b>	<b>784,061</b>	<b>727,339</b>	<b>707,644</b>	<b>683,886</b>	<b>633,118</b>	<b>565,969</b>	<b>529,266</b>
<b>Equity</b>	<b>113,000</b>	<b>107,724</b>	<b>101,824</b>	<b>95,842</b>	<b>77,495</b>	<b>73,238</b>	<b>69,858</b>	<b>66,327</b>	<b>63,209</b>
Minority interest	5,900	5,319	4,481	4,034	3,688	3,241	2,820	2,585	2,372
<b>Total liabilities and equity</b>	<b>977,284</b>	<b>935,447</b>	<b>885,886</b>	<b>823,181</b>	<b>785,138</b>	<b>757,125</b>	<b>702,976</b>	<b>632,296</b>	<b>592,475</b>

## Balance sheet, 5 years

Balance sheet, EURt	Dec 16	Dec 15	Dec 14	Dec 13	Dec 12
Cash and cash equivalents	306,500	230,501	84,129	152,309	90,411
Financial assets	76,140	110,115	149,524	48,604	116,864
Loans granted	543,382	414,676	321,412	212,289	107,174
Loan impairments	-5,741	-4,681	-5,570	-5,521	-1,107
Receivables from customers	3,478	2,026	1,569	1,508	641
Other assets	11,687	4,487	4,626	6,179	3,311
<b>Total assets</b>	<b>935,447</b>	<b>757,125</b>	<b>555,690</b>	<b>415,368</b>	<b>317,294</b>
Demand deposits	624,219	432,811	273,668	160,697	74,785
Term deposits	152,163	183,669	183,665	191,588	203,717
Accrued interest liability	420	743	589	567	1,506
Loans received	779	15,538	17,091	3,529	4,141
Loans received and deposits from customers	777,581	632,760	475,013	356,381	284,149
Other liabilities	19,031	20,022	5,957	7,324	3,431
Subordinated loans	31,110	31,105	16,688	19,715	8,634
<b>Total liabilities</b>	<b>827,723</b>	<b>683,886</b>	<b>497,658</b>	<b>383,421</b>	<b>296,214</b>
<b>Equity</b>	<b>107,724</b>	<b>73,238</b>	<b>58,032</b>	<b>31,947</b>	<b>21,080</b>
Minority interest	5,319	3,241	2,160	1,695	0
<b>Total liabilities and equity</b>	<b>935,447</b>	<b>757,125</b>	<b>555,690</b>	<b>415,368</b>	<b>317,294</b>

### Quality of assets, 9 quarters

EURt	Mar 17	Dec 16	Sep 16	Jun 16	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15
Loans granted,	551,233	543,382	483,597	474,452	436,673	414,676	401,135	362,011	331,278
incl. past due:	12,746	10,654	17,026	10,904	16,026	13,780	14,518	14,980	12,303
1-30 days	7,577	4,651	11,505	4,863	5,632	5,621	6,470	7,000	5,371
31-60 days	1,944	2,638	2,310	2,628	4,203	2,985	2,386	2,546	2,933
61-90 days	601	637	1,136	1,007	2,062	1,171	715	3,168	1,932
over 90 days or contract cancelled	2,623	2,729	2,076	2,406	4,129	4,001	4,947	2,265	2,067
Loan impairments	-5,571	-5,741	-5,297	-5,152	-4,842	-4,681	-4,850	-4,438	-4,509
Share of impairments (over 90 days or cancelled)	212.4%	210.4%	255.1%	214.1%	117.3%	117.0%	98.0%	195.9%	218.1%

EURt, percentage	Mar 17	Dec 16	Sep 16	Jun 16	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15
Loans granted,	551,233	543,382	483,597	474,452	436,673	414,676	401,135	362,011	331,278
incl. past due:	2.3%	2.0%	3.5%	2.3%	3.7%	3.3%	3.6%	4.1%	3.7%
1-30 days	1.4%	0.9%	2.4%	1.0%	1.3%	1.4%	1.6%	1.9%	1.6%
31-60 days	0.4%	0.5%	0.5%	0.6%	1.0%	0.7%	0.6%	0.7%	0.9%
61-90 days	0.1%	0.1%	0.2%	0.2%	0.5%	0.3%	0.2%	0.9%	0.6%
over 90 days or contract cancelled	0.5%	0.5%	0.4%	0.5%	0.9%	1.0%	1.2%	0.6%	0.6%
Loan impairments	-1.0%	-1.1%	-1.1%	-1.1%	-1.1%	-1.1%	-1.2%	-1.2%	-1.4%
Share of impairments (over 90 days or cancelled)	212.4%	210.4%	255.1%	214.1%	117.3%	117.0%	98.0%	195.9%	218.1%

### Quality of assets, 5 years

EURt	Dec 16	Dec 15	Dec 14	Dec 13	Dec 12
Loans granted,	543,382	414,676	321,412	212,289	107,174
incl. past due:	10,654	13,780	19,050	17,027	8,603
1-30 days	4,651	5,621	8,297	7,672	3,367
31-60 days	2,638	2,985	2,880	2,714	1,277
61-90 days	637	1,171	1,479	1,492	922
over 90 days or contract cancelled	2,729	4,001	6,394	5,149	3,037
Loan impairments	-5,741	-4,681	-5,570	-5,521	-1,107
Share of impairments (over 90 days or cancelled)	210.4%	117.0%	87.1%	107.2%	36.5%

EURt, percentage	Dec 16	Dec 15	Dec 14	Dec 13	Dec 12
Loans granted,	543,382	414,676	321,412	212,289	107,174
incl. past due:	2.0%	3.3%	5.9%	8.0%	8.0%
1-30 days	0.9%	1.4%	2.6%	3.6%	3.1%
31-60 days	0.5%	0.7%	0.9%	1.3%	1.2%
61-90 days	0.1%	0.3%	0.5%	0.7%	0.9%
over 90 days or contract cancelled	0.5%	1.0%	2.0%	2.4%	2.8%
Loan impairments	-1.1%	-1.1%	-1.7%	-2.6%	-1.0%
Share of impairments (over 90 days or cancelled)	210.4%	117.0%	87.1%	107.2%	36.5%

### Capital adequacy, 9 quarters

EURt	Q1-17	Q4-16	Q3-16	Q2-16	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15
Total Tier 1 capital	88,355	83,779	81,629	78,494	66,252	66,807	63,460	60,554	55,573
Total Tier 2 capital	30,900	30,900	30,900	30,900	30,900	30,900	15,900	16,650	16,650
Net own funds for capital adequacy calculation	119,255	114,679	112,529	109,394	97,152	97,707	79,360	77,204	72,223
Credit risk RWA	488,699	486,025	431,871	426,388	380,931	365,012	352,851	321,608	284,571
Market risk RWA	7,264	7,342	7,247	7,132	5,689	8,956	9,834	9,031	9,030
Operational risk RWA	75,999	61,811	61,811	61,811	61,811	44,367	44,367	44,367	44,367
Total RWA	571,962	555,179	500,929	495,331	448,431	418,334	407,051	375,005	337,967
Tier 1 Capital Ratio	15.4%	15.1%	16.3%	15.8%	14.8%	16.0%	15.6%	16.1%	16.4%
Capital adequacy	20.9%	20.7%	22.5%	22.1%	21.7%	23.4%	19.5%	20.6%	21.4%

### Capital adequacy, 5 years

EURt	2016	2015	2014	2013	2012
Total Tier 1 capital	83,779	66,807	55,894	29,951	19,327
Total Tier 2 capital	30,900	30,900	16,650	14,975	8,500
Net own funds for capital adequacy calculation	114,679	97,707	72,544	44,926	27,827
Credit risk RWA	486,025	365,012	279,949	173,758	101,457
Market risk RWA	7,342	8,956	7,859	8,513	10,197
Operational risk RWA	61,811	44,367	30,066	13,307	9,339
Total RWA	555,179	418,334	317,874	195,578	120,993
Tier 1 Capital Ratio	15.1%	16.0%	17.6%	15.3%	16.0%
Capital adequacy	20.7%	23.4%	22.8%	23.0%	23.0%

Income statement, 9 quarters

Income statement, EURt	Q1-17	Q4-16	Q3-16	Q2-16	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15
Fee and commission income	3,298	3,887	3,789	3,075	2,154	2,251	2,330	2,428	2,186
Other operating income	0	0	0	0	0	0	0	0	0
<b>Total revenue</b>	<b>3,298</b>	<b>3,887</b>	<b>3,789</b>	<b>3,075</b>	<b>2,154</b>	<b>2,251</b>	<b>2,330</b>	<b>2,428</b>	<b>2,186</b>
Staff costs	-368	-346	-344	-576	-314	-272	-280	-276	-277
Marketing expenses	-580	-741	-757	-295	-741	-615	-434	-372	-488
Other operating expenses	-668	-663	-649	-603	-502	-470	-420	-497	-399
Depreciation and amortization	-111	-403	-3	-3	-1	0	0	0	-1
<b>Total operating expenses</b>	<b>-1,726</b>	<b>-2,152</b>	<b>-1,753</b>	<b>-1,477</b>	<b>-1,558</b>	<b>-1,358</b>	<b>-1,134</b>	<b>-1,146</b>	<b>-1,165</b>
<b>EBIT</b>	<b>1,572</b>	<b>1,735</b>	<b>2,035</b>	<b>1,598</b>	<b>596</b>	<b>893</b>	<b>1,196</b>	<b>1,282</b>	<b>1,021</b>
Interest expense	-42	-42	-42	-42	-36	-30	-29	-30	-11
Other financial income and expense	146	69	155	67	35	135	62	-77	240
<b>Total financial income and expense</b>	<b>104</b>	<b>27</b>	<b>113</b>	<b>25</b>	<b>-1</b>	<b>105</b>	<b>33</b>	<b>-107</b>	<b>229</b>
<b>Net profit</b>	<b>724</b>	<b>1,762</b>	<b>2,149</b>	<b>1,623</b>	<b>595</b>	<b>998</b>	<b>1,229</b>	<b>1,175</b>	<b>1,250</b>

Income statement, 5 years

Income statement, EURt	2016	2015	2014	2013	2012
Fee and commission income	12,905	9,196	8,456	5,810	3,804
Other operating income	0	0	0	0	26
<b>Total revenue</b>	<b>12,905</b>	<b>9,196</b>	<b>8,456</b>	<b>5,810</b>	<b>3,831</b>
Staff costs	-1,580	-1,106	-1,015	-843	-627
Marketing expenses	-2,534	-1,910	-2,463	-2,091	-2,448
Other operating expenses	-2,417	-1,785	-1,461	-1,291	-944
Depreciation and amortization	-409	-2	-75	-28	-20
<b>Total operating expenses</b>	<b>-6,940</b>	<b>-4,803</b>	<b>-5,013</b>	<b>-4,253</b>	<b>-4,039</b>
<b>EBIT</b>	<b>5,965</b>	<b>4,393</b>	<b>3,443</b>	<b>1,558</b>	<b>-208</b>
Interest expense	-162	-100	-53	-119	-117
Other financial income and expense	326	360	232	302	450
<b>Total financial income and expense</b>	<b>164</b>	<b>259</b>	<b>180</b>	<b>183</b>	<b>333</b>
<b>Net profit</b>	<b>6,129</b>	<b>4,652</b>	<b>3,622</b>	<b>1,741</b>	<b>124</b>

Balance sheet, 9 quarters

Balance sheet, EURt	Mar 17	Dec 16	Sep 16	Jun 16	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15
Cash and cash equivalents	2,983	4,451	5,906	4,833	12,907	2,918	4,444	3,702	2,015
Financial assets at fair value	346	328	533	747	755	748	734	730	1,182
Receivables and accrued revenue	1,062	1,452	1,178	1,150	742	827	670	729	760
Other prepaid expenses	158	210	50	100	143	182	38	77	127
<b>Total current assets</b>	<b>4,549</b>	<b>6,442</b>	<b>7,667</b>	<b>6,829</b>	<b>14,547</b>	<b>4,675</b>	<b>5,886</b>	<b>5,238</b>	<b>4,084</b>
Units of funds	11,032	10,866	10,208	9,008	6,377	6,349	6,228	5,708	5,789
Tangible and intangible assets	6,125	6,235	6,638	6,641	19	15	0	0	1
<b>Total fixed assets</b>	<b>17,157</b>	<b>17,102</b>	<b>16,846</b>	<b>15,649</b>	<b>6,395</b>	<b>6,363</b>	<b>6,228</b>	<b>5,709</b>	<b>5,790</b>
<b>Total assets</b>	<b>21,706</b>	<b>23,543</b>	<b>24,513</b>	<b>22,478</b>	<b>20,942</b>	<b>11,038</b>	<b>12,114</b>	<b>10,946</b>	<b>9,874</b>
Subordinated liabilities	2,109	2,109	2,109	2,109	2,109	1,503	1,503	1,504	1,504
Trade payables	513	287	3,039	368	631	227	2,291	275	409
Other liabilities	1,170	191	207	328	187	161	196	199	190
<b>Total liabilities</b>	<b>3,792</b>	<b>2,586</b>	<b>5,355</b>	<b>2,805</b>	<b>2,928</b>	<b>1,891</b>	<b>3,991</b>	<b>1,978</b>	<b>2,104</b>
Share capital	9,300	9,300	9,300	12,000	12,000	3,757	3,757	5,857	5,857
Mandatory reserve	683	376	376	376	376	274	274	274	274
Other reserves	303	267	231	194	158	129	103	78	54
Accumulated deficit/profit	6,904	4,885	4,885	4,885	4,885	335	335	335	335
Income for the accounting period	724	6,129	4,367	2,218	595	4,652	3,654	2,425	1,250
<b>Total equity</b>	<b>17,914</b>	<b>20,957</b>	<b>19,159</b>	<b>19,674</b>	<b>18,014</b>	<b>9,147</b>	<b>8,123</b>	<b>8,969</b>	<b>7,771</b>
<b>Total liabilities and equity</b>	<b>21,706</b>	<b>23,543</b>	<b>24,513</b>	<b>22,478</b>	<b>20,942</b>	<b>11,038</b>	<b>12,114</b>	<b>10,946</b>	<b>9,874</b>

Balance sheet, 5 years

Balance sheet, EURt	Dec 16	Dec 15	Dec 14	Dec 13	Dec 12
Cash and cash equivalents	4,451	2,918	1,640	383	102
Financial assets at fair value	328	748	1,375	1,670	1,001
Receivables and accrued revenue	1,452	827	1,031	592	406
Other prepaid expenses	210	182	158	142	137
<b>Total current assets</b>	<b>6,442</b>	<b>4,675</b>	<b>4,203</b>	<b>2,787</b>	<b>1,645</b>
Units of funds	10,866	6,349	5,588	4,216	3,045
Tangible and intangible assets	6,235	15	2	76	42
<b>Total fixed assets</b>	<b>17,102</b>	<b>6,363</b>	<b>5,590</b>	<b>4,292</b>	<b>3,087</b>
<b>Total assets</b>	<b>23,543</b>	<b>11,038</b>	<b>9,793</b>	<b>7,079</b>	<b>4,733</b>
Subordinated liabilities	2,109	1,503	554	1,587	1,102
Trade payables	287	227	229	175	67
Other liabilities	191	161	158	123	111
<b>Total liabilities</b>	<b>2,586</b>	<b>1,891</b>	<b>941</b>	<b>1,885</b>	<b>1,280</b>
Share capital	9,300	3,757	4,000	4,000	4,000
Share premium	0	0	0	0	0
Mandatory reserve	376	274	93	6	0
Accumulated deficit/profit	4,885	335	1,101	-553	-671
Income for the accounting period	6,129	4,652	3,622	1,741	124
<b>Total equity</b>	<b>20,957</b>	<b>9,147</b>	<b>8,852</b>	<b>5,194</b>	<b>3,453</b>
<b>Total liabilities and equity</b>	<b>23,543</b>	<b>11,038</b>	<b>9,793</b>	<b>7,079</b>	<b>4,733</b>

Assets under management, 9 quarters

Fund assets, EURt	Q1-17	Q4-16	Q3-16	Q2-16	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15
LHV Pensionifond XL	118,650	111,564	104,949	96,594	89,125	84,602	78,749	75,473	74,505
LHV Pensionifond L	472,389	440,110	421,602	391,122	363,868	346,649	326,096	313,427	310,912
LHV Pensionifond M	70,393	63,635	62,090	56,771	51,367	48,207	46,167	44,591	44,752
LHV Pensionifond S	60,737	58,343	57,876	55,523	54,251	52,876	51,474	51,171	52,227
LHV Pensionifond XS	20,629	20,369	20,161	19,437	17,871	16,516	16,281	14,852	14,104
LHV Pensionifond Indeks	4,058	444							
LHV Pensionifond Indeks Pluss	858	628							
LHV Täiendav Pensionifond	9,119	8,843	8,284	7,949	7,733	7,437	6,907	6,737	6,689
LHV Pärsia Lahe Fond	11,688	12,795	12,199	12,174	11,428	12,359	16,274	19,814	20,375
LHV Maailma Aktsiad Fond	3,884	3,804	3,453	1,190	1,299	1,575	1,343	1,463	1,486
LHV Pension 50	225,817	230,418	223,577	224,287					
LHV Pension 25	12,608	13,265	13,157	13,638					
LHV Pension Intruss	4,259	4,404	4,405	4,532					
LHV Pension Intruss Pluss	534	544	555	545					
LHV Pension 100 Pluss	4,701	4,695	4,654	4,746					
LHV Uus Euroopa Fond	0	0	0	2,043					
<b>Total assets</b>	<b>1,020,324</b>	<b>973,861</b>	<b>936,961</b>	<b>890,552</b>	<b>596,943</b>	<b>570,221</b>	<b>543,291</b>	<b>527,528</b>	<b>525,050</b>

Quarterly returns	Q1-17	Q4-16	Q3-16	Q2-16	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15
LHV Pensionifond XL	1,40%	1,09%	2,07%	0,88%	0,03%	2,59%	0,81%	-1,2%	4,3%
LHV Pensionifond L	1,17%	0,37%	1,82%	0,99%	0,26%	2,44%	0,51%	-1,4%	3,9%
LHV Pensionifond M	0,77%	-0,28%	1,49%	0,91%	1,08%	1,47%	1,01%	-1,6%	3,1%
LHV Pensionifond S	-0,04%	-1,15%	0,87%	0,58%	1,83%	0,38%	0,75%	-2,2%	2,2%
LHV Pensionifond XS	-0,06%	-0,45%	0,45%	0,22%	1,36%	0,12%	0,80%	-1,8%	2,2%
LHV Pensionifond Indeks	2,9%								
LHV Pensionifond Indeks Pluss	5,6%								
LHV Täiendav Pensionifond	1,84%	1,30%	2,94%	0,91%	0,37%	2,71%	0,88%	-0,8%	5,9%
LHV Pärsia Lahe Fond	-1,56%	6,35%	-2,7%	-2,14%	-2,26%	-11,57%	-9,14%	5,0%	1,0%
LHV Maailma Aktsiad Fond	6,52%	7,51%	7,6%	-5,63%	-5,9%	7,67%	-6,06%	-2,0%	12,1%
LHV Pension 50	0,83%	0,5%	1,2%	-0,21%					
LHV Pension 25	0,89%	0,1%	1,2%	0,09%					
LHV Pension Intruss	0,04%	-0,8%	0,8%	0,24%					
LHV Pension Intruss Pluss	-0,09%	-0,7%	0,5%	0,05%					
LHV Pension 100 Pluss	0,69%	1,6%	1,3%	0,44%					
Uus Euroopa Fond				-7,43%					

Assets under management, 5 years

Fund assets, EURt	2016	2015	2014	2013	2012
LHV Pensionifond XL	111,564	84,602	70,034	48,994	35,451
LHV Pensionifond L	440,110	346,649	289,148	211,541	144,869
LHV Pensionifond M	63,635	48,207	42,451	31,326	22,033
LHV Pensionifond S	58,343	52,876	50,360	41,741	32,849
LHV Pensionifond XS	20,369	16,516	12,093	9,236	7,822
LHV Pensionifond Indeks	444				
LHV Pensionifond Indeks Pluss	628				
LHV Täiendav Pensionifond	8,843	7,437	6,247	5,727	4,540
LHV Pärsia Lahe Fond	12,795	12,359	32,667	26,319	3,984
LHV Maailma Aktsiad Fond	3,804	1,575	1,316	1,596	1,339
LHV Pension 50	230,418				
LHV Pension 25	13,265				
LHV Pension Intruss	4,404				
LHV Pension Intruss Pluss	544				
LHV Pension 100 Pluss	4,695				
<b>Total assets</b>	<b>973,861</b>	<b>570,221</b>	<b>504,316</b>	<b>376,480</b>	<b>252,888</b>

Annual returns	2016	2015	2014	2013	2012
LHV Pensionifond XL	4,24%	6,59%	1,3%	6,6%	14,4%
LHV Pensionifond L	3,58%	5,42%	2,3%	4,0%	13,8%
LHV Pensionifond M	3,24%	3,98%	3,0%	2,8%	11,9%
LHV Pensionifond S	2,11%	0,99%	4,9%	0,7%	9,1%
LHV Pensionifond XS	1,47%	1,24%	5,5%	0,6%	9,5%
LHV Täiendav Pensionifond	5,62%	8,77%	1,7%	7,6%	14,6%
LHV Pärsia Lahe Fond	-1,02%	-16,50%	11,9%	49,5%	12,2%
LHV Maailma Aktsiad Fond	2,73%	11,21%	-4,9%	7,6%	11,5%
LHV Pension 50	1,00%				
LHV Pension 25	1,96%				
LHV Pension Intruss	1,68%				
LHV Pension Intruss Pluss	1,47%				
LHV Pension 100 Pluss	0,23%				



## Income statement, 9 quarters

Income statement, EURt	Q1-17	Q4-16	Q3-16	Q2-16	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15
Net interest income	7,169	7,176	6,596	6,106	5,675	5,261	4,977	4,351	4,168
Net fee and commission income	1,819	1,768	1,471	1,126	1,352	1,385	1,444	1,013	1,011
Net gains from financial assets	251	-553	303	1,085	163	53	33	-214	3,178
Other income	11	29	36	187	132	20	11	45	10
<b>Total revenue</b>	<b>9,248</b>	<b>8,419</b>	<b>8,406</b>	<b>8,504</b>	<b>7,322</b>	<b>6,720</b>	<b>6,465</b>	<b>5,194</b>	<b>8,367</b>
Staff costs	-2,769	-2,518	-2,267	-2,458	-2,434	-2,255	-1,933	-2,004	-1,873
Office rent and expenses	-358	-328	-295	-302	-315	-300	-273	-246	-278
IT expenses	-309	-393	-306	-306	-352	-281	-266	-208	-232
Marketing expenses	-298	-345	-279	-159	-167	-304	-483	-207	-229
Other operating expenses	-1,167	-980	-1,189	-1,160	-1,086	-1,417	-937	-893	-916
<b>Total operating expenses</b>	<b>-4,902</b>	<b>-4,564</b>	<b>-4,335</b>	<b>-4,386</b>	<b>-4,353</b>	<b>-4,558</b>	<b>-3,892</b>	<b>-3,558</b>	<b>-3,529</b>
<b>Earnings before impairment losses</b>	<b>4,346</b>	<b>3,855</b>	<b>4,071</b>	<b>4,119</b>	<b>2,969</b>	<b>2,162</b>	<b>2,574</b>	<b>1,636</b>	<b>4,839</b>
Impairment losses on loans and advances	-70	-675	-365	-628	-97	-28	-366	155	-431
Income tax	0	0	0	0	0	0	0	0	-600
<b>Net profit</b>	<b>4,276</b>	<b>3,180</b>	<b>3,706</b>	<b>3,490</b>	<b>2,871</b>	<b>2,134</b>	<b>2,208</b>	<b>1,791</b>	<b>3,808</b>
Profit attributable to non-controlling interest	426	341	343	189	277	159	143	125	108
Profit attributable to owners of the parent	3,849	2,839	3,362	3,301	2,594	1,976	2,065	1,666	3,700

## Income statement, 5 years

Income statement, EURt	2016	2015	2014	2013	2012
Net interest income	25,552	18,758	16,904	10,495	6,209
Net fee and commission income	5,716	4,853	3,558	2,981	2,591
Net gains from financial assets	998	3,050	342	2,342	384
Other income	385	86	30	63	75
<b>Total revenue</b>	<b>32,651</b>	<b>26,747</b>	<b>20,834</b>	<b>15,882</b>	<b>9,258</b>
Staff costs	-9,676	-8,065	-6,605	-5,139	-4,390
Office rent and expenses	-1,239	-1,097	-1,167	-1,080	-1,065
IT expenses	-1,357	-986	-922	-748	-751
Marketing expenses	-950	-1,224	-1,539	-1,126	-1,103
Other operating expenses	-4,415	-4,163	-3,077	-2,902	-2,613
<b>Total operating expenses</b>	<b>-17,638</b>	<b>-15,536</b>	<b>-13,310</b>	<b>-10,995</b>	<b>-9,922</b>
<b>Earnings before impairment losses</b>	<b>15,013</b>	<b>11,211</b>	<b>7,524</b>	<b>4,887</b>	<b>-663</b>
Impairment losses on loans and advances	-1,766	-670	-1,970	-2,619	-1,074
Income tax	0	-600	600	0	0
<b>Net profit</b>	<b>13,247</b>	<b>9,941</b>	<b>6,154</b>	<b>2,268</b>	<b>-1,737</b>
Profit attributable to non-controlling interest	1,151	535	156	-98	0
Profit attributable to owners of the parent	12,096	9,406	5,998	2,366	-1,737

### Balance sheet, 9 quarters

Balance sheet, EURt	Mar 17	Dec 16	Sep 16	Jun 16	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15
Cash and cash equivalents	344,333	300,371	311,089	229,792	242,641	227,208	138,214	124,977	112,164
Financial assets	57,230	64,946	66,940	94,181	91,567	103,019	152,258	134,828	139,781
Loans granted	543,826	535,496	476,629	468,166	430,335	407,982	395,269	356,684	325,029
Loan impairments	-3,681	-3,735	-3,225	-2,942	-2,584	-2,573	-2,611	-2,271	-2,463
Receivables from customers	1,146	1,699	1,138	597	691	968	1,678	770	490
Tangible and intangible assets	1,970	1,807	1,802	1,598	1,341	1,231	939	837	759
Other assets	1,780	1,671	1,447	1,446	1,367	1,467	1,890	1,878	1,569
<b>Total assets</b>	<b>946,605</b>	<b>902,255</b>	<b>855,820</b>	<b>792,839</b>	<b>765,359</b>	<b>739,301</b>	<b>687,637</b>	<b>617,703</b>	<b>577,329</b>
Demand deposits	680,662	632,048	589,078	492,987	452,873	444,818	392,083	309,959	280,703
Term deposits	129,672	152,163	164,509	189,222	201,956	183,669	202,065	206,882	213,700
Accrued interest liability	191	420	656	706	708	743	876	820	689
Loans received	90	779	832	914	15,231	15,538	15,679	22,002	16,701
Loans received and deposits from customers	810,614	785,409	755,075	683,829	670,768	644,767	610,702	539,663	511,794
Other liabilities	31,065	16,528	8,640	20,918	14,511	18,073	8,559	15,163	4,517
Subordinated loans	20,295	20,150	20,295	20,123	15,094	15,094	15,223	12,017	12,032
<b>Total liabilities</b>	<b>861,973</b>	<b>822,087</b>	<b>784,010</b>	<b>724,870</b>	<b>700,373</b>	<b>677,934</b>	<b>634,483</b>	<b>566,842</b>	<b>528,342</b>
<b>Equity</b>	<b>84,632</b>	<b>80,167</b>	<b>71,810</b>	<b>67,969</b>	<b>64,986</b>	<b>61,367</b>	<b>53,154</b>	<b>50,861</b>	<b>48,987</b>
Minority interest	2,345	1,919	1,578	1,234	1,045	768	609	466	341
<b>Total liabilities and equity</b>	<b>946,605</b>	<b>902,255</b>	<b>855,820</b>	<b>792,839</b>	<b>765,359</b>	<b>739,301</b>	<b>687,637</b>	<b>617,703</b>	<b>577,329</b>

### Balance sheet, 5 years

Balance sheet, EURt	Dec 16	Dec 15	Dec 14	Dec 13	Dec 12
Cash and cash equivalents	300,371	227,208	82,393	150,595	90,295
Financial assets	64,946	103,019	142,563	42,719	112,818
Loans granted	535,496	407,982	316,386	207,245	107,174
Loan impairments	-3,735	-2,573	-3,597	-2,683	-1,107
Receivables from customers	1,699	968	364	720	253
Tangible and intangible assets	1,807	1,231	817	949	1,072
Other assets	1,671	1,467	2,086	939	947
<b>Total assets</b>	<b>902,255</b>	<b>739,301</b>	<b>541,012</b>	<b>400,484</b>	<b>311,452</b>
Demand deposits	632,048	444,818	276,769	164,153	76,799
Term deposits	152,163	183,669	184,668	191,588	203,717
Accrued interest liability	420	743	589	567	1,506
Loans received	779	15,538	17,091	3,529	4,141
Loans received and deposits from customers	785,409	644,767	479,117	359,838	286,162
Other liabilities	16,528	18,073	4,505	3,750	3,269
Subordinated loans	20,150	15,094	12,249	10,025	7,365
<b>Total liabilities</b>	<b>822,087</b>	<b>677,934</b>	<b>495,872</b>	<b>373,612</b>	<b>296,796</b>
<b>Equity</b>	<b>80,167</b>	<b>61,367</b>	<b>45,141</b>	<b>26,872</b>	<b>14,656</b>
Minority interest	1,919	768	233	77	0
<b>Total liabilities and equity</b>	<b>902,255</b>	<b>739,301</b>	<b>541,012</b>	<b>400,484</b>	<b>311,452</b>

### Loans, 9 quarters

EURt	Mar 17	Dec 16	Sep 16	Jun 16	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15
Loans granted, incl:	543,826	535,496	476,629	468,166	430,335	407,982	395,269	356,684	325,029
Corporate loans	379,669	376,945	330,725	329,675	302,525	286,688	287,408	257,411	235,942
Loans to related companies	27,767	30,580	30,575	30,578	33,093	33,091	32,087	30,080	27,073
Leasing	41,645	41,350	40,862	40,033	37,092	36,352	34,054	33,709	28,575
Leveraged loans	6,703	7,388	7,000	7,440	7,267	7,444	8,012	8,147	9,474
Hire-purchase	18,717	19,485	18,615	18,372	18,629	18,820	17,105	15,390	14,099
Small loans	17,036	16,290	14,561	12,165	9,050	6,427	1,810	0	0
Credit card loans	4,998	4,918	4,523	4,108	3,802	3,621	3,304	3,162	2,975
Other loans	47,291	38,541	29,768	25,795	18,877	15,538	11,489	8,784	6,890
Loan impairments	-3,681	-3,735	-3,225	-2,942	-2,584	-2,573	-2,611	-2,271	-2,463
<b>Total loans granted</b>	<b>540,145</b>	<b>531,761</b>	<b>473,405</b>	<b>465,224</b>	<b>427,751</b>	<b>405,409</b>	<b>392,658</b>	<b>354,412</b>	<b>322,566</b>

### Loans, 5 years

EURt	Dec 16	Dec 15	Dec 14	Dec 13	Dec 12
Loans granted, incl:	535,496	407,982	316,386	207,245	107,174
Corporate loans	376,945	286,688	214,379	132,738	78,597
Loans to related companies	30,580	33,091	27,074	24,075	0
Leasing	41,350	36,352	27,706	15,379	2,677
Consumer loans	0	0	16,313	15,882	13,144
Leveraged loans	7,388	7,444	9,196	9,956	11,162
Hire-purchase	19,485	18,820	12,677	4,883	0
Small loans	16,290	6,427	0	0	0
Credit card loans	4,918	3,621	2,959	2,298	1,428
Other loans	38,541	15,538	6,084	2,034	165
Loan impairments	-3,735	-2,573	-3,597	-2,683	-1,107
<b>Total loans granted</b>	<b>531,761</b>	<b>405,409</b>	<b>312,790</b>	<b>204,562</b>	<b>106,067</b>

Deposits and loans received from customers, 9 quarters

EURt	Mar 17	Dec 16	Sep 16	Jun 16	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15
Demand deposits	680,603	631,954	588,993	492,905	452,873	444,818	392,083	309,959	280,703
Term deposits	129,672	152,163	164,509	189,222	201,956	183,669	202,065	206,882	213,700
Loans received	90	779	832	914	15,231	15,538	15,679	22,002	16,701
Accrued interest liability	191	420	656	706	708	743	876	820	689
<b>Total loans received and deposits from customers</b>	<b>810,555</b>	<b>785,316</b>	<b>754,989</b>	<b>683,747</b>	<b>670,768</b>	<b>644,767</b>	<b>610,702</b>	<b>539,663</b>	<b>511,794</b>

Deposits and loans received from customers, 5 years

EURt	Dec 16	Dec 15	Dec 14	Dec 13	Dec 12
Demand deposits	631,954	444,818	276,769	164,153	76,799
Term deposits	152,163	183,669	184,668	191,588	203,717
Loans received	779	15,538	17,091	3,529	4,141
Accrued interest liability	420	743	589	567	1,506
<b>Total loans received and deposits from customers</b>	<b>785,316</b>	<b>644,767</b>	<b>479,117</b>	<b>359,838</b>	<b>286,162</b>

### Quality of assets, 9 quarters

EURt	Mar 17	Dec 16	Sep 16	Jun 16	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15
Loans granted,	543,826	535,496	476,629	468,166	430,335	407,982	395,269	356,684	325,029
incl. past due:	8,179	6,093	11,825	4,666	7,868	6,761	7,607	8,404	5,403
1-30 days	5,570	2,575	9,288	2,251	1,950	2,238	3,520	4,130	2,200
31-60 days	595	1,526	1,034	1,128	2,194	1,364	522	973	1,236
61-90 days	315	301	750	518	1,396	685	216	2,647	1,533
over 90 days or contract cancelled	1,699	1,691	753	768	2,329	2,474	3,349	655	434
Loan impairments	-3,681	-3,735	-3,225	-2,942	-2,584	-2,573	-2,611	-2,271	-2,463
Share of impairments (over 90 days or cancelled)	216.7%	220.9%	428.0%	383.0%	111.0%	104.0%	78.0%	346.9%	567.9%

EURt, percentage	Mar 17	Dec 16	Sep 16	Jun 16	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15
Loans granted,	543,826	535,496	476,629	468,166	430,335	407,982	395,269	356,684	325,029
incl. past due:	1.5%	1.1%	2.5%	1.0%	1.8%	1.7%	1.9%	2.4%	1.7%
1-30 days	1.0%	0.5%	1.9%	0.5%	0.5%	0.5%	0.9%	1.2%	0.7%
31-60 days	0.1%	0.3%	0.2%	0.2%	0.5%	0.3%	0.1%	0.3%	0.4%
61-90 days	0.1%	0.1%	0.2%	0.1%	0.3%	0.2%	0.1%	0.7%	0.5%
over 90 days or contract cancelled	0.3%	0.3%	0.2%	0.2%	0.5%	0.6%	0.8%	0.2%	0.1%
Loan impairments	-0.7%	-0.7%	-0.7%	-0.6%	-0.6%	-0.6%	-0.7%	-0.6%	-0.8%
Share of impairments (over 90 days or cancelled)	216.7%	220.9%	428.0%	383.0%	111.0%	104.0%	78.0%	346.9%	567.9%

### Quality of assets, 5 years

EURt	Dec 16	Dec 15	Dec 14	Dec 13	Dec 12
Loans granted,	535,496	407,982	316,386	207,245	107,174
incl. past due:	6,093	6,761	13,193	9,758	8,603
1-30 days	2,575	2,238	5,483	4,594	3,367
31-60 days	1,526	1,364	1,821	1,628	1,277
61-90 days	301	685	1,156	1,195	922
over 90 days or contract cancelled	1,691	2,474	4,733	2,341	3,037
Loan impairments	-3,735	-2,573	-3,597	-2,683	-1,107
Share of impairments (over 90 days or cancelled)	220.9%	104.0%	76.0%	114.6%	36.5%

EURt, percentage	Dec 16	Dec 15	Dec 14	Dec 13	Dec 12
Loans granted,	535,496	407,982	316,386	207,245	107,174
incl. past due:	1.1%	1.7%	4.2%	4.7%	8.0%
1-30 days	0.5%	0.5%	1.7%	2.2%	3.1%
31-60 days	0.3%	0.3%	0.6%	0.8%	1.2%
61-90 days	0.1%	0.2%	0.4%	0.6%	0.9%
over 90 days or contract cancelled	0.3%	0.6%	1.5%	1.1%	2.8%
Loan impairments	-0.7%	-0.6%	-1.1%	-1.3%	-1.0%
Share of impairments (over 90 days or cancelled)	220.9%	104.0%	76.0%	114.6%	36.5%

### Capital adequacy, 9 quarters

EURt	Q1-17	Q4-16	Q3-16	Q2-16	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15
Total Tier 1 capital	76,495	73,672	65,943	62,588	58,029	58,063	49,524	48,030	44,484
Total Tier 2 capital	20,000	20,000	20,000	20,000	15,000	15,000	15,000	12,000	12,000
Net own funds for capital adequacy calculation	96,495	93,672	85,943	82,588	73,029	73,063	64,524	60,030	56,484
Credit risk RWA	476,535	473,950	420,927	417,217	377,978	360,121	345,319	317,659	279,364
Market risk RWA	2,491	2,535	2,568	2,966	2,483	2,216	3,250	3,145	3,182
Operational risk RWA	47,754	39,664	39,664	39,664	39,664	28,734	28,734	28,734	28,734
Total RWA	526,780	516,149	463,158	459,846	420,125	391,071	377,302	349,539	311,280
Tier 1 Capital Ratio	14.5%	14.3%	14.2%	13.6%	13.8%	14.8%	13.1%	13.7%	14.3%
Capital adequacy	18.3%	18.1%	18.6%	18.0%	17.4%	18.7%	17.1%	17.2%	18.1%

### Capital adequacy, 5 years

EURt	2016	2015	2014	2013	2012
Total Tier 1 capital	73,672	58,063	44,485	26,366	14,215
Total Tier 2 capital	20,000	15,000	12,000	10,000	7,000
Net own funds for capital adequacy calculation	93,672	73,063	56,485	36,366	21,215
Credit risk RWA	473,950	360,121	275,304	169,607	98,080
Market risk RWA	2,535	2,216	2,288	3,406	7,310
Operational risk RWA	39,664	28,734	19,194	9,755	6,900
Total RWA	516,149	391,071	296,786	182,767	112,290
Tier 1 Capital Ratio	14.3%	14.8%	15.0%	14.4%	12.7%
Capital adequacy	18.1%	18.7%	19.0%	19.9%	18.9%

Income statement, 9 quarters

Income statement, EURt	Q1-17	Q4-16	Q3-16	Q2-16	Q1-16	Q4-15	Q3-15	Q2-15	Q1-15
Net interest income	1,189	1,274	1,287	1,361	1,385	1,319	1,284	1,161	1,120
Net fee and commission income	169	192	118	108	148	167	147	157	147
Other income	0	0	0	0	0	0	0	0	0
<b>Total revenue</b>	<b>1,357</b>	<b>1,466</b>	<b>1,405</b>	<b>1,469</b>	<b>1,532</b>	<b>1,486</b>	<b>1,431</b>	<b>1,318</b>	<b>1,267</b>
Staff costs	-406	-325	-366	-394	-406	-416	-384	-379	-378
Office rent and expenses	-48	-45	-36	-39	-36	-34	-32	-32	-32
IT expenses	-37	-38	-49	-36	-33	-36	-40	-36	-50
Marketing expenses	-244	-388	-241	-247	-210	-178	-277	-163	-120
Other operating expenses	-256	-299	-317	-257	-273	-218	-248	-207	-183
<b>Total operating expenses</b>	<b>-992</b>	<b>-1,094</b>	<b>-1,008</b>	<b>-973</b>	<b>-959</b>	<b>-882</b>	<b>-980</b>	<b>-817</b>	<b>-764</b>
<b>Earnings before impairment losses</b>	<b>366</b>	<b>371</b>	<b>397</b>	<b>496</b>	<b>574</b>	<b>604</b>	<b>451</b>	<b>502</b>	<b>504</b>
Impairment losses	-23	692	-134	-114	-157	-7	-205	-259	-226
Income tax	-32	-70	-55	-68	-77	-72	-61	-67	-69
<b>Net profit</b>	<b>310</b>	<b>993</b>	<b>207</b>	<b>314</b>	<b>339</b>	<b>525</b>	<b>185</b>	<b>176</b>	<b>208</b>

Income statement, 4 years\*

Income statement, EURt	6 months			
	2016	2015	2014	2013
Net interest income	5,306	4,884	3,857	1,484
Net fee and commission income	565	618	760	640
Other income	0	0	-2	-5
<b>Total revenue</b>	<b>5,871</b>	<b>5,502</b>	<b>4,615</b>	<b>2,119</b>
Staff costs	-1,491	-1,557	-1,266	-633
Office rent and expenses	-155	-130	-126	-61
IT expenses	-156	-161	-215	-62
Marketing expenses	-1,085	-738	-846	-328
Other operating expenses	-1,146	-855	-720	-287
<b>Total operating expenses</b>	<b>-4,034</b>	<b>-3,442</b>	<b>-3,173</b>	<b>-1,371</b>
<b>Earnings before impairment losses</b>	<b>1,838</b>	<b>2,060</b>	<b>1,442</b>	<b>748</b>
Impairment losses	286	-697	-674	-253
Income tax	-270	-269	-151	-83
<b>Net profit</b>	<b>1,853</b>	<b>1,094</b>	<b>617</b>	<b>412</b>

\* The financial results of UAB Mokilizingas are reflected in consolidated results of AS LHV Group since July 2013

## Balance sheet, 9 quarters

Balance sheet, EURt	Mar 17	Dec 16	Sep 16	Jun 16	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15
Cash and cash equivalents	2,429	1,859	1,553	2,209	1,983	1,103	1,560	1,474	489
Loans granted	35,173	38,466	37,543	36,863	39,431	39,786	37,953	35,408	33,322
Loan impairments	-1,890	-2,006	-2,073	-2,209	-2,258	-2,108	-2,240	-2,166	-2,046
Receivables from customers	396	359	453	288	227	234	253	183	202
Other assets	874	715	868	697	53	543	693	831	496
<b>Total assets</b>	<b>36,982</b>	<b>39,393</b>	<b>38,344</b>	<b>37,848</b>	<b>39,435</b>	<b>39,558</b>	<b>38,220</b>	<b>35,730</b>	<b>32,464</b>
Loans received	27,767	30,580	30,579	30,578	33,090	33,091	32,087	30,080	27,075
Other liabilities	2,106	2,013	1,958	1,670	1,060	1,520	1,711	1,413	1,327
<b>Total liabilities</b>	<b>29,872</b>	<b>32,593</b>	<b>32,538</b>	<b>32,248</b>	<b>34,150</b>	<b>34,611</b>	<b>33,798</b>	<b>31,493</b>	<b>28,402</b>
<b>Equity</b>	<b>7,110</b>	<b>6,800</b>	<b>5,807</b>	<b>5,599</b>	<b>5,286</b>	<b>4,947</b>	<b>4,422</b>	<b>4,238</b>	<b>4,062</b>
<b>Total liabilities and equity</b>	<b>36,982</b>	<b>39,393</b>	<b>38,344</b>	<b>37,848</b>	<b>39,435</b>	<b>39,558</b>	<b>38,220</b>	<b>35,730</b>	<b>32,464</b>

## Balance sheet, 4 years\*

Balance sheet, EURt	Dec 16	Dec 15	Dec 14	Dec 13
Cash and cash equivalents	1,859	1,103	1,175	1,190
Loans granted	38,466	39,786	32,100	29,118
Loan impairments	-2,006	-2,108	-1,973	-2,838
Receivables from customers	359	234	174	213
Other assets	715	543	481	2,898
<b>Total assets</b>	<b>39,393</b>	<b>39,558</b>	<b>31,957</b>	<b>30,582</b>
Loans received	30,580	33,091	27,074	24,075
Other liabilities	2,013	1,520	1,029	3,271
<b>Total liabilities</b>	<b>32,593</b>	<b>34,611</b>	<b>28,103</b>	<b>27,345</b>
<b>Equity</b>	<b>6,800</b>	<b>4,947</b>	<b>3,853</b>	<b>3,236</b>
<b>Total liabilities and equity</b>	<b>39,393</b>	<b>39,558</b>	<b>31,957</b>	<b>30,582</b>

\* The financial results of UAB Mokilizingas are reflected in consolidated results of AS LHV Group since July 2013



Loans, 9 quarters

<b>EURt</b>	<b>Mar 17</b>	<b>Dec 16</b>	<b>Sep 16</b>	<b>Jun 16</b>	<b>Mar 16</b>	<b>Dec 15</b>	<b>Sep 15</b>	<b>Jun 15</b>	<b>Mar 15</b>
Loans granted, incl:	35,173	38,466	37,543	36,863	39,431	39,786	37,953	35,408	33,322
Hire-purchase	24,737	27,636	26,637	25,561	27,123	27,938	26,461	24,239	22,684
Consumer loans	9,672	10,502	10,902	11,237	12,148	11,564	11,093	10,464	9,746
Leasing	0	0	4	65	160	283	400	706	892
Other loans	764	329	0	0	0	0	0	0	0
Loan impairments	-1,890	-2,006	-2,073	-2,209	-2,258	-2,108	-2,240	-2,166	-2,046
<b>Total loans granted</b>	<b>33,283</b>	<b>36,460</b>	<b>35,471</b>	<b>34,653</b>	<b>37,173</b>	<b>37,677</b>	<b>35,714</b>	<b>33,242</b>	<b>31,276</b>

Loans, 4 years\*

<b>EURt</b>	<b>Dec 16</b>	<b>Dec 15</b>	<b>Dec 14</b>	<b>Dec 13</b>
Loans granted, incl:	38,466	39,786	32,100	29,118
Hire-purchase	27,636	27,938	21,489	18,219
Consumer loans	10,502	11,564	9,470	7,910
Leasing	0	283	1,141	2,989
Other loans	329	0	0	0
Loan impairments	-2,006	-2,108	-1,973	-2,838
<b>Total loans granted</b>	<b>36,460</b>	<b>37,677</b>	<b>30,126</b>	<b>26,280</b>

\* The financial results of UAB Mokilizingas are reflected in consolidated results of AS LHV Group since July 2013

Quality of assets, 9 quarters

EURt	Mar 17	Dec 16	Sep 16	Jun 16	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15
Loans granted,	35,173	38,466	37,543	36,863	39,431	39,786	37,953	35,408	33,322
incl. past due:	4,567	4,561	5,201	6,238	8,158	7,019	6,911	6,576	6,936
1-30 days	2,008	2,076	2,217	2,612	3,683	3,384	2,950	2,871	3,171
31-60 days	1,349	1,111	1,276	1,500	2,009	1,621	1,865	1,573	1,696
61-90 days	286	336	385	489	666	486	498	521	399
over 90 days or contract cancelled	924	1,038	1,323	1,638	1,800	1,527	1,598	1,610	1,669
Loan impairments	-1,890	-2,006	-2,073	-2,209	-2,258	-2,108	-2,240	-2,166	-2,046
Share of impairments (over 90 days or cancelled)	204.5%	193.3%	156.7%	134.9%	125.5%	138.1%	140.2%	134.5%	122.6%

EURt, percentage	Mar 17	Dec 16	Sep 16	Jun 16	Mar 16	Dec 15	Sep 15	Jun 15	Mar 15
Loans granted,	35,173	38,466	37,543	36,863	39,431	39,786	37,953	35,408	33,322
incl. past due:	13.0%	11.9%	13.9%	16.9%	20.7%	17.6%	18.2%	18.6%	20.8%
1-30 days	5.7%	5.4%	5.9%	7.1%	9.3%	8.5%	7.8%	8.1%	9.5%
31-60 days	3.8%	2.9%	3.4%	4.1%	5.1%	4.1%	4.9%	4.4%	5.1%
61-90 days	0.8%	0.9%	1.0%	1.3%	1.7%	1.2%	1.3%	1.5%	1.2%
over 90 days or contract cancelled	2.6%	2.7%	3.5%	4.4%	4.6%	3.8%	4.2%	4.5%	5.0%
Loan impairments	-5.4%	-5.2%	-5.5%	-6.0%	-5.7%	-5.3%	-5.9%	-6.1%	-6.1%
Share of impairments (over 90 days or cancelled)	204.5%	193.3%	156.7%	134.9%	125.5%	138.1%	140.2%	134.5%	122.6%

Quality of assets, 4 years\*

EURt	Dec 16	Dec 15	Dec 14	Dec 13
Loans granted,	38,466	39,786	32,100	29,118
incl. past due:	4,561	7,019	5,856	7,269
1-30 days	2,076	3,384	2,813	3,079
31-60 days	1,111	1,621	1,059	1,086
61-90 days	336	486	322	297
over 90 days or contract cancelled	1,038	1,527	1,662	2,808
Loan impairments	-2,006	-2,108	-1,973	-2,838
Share of impairments (over 90 days or cancelled)	193.3%	138.1%	118.8%	101.1%

EURt, percentage	Dec 16	Dec 15	Dec 14	Dec 13
Loans granted,	38,466	39,786	32,100	29,118
incl. past due:	11.9%	17.6%	18.2%	25.0%
1-30 days	5.4%	8.5%	8.8%	10.6%
31-60 days	2.9%	4.1%	3.3%	3.7%
61-90 days	0.9%	1.2%	1.0%	1.0%
over 90 days or contract cancelled	2.7%	3.8%	5.2%	9.6%
Loan impairments	-5.2%	-5.3%	-6.1%	-9.7%
Share of impairments (over 90 days or cancelled)	193.3%	138.1%	118.8%	101.1%

\* The financial results of UAB Mokilizingas are reflected in consolidated results of AS LHV Group since July 2013