

**KOMERCIJALNA BANKA AD SKOPJE**

**Financial Statements prepared in accordance with International  
Financial Reporting Standards**

**For the year ended 31 December 2006**

# KOMERCIJALNA BANKA AD – SKOPJE

Financial statements for the year ended 31 December 2006

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## Content

|                                   | Page  |
|-----------------------------------|-------|
| Report of independent auditors    | 1     |
| Income statement                  | 3     |
| Balance sheet                     | 4     |
| Statement of changes in equity    | 5     |
| Cash flow statement               | 6-7   |
| Notes to the financial statements | 8- 46 |

## Report of independent auditors

To the Shareholders of Komercijalna Banka AD - Skopje

### Report on the financial statements

We have audited the accompanying financial statements of Komercijalna Banka AD - Skopje, which comprise the balance sheet as of 31 December 2006 and the income statement, statement of changes in equity and cash flows for the year then ended and a summary of significant accounting policies and other explanatory notes.

### Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

### Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide basis for our audit opinion.

**Opinion**

In our opinion, the accompanying financial statements give a true and fair view of the financial position of Komercijalna Banka AD –Skopje as of 31 December 2006, and of its financial performance and its cash flows for the year than ended in accordance with International Financial Reporting Standards.

**PricewaterhouseCoopers doel**

**Skopje,**

**28 February 2007**

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***Income statement**

|                                      | Notes | Year ended<br>31 December |                  |
|--------------------------------------|-------|---------------------------|------------------|
|                                      |       | 2006                      | 2005             |
| Interest and similar income          | 5     | 2,288,603                 | 2,142,415        |
| Interest expense and similar charges | 5     | (689,773)                 | (564,852)        |
| <b>Net interest income</b>           |       | <b>1,598,830</b>          | <b>1,577,563</b> |
| Fee and commission income            | 6     | 743,130                   | 689,882          |
| Fee and commission expense           | 6     | (91,443)                  | (85,622)         |
| <b>Net fee and commission income</b> |       | <b>651,687</b>            | <b>604,260</b>   |
| Dividend income                      | 7     | 1,227                     | 1,021            |
| Foreign exchange gains (net)         |       | 89,899                    | 126,575          |
| Net trading income                   |       | 54,387                    | 2,880            |
| Other operating income               | 8     | 241,211                   | 312,298          |
| Operating expenses                   | 9     | (1,491,983)               | (1,431,598)      |
| Impairment losses                    | 11    | (335,470)                 | (774,332)        |
| <b>Operating profit</b>              |       | <b>809,788</b>            | <b>418,667</b>   |
| Share of loss from associate         |       | (1,359)                   | (11,880)         |
| <b>Profit before income tax</b>      |       | <b>808,429</b>            | <b>406,787</b>   |
| Income tax expense                   | 12    | (81,549)                  | (49,648)         |
| <b>Profit for the year</b>           |       | <b>726,880</b>            | <b>357,139</b>   |
| Basic earnings per share             |       | 375                       | 190              |
| Diluted earnings per share           |       | 371                       | 181              |

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***Balance sheet**

|   | Notes | At 31 December    |                   |
|---|-------|-------------------|-------------------|
|   |       | 2006              | 2005              |
| <b>ASSETS</b>   |       |                   |                   |
| Cash and balances with the National Bank of Republic of Macedonia | 14    | 5,073,904         | 4,347,010         |
| Treasury bills  | 15    | 797,962           | 229,097           |
| Financial assets at fair value through profit or loss             | 16    | 83,174            | 7,257             |
| Loans and advances to banks                                       | 17    | 17,337,237        | 15,975,903        |
| Loans and advances to customers                                   | 18    | 17,439,503        | 13,010,359        |
| Current income tax asset  |       | -                 | 60,859            |
| Investment securities   | 19    | 352,854           | 391,319           |
| Investments in associates   | 20    | 31,899            | 33,258            |
| Property and equipment  | 21    | 1,452,113         | 1,424,408         |
| Investments property  | 22    | 58,950            | 55,307            |
| Intangible assets   | 23    | 31,004            | 44,159            |
| Other assets  | 24    | 1,018,954         | 1,356,758         |
| Deferred income tax assets  | 29    | 906               | 1,104             |
| <b>Total assets</b>   |       | <b>43,678,460</b> | <b>36,936,798</b> |
| <b>LIABILITIES</b>  |       |                   |                   |
| Deposits from banks   | 25    | 646,400           | 520,300           |
| Other deposits  | 26    | 36,775,773        | 30,663,209        |
| Borrowings  | 27    | 1,430,854         | 1,384,307         |
| Current tax liability   |       | 28,239            | -                 |
| Provisions  | 30    | 124,880           | 206,727           |
| Other liabilities   | 28    | 292,176           | 127,973           |
| <b>Total liabilities</b>  |       | <b>39,298,322</b> | <b>32,902,516</b> |
| <b>SHAREHOLDERS' EQUITY</b>                                       |       |                   |                   |
| Share capital   | 33    | 2,014,067         | 2,014,067         |
| Share premium   |       | 32,146            | 16,523            |
| Treasury shares   |       | (121,651)         | (22,123)          |
| Retained earnings   |       | 876,911           | 447,150           |
| Statutory reserves  | 34    | 1,468,948         | 1,468,948         |
| Other reserves  | 34    | 109,717           | 109,717           |
| <b>Total shareholders' equity</b>                                 |       | <b>4,380,138</b>  | <b>4,034,282</b>  |
| <b>Total equity and liabilities</b>                               |       | <b>43,678,460</b> | <b>36,936,798</b> |

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***Statement of changes in equity**

|                                    | Share capital    | Share premium | Treasury Shares  | Statutory Reserves | Other reserves | Retained Earnings | Total equity     |
|------------------------------------|------------------|---------------|------------------|--------------------|----------------|-------------------|------------------|
| <b>Balance at 1 January 2005</b>   | <b>2,014,067</b> | <b>16,253</b> | -                | <b>968,948</b>     | <b>109,717</b> | <b>783,362</b>    | <b>3,892,347</b> |
| Net profit for the year            | -                | -             | -                | -                  | -              | 357,138           | 357,138          |
| Total recognised income for 2005   | -                | -             | -                | -                  | -              | 357,138           | 357,138          |
| Dividends                          | -                | -             | -                | -                  | -              | (193,350)         | (193,350)        |
| Transfer to statutory reserve      | -                | -             | -                | 500,000            | -              | (500,000)         | -                |
| Treasury shares acquired           | -                | -             | (41,366)         | -                  | -              | -                 | (41,366)         |
| Treasury shares sold               | -                | 270           | 19,243           | -                  | -              | -                 | 19,513           |
| <b>Balance at 31 December 2005</b> | <b>2,014,067</b> | <b>16,523</b> | <b>(22,123)</b>  | <b>1,468,948</b>   | <b>109,717</b> | <b>447,150</b>    | <b>4,034,282</b> |
| Net profit for the year            | -                | -             | -                | -                  | -              | 726,880           | 726,880          |
| Total recognised income for 2006   | -                | -             | -                | -                  | -              | 726,880           | 726,880          |
| Dividends                          | -                | -             | -                | -                  | -              | (297,119)         | (297,119)        |
| Transfer to statutory reserve      | -                | -             | -                | -                  | -              | -                 | -                |
| Treasury shares acquired           | -                | -             | (147,339)        | -                  | -              | -                 | (147,339)        |
| Treasury shares sold               | -                | 15,623        | 47,811           | -                  | -              | -                 | 63,434           |
| <b>Balance at 31 December 2006</b> | <b>2,014,067</b> | <b>32,146</b> | <b>(121,651)</b> | <b>1,468,948</b>   | <b>109,717</b> | <b>876,911</b>    | <b>4,380,138</b> |

Detailed information is provided in Notes 33 and 34.

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***Cash flow statement**

|  | Note | Year ended<br>31 December |                  |
|--|------|---------------------------|------------------|
|  |      | 2006                      | 2005             |
| <b>Cash flows from operating activities</b>                                  |      |                           |                  |
| Profit before tax  |      | 808,429                   | 406,786          |
| Adjustments for:   |      |                           |                  |
| Depreciation of property and equipment and amortization of intangible assets | 9    | 170,016                   | 165,484          |
| Gain on sale of property and equipment                                       | 8    | (9,546)                   | (11,530)         |
| Loss on sale of property and equipment                                       |      | -                         | 936              |
| Loss on sale of collected collateral   |      | 7,176                     | 22,259           |
| Decrease in value of assets acquired through foreclosure procedure           | 9    | 21,873                    | -                |
| Depreciation of investment property  | 9    | 1,828                     | 1,542            |
| Impairment losses  | 11   | 335,470                   | 774,332          |
| Dividend income  |      | (1,227)                   | (1,021)          |
| Interest and commission income   | 5    | (2,288,603)               | (2,142,415)      |
| Interest expense   | 5    | 689,773                   | 564,852          |
| Net trading income   |      | (54,387)                  | (2,880)          |
| Share of loss from associate   |      | 1,359                     | 11,880           |
| Interest and commission receipts   |      | 2,216,519                 | 1,905,357        |
| Interest paid  |      | (446,232)                 | (477,796)        |
|  |      | <b>1,452,448</b>          | <b>1,217,786</b> |
| <b>(Increase)/Decrease in operating assets</b>                               |      |                           |                  |
| Restricted accounts  |      | 4,872                     | 23,689           |
| Current accounts with foreign banks  |      | 167                       | (41,681)         |
| Balances with NBRM   |      | (627,767)                 | (975,795)        |
| Financial assets at fair value through profit or loss                        |      | (75,917)                  | 5,620            |
| Placement with and loans to banks  |      | (1,361,334)               | (1,408,950)      |
| Loans and advances to customers  |      | (4,913,005)               | (1,988,771)      |
| Other assets   |      | 337,802                   | 238,792          |
| <b>Increase/(Decrease) in operating liabilities</b>                          |      |                           |                  |
| Deposits from banks and other financial institutions                         |      | 126,100                   | 265,002          |
| Amounts owed to other depositors   |      | 6,112,356                 | 3,049,076        |
| Other liabilities  |      | 158,263                   | 4,235            |
|  |      | <b>1,213,985</b>          | <b>389,003</b>   |



**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)*

|  |                  |                  |
|--|------------------|------------------|
| Income tax paid                                  | -                | (141,279)        |
| <b>Net cash from operating activities</b>        | <b>1,213,985</b> | <b>247,724</b>   |
| <b>Cash flows from investing activities</b>      |                  |                  |
| Acquisition of property and equipment            | (209,195)        | (98,991)         |
| Acquisition of intangible assets                 | -                | (25,300)         |
| Proceeds from the sale of property and equipment | 18,092           | 11,384           |
| Proceeds from sale of investments                | 38,445           | 453,484          |
| Dividends received                               | 987              | 811              |
| Investments in associates                        | -                | (45,138)         |
| <b>Net cash used in investing activities</b>     | <b>(151,671)</b> | <b>296,250</b>   |
| <b>Cash flows from financing activities</b>      |                  |                  |
| Proceeds from borrowed funds                     | 585,159          | 471,743          |
| Repayments of borrowed funds                     | (590,628)        | (443,565)        |
| Treasury shares sold                             | 63,434           | 19,513           |
| Treasury shares acquired                         | (147,339)        | (41,366)         |
| Dividends paid                                   | (300,076)        | (189,409)        |
| <b>Net cash from financing activities</b>        | <b>(389,450)</b> | <b>(183,084)</b> |
| Net increase in cash and cash equivalents        | <b>672,864</b>   | <b>360,890</b>   |
| Cash and cash equivalents at beginning of year   | <b>1,644,751</b> | <b>1,283,861</b> |
| <b>Cash and cash equivalents at end of year</b>  | <b>2,317,615</b> | <b>1,644,751</b> |

35

## **KOMERCIJALNA BANKA AD – SKOPJE**

### **Financial statements for the year ended 31 December 2006**

*(All amounts in MKD thousands unless otherwise stated)*

#### **1 General Information**

Komercijalna Banka AD Skopje (further “the Bank”) is a joint stock company incorporated and domiciled in the Republic of Macedonia. The Bank is listed on the Macedonian Stock Exchange under the ID code KMB. The Bank is licensed to perform all banking activities and the main activities include commercial lending, receiving of deposits, foreign exchange deals, and payment operation services in the country and abroad and retail banking services. In addition, it provides trade finance facilities to companies for export and import purposes.

The address of its registered office is as follows:

*Kej Dimitar Vlahov 4.  
1000 Skopje  
Republic of Macedonia*

These financial statements have been approved for issue by the Board of Directors on 27 February 2007.

#### **Directors**

The names of the Directors of the Bank serving during the financial year and to the date of this report are as follows:

|  |                             |
|--|-----------------------------|
| First General Manager  | Hari Kostov                 |
| General Manager  | Ilija Iloski                |
| Liquidity and Financial Market Division Manager                      | Suzana Moskovska            |
| Risk management and Planning Division Manager                        | Maja Stevkova<br>Sterieva   |
| Corporate Lending Division Manager                                   | Vera Bibanovska             |
| International Division Manager                                       | Vesela Curilova             |
| Retail Banking Division Manager                                      | Gabriela Stojanovska        |
| Human resources and General Affairs Division Manager                 | Slavko Razmilik             |
| Legal Affairs, Problem Loans Workout and Management Division Manager | Snezana Przeska             |
| Information Technology Division Manager                              | Zorica Cerepnalkoska        |
| Finance Department Manager   | Violeta Markovska<br>Valjak |
| Domestic Payment Operations Department Manager                       | Biljana Mitevska            |
| Credit Review Department Manager                                     | Vesna Kiprijanova           |
| Valut Operation Department Manager                                   | Aneta Velevska              |
| Marketing Department Manager   | Jasmina Bucevska            |
| Head of Internal Audit Department                                    | Vesna Maslinko              |

## **2 Accounting policies**

The principal accounting policies adopted in the preparation of these financial statements are set out below:

### **A Basis of presentation**

The financial statements of Komercijalna Banka AD - Skopje have been prepared in accordance with International Financial Reporting Standards (IFRS) and are presented in Macedonian Denars (MKD).

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of available-for-sale financial assets and financial assets held at fair value through profit or loss.

The preparation of financial statements in conformity with IFRS requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Although these estimates are based on management's best knowledge of current events and actions, actual results ultimately may differ from those estimates. Those areas where assumption and estimates are significant to the financial statement are disclosed in Note 4.

#### *(a) Amendments to published standards and interpretations effective 1 January 2006*

The application of the amendments and interpretations listed below did not result in substantial changes to the Bank's accounting policies:

- IAS 19 Amendment – Actuarial Gains and Losses, Group Plans and Disclosures;
- IAS 21 Amendment – Net Investment in a Foreign Operation;
- IAS 39 Amendment – Cash Flow Hedge Accounting of Forecast Intragroup Transactions;
- IAS 39 Amendment – The Fair Value Option;
- IAS 39 and IFRS 4 Amendment – Financial Guarantee Contracts;
- IFRS 1 (Amendment), First-time Adoption of International Financial Reporting Standards, and IFRS 6 (Amendment), Exploration for and Evaluation of Mineral Resources;
- IFRS 6, Exploration for and Evaluation of Mineral Resources;
- IFRIC 4, Determining whether an Arrangement contains a Lease;
- IFRIC 5, Rights to Interests arising from Decommissioning, Restoration and Environmental Rehabilitation Funds; and
- IFRIC 6, Liabilities arising from Participating in a Specific Market – Waste Electrical and Electronic Equipment.
- IAS 21 Amendment, IAS 39 Amendment – Cash flow hedge accounting of forecasted intragroup transactions, IFRS 1, IFRS 6, IFRIC 4 and IFRIC 5 are not relevant to the Bank's operating activities and therefore have no material effect on the Bank's policies.
- IAS 39 Amendment – The Fair Value Option. Prior to the amendment, the Bank applied the unrestricted version of the fair value option in IAS 39. The Bank meets the new criteria in the amendment and therefore continues to designate certain financial assets and financial liabilities at fair value through profit and loss.

- IAS 39 and IFRS 4 Amendment – Financial Guarantee Contracts. These types of contract are now accounted for under IAS 39 and no longer accounted for under IFRS 4, as previously required under IFRS. The measurement and disclosure requirements under IAS 39 have not resulted in a material change to the Bank's policies.

*(b) Interpretations issued but not yet effective*

The Bank has chosen not to early adopt the following standard and interpretations that were issued but not yet effective for accounting periods beginning on 1 January 2006:

- IFRS 7, Financial Instruments: Disclosures, and a complementary Amendment to IAS 1, Presentation of Financial Statements - Capital Disclosures (effective from 1 January 2007);
- IFRS 8, Operating Segments (effective 1 January 2008);
- IFRIC 7, Applying the Restatement Approach under IAS 29 (effective 1 March 2006);
- IFRIC 8, Scope of IFRS 2 (effective 1 May 2006);
- IFRIC 9, Reassessment of embedded derivative (effective 1 June 2006);
- IFRIC 10, Interim Financial Reporting and Impairment (effective 1 November 2006);
- IFRIC 11, IFRS 2 – Group Treasury Share Transactions (effective 1 March 2007); and
- IFRIC 12, Service Concession Arrangements (effective 1 January 2009).

The Bank assessed the impact of IFRS 7 and the amendment to IAS 1 and concluded that the main additional disclosures will be the sensitivity analysis to market risk and the capital disclosures required by the amendment of IAS 1.

The application of the remaining new interpretations will not have a material impact on the entity's financial statements in the period of initial application.

Further information is disclosed in accounting policies and related notes to the financial statements.

**B Segment reporting**

A business segment is a group of assets and operations engaged in providing products or services that are subject to risks and returns that are different from those of other business segments. The Bank has only one business segment. A geographical segment is engaged in providing products or services within a particular economic environment that are subject to risks and returns different from those of segments operating in other economic environments. The Bank has operations only on the territory of the Republic of Macedonia which represent one geographic segment.

**C Foreign currencies***Functional and presentation currency*

Items included in the financial statements are measured using the currency of the primary economic environment in which the Bank operates ('the functional currency'). The financial statements are presented in MKD thousands, which is the Bank's functional and presentation currency.

*Transactions and balances*

Assets and liabilities denominated in foreign currency are translated into MKD at exchange rates ruling at the balance sheet date. Transactions denominated in foreign currency are translated into MKD at the exchange rates valid at the date of the transactions. Gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement.

| Exchange rate: | 31 December 2006 | 31 December 2005 |
|----------------|------------------|------------------|
|                | MKD              | MKD              |
| USD            | 46.45            | 51.86            |
| EUR            | 61.17            | 61.18            |

**D Offsetting financial instruments**

Financial assets and liabilities are offset and the net amount reported in the balance sheet when there is a legally enforceable right to set off the recognized amounts and when there is an intention to settle on a net basis, or realize the asset and settle the liability simultaneously.

**E Interest income and expense**

Interest income and expense are recognized in the income statement for all interest bearing instruments on an accrual basis using the effective interest method. When loans become doubtful of collection, they are written down to their recoverable amounts and interest income is thereafter recognised based on the rate of interest that was used to discount the future cash flows for the purpose of measuring the recoverable amount.

The effective interest method is a method of calculating the amortized cost of a financial asset or a financial liability and of allocating the interest income or interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, a shorter period to the net carrying amount of the financial asset or financial liability. When calculating the effective interest rate, the Bank estimates cash flows considering all contractual terms of the financial instrument (for example, prepayment options) but does not consider future credit losses. The calculation includes all fees and points paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts.

**F Fee and commission income**

Fees and commissions consist mainly of fees received from enterprises arising from guarantees and letter of credits and fees arising from domestic and foreign payment traffic and other banking activities. Fees and commissions are generally recognised on an accrual basis when the service has been provided.

**G Rental income**

Rental income from investment property is recognized in the income statement on a straight line basis over the term of the lease. Lease incentives granted are recognized as an integral part of the total rental income.

**H Financial assets**

The Bank classifies its financial assets in the following categories: financial assets at fair value through profit or loss; loans and receivables; held-to-maturity investments; and available-for-sale financial assets. Management determines the classification of its investments at initial recognition.

*Financial assets at fair value through profit or loss*

This category has two sub-categories: financial assets held for trading, and those designated at fair value through profit or loss at inception. A financial asset is classified in this category if acquired principally for the purpose of selling in the short term or if so designated by management. There are no financial assets at fair value through profit and loss that are not held for trading.

A financial asset is classified as held for trading if it is acquired principally for the purpose of selling or repurchasing it in the near term and for which there is evidence of a recent actual pattern of short-term profit-taking. The only trading assets held by the Bank are Treasury bills and government treasury bills.

Income from debt and other fixed-income instruments is recognised in interest income. Income from equity investments and other non-fixed income instruments is recognised in dividend income.

*Loans and receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise when the Bank provides money to a debtor with no intention of trading the receivable.

Loans are recognized when cash is advanced to the borrowers and are carried at amortized cost using the effective interest method.

*Held-to-maturity*

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Bank's management has the positive intention and ability to hold to maturity. Were the Bank to sell other than an insignificant amount of held-to-maturity assets, the entire category would be tainted and reclassified as available for sale.

*Available-for-sale*

Available-for-sale investments are those intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity.

Available-for-sale financial assets are subsequently carried at fair value. The fair values of quoted investments in active markets are based on current bid prices. If there is no active market for a financial asset, the Bank establishes fair value using valuation techniques

Unrealized gains and losses arising from changes in the fair value of securities classified as available-for sale are recognised in equity. All regular way purchases of available-for-sale investments are recognised at trade date, which is the date that the Bank commits to purchase the asset.

**I Impairment of financial assets**

*Assets carried at amortized cost*

The Bank assesses at each balance sheet date whether there is objective evidence that a financial asset or group of financial assets is impaired. A financial asset or a group of financial assets is impaired and impairment losses are incurred if, and only if, there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated. Objective evidence that a financial asset or group of assets is impaired includes observable data that comes to the attention of the Bank about the following loss events:

- (i) significant financial difficulty of the issuer or obligor;
- (ii) a breach of contract, such as a default or delinquency in interest or principal payments;
- (iii) the Bank granting to the borrower, for economic or legal reasons relating to the borrower's financial difficulty, a concession that the lender would not otherwise consider;
- (iv) it becoming probable that the borrower will enter bankruptcy or other financial reorganization; or

(v) observable data indicating that there is a measurable decrease in the estimated future cash flows from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the group, including:

- adverse changes in the payment status of borrowers in the group; or
- national or local economic conditions that correlate with defaults on the assets in the group.

The Bank first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If the Bank determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment.

When a loan is uncollectible, it is written off against the related provision for loan impairment.

Such loans are written off after all the necessary procedures have been completed and the amount of the loss has been determined. Subsequent recoveries of amounts previously written off decrease the amount of the provision for loan impairment in the income statement.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtor's credit rating), the previously recognised impairment loss is reversed by adjusting the allowance account. The amount of the reversal is recognised in the income statement.

Any accrued interest on impaired loans is immediately subject to impairment allowance recognised in the income statement (as part of carrying value of the loan measured at amortized cost).

*Assets classified as available for sale*

The Bank assesses at each balance sheet date whether there is objective evidence that a financial asset or a group of financial assets is impaired. In the case of equity investments classified as available for sale, a significant or prolonged decline in the fair value of the security below its cost is considered in determining whether the assets are impaired. If any such evidence exists for available for - sale financial assets, the cumulative loss – measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss – is removed from equity and recognised in the income statement. Impairment losses recognised in the income statement on equity instruments are not reversed through the income statement. If, in a subsequent period, the fair value of a debt instrument classified as available for sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognised in profit or loss, the impairment loss is reversed through the income statement.



**J Property and equipment**

All property and equipment is stated at cost or valuation less accumulated depreciation.

Assets in course of construction are reported at their cost of construction including costs charged by third parties. No depreciation is charged on assets during construction. Upon completion, all accumulated costs of the asset are transferred to the relevant tangible property and equipment category and subsequently subject to the applicable depreciation rates.

Gains and losses on disposal of property and equipment are recognised in the income statement.

Depreciation on all assets except assets in the course of construction is calculated using the straight-line method to allocate their cost to their residual values over their estimated useful lives, as follows:

|                         |            |
|-------------------------|------------|
| Buildings               | 40 years   |
| Furniture and equipment | 4-10 years |

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.

**K Intangible assets**

Intangible assets consist of computer software and licences. The initial cost of acquiring the intangible asset is recognised as an asset and amortised on a straight-line basis over the estimated useful life, not exceeding a period of 5 years.

**L Investment property**

Investment property is defined as property held by the owner to earn rental income. Investment property is stated at cost less accumulated depreciation. The depreciation rate based on the estimated useful life is 40 years.

**M Assets held for sale**

Collected collateral is classified as assets held for sale. Collected collateral include apartments, equipment and business premises which are not used by the Bank for its core operations. These assets are stated at the lower of carrying amount and fair value less costs to sell. The Bank plans to dispose the collected collateral within three years of forced acquisition.

**N Cash and cash equivalents**

For the purposes of the cash flow statement, cash and cash equivalents comprise balances with less than 90 days maturity from the date of acquisition including: cash and balances with NBRM and treasury bills and government treasury bills.

**O Provisions**

Provisions are recognised when the Bank has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate of the amount of the obligation can be made.

**P Employee benefits**

The Bank, in the normal course of business, makes payments on behalf of its employees for pensions, health care, employment and personnel tax that are calculated on the basis of gross salaries and wages, food allowances and travel expenses according to the legislation. The Bank makes these contributions to the Government's health and retirement funds, at the statutory rates in force during the year, based on gross salary payments. The Bank pays contributions to public pension insurance fund on a mandatory basis. Once the contributions have been paid, the Bank has no further payment obligations. The regular contributions constitute costs for the year in which they are due and as such are included in staff costs. The cost of these payments is charged to the income statement in the same period as the related salary cost.

The Bank does not operate any other pension scheme or post retirement benefits plan and consequently, has no obligation in respect of pensions. In addition, the Bank is not obliged to provide further benefits to current and former employees.

The Bank recognizes liability and expense for share in profit and payments for bonuses to employees, members of the managing board and management.

**Q Taxation**

Income tax on the profit or loss comprises current and deferred tax.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantially enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years. The tax on income in accordance with the Law on Profit tax is at a rate of 15%.

Deferred income tax is provided in full, using the liability method, for all temporary differences arising between the tax basis of assets and liabilities and their carrying values for financial reporting purposes. Currently enacted tax rates are used in the determination of deferred income tax.

Deferred tax assets are recognised to extend that it is probable that future taxable profit will be available against which the temporary differences can be utilized.

**R Borrowings**

Borrowings are recognized initially at fair value net of transaction costs incurred. Subsequent to the initial recognition, interest-bearing borrowings are stated at amortized cost. If debt is settled before maturity, any difference between the amount repaid and the carrying amount is recognised in the income statement for the period.

## KOMERCIJALNA BANKA AD – SKOPJE

### Financial statements for the year ended 31 December 2006

(All amounts in MKD thousands unless otherwise stated)

#### S Share capital

Share capital comprises ordinary and preference shares

##### *Share issue costs*

Incremental costs directly attributable to the issue of new shares are shown in equity as a deduction, net of tax, from the proceeds.

##### *Dividends*

Dividends on ordinary shares are recognised as a liability in the period in which they are declared.

##### *Treasury shares*

Share capital consists of ordinary and non-voting shares. The consideration paid for purchase of Bank's own share capital is deducted from total shareholders' equity as treasury shares until they are cancelled or sold. Where such shares are subsequently sold or reissued, any consideration received is included in shareholders' equity.

#### T Comparatives

Comparative figures have been adjusted in order to conform with changes in presentation in the current year and the following adjustments have been made:

##### Income statement

|                             | 2005 before<br>adjustment | 2005 after<br>adjustment |
|-----------------------------|---------------------------|--------------------------|
| Interest and similar income | 2,051,710                 | 2,142,415                |
| Fee and commission income   | 780,587                   | 689,882                  |

##### Balance sheet

|  | 2005 before<br>adjustment | 2005 after<br>adjustment |
|--|---------------------------|--------------------------|
| <b>ASSETS</b>  |                           |                          |
| Cash and balances with the<br>National Bank of Republic of Macedonia | 4,575,575                 | 4,347,010                |
| Treasury bills   | -                         | 229,097                  |
| Loans and advances to banks  | 15,965,414                | 15,975,903               |
| Loans and advances to customers                                      | 12,929,685                | 13,010,359               |
| Investment securities  | 389,721                   | 391,319                  |
| Property and equipment   | 1,411,358                 | 1,424,408                |
| Other assets   | 722,050                   | 1,356,758                |
| Collected collateral   | 707,811                   | -                        |
| Leasehold improvements   | 13,051                    | -                        |
| Advances for Property and equipment                                  | 20,189                    | -                        |
| <b>LIABILITIES</b>   |                           |                          |
| Deposits from banks  | 519,768                   | 520,300                  |
| Other deposits   | 30,567,187                | 30,663,209               |
| Borrowings   | 1,377,533                 | 1,384,307                |
| Accruals   | 103,328                   | -                        |

**U Investment in associates**

An associate is an entity over which the Bank has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in associates are accounted for by the equity method of accounting and are initially recognised at cost.

**V Financial guarantees contracts**

Financial guarantee contracts are contracts that require the issuer to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payments when due. Such financial guarantees are given to banks, financial institutions and other bodies on behalf of customers to secure loans, overdrafts and other banking facilities.

Financial guarantees are initially recognised in the financial statements at fair value on the date the guarantee was given. Subsequent to initial recognition, the bank's liabilities under such guarantees are measured at the higher of the initial measurement, less amortisation calculated to recognize in the income statement the fee income earned on a straight line basis over the life of the guarantee and the best estimate of the expenditure required to settle any financial obligation arising at the balance sheet date.

These estimates are determined based on experience of similar transactions and history of past losses, supplemented by the judgment of Management. Any increase in the liability relating to guarantees is taken to the income statement under other operating expenses.

## KOMERCIJALNA BANKA AD – SKOPJE

### Financial statements for the year ended 31 December 2006

(All amounts in MKD thousands unless otherwise stated)

#### 3 Financial risk management

##### A Strategy in using financial instruments

The Bank accepts deposits from customers at both fixed and floating rates and for various periods and seeks to earn above average interest margins by investing these in high quality assets.

The Bank seeks to raise its interest margins by obtaining above average margins, net of provisions, through lending to commercial and retail borrowers with a range of credit standing.

Such exposures involve not just on-balance sheet loans and advances but the Bank also enters into guarantees and other commitments such as letters of credit.

##### B Credit risk

The Bank takes on exposure to credit risk, which is the risk that a counterparty will be unable to pay amounts in full when due. The Bank structures the levels of credit risk it undertakes by placing limits on the amount of risk accepted in relation to one borrower, or groups of borrowers, and to geographical and industry segments. Such risks are monitored on a revolving basis and subject to an annual or more frequent review.

Exposure to credit risk is managed through regular analysis of the ability of borrowers and potential borrowers to meet interest and capital repayment obligations and by changing these lending limits where appropriate. Exposure to credit risk is also managed in part by obtaining collateral and corporate and personal guarantees.

The maximum exposure to credit risk is presented by the carrying amount of each financial asset in the balance sheet.

#### Geographical concentrations of assets, liabilities and off-balance sheet items

| As at 31 December 2006        | Total assets      | Total liabilities | Credit Commitments |
|-------------------------------|-------------------|-------------------|--------------------|
| Republic of Macedonia         | 25,559,711        | 38,333,484        | 7,490,620          |
| EU Countries                  | 15,631,698        | 650,577           | 20,493             |
| Non-EU Countries in Europe    | 1,616,901         | 155,032           | 7,341              |
| Other countries               | 870,150           | 159,229           | -                  |
|                               | <b>43,678,460</b> | <b>39,298,322</b> | <b>7,518,454</b>   |
| <b>As at 31 December 2005</b> |                   |                   |                    |
| Republic of Macedonia         | 20,311,955        | 32,280,792        | 4,950,160          |
| EU Countries                  | 13,810,664        | 238,153           | 3,059              |
| Non-EU Countries in Europe    | 1,927,098         | 179,623           | -                  |
| Other countries               | 887,081           | 203,948           | -                  |
|                               | <b>36,936,798</b> | <b>32,902,516</b> | <b>4,953,219</b>   |

**C Market risk**

The Bank takes on exposure to market risks. Market risks arise from open positions in interest rate, and currency, all of which are exposed to general and specific market movements. The Bank estimates the market risk of positions held and the maximum losses expected based upon a number of assumptions for various changes in market conditions. The Management Board sets limits on the value of risk that may be accepted, which is monitored on a regular basis.

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***D Currency risk**

The Bank takes on exposure to effects of fluctuations in the prevailing foreign currency exchange rates on its financial position and cash flows. The Board of Directors sets limits on the level of exposure by currency and in total for overnight position, which are monitored daily. The table below summarizes the Bank's exposure to foreign currency exchange rate risk at 31 December. Included in the table are the Bank's assets and liabilities at carrying amounts categorized by currency.

**Concentrations of assets and liabilities**

The Bank had the following significant currency positions:

| <b>As at 31 December 2006</b>                         | <b>EUR</b>        | <b>USD</b>       | <b>MKD</b>        | <b>Other</b>     | <b>Total</b>      |
|---|-------------------|------------------|-------------------|------------------|-------------------|
| <b>Assets</b>   |                   |                  |                   |                  |                   |
| Cash and balances with the NBRM                       | 2,617,977         | 308,567          | 1,893,246         | 254,114          | 5,073,904         |
| Treasury bills  | -                 | -                | 797,962           | -                | 797,962           |
| Financial assets at fair value through profit or loss | 10,607            | -                | 72,567            | -                | 83,174            |
| Loans and advances to banks                           | 13,186,611        | 2,947,227        | -                 | 1,203,399        | 17,337,237        |
| Loans and advances to customers                       | 3,425,884         | 128,309          | 13,885,310        | -                | 17,439,503        |
| Investment securities                                 | 275,096           | -                | 77,758            | -                | 352,854           |
| Investments in associates                             | -                 | -                | 31,899            | -                | 31,899            |
| Property and equipment                                | -                 | -                | 1,452,113         | -                | 1,452,113         |
| Investment property                                   | -                 | -                | 58,950            | -                | 58,950            |
| Intangible assets                                     | -                 | -                | 31,004            | -                | 31,004            |
| Deferred tax asset                                    | -                 | -                | 906               | -                | 906               |
| Other assets  | 98,450            | 7,118            | 913,360           | 26               | 1,018,954         |
| <b>Total assets</b>                                   | <b>19,614,625</b> | <b>3,391,221</b> | <b>19,215,075</b> | <b>1,457,539</b> | <b>43,678,460</b> |
| <b>Liabilities</b>                                    |                   |                  |                   |                  |                   |
| Deposits from banks                                   | 106,627           | 116,133          | 415,787           | 7,853            | 646,400           |
| Other deposits  | 16,972,877        | 3,236,881        | 15,794,071        | 771,944          | 36,775,773        |
| Borrowings  | 1,249,616         | 1,831            | 179,407           | -                | 1,430,854         |
| Provisions  | 39,962            | 11,239           | 69,933            | 3,746            | 124,880           |
| Other liabilities incl. current tax liability         | 1,495             | 9,311            | 307,901           | 1,708            | 320,415           |
| <b>Total liabilities</b>                              | <b>18,370,577</b> | <b>3,375,395</b> | <b>16,767,099</b> | <b>785,251</b>   | <b>39,298,322</b> |
| Contingencies and commitments                         | 2,344,393         | 652,983          | 4,191,213         | 204,985          | <b>7,393,574</b>  |
| <b>Net balance sheet position</b>                     | <b>1,244,048</b>  | <b>15,826</b>    | <b>2,447,976</b>  | <b>672,288</b>   | <b>4,380,138</b>  |
| <b>As at 31 December 2005</b>                         |                   |                  |                   |                  |                   |
| Total assets  | <b>18,406,341</b> | <b>3,127,915</b> | <b>14,340,311</b> | <b>1,062,231</b> | <b>36,936,798</b> |
| Total liabilities                                     | <b>16,217,002</b> | <b>2,850,048</b> | <b>13,157,206</b> | <b>678,260</b>   | <b>32,902,516</b> |
| <b>Net balance sheet position</b>                     | <b>2,189,339</b>  | <b>277,867</b>   | <b>1,183,105</b>  | <b>383,971</b>   | <b>4,034,282</b>  |
| Contingencies and commitments                         | 1,738,318         | 380,875          | 2,627,298         | -                | <b>4,746,491</b>  |

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***E Interest rate risk****Interest sensitivity of assets and liabilities**

The Bank takes on exposure to the effects of fluctuations in the prevailing levels of market interest rates on its financial position and cash flows. Interest margins may increase as a result of such changes but may reduce or create losses in the event that unexpected movements arise. The Board of Directors sets limits on the level of mismatch of interest rate reprising that may be undertaken, which is monitored daily.

The table below summarizes the Bank's exposure to interest rate risks. It includes the Bank's financial instruments at carrying amounts, categorized by the earlier of contractual repricing or maturity dates.

|   | Up to 1<br>month  | 1-3 months         | 3-12<br>months   | 1-5 years      | Over 5<br>years | Non-<br>interest<br>bearing | Total             |
|---|-------------------|--------------------|------------------|----------------|-----------------|-----------------------------|-------------------|
| <b>As at 31 December 2006</b>                         |                   |                    |                  |                |                 |                             |                   |
| <b>Assets</b>   |                   |                    |                  |                |                 |                             |                   |
| Cash and balances with the NBRM                       | 2,258,172         | -                  | -                | -              | -               | 2,815,732                   | 5,073,904         |
| Treasury bills  | 797,962           | -                  | -                | -              | -               | -                           | 797,962           |
| Financial assets at fair value through profit or loss | 10,607            | 14,960             | -                | 44,746         | -               | 12,861                      | 83,174            |
| Loans and advances to banks                           | 15,543,336        | 1,475,874          | 305,871          | -              | -               | 12,156                      | 17,337,237        |
| Loans and advances to Customers                       | 6,459,181         | 2,488,550          | 8,075,287        | 387,468        | 24,318          | 4,699                       | 17,439,503        |
| Investment securities                                 | -                 | -                  | 55,706           | 230,697        | 1,439           | 65,012                      | 352,854           |
| Investments in associates                             | -                 | -                  | -                | -              | -               | 31,899                      | 31,899            |
| Property and equipment                                | -                 | -                  | -                | -              | -               | 1,452,113                   | 1,452,113         |
| Investment property                                   | -                 | -                  | -                | -              | -               | 58,950                      | 58,950            |
| Intangible assets                                     | -                 | -                  | -                | -              | -               | 31,004                      | 31,004            |
| Deferred tax asset                                    | -                 | -                  | -                | -              | -               | 906                         | 906               |
| Other assets  | 30,240            | -                  | -                | -              | -               | 988,714                     | 1,018,954         |
| <b>Total assets</b>                                   | <b>25,099,498</b> | <b>3,979,384</b>   | <b>8,436,864</b> | <b>662,911</b> | <b>25,757</b>   | <b>5,474,046</b>            | <b>43,678,460</b> |
| <b>Liabilities</b>                                    |                   |                    |                  |                |                 |                             |                   |
| Deposits from banks                                   | 357,766           | 176,820            | 42,450           | -              | -               | 69,364                      | 646,400           |
| Other deposits  | 24,252,631        | 5,094,870          | 5,054,943        | 19,382         | -               | 2,353,947                   | 36,775,773        |
| Borrowings  | 275,670           | 184,472            | 254,349          | 530,987        | -               | 185,376                     | 1,430,854         |
| Provisions  | -                 | -                  | -                | -              | -               | 124,880                     | 124,880           |
| Other liabilities incl. current tax liability         | -                 | -                  | -                | -              | -               | 320,415                     | 320,415           |
| <b>Total liabilities</b>                              | <b>24,886,067</b> | <b>5,456,162</b>   | <b>5,351,742</b> | <b>550,369</b> | <b>-</b>        | <b>3,053,982</b>            | <b>39,298,322</b> |
| <b>Total interest repricing gap</b>                   | <b>213,431</b>    | <b>(1,476,778)</b> | <b>3,085,122</b> | <b>112,542</b> | <b>25,757</b>   | <b>2,420,064</b>            | <b>4,380,138</b>  |
| <b>As at 31 December 2005</b>                         |                   |                    |                  |                |                 |                             |                   |
| Total assets  | 21,225,453        | 3,365,176          | 7,134,655        | 560,592        | 21,781          | 4,629,141                   | 36,936,798        |
| Total liabilities                                     | 20,936,448        | 4,545,326          | 4,471,616        | 316,866        | 13,548          | 2,618,712                   | 32,902,516        |
| <b>Total interest repricing gap</b>                   | <b>289,005</b>    | <b>(1,180,150)</b> | <b>2,663,039</b> | <b>243,726</b> | <b>8,233</b>    | <b>2,010,429</b>            | <b>4,034,282</b>  |



**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)*

The table below summarises the effective interest rate over the year for monetary financial instruments:

**At 31 December**

|   | 2006     |          |          | 2005     |          |          |
|---|----------|----------|----------|----------|----------|----------|
|   | EUR<br>% | USD<br>% | MKD<br>% | EUR<br>% | USD<br>% | MKD<br>% |
| <b>Assets</b>   |          |          |          |          |          |          |
| Cash and balances with<br>National Bank of Republic of<br>Macedonia | N/A      | N/A      | 2.00     | N/A      | N/A      | 2.00     |
| Treasury bills  | N/A      | N/A      | 5.75     | N/A      | N/A      | 8.50     |
| Loans and advances to<br>banks                                      | 3.70     | 5.20     | N/A      | 2.36     | 4.20     | N/A      |
| Investment securities   | N/A      | N/A      | 9.32     | N/A      | N/A      | N/A      |
| Loans and advances to<br>customers                                  | 7.52     | 8.08     | 8.49     | 6.57     | 6.34     | 9.80     |
| <b>Liabilities</b>  |          |          |          |          |          |          |
| Deposits from banks   | 2.62     | 5.12     | 3.07     | 1.50     | N/A      | 2.02     |
| Other deposits  | 1.44     | 2.44     | 3.36     | 1.13     | 1.02     | 3.29     |
| Borrowings  | 4.69     | 5.08     | 4.72     | 4.33     | 3.34     | 5.31     |

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***F Liquidity risk**

The Bank is exposed to daily calls on its available cash recourses from overnight deposits, current accounts, maturing deposits, loan draw downs and guarantees. The Board of Directors has set Policy and Procedures for Liquidity management. The aim of the Bank is maximizing the profitability, by applying the optimum combination of maturity and foreign currency structure of the assets and liabilities.

The table below analyses assets and liabilities of the Bank into relevant maturity groupings based on the remaining period at balance sheet date to the contractual maturity date.

Although the Bank has shortage of short-term assets over short-term liabilities maturing within one month and one to three months, the Bank's management considers its deposit base as being stable and liquidity not jeopardized.

**Maturities of assets and liabilities**

| <b>As at 31 December 2006</b>                         | <b>Up to 1 month</b> | <b>1-3 months</b>  | <b>3-12 months</b> | <b>1-5 years</b> | <b>Over 5 years</b> | <b>Total</b>      |
|---|----------------------|--------------------|--------------------|------------------|---------------------|-------------------|
| <b>Assets</b>   |                      |                    |                    |                  |                     |                   |
| Cash and balances with the NBRM                       | 5,073,904            | -                  | -                  | -                | -                   | 5,073,904         |
| Treasury bills  | 797,962              | -                  | -                  | -                | -                   | 797,962           |
| Financial assets at fair value through profit or loss | 23,468               | 14,960             | -                  | 44,746           | -                   | 83,174            |
| Loans and advances to banks                           | 15,549,557           | 1,479,770          | 307,910            | -                | -                   | 17,337,237        |
| Loans and advances to customers                       | 1,536,405            | 1,395,425          | 7,167,078          | 3,626,901        | 3,713,694           | 17,439,503        |
| Investment securities                                 | -                    | -                  | 55,769             | 224,244          | 72,841              | 352,854           |
| Investments in associates                             | -                    | -                  | -                  | -                | 31,899              | 31,899            |
| Property and equipment                                | -                    | -                  | -                  | -                | 1,452,113           | 1,452,113         |
| Investment property                                   | -                    | -                  | -                  | -                | 58,950              | 58,950            |
| Intangible assets                                     | -                    | -                  | -                  | -                | 31,004              | 31,004            |
| Deferred tax asset                                    | 906                  | -                  | -                  | -                | -                   | 906               |
| Other assets  | 239,874              | 18,084             | 38,058             | 722,918          | 20                  | 1,018,954         |
| <b>Total assets</b>                                   | <b>23,222,076</b>    | <b>2,908,239</b>   | <b>7,568,815</b>   | <b>4,618,809</b> | <b>5,360,521</b>    | <b>43,678,460</b> |
| <b>Liabilities</b>                                    |                      |                    |                    |                  |                     |                   |
| Deposits from banks                                   | 426,150              | 177,517            | 42,733             | -                | -                   | 646,400           |
| Other deposits  | 26,252,026           | 5,108,358          | 5,167,627          | 247,762          | -                   | 36,775,773        |
| Borrowings  | 43,683               | 38,491             | 237,013            | 965,686          | 145,981             | 1,430,854         |
| Provisions  | 48,703               | 19,981             | 34,966             | 21,230           | -                   | 124,880           |
| Other liabilities incl. current tax liability         | 318,097              | -                  | -                  | -                | 2,318               | 320,415           |
| <b>Total liabilities</b>                              | <b>27,088,659</b>    | <b>5,344,347</b>   | <b>5,482,339</b>   | <b>1,234,678</b> | <b>148,299</b>      | <b>39,298,322</b> |
| <b>Net liquidity gap</b>                              | <b>(3,866,583)</b>   | <b>(2,436,108)</b> | <b>2,086,476</b>   | <b>3,384,131</b> | <b>5,212,222</b>    | <b>4,380,138</b>  |
| Contingencies and commitments                         | 2,890,811            | 1,161,454          | 2,086,339          | 1,254,970        | -                   | 7,393,574         |
| <b>As at 31 December 2005</b>                         |                      |                    |                    |                  |                     |                   |
| Total assets  | 24,190,099           | 2,114,527          | 4,696,577          | 3,058,917        | 2,876,678           | 36,936,798        |
| Total liabilities                                     | 23,469,328           | 3,970,392          | 4,292,856          | 852,325          | 317,615             | 32,902,516        |
| <b>Net liquidity gap</b>                              | <b>720,771</b>       | <b>(1,855,865)</b> | <b>403,721</b>     | <b>2,206,592</b> | <b>2,559,063</b>    | <b>4,034,282</b>  |
| Contingencies and commitments                         | 1,396,932            | 863,895            | 2,033,568          | 452,097          | -                   | 4,746,491         |

## KOMERCIJALNA BANKA AD – SKOPJE

### Financial statements for the year ended 31 December 2006

(All amounts in MKD thousands unless otherwise stated)

#### G Financial Instruments

##### Fair value

Fair value represents the amount at which an asset could be replaced or a liability settled on an arms length basis. Fair values have been based on management assumptions according to the profile of the asset and liability base.

The following table summarizes the carrying amounts and fair values to those financial assets and liabilities not presented on balance sheet at their fair value.

|                                 | Carrying value |            | Fair value |            |
|---------------------------------|----------------|------------|------------|------------|
|                                 | 2006           | 2005       | 2006       | 2005       |
| <b>Financial assets</b>         |                |            |            |            |
| Loans and advances to banks     | 17,337,237     | 15,975,903 | 17,337,237 | 15,975,903 |
| Loans and advances to customers | 17,439,503     | 13,010,359 | 17,439,503 | 13,010,359 |
| Investment securities           | 352,854        | 391,319    | 329,863    | 362,333    |
| <b>Financial liabilities</b>    |                |            |            |            |
| Deposits from banks             | 646,400        | 520,300    | 646,400    | 520,300    |
| Other deposits                  | 36,775,773     | 30,663,209 | 36,775,773 | 30,663,209 |
| Borrowings                      | 1,430,854      | 1,384,307  | 1,430,854  | 1,384,307  |

##### Loans and advances to banks

Loans and advances to other banks comprise inter-bank placements. The fair value of placements and overnight deposits is their carrying amount due to their short-term nature.

##### Loans and advances to customers

Loans and advances are carried at amortized cost and are net of provisions for impairment. The loans and advances have predominantly floating rate. The fair value approximates their carrying value.

##### Investment securities

Investment securities include interest-bearing assets held to maturity and assets classified as available for sale are measured at fair value. Fair value for held-to-maturity assets is based on market prices or broker/dealer price quotations. Where this information is not available, fair value is estimated using quoted market prices for securities with similar credit, maturity and yield characteristics.

##### Other financial assets

The fair value of monetary assets that includes cash and cash equivalents is considered to approximate their respective carrying values by definition and due to their short-term nature.

**Deposits and borrowings**

The estimated fair value of deposits with no stated maturity, which includes non-interest-bearing deposits, is the amount repayable on demand.

The fair value of the term deposits at variable interest rates approximates their carrying values as of the balance sheet date.

Borrowed funds carry predominantly floating rates and due to the interest rate repricing carrying value is not materially different from their fair value.

**4 Critical accounting estimates, and judgments in applying accounting policies**

The Bank makes estimates and assumptions that affect the reported amounts of assets and liabilities within the next financial year. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

**(a) Impairment losses on loans and advances**

The Bank reviews its loan portfolios to assess impairment on a monthly basis. In determining whether an impairment loss should be recorded in the income statement, the Bank makes judgments as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans before the decrease can be identified with an individual loan in that portfolio. This evidence may include observable data indicating that there has been an adverse change in the payment status of borrowers in a group, or national or local economic conditions that correlate with defaults on assets in the bank. The Bank uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio.

**(b) Held to maturity investments**

The Bank holds debt securities issued by the Republic of Macedonia, received in exchange for the settlement of certain non-performing loans, bearing interest at a rate of 2% per annum. The principal of bonds for frozen deposits is repayable in 20 equal semi annual installments commencing from April 2002 to October 2011, the principal of bonds for denationalization IV issue is repayable in 10 equal annual installments commencing from June 2006 to June 2015, and, the principal of bonds for denationalization V issue is repayable in 10 equal annual installments commencing from June 2007 to June 2016. As at 31 December 2006 the outstanding balance of these receivables amounts MKD 276,673,000 (2005: MKD 317,150,000). In addition, the Bank holds 15 year government bonds issued by the Republic of Macedonia, bearing interest at a rate equal to the prime rate of the NBRM. The principal is repayable in 15 equal annual installments commencing from April 1996 up to April 2010. As at 31 December 2006 the outstanding balance of these receivables amounts MKD 12,747,000 (2005: MKD 15,933,000). The Bank has the intent and ability to hold to maturity these securities. Therefore, they have been classified as held-to-maturity assets.

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)*

| <b>5</b> | <b>Net interest income</b>                     | <b>2006</b>      | <b>2005</b>      |
|----------|--|------------------|------------------|
|          | <b>Interest income</b>                         |                  |                  |
|          | Citizens                                       | 323,142          | 305,721          |
|          | Companies                                      | 977,140          | 888,505          |
|          | Banks and financial institutions               | 629,166          | 401,651          |
|          | Government and local authorities               | 42,543           | 47,937           |
|          | Recoveries of interest previously provided for | 316,612          | 498,601          |
|          |  | <b>2,288,603</b> | <b>2,142,415</b> |
|          | <b>Interest expense</b>                        |                  |                  |
|          | Citizens                                       | 458,034          | 364,999          |
|          | Companies                                      | 139,135          | 113,853          |
|          | Banks and financial institutions               | 67,457           | 60,401           |
|          | Government and local authorities               | 25,147           | 25,599           |
|          |  | <b>689,773</b>   | <b>564,852</b>   |
| <b>6</b> | <b>Net fee and commission income</b>           | <b>2006</b>      | <b>2005</b>      |
|          | <b>Fee and commission income</b>               |                  |                  |
|          | Payment operations                             |                  |                  |
|          | -in the country                                | 315,747          | 304,970          |
|          | -abroad  | 201,994          | 193,821          |
|          | Letters of credit and guarantees               | 90,212           | 74,632           |
|          | Brokerage fees                                 | 49,500           | 32,815           |
|          | Other  | 85,677           | 83,644           |
|          |  | <b>743,130</b>   | <b>689,882</b>   |
|          | <b>Fee and commission expense</b>              |                  |                  |
|          | Payment operations                             |                  |                  |
|          | -in the country                                | 26,057           | 25,303           |
|          | -abroad  | 48,117           | 43,901           |
|          | Brokerage fees                                 | 1,321            | 422              |
|          | Other  | 15,948           | 15,996           |
|          |  | <b>91,443</b>    | <b>85,622</b>    |
| <b>7</b> | <b>Dividend income</b>                         | <b>2006</b>      | <b>2005</b>      |
|          | Investment securities                          | 1,227            | 1,021            |
|          |  | <b>1,227</b>     | <b>1,021</b>     |

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)*

| <b>8</b>  | <b>Other operating income</b>                               | <b>2006</b>      | <b>2005</b>      |
|-----------|---|------------------|------------------|
|           | Gain on sale of Property Plant and Equipment                | 9,546            | 11,530           |
|           | Rental income   | 11,887           | 4,223            |
|           | Income upon successful court cases                          | -                | 7,420            |
|           | Recoveries on loans and advances previously written – off   | 138,185          | 238,301          |
|           | Other   | 81,593           | 50,824           |
|           |   | <b>241,211</b>   | <b>312,298</b>   |
| <br>      |   |                  |                  |
| <b>9</b>  | <b>Operating expenses</b>                                   | <b>2006</b>      | <b>2005</b>      |
|           | Staff costs (Note 10)                                       | 636,657          | 640,661          |
|           | Materials and services                                      | 221,510          | 200,157          |
|           | Insurance premiums  | 159,970          | 138,506          |
|           | Depreciation of property and equipment                      | 153,966          | 152,965          |
|           | Administration and marketing costs                          | 81,239           | 71,462           |
|           | Taxes and contribution                                      | 76,865           | 75,859           |
|           | Bonuses to the Managing Board, management and the employees | 55,000           | 74,495           |
|           | Impairment of assets  | 37,887           | 17,232           |
|           | Decrease in value of Collected collateral                   | 21,873           | -                |
|           | Amortisation of intangible assets                           | 16,050           | 12,519           |
|           | Loss on sale of collateral                                  | 7,279            | 23,195           |
|           | Tax and contributions                                       | 4,982            | 5,709            |
|           | Penalties   | 2,133            | 1,796            |
|           | Depreciation of investment property                         | 1,828            | 1,542            |
|           | Other   | 14,744           | 15,500           |
|           |   | <b>1,491,983</b> | <b>1,431,598</b> |
| <br>      |   |                  |                  |
| <b>10</b> | <b>Staff costs</b>  | <b>2006</b>      | <b>2005</b>      |
|           | Salaries and wages  | 422,639          | 423,527          |
|           | Pension costs   | 130,785          | 132,492          |
|           | Other staff costs   | 83,233           | 84,642           |
|           |   | <b>636,657</b>   | <b>640,661</b>   |

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)*

| <b>11 Impairment losses</b>               | <b>2006</b>    | <b>2005</b>    |
|---|----------------|----------------|
| Amounts due from other banks (Note 14)    | (167)          | 41,681         |
| Loans and advances to customers (Note 18) | 417,484        | 638,158        |
| Contingencies and commitments (Note 30)   | (81,847)       | 94,493         |
|   | <b>335,470</b> | <b>774,332</b> |
| <b>12 Income tax expense</b>              | <b>2006</b>    | <b>2005</b>    |
| Current tax                               | 81,351         | 49,280         |
| Deferred tax (Note 29)                    | 198            | 368            |
|   | <b>81,549</b>  | <b>49,648</b>  |

Further information about deferred income tax is presented in Note 29.

The tax on the Bank's profit before tax differs from the amount that would arise using the basic tax rate of the Bank as follows:

|  |                |                |
|--|----------------|----------------|
| <b>Profit before tax</b>                                     | <b>808,429</b> | <b>406,786</b> |
| Tax calculated at a tax of 15% (2005: 15%)                   | 121,264        | 61,018         |
| <b>Increase for:</b>   |                |                |
| - expenses non tax deductible according to local regulations | 36,998         | 19,254         |
| <b>Decrease for:</b>   |                |                |
| - dividends  | (184)          | (134)          |
| - non-taxable income according to local regulations          | (72,202)       | (29,784)       |
| - tax exempt revenue   | (4,327)        | (706)          |
| <b>Income tax expense</b>                                    | <b>81,549</b>  | <b>49,648</b>  |

The tax authorities may at any time inspect the books and records up to 5 to 10 years subsequent to the reported tax year, and may impose additional tax assessments and penalties. The Bank's management is not aware of any circumstances, which may give rise to a potential material liability in this respect.

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***13 Earnings per share*****Basic earnings per share***

The calculation of basic earnings per share at 31 December 2006 was based on the net profit attributable to ordinary shareholders of MKD 724,261,000 (2005: MKD 348,517,000) and a weighted average number of ordinary shares outstanding during the year ended 31 December 2006 of 1,931,974 (2005: 1,839,089) calculated as follows:

| <b>Net profit attributable to ordinary shareholders</b> | <b>2006</b>             | <b>2005</b>             |
|---|-------------------------|-------------------------|
| Net profit for the year                                 | 726,880                 | 357,138                 |
| Dividends on non-redeemable preference shares           | (2,619)                 | (8,621)                 |
| Net profit attributable to ordinary shareholders        | <u>724,261</u>          | <u>348,517</u>          |
| <b>Weighted average number of ordinary shares</b>       | <b>2006</b>             | <b>2005</b>             |
| <i>In number of shares</i>                              |                         |                         |
| Issued ordinary shares at 1 January                     | 1,872,372               | 1,826,415               |
| Effect of conversion of preference shares in January    | 16,127                  | 1,719                   |
| Effect of conversion of preference shares in February   | 20,631                  | 138                     |
| Effect of treasury shares sold in February              | 8,410                   | -                       |
| Effect of treasury shares sold in March                 | 808                     | -                       |
| Effect of treasury shares acquired in April             | -                       | (6,713)                 |
| Effect of conversion of preference shares in April      | 5,227                   | 3,015                   |
| Effect of treasury shares acquired in May               | (20,548)                | -                       |
| Effect of conversion of preference shares in May        | 14,382                  | 5,569                   |
| Effect of treasury shares sold in June                  | -                       | 2,500                   |
| Effect of conversion of preference shares in June       | 10,692                  | 2,651                   |
| Effect of treasury shares acquired in July              | -                       | (4,167)                 |
| Effect of conversion of preference shares in July       | 537                     | 1,128                   |
| Effect of treasury shares sold in August                | -                       | 1,690                   |
| Effect of conversion of preference shares in August     | 2,001                   | 819                     |
| Effect of conversion of preference shares in September  | 942                     | 1,484                   |
| Effect of conversion of preference shares in October    | 305                     | 1,773                   |
| Effect of conversion of preference shares in November   | 64                      | 872                     |
| Effect of conversion of preference shares in December   | 24                      | 196                     |
| <b>At 31 December</b>                                   | <b><u>1,931,974</u></b> | <b><u>1,839,089</u></b> |



**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)****Diluted earnings per share***

The calculation of diluted earnings per share at 31 December 2006 was based on the net profit attributable to ordinary shareholders of MKD 726,880,000 (2005: MKD 357,138,000) and the weighted average number of ordinary shares outstanding during the year ended 31 December 2006 of 1,961,000 (2005: 1,970,782), calculated as follows:

**Net profit attributable to ordinary shareholders (diluted)**

|  | <b>2006</b>    | <b>2005</b>    |
|--|----------------|----------------|
| Net profit attributable to ordinary shareholders | 726,880        | 357,138        |
| Net profit attributable to ordinary shareholders | <u>726,880</u> | <u>357,138</u> |

**Weighted average number of ordinary shares (diluted)**

| <i>In number of shares</i>                              | <b>2006</b>             | <b>2005</b>             |
|---|-------------------------|-------------------------|
| Issued ordinary shares at 1 January                     | 1,931,974               | 1,839,089               |
| Effect of decrease the nominal value of ordinary shares | -                       | -                       |
|   | <u>1,931,974</u>        | <u>1,839,089</u>        |
| Effect of issued potential ordinary shares              | 29,026                  | 131,695                 |
| <b>At 31 December</b>                                   | <b><u>1,961,000</u></b> | <b><u>1,970,784</u></b> |

**14 Cash and bank balances with the National Bank of Republic of Macedonia**

|   | <b>2006</b>             | <b>2005</b>             |
|---|-------------------------|-------------------------|
| Cash in hand                                    | 772,933                 | 837,770                 |
| Current accounts with local banks               | 5,210                   | 4,454                   |
| Current accounts with foreign banks             | 716,104                 | 544,126                 |
| Other short term highly liquid investments      | 25,406                  | 29,304                  |
| Included in cash and cash equivalents (Note 35) | <b><u>1,519,653</u></b> | <b><u>1,415,654</u></b> |
| Restricted accounts                             | 14,511                  | 19,383                  |
| Current accounts with foreign banks             | 80,605                  | 80,772                  |
| Balances with NBRM                              | 3,539,740               | 2,911,973               |
| Less: Provision for impairment                  | (80,605)                | (80,772)                |
|   | <b><u>5,073,904</u></b> | <b><u>4,347,010</u></b> |

The Bank is obliged to provide mandatory reserve at the National Bank of the Republic of Macedonia in MKD and in foreign currency.

The Bank has to set aside mandatory reserve in MKD at a rate of 10 % on the average daily balance of the total MKD deposits on legal entities and retail customers during the preceding month. National Bank of Republic of Macedonia pays 2% (2005: 2%) interest on the mandatory reserve's amount in MKD.

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)*

The Bank has to set aside mandatory reserve in foreign currency at a rate of 10 % on the average daily balance of the total foreign currency deposits on legal entities and retail customers during the preceding month denominated in EUR by applying the middle exchange rate issued by the National Bank of Republic of Macedonia on the last date of the calculation. National Bank of Republic of Macedonia pays no interest on the foreign exchange mandatory reserves.

The Bank is obliged to keep the amount of the calculated foreign currency mandatory reserve at a foreign Bank on a separate account of the National Bank of Republic of Macedonia.

Restricted accounts represent deposits for opened letters of credit with maturity of 90 days or less, on behalf of the Bank's customers.

**Movement in provisions for impairment are as follows:****Cash and bank balances with the National Bank of Republic of Macedonia**

|  | <b>2006</b>   | <b>2005</b>   |
|--|---------------|---------------|
| Balance at 1 January                     | 80,772        | 39,295        |
| Net charge to income statement (Note 11) | (167)         | 41,681        |
| Write off                                | -             | (204)         |
| <b>Balance at 31 December</b>            | <b>80,605</b> | <b>80,772</b> |

**15 Treasury bills**

|   | <b>2006</b>    | <b>2005</b>    |
|---|----------------|----------------|
| Treasury bills                                  | 797,962        | 229,097        |
| Included in cash and cash equivalents (Note 35) | <b>797,962</b> | <b>229,097</b> |
|   | <b>797,962</b> | <b>229,097</b> |

Treasury bills are debt securities issued by the National Bank of Republic of Macedonia with maturity due of 28 days. The Bank receives interest at the rate of 5.5 – 5.9 % (2005: 8.20-10%). Treasury bills are categorized as assets held for trading and carried at their fair value. Treasury bills include accrued interest of MKD 1,524,000 (2005: MKD 532,000)

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)*

| <b>16</b> | <b>Financial assets at fair-value through profit and loss</b>    | <b>2006</b>       | <b>2005</b>       |
|-----------|--|-------------------|-------------------|
|           | <b>Debt and other fixed-income investments</b>                   |                   |                   |
|           | Government bonds   | 55,353            | 3,896             |
|           | Government treasury bills  | 14,960            | -                 |
|           |  | <b>70,313</b>     | <b>3,896</b>      |
|           | Listed   | 70,313            | 3,896             |
|           | <b>Equity investments and other non-fixed-income instruments</b> |                   |                   |
|           | Equity investments   | 12,861            | 3,361             |
|           |  | <b>12,861</b>     | <b>3,361</b>      |
|           | Listed   | 6,619             | 2,226             |
|           | Unlisted   | 6,242             | 1,135             |
|           |  | <b>83,174</b>     | <b>7,257</b>      |
| <b>17</b> | <b>Loans and advances to banks</b>                               | <b>2006</b>       | <b>2005</b>       |
|           | Placements with foreign banks                                    | 17,245,354        | 15,918,970        |
|           | Placements with domestic banks                                   | 91,883            | 56,933            |
|           |  | <b>17,337,237</b> | <b>15,975,903</b> |

Loans and advances to banks include accrued interest of MKD 12,156,000 (2005: MKD 10,489,000).

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***18 Loans and advances to customers**

|                                | Short term        |                   | Long term        |                  |
|--------------------------------|-------------------|-------------------|------------------|------------------|
|                                | 2006              | 2005              | 2006             | 2005             |
| Loans to corporate entities    | 10,871,416        | 9,094,134         | 5,089,199        | 2,831,561        |
| Loans to individuals           | 1,839,846         | 1,376,896         | 2,452,161        | 1,795,946        |
| Loans to public entities       | 187,820           | 523,903           | -                | -                |
|                                | <b>12,899,082</b> | <b>10,994,933</b> | <b>7,541,360</b> | <b>4,627,507</b> |
| Less: Provision for impairment | (2,745,956)       | (1,834,343)       | (254,983)        | (777,738)        |
|                                | <b>10,153,126</b> | <b>9,160,590</b>  | <b>7,286,377</b> | <b>3,849,769</b> |

Loans and advances to customers include accrued interest and other receivables of MKD 114,591,000 (2005: MKD 80,673,000).

**Movement in provisions for impairment are as follows:****Loans**

|  | 2006             | 2005             |
|--|------------------|------------------|
| Balance at 1 January                     | 2,612,081        | 2,234,804        |
| Net charge to income statement (Note 11) | 417,484          | 638,158          |
| Write off                                | (28,626)         | (260,881)        |
| <b>Balance at 31 December</b>            | <b>3,000,939</b> | <b>2,612,081</b> |

**Economic sector risk concentrations within the customer loan portfolio were as follows:**

|   | 2006              |            | 2005              |            |
|---|-------------------|------------|-------------------|------------|
|   |                   | %          |                   | %          |
| Industry                                      | 6,807,226         | 33.30      | 5,207,448         | 33.33      |
| Commerce and finance                          | 4,634,222         | 22.67      | 3,356,567         | 21.49      |
| Retail customers                              | 4,292,007         | 21.00      | 3,172,808         | 20.31      |
| Agriculture                                   | 957,336           | 4.68       | 694,779           | 4.45       |
| Business and other services                   | 18,263            | 0.09       | 22,568            | 0.14       |
| Government institutions and local authorities | 187,820           | 0.92       | 525,630           | 3.36       |
| Construction                                  | 1,574,022         | 7.70       | 1,252,935         | 8.02       |
| Transport                                     | 1,540,288         | 7.54       | 920,684           | 5.89       |
| Catering and tourism                          | 165,348           | 0.81       | 160,523           | 1.03       |
| Other   | 263,910           | 1.29       | 308,498           | 1.97       |
| Less: Provision for impairment                | (3,000,939)       |            | (2,612,081)       |            |
|   | <b>17,439,503</b> | <b>100</b> | <b>13,010,359</b> | <b>100</b> |

Loans and advances to customers are all domestic.

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)*

| <b>19 Investment securities</b>   | <b>2006</b>    | <b>2005</b>    |
|---|----------------|----------------|
| <b>Debt and other fixed-income investments held - to - maturity</b>     |                |                |
| Government bonds  | 276,673        | 317,150        |
|   | <b>276,673</b> | <b>317,150</b> |
| Listed  | 276,673        | 317,150        |
| <b>Debt and other non-fixed-income investments held - to – maturity</b> |                |                |
| Government bonds  | 12,747         | 15,933         |
|   | <b>12,747</b>  | <b>15,933</b>  |
| Unlisted  | -              | 15,933         |
| Listed  | 12,747         | -              |
| <b>Equity investments available-for-sale</b>                            |                |                |
| Equity investments  | 63,434         | 58,236         |
|   | <b>63,434</b>  | <b>58,236</b>  |
| Unlisted  | 63,434         | 58,236         |
|   | <b>352,854</b> | <b>391,319</b> |

Investments securities include accrued interest and other receivables of MKD 1,578,000 (2005: MKD 1,598,000).

Government Bonds comprise MKD 276,673,000 (2005: MKD 317,150,000) received as a collection of certain non-performing loans, bearing interest at a rate of 2% per annum (2005: 2%). The principal is payable in 20 equal semi-annual installments commencing from April 2002 up to October 2011.

Government bonds in the amount of MKD 12,747,000 (2005: MKD 15,933,000) represent 15 year bonds bearing interest at a rate that is equal to the prime rate of the NBRM, which at 31 December 2006 was set at 6.5% (2005:6.5%) per annum. The principal is repayable in 15 equal annual installments commencing from April 1996 to April 2010.

Equity investments before allowance are carried at cost. There is no active market for these investments and there are no recent transactions, which would provide evidence for their current market value.

Income from debt instruments held-to-maturity is recognized as interest income. Income from equity investments is recognized in dividend income.

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***20 Investments in associate**

|   | <b>2006</b>   | <b>2005</b>   |
|---|---------------|---------------|
| KB Prvo Penzisko Drustvo AD Skopje              | 45,138        | 45,138        |
| Share of results for the year ended 31 December | (13,239)      | (11,880)      |
|   | <b>31,899</b> | <b>33,258</b> |

Summary financial information on associate is presented below:

**2006**

|                                    | <b>Assets</b>  | <b>Liabilities</b> | <b>Equity</b> | <b>Revenues</b> | <b>Loss</b>    | <b>Interest held</b> |
|------------------------------------|----------------|--------------------|---------------|-----------------|----------------|----------------------|
| KB Prvo Penzisko Drustvo AD Skopje | 103,239        | 38,148             | 65,091        | 63,481          | (2,773)        | 49%                  |
|                                    | <b>103,239</b> | <b>38,148</b>      | <b>65,091</b> | <b>63,481</b>   | <b>(2,773)</b> |                      |

**2005**

|                                    | <b>Assets</b>  | <b>Liabilities</b> | <b>Equity</b> | <b>Revenues</b> | <b>Loss</b>     |     |
|------------------------------------|----------------|--------------------|---------------|-----------------|-----------------|-----|
| KB Prvo Penzisko Drustvo AD Skopje | 106,249        | 38,385             | 67,864        | -               | (24,245)        | 49% |
|                                    | <b>106,249</b> | <b>38,385</b>      | <b>67,864</b> | <b>-</b>        | <b>(24,245)</b> |     |

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***21 Property and equipment**

|                                   | <b>Buildings</b> | <b>Furniture &amp; Equipment</b> | <b>Assets in course of construction</b> | <b>Leasehold improvements</b> | <b>Total</b>     |
|-----------------------------------|------------------|----------------------------------|---|-------------------------------|------------------|
| <b>At 1 January 2005</b>          |                  |                                  |   |                               |                  |
| Cost                              | 1,221,485        | 686,119                          | 234,427                                 | 11,210                        | 2,153,241        |
| Accumulated depreciation          | (249,824)        | (413,882)                        | -                                       | (5,818)                       | (669,524)        |
| <b>Net book amount</b>            | <b>971,661</b>   | <b>272,237</b>                   | <b>234,427</b>                          | <b>5,392</b>                  | <b>1,483,717</b> |
| <b>Year ended December 2005</b>   |                  |                                  |   |                               |                  |
| Opening net book amount           | 971,661          | 272,237                          | 234,427                                 | 5,392                         | 1,483,717        |
| Additions                         | -                | -                                | 84,980                                  | 11,218                        | 96,198           |
| Transfers                         | 179,528          | 107,782                          | (287,310)                               | -                             | -                |
| Transfer to investment property   | (1,511)          | -                                | -                                       | -                             | (1,511)          |
| Transfer from investment property | 9,675            | -                                | -                                       | -                             | 9,675            |
| Disposals and write off           | (6,603)          | (543)                            | -                                       | (448)                         | (7,594)          |
| Depreciation charge               | (34,816)         | (118,149)                        | -                                       | (3,112)                       | (156,077)        |
| <b>Closing net book amount</b>    | <b>1,117,934</b> | <b>261,327</b>                   | <b>32,097</b>                           | <b>13,050</b>                 | <b>1,424,408</b> |
| <b>At 31 December 2005</b>        |                  |                                  |   |                               |                  |
| Cost                              | 1,402,574        | 793,358                          | 32,097                                  | 21,980                        | 2,250,009        |
| Accumulated depreciation          | (284,640)        | (532,031)                        | -                                       | (8,930)                       | (825,601)        |
| <b>Net book amount</b>            | <b>1,117,934</b> | <b>261,327</b>                   | <b>32,097</b>                           | <b>13,050</b>                 | <b>1,424,408</b> |
| <b>Year ended December 2006</b>   |                  |                                  |   |                               |                  |
| Opening net book amount           | 1,117,934        | 261,327                          | 32,097                                  | 13,050                        | 1,424,408        |
| Additions                         | -                | 151                              | 213,082                                 | -                             | 213,233          |
| Transfers                         | 61,444           | 127,238                          | (192,532)                               | 3,850                         | -                |
| Transfer to intangible assets     | -                | -                                | (2,895)                                 | -                             | (2,895)          |
| Transfer from investment property | -                | -                                | -                                       | -                             | -                |
| Transfer to investment property   | (10,575)         | -                                | -                                       | -                             | (10,575)         |
| Disposals and write off           | (8,661)          | (857)                            | (7,223)                                 | (1,351)                       | (18,092)         |
| Depreciation charge               | (36,042)         | (114,629)                        | -                                       | (3,295)                       | (153,966)        |
| <b>Closing net book amount</b>    | <b>1,124,100</b> | <b>273,230</b>                   | <b>42,529</b>                           | <b>12,254</b>                 | <b>1,452,113</b> |
| <b>At 31 December 2006</b>        |                  |                                  |   |                               |                  |
| Cost                              | 1,444,782        | 919,890                          | 42,529                                  | 24,479                        | 2,431,680        |
| Accumulated depreciation          | (320,682)        | (646,660)                        | -                                       | (12,225)                      | (979,567)        |
| <b>Net book amount</b>            | <b>1,124,100</b> | <b>273,230</b>                   | <b>42,529</b>                           | <b>12,254</b>                 | <b>1,452,113</b> |

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***22 Investment property**

|                                      | <b>2006</b>   | <b>2005</b>   |
|--------------------------------------|---------------|---------------|
| <b>At 1 January</b>                  |               |               |
| Cost                                 | 65,689        | 73,853        |
| Accumulated depreciation             | (10,382)      | (8,840)       |
| <b>Net book amount</b>               | <b>55,307</b> | <b>65,013</b> |
| <b>Year ended December</b>           |               |               |
| Opening net book amount              | 55,307        | 65,013        |
| Transfer from property and equipment | 10,575        | 1,511         |
| Transfer to property and equipment   | -             | (9,675)       |
| Disposals and write off              | (5,104)       | -             |
| Depreciation charge                  | (1,828)       | 1,542         |
| <b>Closing net book amount</b>       | <b>58,950</b> | <b>55,307</b> |
| <b>At 31 December</b>                |               |               |
| Cost                                 | 71,160        | 65,689        |
| Accumulated depreciation             | (12,210)      | (10,382)      |
| <b>Net book amount</b>               | <b>58,950</b> | <b>55,307</b> |

**23 Intangible assets**

|                                      | <b>2006</b>   | <b>2005</b>   |
|--------------------------------------|---------------|---------------|
| <b>Cost</b>                          |               |               |
| Balance at 1 January                 | 90,483        | 65,183        |
| Additions                            | -             | 25,300        |
| Transfer                             | 2,895         | -             |
| <b>Balance at 31 December</b>        | <b>93,378</b> | <b>90,483</b> |
| <b>Accumulated amortisation</b>      |               |               |
| Balance at 1 January                 | 46,324        | 33,805        |
| Charge for the year                  | 16,050        | 12,519        |
| <b>Balance at 31 December</b>        | <b>62,374</b> | <b>46,324</b> |
| <b>Net book value at 31 December</b> | <b>31,004</b> | <b>44,159</b> |
| <b>Net book value at 1 January</b>   | <b>44,159</b> | <b>31,378</b> |



**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***24 Other assets**

|   | <b>2006</b>             | <b>2005</b>             |
|---|-------------------------|-------------------------|
| Collected collateral                                | 854,625                 | 707,811                 |
| Receivable for sold collateral previously collected | 7,190                   | 506,250                 |
| Advances for property and equipment                 | 16,302                  | 20,189                  |
| Receivable from KB Prvo Penzisko Drustvo            | 25,548                  | 23,715                  |
| Inventory of office materials                       | 17,963                  | 15,727                  |
| Inventory of numismatic collections                 | 17,184                  | 17,526                  |
| Other assets  | 80,142                  | 65,540                  |
|   | <b><u>1,018,954</u></b> | <b><u>1,356,758</u></b> |

Collected collateral of MKD 854,625,000 (2005: MKD 707,811,000) represents collected business premises and apartments, received by foreclosure of collateral.

The market for certain types of collateral in Macedonia is in an early stage of development. Management has made an estimate of the expected recoverable amount net of costs to realise the assets, based on a number of factors, including independent assessment. However, given the foregoing, actual amounts realised may differ from the estimates made.

Other assets include operating lease receivables as follows:

|   | <b>2006</b>          | <b>2005</b>          |
|---|----------------------|----------------------|
| Not later than one year                           | 12,566               | 12,981               |
| Later than one year and not later than five years | 4,372                | 4,372                |
| Later than five years                             | 7,359                | 8,234                |
|   | <b><u>24,297</u></b> | <b><u>25,587</u></b> |

The Bank has operating leases on an indefinite lease term and management can not estimate the exact lease term. The minimum lease payments for these operating leases not later than one year are MKD 1,121,000 (2005: MKD 980,000). No contingent rent recognized as income in 2006 (2005: nil).

**25 Deposits from banks and other financial institutions**

|  | <b>2006</b>           | <b>2005</b>           |
|--|-----------------------|-----------------------|
| Demand deposits:                       |                       |                       |
| Banks and other financial institutions | 190,650               | 252,524               |
| Insurance companies                    | 68,171                | 73,151                |
| Time deposits:                         |                       |                       |
| Banks and other financial institutions | 244,181               | 178,849               |
| Insurance companies                    | 143,398               | 15,776                |
|  | <b><u>646,400</u></b> | <b><u>520,300</u></b> |

Deposits from banks and other financial institutions include accrued interest payable of MKD 3,348,000 (2005: MKD 532,000).

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)*

| <b>26 Other deposits</b>      | <b>2006</b>       | <b>2005</b>       |
|-------------------------------|-------------------|-------------------|
| Public institutions           |                   |                   |
| - Term deposits               | 248,547           | 305,666           |
| Companies                     |                   |                   |
| - Current/settlement accounts | 7,178,602         | 6,571,535         |
| - Term deposits               | 3,694,633         | 2,085,061         |
| Retail customers              |                   |                   |
| - Current/demand accounts     | 11,321,062        | 10,276,943        |
| - Term deposits               | 13,399,096        | 10,924,740        |
| Restricted deposits           |                   |                   |
| Citizens                      | 588,827           | 307,674           |
| Companies                     | 345,006           | 191,590           |
|                               | <b>36,775,773</b> | <b>30,663,209</b> |

Other deposits include accrued interest payable of MKD 116,651,000 (2005: MKD 96,022,000).

Restricted deposits represent deposits made by companies for payments to be made abroad by the Bank on their behalf, to facilitate the issuance of letters of credit, and the purchase of foreign currencies as well as collateral for loans and guarantees extended by the Bank to certain customers.

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)*

| 27                         | Borrowings                                | 2006           |                  | 2005           |                |
|----------------------------|---|----------------|------------------|----------------|----------------|
|                            |   | Short-term     | Long-term        | Short-term     | Long-term      |
| <b>Domestic borrowings</b> |   |                |                  |                |                |
|                            | Macedonian Bank for Development Promotion | 124,592        | 399,463          | 148,023        | 200,341        |
|                            | Agency for Managing Accounts              | 11,070         | 115,970          | 11,070         | 127,039        |
|                            | NBRM                                      | 4,578          | 9,987            | 5,571          | 14,556         |
|                            | Ministry of Finance                       | 11,198         | 37,827           | 2,602          | 14,262         |
| <b>Foreign borrowings</b>  |   |                |                  |                |                |
|                            | Macedonian Bank for Development Promotion | 108,963        | 280,667          | 189,071        | 214,553        |
|                            | IBRD                                      | 1              | 109              | 2,744          | 109            |
|                            | ICDF Taiwan                               | 309            | 1,522            | 1,039          | 6,878          |
|                            | International Financial Corporation       | -              | -                | 66,460         | -              |
|                            | Council of Europe Social Development Fund | 7,801          | 137,782          | 7,719          | 145,239        |
|                            | European Investment Bank                  | 56,733         | 122,282          | 49,848         | 177,183        |
|                            |   | <b>325,245</b> | <b>1,105,609</b> | <b>484,147</b> | <b>900,160</b> |

Borrowings include accrued interest payable of MKD 6,058,000 (2005: MKD 6,774,000). Bank's borrowings are secured with promissory notes.

| 28 | Other liabilities   | 2006           | 2005           |
|----|---|----------------|----------------|
|    |   |                |                |
|    | Dividend payables   | 19,233         | 14,695         |
|    | Suppliers payable   | 28,340         | 18,025         |
|    | Fee and commission  | 3,558          | 5,687          |
|    | Bonuses to the Managing Board, management and the employees | 50,000         | 35,000         |
|    | Liabilities to Ministry of Finance                          | 23,568         | 12,440         |
|    | Advances for treasury shares                                | 124,628        | -              |
|    | Other liabilities   | 42,849         | 42,126         |
|    |   | <b>292,176</b> | <b>127,973</b> |

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***29 Deferred tax assets and liabilities**

Deferred tax is calculated on all temporary differences under the liability method using an effective tax rate of 15% (2005:15%).

The movement on the deferred tax is as follows:

|                                   | <b>2006</b> | <b>2005</b>  |
|-----------------------------------|-------------|--------------|
| At 1 January                      | 1,104       | 1,472        |
| Income statement charge (Note 12) | (198)       | (368)        |
| At 31 December                    | <b>906</b>  | <b>1,104</b> |

Deferred tax assets are attributable to the following items:

|                            | <b>2006</b> | <b>2005</b>  |
|----------------------------|-------------|--------------|
| <b>Deferred tax assets</b> |             |              |
| Property and equipment     | 897         | 1,092        |
| Intangible assets          | 9           | 12           |
| At 31 December             | <b>906</b>  | <b>1,104</b> |

**30 Contingencies and commitments**

The following table indicates the contractual amounts of the Bank's contingencies and commitments by category:

|  | <b>2006</b>      | <b>2005</b>      |
|--|------------------|------------------|
| Guarantees                                 |                  |                  |
| - in domestic currency                     | 3,070,587        | 1,978,804        |
| - in foreign currency                      | 1,840,976        | 1,382,189        |
| Less: provision for impairment             | (124,880)        | (206,727)        |
|  | <b>4,786,683</b> | <b>3,154,266</b> |
| Letters of credit                          | 1,055,328        | 641,428          |
| Limits on credit cards                     | 564,785          | 361,587          |
| Undrawn overdraft facilities               | 946,446          | 589,210          |
| Credit limits to legal entities for salary | 40,332           | -                |
|  | <b>7,393,574</b> | <b>4,746,491</b> |

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***Movement in provisions for impairment are as follows:**

|  | <b>2006</b>    | <b>2005</b>    |
|--|----------------|----------------|
| Balance at 1 January                     | 206,727        | 112,234        |
| Net charge to income statement (Note 11) | (81,847)       | 94,493         |
| <b>Balance at 31 December</b>            | <b>124,880</b> | <b>206,727</b> |

**31 Related party transactions**

A number of banking transactions are entered into with related parties in the normal course of business. These include loans, deposits and borrowings. These transactions were carried out on commercial terms and at market rates. The Bank has transactions with Companies which executive Directors are members of the Board of Directors of the Bank. The volumes of related party transactions, outstanding balances at the year-end, are as follows:

|   | <b>Companies with members<br/>in the Bank's<br/>Board of Directors</b> |               | <b>Associated companies</b> |             |
|---|--|---------------|-----------------------------|-------------|
|   | <b>2006</b>  | <b>2005</b>   | <b>2006</b>                 | <b>2005</b> |
| <b>Income statement</b>                     |  |               |                             |             |
| Interest and commission income              | 7,886  | 35,769        | 3,765                       | -           |
| Interest and fee expense                    | 265  | 10,453        | 1,518                       | 3,803       |
| <b>Balance Sheet</b>                        |  |               |                             |             |
| <b>Loans</b>                                |  |               |                             |             |
| Loans outstanding at 1 January              | 33,623   | 23,675        | -                           | -           |
| Loans issued during the year                | 173,262  | 79,648        | -                           | -           |
| Loan repayments during the year             | 71,892   | 69,700        | -                           | -           |
| <b>Loans outstanding at 31<br/>December</b> | <b>134,993</b>   | <b>33,623</b> | <b>-</b>                    | <b>-</b>    |
| <b>Other assets</b>                         |  |               |                             |             |
| Receivables                                 | -  | -             | 25,548                      | 23,715      |

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)*

|  | <b>Companies with members<br/>in the Bank' s<br/>Board of Directors</b> |                | <b>Associated Companies</b> |               |
|--|---|----------------|-----------------------------|---------------|
| <b>Deposits</b>                                    | <b>2006</b>   | <b>2005</b>    | <b>2006</b>                 | <b>2005</b>   |
| Balance at 1 January                               | 82,864  | 64,702         | 45,256                      | 738           |
| Deposits received during the<br>year               | 3,647,273   | 3,451,560      | 237,072                     | 202,935       |
| Deposits repaid during the year                    | 3,674,313   | 3,442,758      | 273,480                     | 158,694       |
| <b>Balance at 31 December</b>                      | <b>55,824</b>   | <b>73,504</b>  | <b>8,848</b>                | <b>44,979</b> |
| <b>Key management compensation</b>                 |   | <b>2006</b>    | <b>2005</b>                 |               |
| Salaries and other short - term benefits           |   | 93,312         | 96,415                      |               |
|  |   | <b>93,312</b>  | <b>96,415</b>               |               |
| <b>32 Funds managed on behalf of third parties</b> |   | <b>2006</b>    | <b>2005</b>                 |               |
| Companies  |   | 292,059        | 277,570                     |               |
| Banks and other financial institutions             |   | 18,596         | 12,709                      |               |
|  |   | <b>310,655</b> | <b>290,279</b>              |               |

The Bank manages assets on behalf of third parties which are in the form of loans to companies for various investments. The Bank receives fee income for providing these services. Funds managed on behalf of third parties are not assets of the Bank and are not recognised on balance sheet. The Bank is not exposed to any credit risk relating to such placements, as it does not guarantee these investments, however, has a fiduciary responsibility to properly handle and invest these client monies.

Income and expenses of the Funds managed on behalf of third parties are accrued to the account of the respective third party and the Bank has no liability in connection with these transactions.

**KOMERCIJALNA BANKA AD – SKOPJE****Financial statements for the year ended 31 December 2006***(All amounts in MKD thousands unless otherwise stated)***33 Share capital and share premium**

|                                 | Ordinary shares  |                  | Non-voting shares |                |
|---------------------------------|------------------|------------------|-------------------|----------------|
|                                 | 2006             | 2005             | 2006              | 2005           |
| <i>In number of shares</i>      |                  |                  |                   |                |
| At 1 January                    | 1,882,372        | 365,283          | 131,695           | 187,652        |
| Conversion of Non-voting shares | 102,669          | 54,325           | (102,669)         | (55,957)       |
| Share split 5 for 1             | -                | 1,462,764        | -                 | -              |
| <b>At 31 December</b>           | <b>1,985,041</b> | <b>1,882,372</b> | <b>29,026</b>     | <b>131,695</b> |

Ordinary shares have a par value of MKD 1,000 (2005: MKD 1,000) and Non-voting shares have a par value of MKD 1,000 (2005: MKD 1,000). The holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to one vote per share at meetings of the Bank. Non-voting shares give right to priority in the dividend payment, but do not carry the right to vote. All shares rank equally with regard to the Bank's residual assets. In respect of the Bank's shares that are held by the Bank, all rights are suspended until those shares are reissued. Based on the decision brought by the Bank non voting shares can be converted in ordinary shares.

The below stated shareholders have more than 5% ownership of the Bank's ordinary shares:

| Shareholder                                      | % of voting share capital |      |
|--|---------------------------|------|
|  | 2006                      | 2005 |
| European Bank for Reconstruction and Development | 6.02                      | 6.35 |

| <b>34 Other reserves</b> | <b>2006</b>    | <b>2005</b>    |
|--------------------------|----------------|----------------|
| Other reserves           | 109,717        | 109,717        |
|                          | <b>109,717</b> | <b>109,717</b> |

Other reserves represent non distributable reserves.

## KOMERCIJALNA BANKA AD – SKOPJE

### Financial statements for the year ended 31 December 2006

(All amounts in MKD thousands unless otherwise stated)

#### Statutory reserves

The bank's statutory reserves represent the Bank's own capital serving as a loss covering resource, which comes as a result of the risk exposure during the usual activities of the Bank.

| <b>35</b> | <b>Cash and cash equivalents</b>          | <b>2006</b>      | <b>2005</b>      |
|-----------|---|------------------|------------------|
|           | Cash and balances with the NBRM (Note 14) | 1,519,653        | 1,415,654        |
|           | Treasury bills (Note 15)                  | 797,962          | 229,097          |
|           |   | <u>2,317,615</u> | <u>1,644,751</u> |

#### 36 Post balance sheet events

In accordance with the Prospectus and amendments of the Prospectus on sale of treasury shares through public offer, on 27 December 2006, Komercijalna Banka A.D Skopje began a sale procedure for 31,513 common treasury shares at price of MKD 6,300 per share through public offer. The closing date for subscription and payment of shares was 25 January 2007. On 17 January 2007 the Bank declared that sale of treasury shares through public offer has ended before initially determined closing date because as of 15 January 2007 31,513 common treasury shares in total amount of MKD 198,532,000 were sold, realising a premium in amount of MKD 76,880,000.



