



The View of Basic Performance Indicators, 4Q12

Company presentation



Summary overview of AIK banka (cont'd)

* Net FX result = Foreign exchange gains (losses), net + Net change in value of assets and liabilities

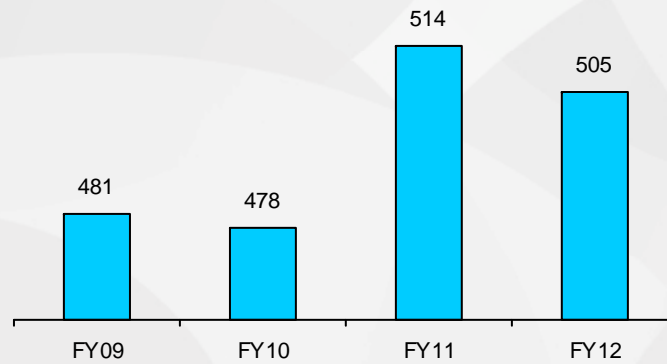
Currency

Year	Value
2009	95.8888
2010	105.4982
2011	104.6409
2012	113.7183

	2009	2010	2011	2012	% change 2012/2011	% of FY12 total assets
Total assets	1,141	1,342	1,368	1,357	-1%	100%
Cash and equivalents	110	55	74	88	19%	7%
Balances with NBS	26	38	19		-100%	0%
Obligatory reserves	93	154	328	247	-25%	18%
Government securities	26	7	58	183	215%	13%
Loans and placement with domestic banks	95	47	46	26	-44%	2%
Loans and placement with foreign banks	84	285	15	13	-13%	1%
Securities	1	2	1		-76%	0%
Loans and placement with clients	617	679	701	680	-3%	50%
Fixed assets and investment property	15	28	87	85	-2%	6%
Other assets	73	49	38	34	-11%	3%
Total equity and liabilities	1,141	1,342	1,368	1,357	-1%	100%
Deposits	665	864	856	858	0%	63%
o/w retail	399	617	618	649	5%	48%
Borrowings	40	20	20	20	0%	1%
Provisions	9	6	5	6	28%	0%
Other liabilities	20	33	39	30	-23%	2%
Equity	408	419	448	442	-1%	33%
Profit and loss account						
Net interest income	79	63	61	66	9%	
Net fees and commissions income	6	7	9	7	-23%	
Net FX result *	25	25	7	12	70%	
Other income	1	6	4	4	18%	
Net banking income	112	101	80	89	11%	
Operating expenses	-21	-23	-24	-24	1%	
Pre-provision income	91	77	57	66	16%	
Loan loss provisions, net	-26	-19	-25	-30	21%	
Profit before tax	64	59	32	35	11%	
Selected ratios						
Loans / Deposits	92.7%	78.5%	81.9%	79.2%		
Equity / Assets	35.7%	31.2%	32.7%	32.6%		
Net interest income / Assets	7.0%	4.7%	4.4%	4.9%		
Cost / Income	18.8%	23.0%	29.4%	26.6%		

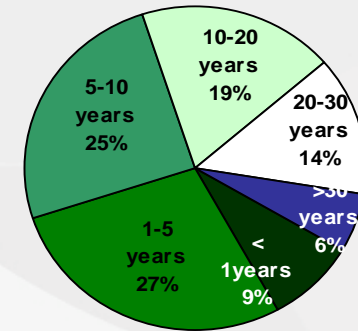
Human capital management

of employees evolution

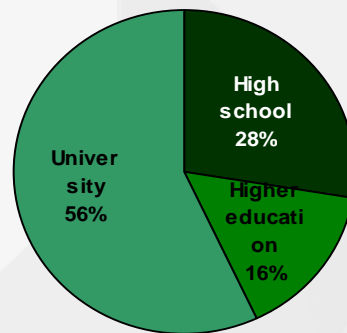


Structure by length of service and age (4Q12)

Length of service

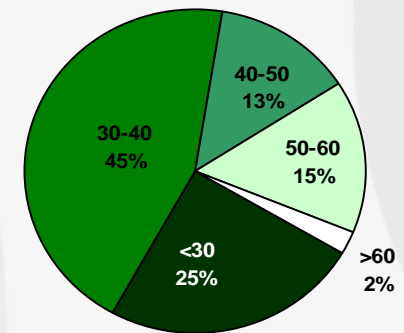


Structure by education ¹ (4Q12)



Total: 505 employees

Age structure

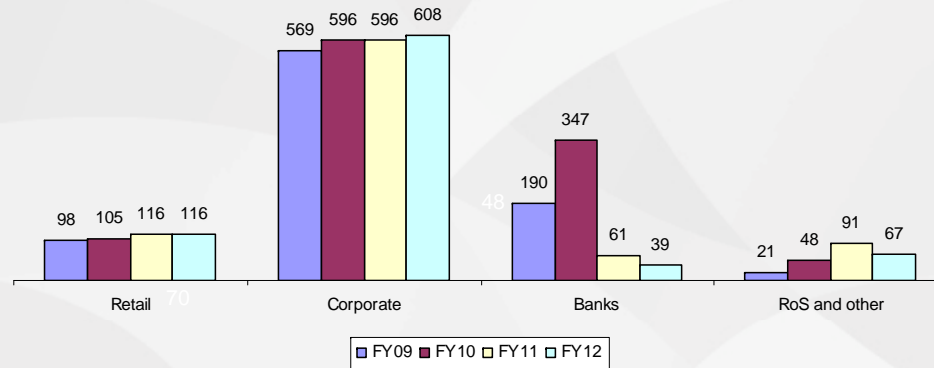


Total: 505 employees

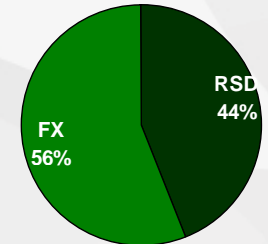
¹ University=16 years or more of education, Higher education=14-15 years of education, High school=12 years of education

Overview of AIK banka's lending and deposit taking activities

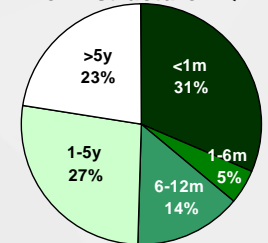
Overview of the bank's lending activities¹ (in €m)



Currency structure³ 4Q12

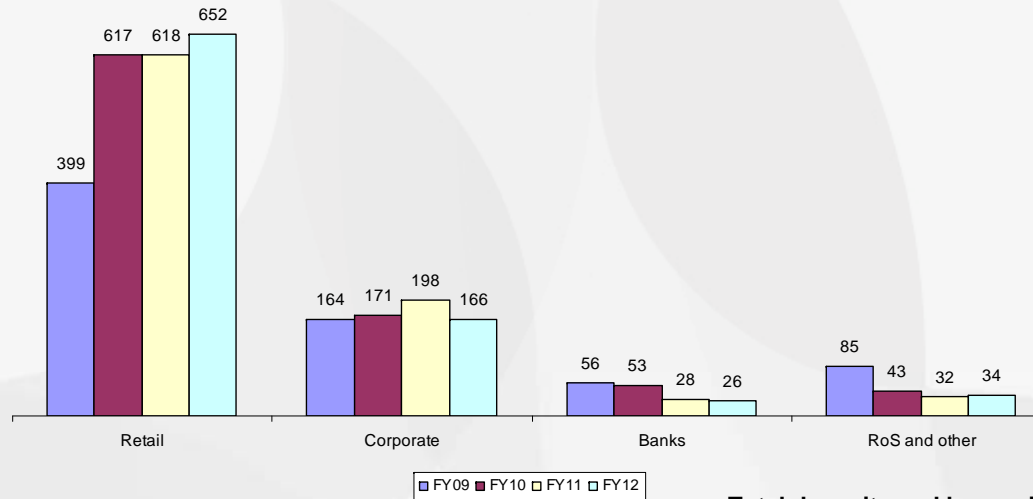


Term structure 4Q12

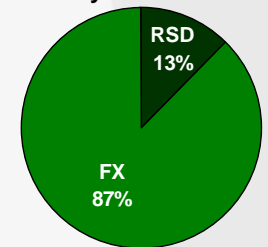


Total gross loans: €333m

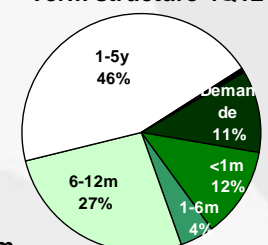
Overview of the bank's funding structure² (in €m)



Currency structure³ 4Q12



Term structure 4Q12



Total deposits and borrowings: €379m

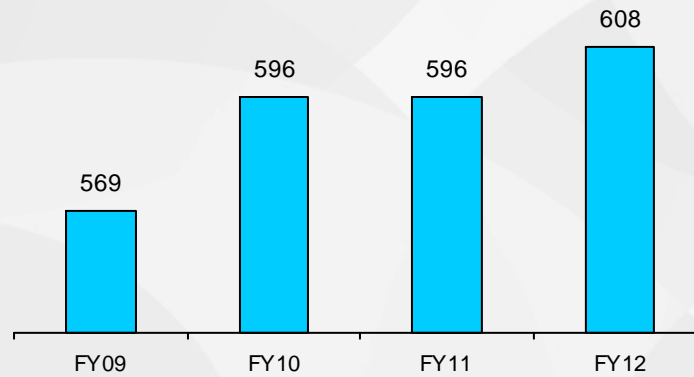
¹ Gross amounts

² Deposit and borrowings

³ FX: Including RSD loans/deposits indexed by a currency clause

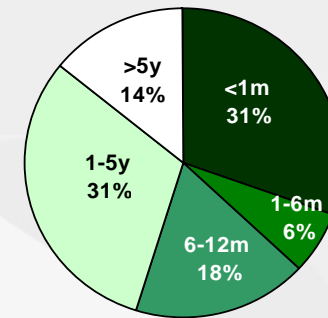
Overview of AIK banka's lending activities: corporate segment

Corporate gross loan book growth (in €m)

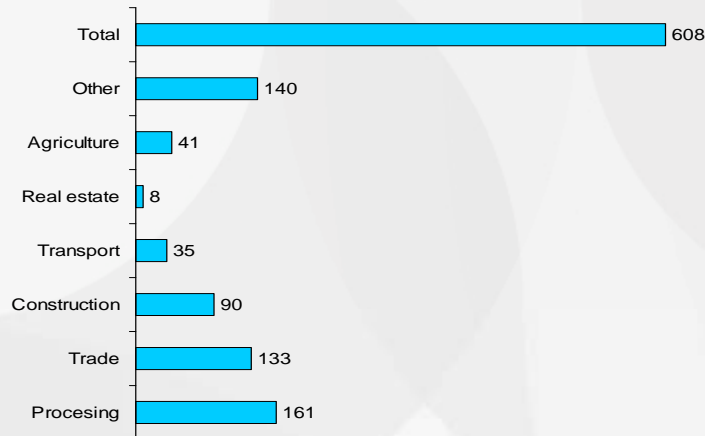


Corporate loan book structure, 4Q12

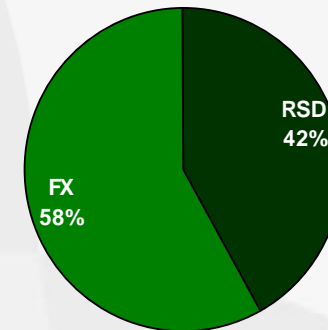
By maturity



Corporate loan book by industry (in €m), 4Q12



By currency



Corporate loans by size¹, 4Q12

Size	# of loans	Amount in €m	% in total
< €20,000	813	5	0,8%
€20-100,000	492	24	4,0%
€100-500,000	352	85	14,0%
€0.5-1m	89	65	10,8%
€1-5m	102	219	36,0%
€5-10m	16	107	17,6%
> €10m	5	103	16,9%
Total	1.869	608	100,0%

¹Including loans to public companies

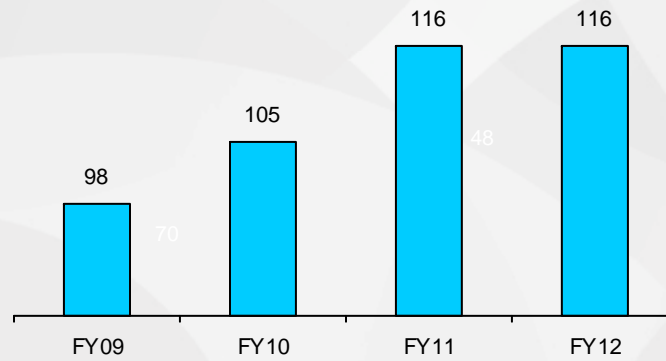
Overview of AIK banka's lending activities: retail segment

Retail loans by size¹, 4Q12

Size	# of loans	Amount in €m	% in total
< €500	86,621	13	11.6%
€ 500-1,000	14,107	10	8.8%
€ 1-5,000	18,376	43	38.5%
€ 5-10,000	2,218	14	12.8%
€10-20,000	324	5	4.2%
€ 20-50,000	408	13	11.8%
> € 50,000	122	14	12.3%
Total	122,176	112	100.0%

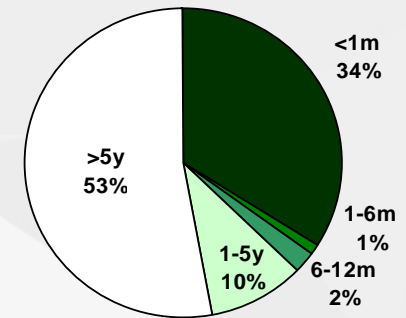
¹Without loans to entrepreneurs

Retail gross loan book growth (in €m)

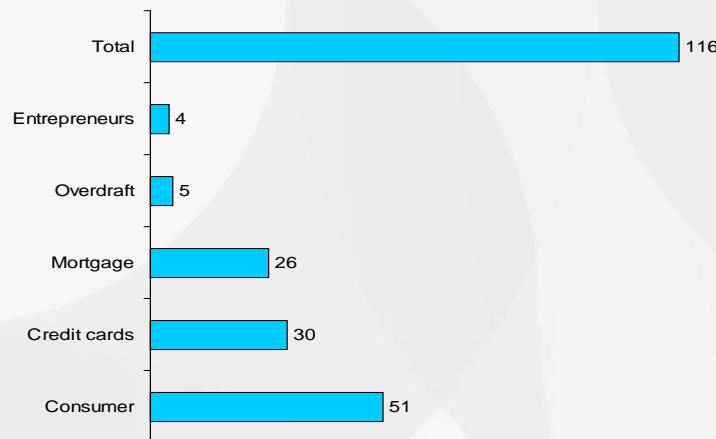


Retail loan book structure, 4Q12

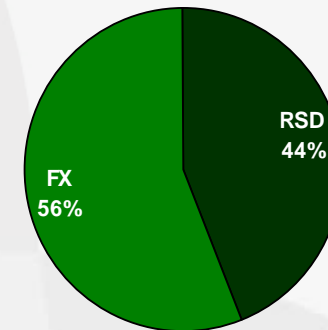
By maturity



Retail loan book by type of product (in €m), 4Q12



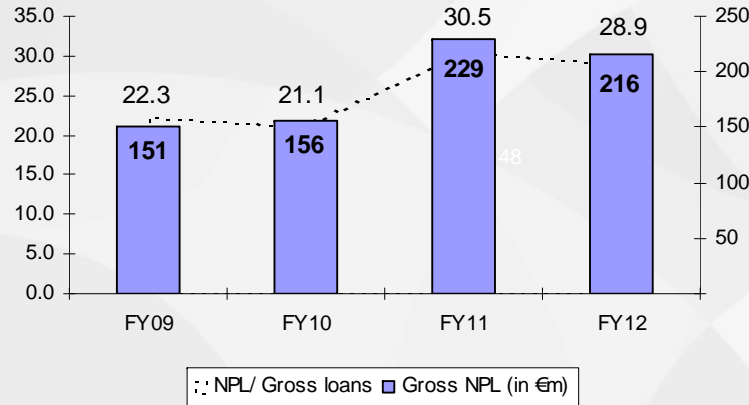
By currency



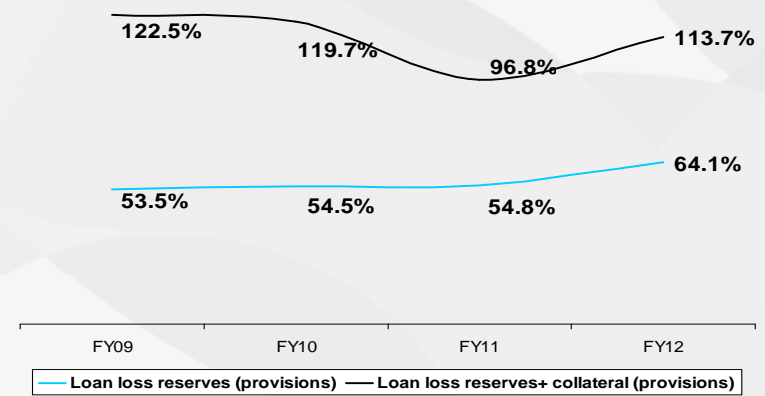
Overview of AIK banka's asset quality 1/3

¹ Non performing loans are presented in accordance with the NBS methodology. NPLs include loans overdue for more than 90 days and the loans to clients assessed by the bank to be in poor financial position, with a high probability of default

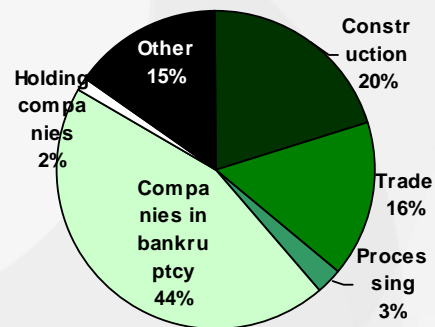
Non-performing loans¹ evolution



Coverage ratios (% of gross NPLs)

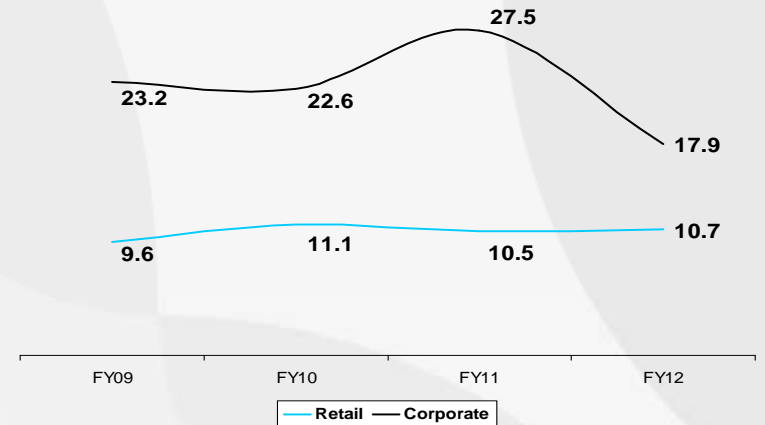


Distribution of NPL exposure, 4Q12



Total net NPLs: €77m

NPL ratios - Retail vs. Corporate, 4Q12

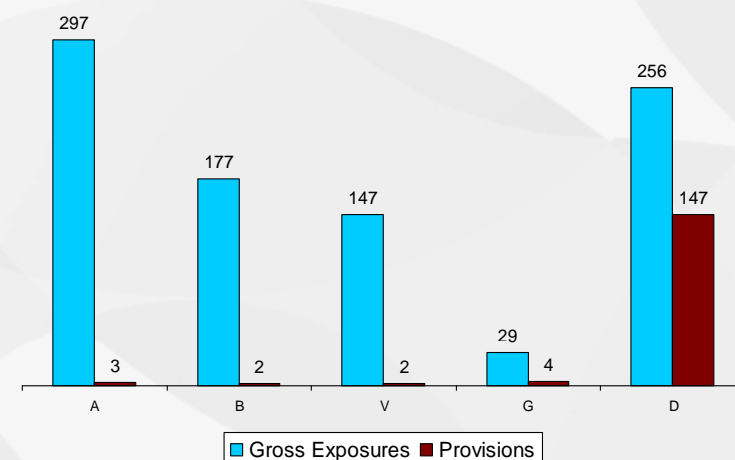


Overview of AIK banka's asset quality 2/3

Assets that are being classified (Risk Assets) - balance, (in €m)-4Q12

	Gross Exposures	Percentage	Gross Reserve	Percentage	Provisions	Percentage
A	297	32.74%		0.00%	3	1.62%
B	177	19.58%	4	1.22%	2	1.45%
V	147	16.19%	22	7.58%	2	1.51%
G	29	3.22%	9	3.01%	4	2.56%
D	256	28.27%	256	88.19%	147	92.86%
Total	906	100.00%	290	100.00%	158	100.00%

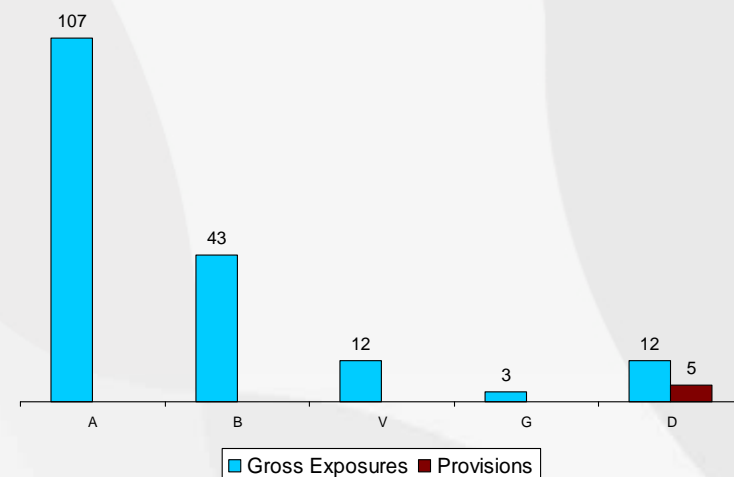
Exposures VS Provisions – balance sheet assets (in €m)



Assets that are being classified (Risk Assets) – off-balance, (in €m)-4Q12

	Gross Exposures	Percentage	Gross Reserve	Percentage	Provisions	Percentage
A	107	60,18%	32	46,13%		4,95%
B	43	24,16%	26	37,25%		4,93%
V	12	6,84%	4	5,76%		2,00%
G	3	1,82%	2	2,59%		0,38%
D	12	7,00%	6	8,28%	5	87,75%
Total	178	100,00%	69	100,00%	6	100,00%

Exposures VS Provisions – off.balance sheet assets (in €m)



Overview of AIK banka's asset quality 3/3

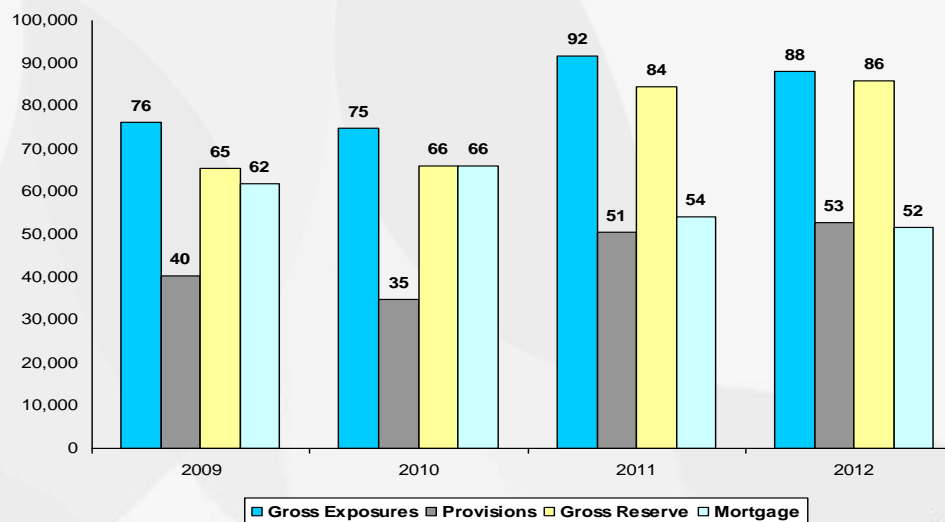
Top 10 clients in NPLs, (in 000€-4Q12)

Client	Gross Exposures	Provisions	Gross Reserve	Mortgage
1	19,679	14,474	17,491	11,409
2	9,864	6,838	9,864	7,035
3	8,630	4,482	8,630	1,646
4	8,208	6,432	8,208	7,125
5	8,111	8,111	8,111	
6	7,766		7,766	7,766
7	7,050	7,050	7,050	
8	6,634	4,212	6,634	4,371
9	6,166	545	6,166	6,166
10	6,080	721	6,080	6,080
Total	88,187	52,863	85,999	51,598

Top 10 clients in NPLs, (in 000€-4Q2011)

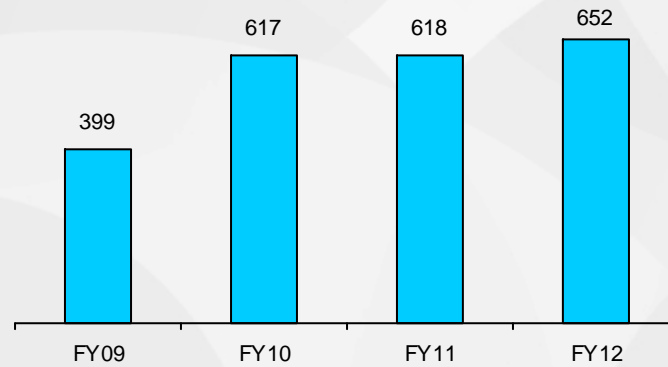
Client	Gross Exposures	Provisions	Gross Reserve	Mortgage
1	19,419	9,709	12,077	11,307
2	10,720	6,800	10,720	7,646
3	8,920	6,600	8,920	7,743
4	8,814	8,814	8,814	
5	8,332	8,126	8,332	670
6	7,773	3,886	7,773	1,465
7	7,417	1,668	7,417	7,417
8	7,155	4,339	7,155	4,750
9	7,008		7,008	7,008
10	6,243	623	6,243	6,243
Total	91,800	50,565	84,459	54,250

Top 10 clients changes in NPLs, (in €m)



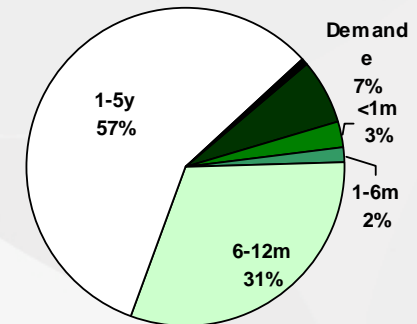
Overview of AIK banka's deposits taking activities: retail segment

Retail deposits growth (in €m)

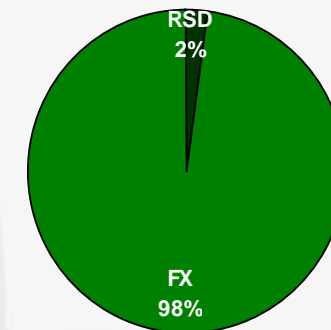


Retail deposits structure, 4Q12

By maturity



By currency



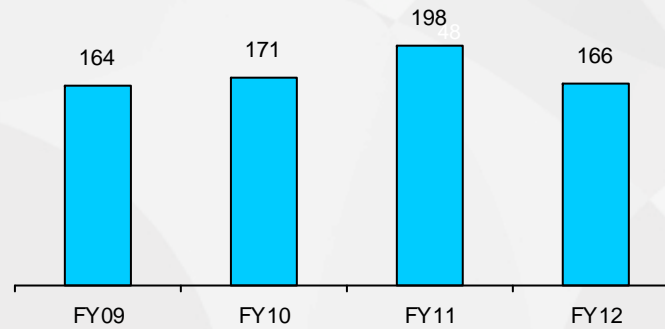
Retail deposits by size¹, 4Q12

Size	# of loans	Amount in €m	% in total
< €500	209.118	5	0,8%
€ 500-1,000	7.075	5	0,8%
€ 1-5,000	22.921	63	9,8%
€ 5-10,000	11.875	91	14,1%
€10-20,000	11.184	157	24,3%
€ 20-50,000	6.669	222	34,2%
> € 50,000	1.045	104	16,0%
Total	269.887	649	100,0%

¹Without loans to entrepreneurs

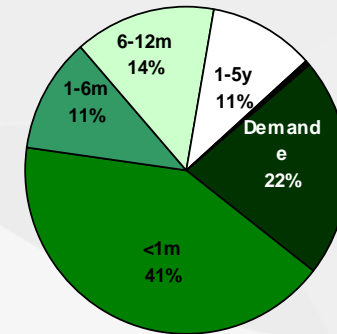
Overview of AIK banka's deposit taking activities: corporate segment

Corporate deposits volumes (in €m)

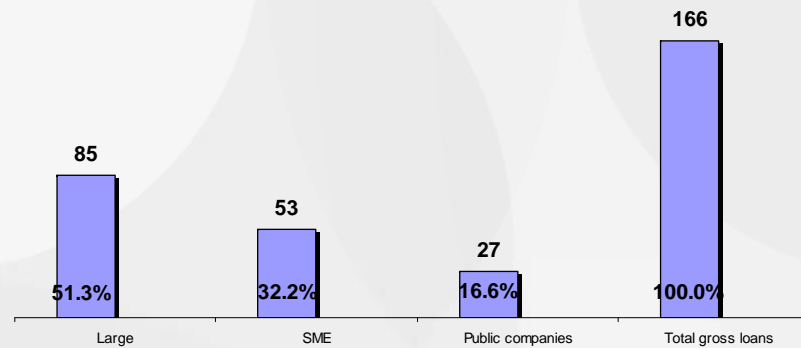


Corporate deposits structure, 4Q12

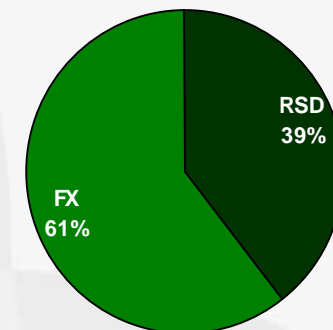
By maturity



Corporate deposits by client (in €m), 4Q12



By currency



Corporate deposits by size, 4Q12

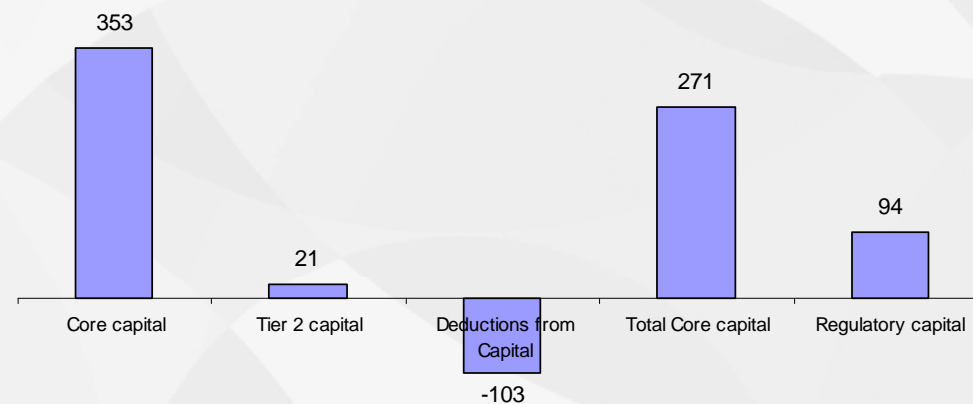
Size	# of loans	Amount in €m	% in total
< €20,000	6.456	8	4,9%
€20-100,000	353	16	9,6%
€100-500,000	121	27	16,4%
€0.5-1m	28	21	12,4%
€1-5m	41	77	46,5%
€5-10m	3	17	10,1%
> €10m	0		0,0%
Total	7.002	166	100,0%

Overview of AIK banka's capital base and adequacy

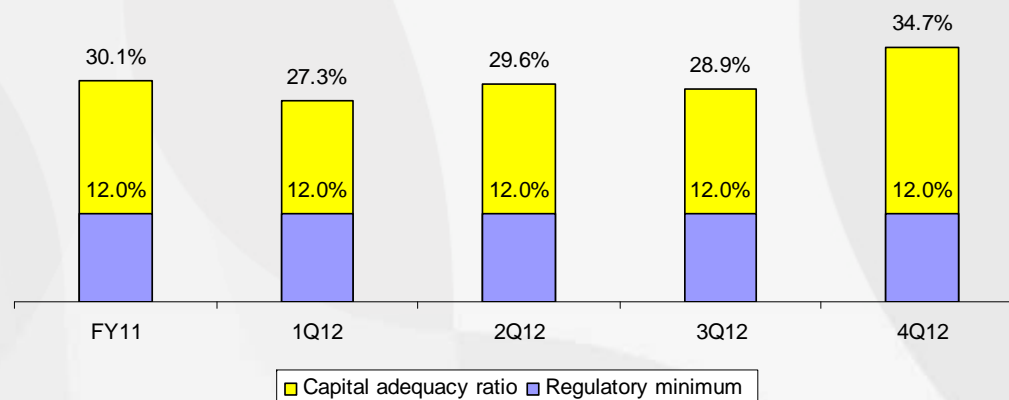
Regulatory capital - structure

	FY11	1Q12	2Q12	3Q12	4Q12
Core capital	395	329	340	344	353
Tier 2 capital	22	21	20	20	21
Deductions from Capital	-157	-126	-123	-119	-103
Total Core capital	261	224	237	245	271
Regulatory capital	104	98	96	102	94
Capital adequacy ratio	30,1%	27,3%	29,6%	28,9%	34,7%
Regulatory minimum	12,0%	12,0%	12,0%	12,0%	12,0%

Regulatory capital (in €m)



Capital adequacy ratio



THANK YOU