





## Baltic International Bank



## **Table of contents**

Report from the Bank's (Group's) Senior Management	3
Members of the consolidation group	6
Bank's shareholders	6
Bank's senior management	7
Bank's organisational structure	8
Bank's operational strategy and goals	9
Risk management	10
The Bank's performance ratios	10
Income statement	11
Balance sheet statement	12
Overview of own funds and capital ratios	13
Liquidity ratio calculation	14
Note 1. Securities portfolio	15
Note 2. Debt securities of central governments	16



## Report from the Bank's (Group's) Senior Management

The global economic recovery is picking up pace, albeit weakly and unevenly. The International Monetary Fund (IMF) forecasts global growth at 3.4 percent in 2014. Fiscal consolidation is slowing down, and the banking system is gradually getting stronger. However, geopolitical tensions between Russia and Ukraine still pose direct threat to sustainable global rebound.

Now, it is crucially important to strengthen and revitalize the banking sector, thus giving a fillip to the economy to get on dynamic-growth path. Over the past couple of years, the world has witnessed a fundamental and irreversible paradigm shift towards sustainability and hence heightened bank capital and liquidity requirements supposed to prevent future banking meltdowns. The implementation of the Regulation (EU) No 575/2013 of the European Parliament and of the Council of 26 June 2013 on prudential requirements for credit institutions and investment firms and amending Regulation (EU) No 648/2012 (the Basel III framework) is of crucial importance in reinforcing the stability of the European financial system and maintaining sustainability in the financial sector during crisis situations. JSC Baltic International Bank (hereinafter referred as the Bank) continued to implement the regulatory standards on capital adequacy and liquidity and undertakes all necessary measures to bolster its readiness to operate under the new standards. Currently, the Bank's (data regarding the Concern are specified in brackets) asset-liability structure is fully compliant with the following regulatory ratios: Liquidity Coverage Ratio (30 June 2014: 173.43 (172.95) percent), Total Capital Ratio (30 June 2014: 14.47 (14.16) percent), and Leverage Ratio (30 June 2014: 6.85 (6.86) percent).

Amidst external uncertainties, the Bank posted excellent financial results and demonstrated its resistance to an unstable macroeconomic environment. The Bank's assets showed a 22.49-percent (22.51-percent) growth as compared to December 2013 and totalled EUR 412.36 (412.73) million as at 30 June 2014.

The sky-rocket business growth was driven by newly-acquired customer funds. The volume of customer deposits grew by 27.11 percent (EUR 74.63 (74.62) million) as compared to December 2013. The Bank-held volume of customer deposits reached EUR 349.92 (349.90) million 92.38 (92.22) percent of the total liabilities) as at 30 June 2014. Customer deposits remain the primary funding source for the Bank's ongoing operations. A continuous inflow of customer funds helps the Bank to cut its dependence on external markets. This is especially important in the current macroeconomic situation. Since the beginning of the year, the total customer assets (which comprise deposits, assets under management and brokerage portfolio) have increased by 17.01 percent to reach EUR 555.91 (555.89) million.

The building of confidence-based relationships with its customers is still the main focus for the Bank. The relationships enable the Bank to reinforce its long-term funding base. Since the beginning of 2014, the Bank has acquired 5-year maturity subordinated deposits totalling EUR 3.26 million. As a result, the volume of subordinated deposits totalled EUR 14.36 million as at 30 June. In the first half of 2014, the Bank launched several new bond issues. The customers view bonds as an attractive long-term investment vehicle. As at 30 June 2014, the customers held the Bank's bonds EUR 10.68 million worth. When investing their own funds in the bonds, the Bank's customers preferred two-year maturity bonds that made up 66.43 percent of the total issue.



Within the framework of asset diversification program and the implementation of the Regulation (EU) No 575/2013 of the European Parliament and of the Council, the Bank continued to boost its securities portfolio while preferring investments in bonds issued by prime-category issuers. The volume of the Bank's securities portfolio totalled EUR 35.01 million as at 30 June 2014. As compared to December 2013, the portfolio surged 197.62 percent, which corresponds to the growing-business volume while having not exceeded 10 percent of the total assets. As at 30 June 2014, the Bank's portfolio was predominantly comprised of investment-grade securities (75.49 percent of the total portfolio), of which sovereign debt securities (Eurobonds of Latvia, Lithuania and Poland) make up 43.30 percent, and investments in multilateral development banks (MDBs) make up 28.82 percent.

According to the Bank's wealth preservation strategy, the main portion of the assets (51.47 (51.42) percent) represented 'due from credit institutions' (more than 75 percent of the total 'due from credit institutions'). The aforesaid credit institutions carry mainly investment-grade ratings. This has enabled the Bank to maintain its liquidity ratio higher that 70 percent (30.06.2014: 73.69 percent), well above the national regulatory threshold.

The Bank's loan portfolio reached EUR 99.27 (97.63) million as at 30 June 2014 while having not exceeded 25 percent of the total assets. Real estate-secured loans make up 69.54 (69.10) percent of the total loan portfolio.

Newly-designed products and services, effective risk management and a well-united team of professionals enabled the Bank to demonstrate a moderate growth of operating income (up 6.13 (7.07) percent). The Bank's operating income reached EUR 6.54 (6.64) million as at 30 June 2014. A further increase in the percentage of a stable income proved to be a very important factor in determining the Bank's profit and allowed the Bank to record an 11.22-percent (11.27-percent) rise in the net fee and commission income as compared to December 2013. Forex transactions also showed strong results. Income from forex trading grew by 87.87 (88.18) percent and made up EUR 1.15 million (31 December 2013: EUR 0.61 million) over a six-month timeframe.

The Bank's achievements in the area of strategic development have been highly evaluated by the experts. In 2Q 2014, the Bank received Bronze Award as a member of the Latvian Sustainability Index. The Sustainability Index is a strategic management tool, is based on internationally recognized Corporate Sustainability Assessment methodology that helps companies assess their business sustainability and the level of corporate social responsibility (CSR). The Index ranks companies in terms of strategic planning, market relations, work environment, ecology, and local community.

As a socially responsible enterprise (SRE), the Bank has sponsored various cultural events. In April, the presentation of a facsimile copy of the unique album "Terra Mariana. 1186–1888" (together with scholarly commentaries) was held in the new premises of the National Library of Latvia. The album was sponsored by Valeri Belokon, the Chairperson of the Bank's Council and patron of the arts. In May, Valeri Belokon supported the reopening of the exhibition "Sodums. Ulysses. Travelling Man" dedicated to Dzintars Sodums (Latvia-born writer in exile and translator).

The Bank actively supports projects aimed at developing a business environment in Latvia. The Ministry of Foreign Affairs and the Ministry of Transport hosted one of the most significant events in Latvia's foreign policy and the largest-ever transportation-specific forum - the Riga High Level Conference on Transport, Logistics and Trade Routes "Connecting Asia with Europe". Held in June 2014, the Conference was co-sponsored by the



Bank. The purpose of the Conference was to foster debate among policymakers, businesspeople and think-tanks on the development of transport links and trade routes.



## Members of the consolidation group

№	Company name and registration number	Code of registration state and	Institution	Ownership	Percentage of	Rationale behind
		address	type11	interest (%)	voting rights (%)	the inclusion
						within the group <sup>2</sup>
1	AS "Baltic International Bank", 40003127883	LV, Kalēju iela 43, Riga	BNK	100	100	PC
2	SIA "BIB Consulting", 50103457291	LV, Grēcinieku iela 6, Riga	SE	100	100	PCS
3	SIA "BIB real Estate", 40003868021	LV, Kalēju iela 41, Riga	OFI	100	100	PCS
4	SIA "Gaujas īpašumi", 40103249888	LV, Kalēju iela 41, Riga	OFI	100	100	SCS
5	SIA "Global Investments", 40003785660	LV, Merkeļa iela 6 - 11, Riga	OFI	100	100	SCS

<sup>&</sup>lt;sup>1</sup> BNK - bank; OFI - other financial institution; SE - supporting enterprise.

#### Bank's shareholders

The Bank's share capital totals EUR 29 496 389 and is divided into 4 154 421 ordinary shares carrying identical voting rights. All shares are registered. Each share carries the right to one vote at the meetings of shareholders, a right to receive dividends as declared from time to time and a right to residual assets. Each share has a par value of EUR 7,1.

Of the Bank's 93 shareholders, 28 are corporate entities and 65 are private individuals.

Listed below are the shareholders who control more than 10 percent of the shares in the shareholders' equity:

- Valeri Belokon 69,89467%
- Vilori Belokon 30,00969%.

<sup>&</sup>lt;sup>2</sup> PC - parent company; PCS- parent compaby subsidiary company; SCS - subsidiary company subsidiary company.





## Bank's senior management

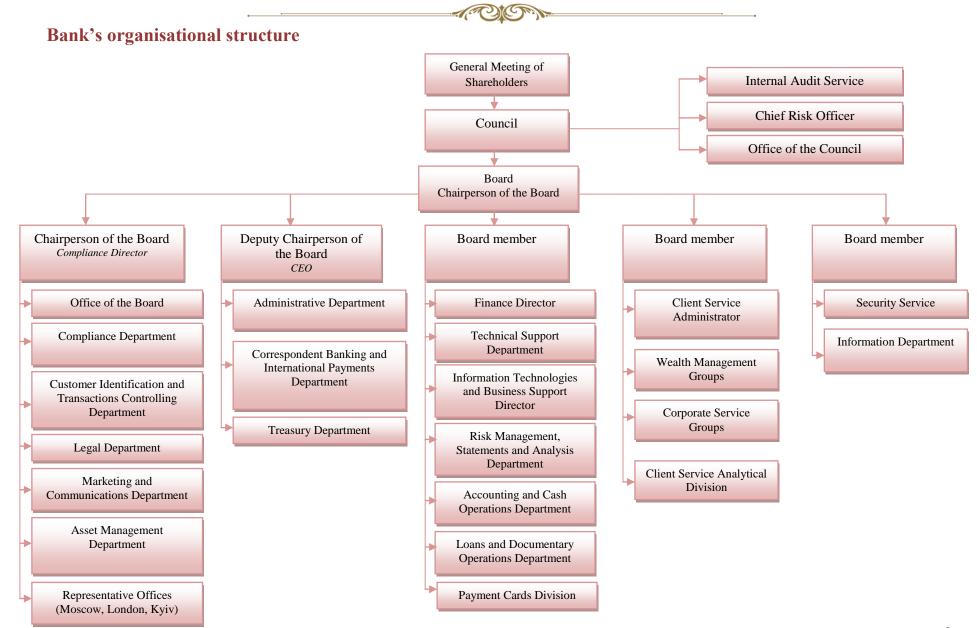
## Supervisory Council (30.06.2014)

Name and surname	Position
Valeri Belokon	Chairperson of the Council
Albert Reznik	Deputy Chairperson of the Council
Vlada Belokon	Member of the Council

## Management Board (30.06.2014)

Name and surname	Position
Ilona Gulchak	Chairperson of the Board
Natalja Tkachenko	Deputy Chairperson of the Board
Alon Nodelman	Member of the Board
Dinars Kolpakovs	Member of the Board
Janis Apelis	Member of the Board







## Bank's operational strategy and goals

**Our mission** is to become a boutique and prominent bank in the Baltic region, specifically designed to provide family wealth management (FMW) to high-net-worth individuals (HNWIs).

A 'customer-comes-first' attitude:

- Customer family's welfare and comfort: banking comfort, financial comfort, and life comfort
- Family business interests

Family wealth management services for affluent families: dynamic and proactive development, moderate risk.

Family wealth is managed through

- structuring banking products according to 3 comfort levels: banking comfort, financial comfort, and life comfort;
- broadening the range of banking services to include investment offerings: asset management, alternative investments, equity investments, and brokerage services;
- developing non-financial services: tax and legal advice; structurisation, protection and inheritance of assets; lifestyle management.

While developing and offering banking product, Bank applies an open-architecture approach.

Bank's target markets to acquire new customers:

- Russia
- Ukraine
- Belarus
- United Kingdom
- Latvia.

#### Our values:

- Stability. Our conservative attitude to risk-taking has enabled us to tide over difficulties arising from the global and regional financial crisis. Wealth protection and capital preservation is our main priority.
- <u>Trust.</u> Customer-centric approach, reliability, high-quality service, outstanding reputation, and confidentiality
- Flexibility. Maximum comfort for every client's family in any time, any place, and any situation.
- <u>Exclusiveness.</u> Today's readiness for tomorrow's challenges.
- <u>Professionalism.</u> Understanding the features specific to Western and Eastern markets, experience in elaborating individual solutions.



## Risk management

The information about risk management is available in 2013 Annual Report from page 58 till page 64 on JSC "Baltic International Bank" web page <a href="http://www.bib.lv/en/about-bank/reports">http://www.bib.lv/en/about-bank/reports</a>. Since 31 December 2013 there are no any material changes in risk management.

## The Bank's performance ratios

Item	01.01.2014 30.06.2014. (unaudited)	01.01.2013 30.06.2013. (unaudited)
Return on Equity (ROE) (%)	1.63	0.05
Return on Assets (ROA) (%)	0.15	0.01





## **Income statement**

	01.01.201430.06.2014.		01.01.201330.06.2013.	
Item	(unaudited)		(unaudited)	
Tem	Group	Bank	Group	Bank
	EUR'000	EUR'000	EUR'000	EUR'000
Interest income	3 904	3 937	4 266	4 309
Interest expense	-1 213	-1 213	-1 104	-1 104
Dividend income	1	1	2	2
Fee and commission income	3 189	3 189	2 764	2 765
Fee and commission expense	-572	-572	-412	-412
Net realised gain/loss on financial assets and financial liabilities carried				
at amortised cost	0	0	0	0
Net realised gain/loss on available for sale financial assets	209	209	0	0
Net gain/loss on financial assets and financial liabilities held for trading	-336	-336	-75	-75
Net gain/loss on financial assets and financial liabilities at fair value			-	
through profit or loss	0	0	0	0
Changes in fair value of the hedged items	0	0	0	0
Gain/loss on trade in and revaluation of foreign currencies	1 146	1 146	609	610
Gain/loss on derecognition of property, plant and equipment, investment				
property and intangible assets	0	0	0	0
Other income	308	183	148	71
Other expenses	-113	-106	-100	-99
Administrative expenses	-5 555	-5 448	-5 286	-5 222
Depreciation	-616	-616	-570	-570
Result of provisions for doubtful debts	-101	-101	-190	-190
Impairment losses	0	0	0	0
Profit/loss before corporate income tax	251	273	52	85
Corporate income tax	0	0	-76	-76
Profit/loss for the current year	251	273	-24	9



#### Baltic International Bank



## **Balance sheet statement**

		.2014	31.12		
Item	(unaudited)		(aud		
	Group EUR'000	Bank EUR'000	Group EUR'000	Bank EUR'000	
Cash and due from central banks repayable on demand	32 476	32 468	31 446	31 444	
Due from credit institutions repayable on demand	196 283	196 283	133 088	133 088	
Financial assets held for trading	747	747	3 135	3 135	
Financial assets at fair value through profit or loss	0	0	0	0	
Financial assets available for sale	26 053	26 053	4 382	4 382	
Loans and receivables	113 569	115 213	123 441	125 461	
Other due from credit institutions	15 942	15 942	21 880	21 880	
Loans	97 627	99 271	101 561	103 581	
Investments held to maturity	8 411	8 411	5 713	5 713	
Change in fair value of a hedged portion of the portfolio	0	0	0	0	
attributable to the interest rate risk					
Deferred expenses and accrued income	2 085	2 085	2 262	2 261	
Fixed assets	17 448	17 448	17 503	17 503	
Investment property	7 752	4 160	7 919	4 160	
Intangible assets	4 417	4 417	4 568	4 568	
Investments in associated and related companies	1 145	3 088	1 145	3 088	
Current tax assets	285	285	228	228	
Other assets	2 059	1 701	2 064	1 625	
Total assets	412 730	412 359	336 894	336 656	
Liabilities to central banks	0	0	0	0	
Due to credit institutions repayable on demand	295	295	7 626	7 626	
Financial liabilities held for trading	447	447	623	623	
Financial liabilities at fair value through profit or loss	0	0	0	0	
Financial liabilities valued at depreciated cost	374 940	374 963	291 436	291 444	
Deposits	349 900	349 923	275 281	275 289	
Subordinated liabilities	14 357	14 357	11 102	11 102	
Debt securities in issue	10 683	10 683	5 053	5 053	
Financial liabilities arising from the transfer of financial	0	0	0	0	
Change in fair value of a hedged portion of the portfolio	0	0	0	0	
attributable to the interest rate risk					
Deferred income and accrued expenses	993	993	1 169	1 167	
Provisions	0	0	0	0	
Tax liabilities	1 270	1 270	1 270	1 270	
Other liabilities	1 483	808	1 692	1 190	
Total liabilities	379 428	378 776	303 816	303 320	
Shareholders' equity	33 302	33 583	33 078	33 336	
Total liabilities and shareholders' equity	412 730	412 359	336 894	336 656	
Memorandum items					
Memorandum items Contingent liabilities	2 522	2 522	2 545	2 545	



# Overview of own funds and capital ratios

No	Item	<b>30.06.2014</b> (unaudited)		
	<del>-</del>	Group	Bank	
	-	EUR'000	EUR'000	
1.	Own funds (1.1.+1.2.)	39 519	40 123	
1.1.	Tier 1 capital (1.1.1.+1.1.2.)	28 366	28 970	
1.1.1.	Common equity Tier 1 capital (CET1 capital)	28 366	28 970	
1.1.2.	Additional Tier 1 capital	0	0	
1.2.	Tier 2 capital	11 153	11 153	
2.	Total risk exposure amount (2.1.+2.2.+2.3.+2.4.+2.5.+2.6.+2.7.)	261 326	259 793	
2.1.	Risk weighted exposure amounts for credit, counterparty credit and dilution risks and free deliveries	233 608	232 197	
2.2.	Total risk exposure amount for settlement/delivery	0	0	
2.3.	Total risk exposure amount for position, foreign exchange and commodities	1 742	1 742	
2.4.	Total risk exposure amount for operational risk	25 976	25 854	
2.5.	Total risk exposure amount for credit valuation adjustment	0	0	
2.6.	Total risk exposure amount related to large exposures in the trading book	0	0	
2.7.	Other risk exposure amounts	0	0	
3.	Capital ratios and capital levels			
3.1.	CET1 capital ratio (1.1.1./2.*100)	10.85	11.15	
3.2.	Surplus(+)/Deficit(-) of CET1 capital (1.1.12.*4.5%)	16 606	17 279	
3.3.	T1 capital ratio (1.1./2.*100)	10.85	11.15	
3.4.	Surplus(+)/Deficit(-) of T1 capital (1.12.*6%)	12 686	13 382	
3.5.	Total capital ratio (1./2.*100)	15.12	15.44	
3.6.	Surplus(+)/Deficit(-) of total capital (12.*8%)	18 613	19 340	
4.	Combined Buffer Requirement (4.1.+4.2.+4.3.+4.4.+4.5.)	6 533	6 495	
4.1.	Capital conservation buffer	6 533	6 495	
4.2.	Institution specific countercyclical capital buffer	0	0	
4.3.	Systemic risk buffer	0	0	
4.4.	Systemically important institution buffer	0	0	
4.5.	Other Systemically Important Institution buffer	0	0	
5.	Capital ratios due to adjustments			
5.1.	Provisions or assets value adjustments applying specific policy for the purpose of own funds calculation	2 526	2 526	
5.2.	CET1 capital ratio due to adjustments defined in row No 5.1. (%)	10.37	10.66	
5.3.	Tier 1 capital ratio due to adjustments defined in row No 5.1. (%)	10.37	10.66	
5.4.	Total capital ratio due to adjustments defined in row No 5.1. (%)	14.16	14.47	





# Liquidity ratio calculation

No	Item	30.06.2014.
		(unaudited)
		Bank
		EUR'000
1	Liquid assets	233 198
1.1.	Vault cash	2 661
1.2.	Balances due from Bank of Latvia	29 807
1.3.	Balances due from solvent credit institutions	188 834
1.4.	Liquid securities	11 896
2	Current liabilities (residual maturity of up to 30 days)	316 441
2.1.	Balances due to credit institutions	295
2.2.	Deposits	302 077
2.3.	Debt securities in issue	0
2.4.	Money in transit	1 722
2.5.	Other current liabilities	3 380
2.6.	Off-balance sheet items	8 967
	Liquidity ratio (1:2) (%)	73.69
3	Elquidity ratio (1.2) (70)	70.02



## Note 1. Securities portfolio

The Bank's securities portfolio breaks down by country

	<b>30.06.2014</b> (unaudited)				
	Financial assets held for trading				
	EUR'000	EUR'000	EUR'000	EUR'000	
Multilateral development banks	0	7 617	0	7 617	
United Kingdom	0	6 239	0	6 239	
Lithuania	0	3 678	2 128	5 806	
Latvia	2	2 864	2 275	5 141	
Denmark	0	3 710	0	3 710	
Russia	131	0	2 730	2 861	
Brasil	0	1 891	0	1 891	
other countries	416	54	1 278	1 748	
tota	d 549	26 053	8 411	35 013	

During the reporting period has not been recognized an impairment for financial assets available for sale.

		<b>31.12.2013</b> (audited)			
		Financial assets held for trading	Total		
-		EUR'000	EUR'000	EUR'000	EUR'000
Russia		603	0	2738	3 341
United Kingdom		0	3929	0	3 929
Ukraine		1 022	0	1837	2 859
Latvia		3	360	747	1 110
other countries		41	94	391	526
	total	1 669	4 383	5 713	11 765





The Bank's debt securities of central governments break down by country

	_	<b>30.06.2014</b> (unaudited)	31.12.2013 (audited)	
		Carrying value	Carrying value	
		EUR'000	EUR'000	
Lithuania		5 806		
Latvia		4 715	747	
Poland		890		
	total	11 411	747	