

**“Byblos Bank Armenia” cjsc**

**Financial Statements**

**for the year ended 31 December 2011**

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## **Independent Auditors' Report**

To the Board of Directors  
"Byblos Bank Armenia" cjsc

We have audited the accompanying financial statements of "Byblos Bank Armenia" cjsc (the Bank), which comprise the statement of financial position as at 31 December 2011, and the statements of comprehensive income, changes in equity and cash flows for the year then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

### *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, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### *Auditors' 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 about 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 a basis for our audit opinion.

### *Opinion*

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Bank as at 31 December 2011, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.

Andrew Coxshall  
Director

KPMG Armenia cjsc  
22 February 2012



Nvard Hakobyan  
Manager, Audit

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**“Byblos Bank Armenia” cjsc**  
Statement of Comprehensive Income for the year ended 31 December 2011

	Notes	2011 AMD'000	2010 AMD'000
Interest income	4	2,918,435	2,197,036
Interest expense	4	(1,643,606)	(850,428)
<b>Net interest income</b>		<b>1,274,829</b>	<b>1,346,608</b>
Fee and commission income	5	76,442	69,221
Fee and commission expense	6	(44,476)	(42,091)
<b>Net fee and commission income</b>		<b>31,966</b>	<b>27,130</b>
Net loss from financial instruments at fair value through profit or loss		(46,743)	(41,155)
Net foreign exchange income	7	98,414	113,348
Net gain / (loss) on available-for-sale financial assets		1,414	(204)
Other operating income		21,093	33,020
<b>Operating income</b>		<b>1,380,973</b>	<b>1,478,747</b>
Impairment losses	8	(10,722)	(209,713)
Personnel expenses	9	(622,589)	(584,698)
Other general administrative expenses	10	(383,410)	(339,894)
<b>Profit before income tax</b>		<b>364,252</b>	<b>344,442</b>
Income tax expense	11	(97,860)	(97,815)
<b>Profit for the year</b>		<b>266,392</b>	<b>246,627</b>
<b>Other comprehensive income, net of income tax</b>			
Revaluation reserve for available-for-sale financial assets:			
- Net change in fair value	11	25,073	46,374
- Net change in fair value transferred to profit or loss	11	(14,607)	(8,388)
<b>Other comprehensive income for the year, net of income tax</b>		<b>10,466</b>	<b>37,986</b>
<b>Total comprehensive income for the year</b>		<b>276,858</b>	<b>284,613</b>

The financial statements as set out on pages 4 to 52 were approved by management on 22 February 2012 and were signed on its behalf by:

  
Ararat Ghukasyan  
Chief Executive Officer



  
Hayk Stepanyan  
Head of Finance and Administration

The statement of comprehensive income is to be read in conjunction with the notes to, and forming part of the financial statements.

**“Byblos Bank Armenia” cjsc**  
Statement of Financial Position as at 31 December 2011

	Notes	2011 AMD'000	2010 AMD'000
<b>ASSETS</b>			
Cash and cash equivalents	12	4,301,241	5,200,846
Available-for-sale financial assets	13	2,048,323	1,019,755
Amounts receivable under reverse repurchase agreements	14	804,415	-
Loans and advances to banks	15	9,303,338	5,815,609
Loans to customers	16	20,122,283	15,862,069
Property, equipment and intangible assets	17	1,144,989	782,764
Other assets	18	95,689	101,030
<b>Total assets</b>		<b>37,820,278</b>	<b>28,782,073</b>
<b>LIABILITIES</b>			
Deposits and balances from banks	19	7,451,441	7,293,877
Current accounts and deposits from customers	20	16,188,674	10,686,996
Other borrowed funds	21	5,052,992	1,930,470
Other liabilities	22	156,171	181,249
Deferred tax liability	11	26,932	22,271
<b>Total liabilities</b>		<b>28,876,210</b>	<b>20,114,863</b>
<b>EQUITY</b>			
Share capital	23	8,125,100	8,125,100
Share premium		257,149	257,149
Revaluation reserve for available-for-sale financial assets		49,083	38,617
Retained earnings		512,736	246,344
<b>Total equity</b>		<b>8,944,068</b>	<b>8,667,210</b>
<b>Total liabilities and equity</b>		<b>37,820,278</b>	<b>28,782,073</b>

The statement of financial position is to be read in conjunction with the notes to, and forming part of, the financial statements.

**“Byblos Bank Armenia” cjsc**  
Statement of Cash Flows for the year ended 31 December 2011

	Notes	2011 AMD'000	2010 AMD'000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Interest receipts		2,791,694	2,220,765
Interest payments		(1,346,006)	(665,548)
Fee and commission receipts		61,150	52,026
Fee and commission payments		(38,989)	(33,159)
Net receipts from foreign exchange		51,206	87,173
Tax payments (other than income tax)		(67,079)	(40,748)
Salaries and other payments to employees		(571,711)	(522,429)
Other general administrative expenses payments		(319,258)	(265,695)
Other income receipts		57,783	80,005
<b>(Increase) / decrease in operating assets</b>			
Available-for-sale financial assets		(976,742)	(195,127)
Amounts receivable under reverse repurchase agreements		(803,205)	-
Loans and advances to banks		(3,058,474)	(3,357,115)
Loans to customers		(3,512,169)	(4,348,230)
Other assets		(6,377)	12,575
<b>Increase / (decrease) in operating liabilities</b>			
Financial instruments at fair value through profit or loss		(46,743)	(41,155)
Deposits and balances from banks		(315,417)	6,863,767
Current accounts and deposits from customers		4,563,628	2,127,135
Receipts from other borrowed funds		2,964,938	1,909,698
Other liabilities		2,718	2,484
<b>Net cash (used in) / provided from operating activities before income tax paid</b>		<b>(569,053)</b>	<b>3,886,422</b>
Income tax paid		(146,039)	(21,675)
<b>Cash flows from operations</b>		<b>(715,092)</b>	<b>3,864,747</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Net purchases of property and equipment and intangible assets		(407,345)	(240,586)
<b>Cash flows used in investing activities</b>		<b>(407,345)</b>	<b>(240,586)</b>
<b>Net (decrease) / increase in cash and cash equivalents</b>		<b>(1,122,437)</b>	<b>3,624,161</b>
Effect of changes in exchange rates on cash and cash equivalents		226,720	41,289
Cash and cash equivalents at the beginning of the year		5,196,694	1,531,244
<b>Cash and cash equivalents at the end of the year</b>	12	<b>4,300,977</b>	<b>5,196,694</b>

The statement of cash flows is to be read in conjunction with the notes to, and forming part of, the financial statements.

**“Byblos Bank Armenia” cjsc**  
*Statement of Changes in Equity for the year ended 31 December 2011*

AMD'000	Share capital	Share premium	Revaluation reserve for available-for-sale financial assets	Retained earnings/ (Accumulated losses)	Total
<b>Balance as at 1 January 2010</b>	8,125,100	257,149	631	(283)	8,382,597
<b>Total comprehensive income</b>					
Profit for the year	-	-	-	246,627	246,627
<b>Other comprehensive income</b>					
Net change in fair value of available-for-sale financial assets, net of income tax of AMD 11,594 thousand	-	-	46,374	-	46,374
Net change in fair value of available-for-sale financial assets, transferred to profit or loss, net of income tax of AMD 2,097 thousand	-	-	(8,388)	-	(8,388)
Total other comprehensive income	-	-	37,986	-	37,986
<b>Total comprehensive income for the year</b>	-	-	<b>37,986</b>	<b>246,627</b>	<b>284,613</b>
<b>Balance as at 31 December 2010</b>	<b>8,125,100</b>	<b>257,149</b>	<b>38,617</b>	<b>246,344</b>	<b>8,667,210</b>
<b>Balance as at 1 January 2011</b>	8,125,100	257,149	38,617	246,344	8,667,210
<b>Total comprehensive income</b>					
Profit for the year	-	-	-	266,392	266,392
<b>Other comprehensive income</b>					
Net change in fair value of available-for-sale financial assets, net of income tax of AMD 6,268 thousand	-	-	25,073	-	25,073
Net change in fair value of available-for-sale financial assets, transferred to profit or loss, net of income tax of AMD 3,652 thousand	-	-	(14,607)	-	(14,607)
Total other comprehensive income	-	-	10,466	-	10,466
<b>Total comprehensive income for the year</b>	-	-	<b>10,466</b>	<b>266,392</b>	<b>276,858</b>
<b>Balance as at 31 December 2011</b>	<b>8,125,100</b>	<b>257,149</b>	<b>49,083</b>	<b>512,736</b>	<b>8,944,068</b>

The statement of changes in equity is to be read in conjunction with the notes to, and forming part of, the financial statements.

# **1 Background**

## **(a) Organisation and operations**

The principal activities of “Byblos Bank Armenia” cjsc (the Bank) are deposit taking and customer accounts maintenance, lending, cash and settlement operations and operations with securities and foreign exchange. The activities of the Bank are regulated by the Central Bank of Armenia (CBA). The Bank has a general banking license, and is a member of the state deposit insurance system in the Republic of Armenia.

The Bank has three branches. The registered address of the Bank’s head office is 18/3 Amiryan Street, Yerevan, Republic of Armenia. The majority of the assets and liabilities are attracted in the Republic of Armenia.

The average number of persons employed by the Bank during the year was 88 (2010: 82).

## **(i) Shareholders**

In August 2007 Byblos Bank SAL purchased 100% of the shares of “ITB International Trade Bank” cjsc and the Bank was renamed “Byblos Bank Armenia” cjsc.

During the year ended 31 December 2008 the European Bank for Reconstruction and Development and the OPEC Fund for International Development acquired 25% and 10% of the ordinary shares of “Byblos Bank Armenia” cjsc, respectively. The current shareholder structure is as follows:

Byblos Bank SAL – 65%  
European Bank for Reconstruction and Development – 25%  
OPEC Fund for International Development – 10%

The Bank is ultimately controlled by a single individual, Francois Bassil.

## **(b) Armenian business environment**

The Bank’s operations are primarily located in Armenia. Consequently, the Bank is exposed to the economic and financial markets of Armenia which display characteristics of an emerging market. The legal, tax and regulatory frameworks continue development, but are subject to varying interpretations and frequent changes which together with other legal and fiscal impediments contribute to the challenges faced by entities operating in the Armenia. The financial statements reflect management’s assessment of the impact of the Armenian business environment on the operations and the financial position of the Bank. The future business environment may differ from management’s assessment.



## **2 Basis of preparation**

### **(a) Statement of compliance**

The accompanying financial statements are prepared in accordance with International Financial Reporting Standards (IFRS).

### **(b) Basis of measurement**

The financial statements are prepared on the historical cost basis except that financial instruments at fair value through profit or loss and available-for-sale financial assets are stated at fair value.

### **(c) Functional and presentation currency**

The functional currency of the Bank is the Armenian Dram (AMD) as, being the national currency of the Republic of Armenia, it reflects the economic substance of the majority of underlying events and circumstances relevant to them.

The AMD is also the presentation currency for the purposes of these financial statements. The Armenian Dram is not a convertible currency outside the Republic of Armenia.

Financial information presented in AMD is rounded to the nearest thousand.

### **(d) Use of estimates and judgments**

The preparation of financial statements in conformity with IFRSs requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results could differ from those estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are revised and in any future periods affected.

Information about significant areas of estimation uncertainty and critical judgments in applying accounting policies is described in note 16 “Loans to customers”.

### **(e) Changes in accounting policies and presentation**

With effect from 1 January 2011, the Bank changed its accounting policies in the following areas:

- The Bank retrospectively applied a revised version of IAS 24 (issued in 2009) *Related Party Disclosures*. This change did not have a significant impact on the related party disclosures;
- The Bank retrospectively applied limited amendments to IFRS 7 *Financial Instruments: Disclosures* issued as part of *Improvements to IFRSs 2010*. These amendments mainly relate to disclosures on collateral and other credit enhancements, as well as to renegotiated assets that would otherwise be past due or impaired.

### **3 Significant accounting policies**

The accounting policies set out below are applied consistently to all periods presented in these financial statements, except as explained in note 2(e), which addresses changes in accounting policies.

#### **(a) Foreign currency**

Transactions in foreign currencies are translated to the respective functional currencies of the Bank at exchange rates at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are retranslated to the functional currency at the exchange rate at that date. The foreign currency gain or loss on monetary items is the difference between amortised cost in the functional currency at the beginning of the period, adjusted for effective interest and payments during the period, and the amortised cost in foreign currency translated at the exchange rate at the end of the reporting period. Non-monetary assets and liabilities denominated in foreign currencies that are measured at fair value are retranslated to the functional currency at the exchange rate at the date that the fair value is determined. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction. Foreign currency differences arising on retranslation are recognised in profit or loss, except for differences arising on the retranslation of available-for-sale equity instruments or qualifying cash flow hedges, which are recognised in other comprehensive income.

#### **(b) Cash and cash equivalents**

Cash and cash equivalents include notes and coins on hand, unrestricted balances (nostro accounts) held with the Central Bank of Armenia and other banks. The minimum reserve deposit with the CBA is considered to be a cash equivalent due to the absence of restrictions on its withdrawability. Cash and cash equivalents are carried at amortised cost in the statement of financial position.

#### **(c) Financial instruments**

##### **(i) Classification**

*Financial instruments at fair value through profit or loss* are financial assets or liabilities that are:

- acquired or incurred principally for the purpose of selling or repurchasing in the near term
- part of a portfolio of identified financial instruments that are managed together and for which there is evidence of a recent actual pattern of short-term profit-taking
- derivative financial instruments (except for derivative financial instruments that are designated and effective hedging instruments) or,
- upon initial recognition, designated as at fair value through profit or loss.

The Bank may designate financial assets and liabilities at fair value through profit or loss where either:

- the assets or liabilities are managed, evaluated and reported internally on a fair value basis
- the designation eliminates or significantly reduces an accounting mismatch which would otherwise arise or,
- the asset or liability contains an embedded derivative that significantly modifies the cash flows that would otherwise be required under the contract.

All trading derivatives in a net receivable position (positive fair value), as well as options purchased, are reported as assets. All trading derivatives in a net payable position (negative fair value), as well as options written, are reported as liabilities.

Management determines the appropriate classification of financial instruments in this category at the time of the initial recognition. Derivative financial instruments and financial instruments designated as at fair value through profit or loss upon initial recognition are not reclassified out of at fair value through profit or loss category. Financial assets that would have met the definition of loan and receivables may be reclassified out of the fair value through profit or loss or available-for-sale category if the entity has an intention and ability to hold it for the foreseeable future or until maturity. Other financial instruments may be reclassified out of at fair value through profit or loss category only in rare circumstances. Rare circumstances arise from a single event that is unusual and highly unlikely to recur in the near term.

*Loans and receivables* are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than those that the Bank:

- intends to sell immediately or in the near term
- upon initial recognition designates as at fair value through profit or loss
- upon initial recognition designates as available-for-sale, or
- may not recover substantially all of its initial investment, other than because of credit deterioration.

*Held-to-maturity investments* are non-derivative financial assets with fixed or determinable payments and fixed maturity that the Bank has the positive intention and ability to hold to maturity, other than those that:

- the Bank upon initial recognition designates as at fair value through profit or loss
- the Bank designates as available-for-sale, or
- meet the definition of loans and receivables.

*Available-for-sale financial assets* are those non-derivative financial assets that are designated as available-for-sale or are not classified as loans and receivables, held-to-maturity investments or financial instruments at fair value through profit or loss.

## **(ii) Recognition**

Financial assets and liabilities are recognised in the statement of financial position when the Bank becomes a party to the contractual provisions of the instrument. All regular way purchases of financial assets are accounted for at the settlement date.

## **(iii) Measurement**

A financial asset or liability is initially measured at its fair value plus, in the case of a financial asset or liability not at fair value through profit or loss, transaction costs that are directly attributable to the acquisition or issue of the financial asset or liability.

Subsequent to initial recognition, financial assets, including derivatives that are assets, are measured at their fair values, without any deduction for transaction costs that may be incurred on sale or other disposal, except for:

- loans and receivables which are measured at amortised cost using the effective interest method
- held-to-maturity investments that are measured at amortised cost using the effective interest method
- investments in equity instruments that do not have a quoted market price in an active market and whose fair value can not be reliably measured which are measured at cost.

All financial liabilities, other than those designated at fair value through profit or loss and financial liabilities that arise when a transfer of a financial asset carried at fair value does not qualify for derecognition, are measured at amortised cost.

**(iv) Amortised cost**

The amortised cost of a financial asset or liability is the amount at which the financial asset or liability is measured at initial recognition, minus principal repayments, plus or minus the cumulative amortisation using the effective interest method of any difference between the initial amount recognised and the maturity amount, minus any reduction for impairment. Premiums and discounts, including initial transaction costs, are included in the carrying amount of the related instrument and amortised based on the effective interest rate of the instrument.

**(v) Fair value measurement principles**

Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction on the measurement date.

When available, the Bank measures the fair value of an instrument using quoted prices in an active market for that instrument. A market is regarded as active if quoted prices are readily and regularly available and represent actual and regularly occurring market transactions on an arm's length basis.

If a market for a financial instrument is not active, the Bank establishes fair value using a valuation technique. Valuation techniques include using recent arm's length transactions between knowledgeable, willing parties (if available), reference to the current fair value of other instruments that are substantially the same, discounted cash flow analyses and option pricing models. The chosen valuation technique makes maximum use of market inputs, relies as little as possible on estimates specific to the Bank, incorporates all factors that market participants would consider in setting a price, and is consistent with accepted economic methodologies for pricing financial instruments. Inputs to valuation techniques reasonably represent market expectations and measures of the risk-return factors inherent in the financial instrument.

The best evidence of the fair value of a financial instrument at initial recognition is the transaction price, i.e., the fair value of the consideration given or received, unless the fair value of that instrument is evidenced by comparison with other observable current market transactions in the same instrument (i.e., without modification or repackaging) or based on a valuation technique whose variables include only data from observable markets. When transaction price provides the best evidence of fair value at initial recognition, the financial instrument is initially measured at the transaction price and any difference between this price and the value initially obtained from a valuation model is subsequently recognised in profit or loss on an appropriate basis over the life of the instrument but not later than when the valuation is supported wholly by observable market data or the transaction is closed out.

Assets and long positions are measured at a bid price; liabilities and short positions are measured at an asking price. Where the Bank has positions with offsetting risks, mid-market prices are used to measure the offsetting risk positions and a bid or asking price adjustment is applied only to the net open position as appropriate. Fair values reflect the credit risk of the instrument and include adjustments to take account of the credit risk of the Bank entity and the counterparty where appropriate. Fair value estimates obtained from models are adjusted for any other factors, such as liquidity risk or model uncertainties, to the extent that the Bank believes a third-party market participant would take them into account in pricing a transaction.

***(vi) Gains and losses on subsequent measurement***

A gain or loss arising from a change in the fair value of a financial asset or liability is recognised as follows:

- a gain or loss on a financial instrument classified as at fair value through profit or loss is recognised in profit or loss
- a gain or loss on an available-for-sale financial asset is recognised as other comprehensive income in equity (except for impairment losses and foreign exchange gains and losses on debt financial instruments available-for-sale) until the asset is derecognised, at which time the cumulative gain or loss previously recognised in equity is recognised in profit or loss. Interest in relation to an available-for-sale financial asset is recognised in profit or loss using the effective interest method.

For financial assets and liabilities carried at amortised cost, a gain or loss is recognised in profit or loss when the financial asset or liability is derecognised or impaired, and through the amortisation process.

***(vii) Derecognition***

The Bank derecognises a financial asset when the contractual rights to the cash flows from the financial asset expire, or when it transfers the financial asset in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred or in which the Bank neither transfers nor retains substantially all the risks and rewards of ownership and it does not retain control of the financial asset. Any interest in transferred financial assets that qualify for derecognition that is created or retained by the Bank is recognised as a separate asset or liability in the statement of financial position. The Bank derecognises a financial liability when its contractual obligations are discharged or cancelled or expire.

The Bank enters into transactions whereby it transfers assets recognised on its statement of financial position, but retains either all risks and rewards of the transferred assets or a portion of them. If all or substantially all risks and rewards are retained, then the transferred assets are not derecognised.

In transactions where the Bank neither retains nor transfers substantially all the risks and rewards of ownership of a financial asset, it derecognises the asset if control over the asset is lost.

In transfers where control over the asset is retained, the Bank continues to recognise the asset to the extent of its continuing involvement, determined by the extent to which it is exposed to changes in the value of the transferred assets.

The Bank writes off assets deemed to be uncollectible.

***(viii) Repurchase and reverse repurchase agreements***

Securities sold under sale and repurchase (repo) agreements are accounted for as secured financing transactions, with the securities retained in the statement of financial position and the counterparty liability included in amounts payable under repo transactions within deposits and balances from banks or current accounts and deposits from customers, as appropriate. The difference between the sale and repurchase prices represents interest expense and is recognised in profit or loss over the term of the repo agreement using the effective interest method.

Securities purchased under agreements to resell (reverse repo) are recorded as amounts receivable under reverse repo transactions within loans and advances to banks or loans to customers, as appropriate. The difference between the purchase and resale prices represents interest income and is recognised in profit or loss over the term of the repo agreement using the effective interest method.

If assets purchased under an agreement to resell are sold to third parties, the obligation to return securities is recorded as a trading liability and measured at fair value.

**(ix) Offsetting**

Financial assets and liabilities are offset and the net amount reported in the statement of financial position when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis, or realise the asset and settle the liability simultaneously.

**(d) Property and equipment**

**(i) Owned assets**

Items of property and equipment are stated at cost less accumulated depreciation and impairment losses.

Where an item of property and equipment comprises major components having different useful lives, they are accounted for as separate items of property and equipment.

**(ii) Depreciation**

Depreciation is charged to profit or loss on a straight-line basis over the estimated useful lives of the individual assets. Depreciation commences on the date of acquisition or, in respect of internally constructed assets, from the time an asset is completed and ready for use. Land is not depreciated. The estimated useful lives are as follows:

– buildings	50 years
– computers and computer equipment	1-5 years
– fixtures and fittings	5-10 years
– motor vehicles	5 years

Leasehold improvements are depreciated over the shorter of the useful life of the asset and lease term.

**(e) Intangible assets**

Acquired intangible assets are stated at cost less accumulated amortisation and impairment losses.

Acquired computer software licenses are capitalised on the basis of the costs incurred to acquire and bring to use the specific software.

Amortisation is charged to profit or loss on a straight-line basis over the estimated useful lives of intangible assets. The estimated useful lives range from 1-10 years.

**(f) Impairment**

**(i) Financial assets carried at amortised cost**

Financial assets carried at amortised cost consist principally of loans and other receivables (loans and receivables). The Bank reviews its loans and receivables to assess impairment on a regular basis. A loan or receivable 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 loan or receivable and that event (or events) has had an impact on the estimated future cash flows of the loan that can be reliably estimated.

Objective evidence that financial assets are impaired can include default or delinquency by a borrower, breach of loan covenants or conditions, restructuring of a loan or advance by the Bank on terms that the Bank would not otherwise consider, indications that a borrower or issuer will enter bankruptcy, the disappearance of an active market for a security, deterioration in the value of collateral, or other observable data relating to a group of assets such as adverse changes in the payment status of borrowers in the group, or economic conditions that correlate with defaults in the group.

The Bank first assesses whether objective evidence of impairment exists individually for loans and receivables that are individually significant, and individually or collectively for loans and receivables that are not individually significant. If the Bank determines that no objective evidence of impairment exists for an individually assessed loan or receivable, whether significant or not, it includes the loan in a group of loans and receivables with similar credit risk characteristics and collectively assesses them for impairment. Loans and receivables 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.

If there is objective evidence that an impairment loss on a loan or receivable has been incurred, the amount of the loss is measured as the difference between the carrying amount of the loan or receivable and the present value of estimated future cash flows including amounts recoverable from guarantees and collateral discounted at the loan or receivable's original effective interest rate. Contractual cash flows and historical loss experience adjusted on the basis of relevant observable data that reflect current economic conditions provide the basis for estimating expected cash flows.

In some cases the observable data required to estimate the amount of an impairment loss on a loan or receivable may be limited or no longer fully relevant to current circumstances. This may be the case when a borrower is in financial difficulties and there is little available historical data relating to similar borrowers. In such cases, the Bank uses its experience and judgement to estimate the amount of any impairment loss.

All impairment losses in respect of loans and receivables are recognised in profit or loss and are only reversed if a subsequent increase in recoverable amount can be related objectively to an event occurring after the impairment loss was recognised.

When a loan is uncollectable, it is written off against the related allowance for loan impairment. The Bank writes off a loan balance (and any related allowances for loan losses) when management determines that the loans are uncollectible and when all necessary steps to collect the loan are completed.

**(ii) *Financial assets carried at cost***

Financial assets carried at cost include unquoted equity instruments included in available-for-sale financial assets that are not carried at fair value because their fair value can not be reliably measured. If there is objective evidence that such investments are impaired, the impairment loss is calculated as the difference between the carrying amount of the investment and the present value of the estimated future cash flows discounted at the current market rate of return for a similar financial asset.

All impairment losses in respect of these investments are recognised in profit or loss and cannot be reversed.

***(iii) Available-for-sale financial assets***

Impairment losses on available-for-sale financial assets are recognised by transferring the cumulative loss that is recognised in other comprehensive income to profit or loss as a reclassification adjustment. The cumulative loss that is reclassified from other comprehensive income to profit or loss is the difference between the acquisition cost, net of any principal repayment and amortisation, and the current fair value, less any impairment loss previously recognised in profit or loss. Changes in impairment provisions attributable to time value are reflected as a component of interest income.

For an investment in an equity security available-for-sale, a significant or prolonged decline in its fair value below its cost is objective evidence of impairment.

If, in a subsequent period, the fair value of an impaired available-for-sale debt security 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, with the amount of the reversal recognised in profit or loss. However, any subsequent recovery in the fair value of an impaired available-for-sale equity security is recognised in other comprehensive income

***(iv) Non financial assets***

Other non financial assets, other than deferred taxes, are assessed at each reporting date for any indications of impairment. The recoverable amount of non financial assets is the greater of their fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For an asset that does not generate cash inflows largely independent of those from other assets, the recoverable amount is determined for the cash-generating unit to which the asset belongs. An impairment loss is recognised when the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount.

All impairment losses in respect of non financial assets are recognised in profit or loss and reversed only if there has been a change in the estimates used to determine the recoverable amount. Any impairment loss reversed is only reversed to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

***(g) Provisions***

A provision is recognised in the statement of financial position when the Bank has a legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation. If the effect is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability.

A provision for restructuring is recognised when the Bank has approved a detailed and formal restructuring plan, and the restructuring either has commenced or has been announced publicly. Future operating costs are not provided for.

***(h) Credit related commitments***

In the normal course of business, the Bank enters into credit related commitments, comprising undrawn loan commitments, letters of credit and guarantees.



Financial guarantees are contracts that require the Bank to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payment when due in accordance with the terms of a debt instrument.

A financial guarantee liability is recognised initially at fair value net of associated transaction costs, and is measured subsequently at the higher of the amount initially recognised less cumulative amortisation or the amount of provision for losses under the guarantee. Provisions for losses under financial guarantees and other credit related commitments are recognised when losses are considered probable and can be measured reliably.

Financial guarantee liabilities and provisions for other credit related commitment are included in other liabilities.

Loan commitments are not recognised, except for the followings:

- loan commitments that the Bank designates as financial liabilities at fair value through profit or loss
- if the Bank has a past practice of selling the assets resulting from its loan commitments shortly after origination, then the loan commitments in the same class are treated as derivative instruments
- loan commitments that can be settled net in cash or by delivering or issuing another financial instrument
- commitments to provide a loan at a below-market interest rate.

## **(i) Share capital**

### ***(i) Ordinary shares***

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of ordinary shares and share options are recognised as a deduction from equity, net of any tax effects.

### ***(ii) Share premium***

Any amount paid in excess of par value of shares issued is recognised as share premium.

### ***(iii) Dividends***

The ability of the Bank to declare and pay dividends is subject to the rules and regulations of the Armenian legislation.

Dividends in relation to ordinary shares are reflected as an appropriation of retained earnings in the period when they are declared.

## **(j) Taxation**

Income tax comprises current and deferred tax. Income tax is recognised in profit or loss except to the extent that it relates to items of other comprehensive income or transactions with shareholders recognised directly in equity, in which case it is recognised within other comprehensive income or directly within equity.

Current tax expense is the expected tax payable on the taxable income for the year, using tax rates enacted or substantially enacted at the reporting date, and any adjustment to tax payable in respect of previous years.

Deferred tax is recognised in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is not recognised for the following temporary differences: goodwill not deductible for tax purposes, the initial recognition of assets or liabilities that affect neither accounting nor taxable profit and temporary differences related to investments in subsidiaries where the parent is able to control the timing of the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future. Deferred tax is measured at the tax rates that are expected to be applied to the temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date.

A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available against which the temporary differences, unused tax losses and credits can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

#### **(k) Income and expense recognition**

Interest income and expense are recognised in profit or loss using the effective interest method.

Loan origination fees, loan servicing fees and other fees that are considered to be integral to the overall profitability of a loan, together with the related transaction costs, are deferred and amortised to interest income over the estimated life of the financial instrument using the effective interest method.

Other fees, commissions and other income and expense items are recognised in profit or loss when the corresponding service is provided.

Dividend income is recognised in profit or loss on the date that the dividend is declared.

Payments made under operating leases are recognised in profit or loss on a straight-line basis over the term of the lease.

#### **(l) New standards and interpretations not yet adopted**

A number of new standards, amendments to standards and interpretations are not yet effective as at 31 December 2011, and are not applied in preparing these financial statements. Of these pronouncements, potentially the following will have an impact on the financial position and performance. The Bank plans to adopt these pronouncements when they become effective.

- IFRS 9 *Financial Instruments* will be effective for annual periods beginning on or after 1 January 2015. The new standard is to be issued in phases and is intended ultimately to replace International Financial Reporting Standard IAS 39 *Financial Instruments: Recognition and Measurement*. The first phase of IFRS 9 was issued in November 2009 and relates to the classification and measurement of financial assets. The second phase regarding classification and measurement of financial liabilities was published in October 2010. The remaining parts of the standard are expected to be issued during 2012. The Bank recognises that the new standard introduces many changes to the accounting for financial instruments and is likely to have a significant impact on the Bank's financial statements. The impact of these changes will be analysed during the course of the project as further phases of the standard are issued. The Bank does not intend to adopt this standard early.
- IFRS 13 *Fair Value Measurement* will be effective for annual periods beginning on or after 1 January 2013. The new standard replaces the fair value measurement guidance contained in individual IFRSs with a single source of fair value measurement guidance. It provides a revised definition of fair value, establishes a framework for measuring fair value and sets out disclosure requirements for fair value measurements. IFRS 13 does not introduce new requirements to measure

assets or liabilities at fair value, nor does it eliminate the practicability exceptions to fair value measurement that currently exist in certain standards. The standard is applied prospectively with early adoption permitted. Comparative disclosure information is not required for periods before the date of initial application. The Bank has not yet analysed the likely impact of the new standard on its financial position or performance.

- Amendment to IAS 1 *Presentation of Financial Statements: Presentation of Items of Other Comprehensive Income*. The amendment requires that an entity present separately items of other comprehensive income that may be reclassified to profit or loss in the future from those that will never be reclassified to profit or loss. Additionally, the amendment changes the title of the statement of comprehensive income to statement of profit or loss and other comprehensive income. However, the use of other titles is permitted. The amendment shall be applied retrospectively from 1 July 2012 and early adoption is permitted.
- Amendment to IFRS 7 *Disclosures – Transfers of Financial Assets* introduces additional disclosure requirements for transfers of financial assets in situations where assets are not derecognised in their entirety or where the assets are derecognised in their entirety but a continuing involvement in the transferred assets is retained. The new disclosure requirements are designated to enable the users of financial statements to better understand the nature of the risks and rewards associated with these assets. The amendment is effective for annual periods beginning on or after 1 July 2011. The Bank does not believe the impact of the amendment on its financial position or performance will be significant.
- Various *Improvements to IFRSs* have been dealt with on a standard-by-standard basis. All amendments, which result in accounting changes for presentation, recognition or measurement purposes, will come into effect not earlier than 1 January 2012. The Bank does not believe the impact of the amendment on its financial position or performance will be significant.

## 4 Net interest income

	<b>2011</b> <b>AMD'000</b>	<b>2010</b> <b>AMD'000</b>
<b>Interest income</b>		
Loans to customers	2,106,306	1,987,645
Loans and advances to banks	546,750	105,616
Available-for-sale financial assets	190,779	76,689
Cash and cash equivalents	41,247	21,314
Amounts receivable under reverse repurchase agreements	31,495	5,772
Financial instruments at fair value through profit or loss	1,858	-
	<b>2,918,435</b>	<b>2,197,036</b>
<b>Interest expense</b>		
Current accounts and deposits from customers	861,085	512,272
Deposits and balances from banks	567,298	324,957
Other borrowed funds	214,533	12,211
Financial instruments at fair value through profit or loss	690	579
Amounts payable under repurchase agreements	-	409
	<b>1,643,606</b>	<b>850,428</b>
	<b>1,274,829</b>	<b>1,346,608</b>

## 5 Fee and commission income

	<b>2011</b> <b>AMD'000</b>	<b>2010</b> <b>AMD'000</b>
Remittances	21,593	22,879
Credit card maintenance	19,438	13,630
Guarantee and letter of credit issuance	15,698	17,234
Cash entry and withdrawal	10,800	9,267
Other	8,913	6,211
	<b>76,442</b>	<b>69,221</b>

## 6 Fee and commission expense

	<b>2011</b> <b>AMD'000</b>	<b>2010</b> <b>AMD'000</b>
Plastic card services	29,369	24,852
Guarantee and letter of credit issuance	5,488	8,932
Remittances	4,062	3,611
Other	5,557	4,696
	<b>44,476</b>	<b>42,091</b>

## 7 Net foreign exchange income

	<b>2011</b> <b>AMD'000</b>	<b>2010</b> <b>AMD'000</b>
Gain on spot transactions	51,205	87,173
Gain from revaluation of financial assets and liabilities	47,209	26,175
	<b>98,414</b>	<b>113,348</b>

## 8 Impairment losses

	<b>2011</b> <b>AMD'000</b>	<b>2010</b> <b>AMD'000</b>
Loans to customers	11,188	209,773
Other assets	(466)	(60)
	<b>10,722</b>	<b>209,713</b>

## 9 Personnel expenses

	<b>2011</b> <b>AMD'000</b>	<b>2010</b> <b>AMD'000</b>
Employee compensation	581,668	554,243
Payroll related taxes	40,921	30,455
	<b>622,589</b>	<b>584,698</b>

## 10 Other general administrative expenses

	<b>2011</b> <b>AMD'000</b>	<b>2010</b> <b>AMD'000</b>
Depreciation and amortisation	74,975	59,486
Advertising and marketing	63,713	41,265
Repairs and maintenance	26,276	22,647
Communications and information services	25,355	27,976
Maintenance of accounting application	24,294	22,850
Professional services	23,217	22,048
Insurance	22,911	22,727
Security	18,044	19,044
Maintenance of cars	17,825	14,717
Office supplies	15,368	13,654
Operating lease expense	14,700	15,600
Travel expenses	14,294	14,471
Taxes other than on income	11,335	11,162
Other	31,103	32,247
	<b>383,410</b>	<b>339,894</b>

## 11 Income tax expense

	2011 AMD'000	2010 AMD'000
Current year tax expense	(95,815)	(115,861)
Deferred taxation movement due to origination and reversal of temporary differences	(2,045)	18,046
<b>Total income tax expense</b>	<b>(97,860)</b>	<b>(97,815)</b>

In 2011, applicable tax rate for current and deferred tax is 20% (2010: 20%).

### Reconciliation of effective tax rate

	2011 AMD'000	%	2010 AMD'000	%
Profit before tax	<b>364,252</b>		<b>344,442</b>	
Income tax at the applicable tax rate	(72,850)	(20%)	(68,888)	(20%)
Non-deductible costs	(25,010)	(7%)	(28,927)	(8%)
	<b>(97,860)</b>	<b>(27%)</b>	<b>(97,815)</b>	<b>(28%)</b>

#### (a) Deferred tax asset and liability

Temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes give rise to net deferred tax liabilities as at 31 December 2011 and 2010.

The deductible temporary differences do not expire under current tax legislation.

Movements in temporary differences during the year ended 31 December 2011 and 2010 are presented as follows:

AMD'000	Balance 1 January 2011	Recognised in profit or loss	Recognised in other comprehensive income	Balance 31 December 2011
Cash and cash equivalents	(3,754)	1,892	-	(1,862)
Available-for-sale financial assets	(9,952)	12	(2,616)	(12,556)
Loans and advances to banks	(11,311)	(6,764)	-	(18,075)
Loans to customers	(8,675)	1,343	-	(7,332)
Property and equipment	2,121	(1,848)	-	273
Other assets	(234)	45	-	(189)
Other liabilities	9,534	3,275	-	12,809
	<b>(22,271)</b>	<b>(2,045)</b>	<b>(2,616)</b>	<b>(26,932)</b>

AMD'000	Balance 1 January 2010	Recognised in profit or loss	Recognised in other comprehensive income	Balance 31 December 2010
Cash and cash equivalents	(374)	(3,380)	-	(3,754)
Available-for-sale financial assets	(493)	38	(9,497)	(9,952)
Loans and advances to banks	(4,629)	(6,682)	-	(11,311)
Loans to customers	(55,839)	47,164	-	(8,675)
Property and equipment	1,807	314	-	2,121
Other assets	(124)	(110)	-	(234)
Other liabilities	5,102	4,432	-	9,534
Tax loss carry-forward	23,730	(23,730)	-	-
	<b>(30,820)</b>	<b>18,046</b>	<b>(9,497)</b>	<b>(22,271)</b>

**(b) Income tax recognised in other comprehensive income**

The tax effects relating to components of other comprehensive income for the year ended 31 December 2011 and 2010 comprise the following:

AMD'000	2011			2010		
	Amount before tax	Tax expense	Amount net-of-tax	Amount before tax	Tax expense	Amount net-of-tax
Net change in fair value of available-for-sale financial assets	31,341	(6,268)	25,073	57,968	(11,594)	46,374
Net change in fair value of available-for-sale financial assets transferred to profit or loss	(18,259)	3,652	(14,607)	(10,485)	2,097	(8,388)
<b>Other comprehensive income</b>	<b>13,082</b>	<b>(2,616)</b>	<b>10,466</b>	<b>47,483</b>	<b>(9,497)</b>	<b>37,986</b>

## 12 Cash and cash equivalents

	2011 AMD'000	2010 AMD'000
<b>Cash on hand</b>	<b>498,492</b>	<b>299,091</b>
<b>Nostro accounts with the CBA</b>	<b>2,871,293</b>	<b>3,020,360</b>
<b>Nostro accounts with other banks</b>		
- OECD banks	149,570	147,149
- Other foreign banks	315,482	89,590
- Largest 10 Armenian banks	465,572	1,639,954
- Small and medium size Armenian banks	568	550
<b>Total nostro accounts with other banks</b>	<b>931,192</b>	<b>1,877,243</b>
<b>Total cash and cash equivalents as shown in the statement of cash flows</b>	<b>4,300,977</b>	<b>5,196,694</b>
Accrued interest	264	4,152
<b>Total cash and cash equivalents</b>	<b>4,301,241</b>	<b>5,200,846</b>

The nostro accounts represent balances with the Central Bank of Armenia related to settlement activity and were available for withdrawal at the yearend.

None of cash and cash equivalents are impaired or past due.

As at 31 December 2011 the Bank has one bank (2010: two), whose balances exceed 10% of equity. The gross value of these balances as at 31 December 2011 is AMD 2,871,293 thousand (2010: AMD 3,957,402 thousand).

## 13 Available-for-sale financial assets

	2011 AMD'000	2010 AMD'000
<b>Debt and other fixed-income instruments</b>		
- Government securities of the Republic of Armenia	2,035,163	1,006,595
	<b>2,035,163</b>	<b>1,006,595</b>
<b>Equity investments</b>		
- Corporate shares	13,160	13,160
	<b>13,160</b>	<b>13,160</b>
	<b>2,048,323</b>	<b>1,019,755</b>

Included in available-for-sale assets are non-quoted equity securities:

Name	Country of incorporation	Main activity	% Controlled		2011	2010
			2011	2010	AMD'000	AMD'000
ArCa	Republic of Armenia	Payment system	2%	2%	12,143	12,143
SWIFT	Belgium	Money transfer	0%	0%	1,017	1,017
					<b>13,160</b>	<b>13,160</b>

### Investment without a determinable fair value

Available-for-sale equity investments stated at cost comprise unquoted equity securities in the money transfer industry. There is no market for these investments and there have not been any recent transactions that provide evidence of the current fair value. In addition, discounted cash flow techniques yield a wide range of fair values due to the uncertainty regarding future cash flows in this industry.

## 14 Amounts receivable under reverse repurchase agreements

	2011 AMD'000	2010 AMD'000
Amounts receivable under reverse repurchase agreements	<b>804,415</b>	-

### Collateral pledged

As at 31 December 2011 Armenian Government securities with a fair value of AMD 786,148 thousands are pledged as collateral under reverse repurchase agreements.



## 15 Loans and advances to banks

	2011 AMD'000	2010 AMD'000
<b>Credit card settlement deposit with the CBA</b>	<b>127,832</b>	<b>124,155</b>
<b>Loans and deposits</b>		
Largest 10 Armenian banks	6,005,708	3,444,075
Small and medium size Armenian banks	3,117,914	2,198,498
OECD banks	51,884	48,881
<b>Total loans and deposits</b>	<b>9,175,506</b>	<b>5,691,454</b>
<b>Total loans and advances to banks</b>	<b>9,303,338</b>	<b>5,815,609</b>

As at 31 December 2011 included in loans and deposits with OECD banks is AMD 51,884 thousand (2010: AMD 48,881 thousand) which represents a blocked deposit in HSBC Bank Plc for membership in Europay International.

### Concentration of loans and advances to banks

As at 31 December 2011 the Bank has six banks (2010: four banks), whose balances exceed 10% of equity. The gross values of these balances as at 31 December 2011 are AMD 8,624,832 thousand (2010: AMD 4,942,400 thousand).

## 16 Loans to customers

	2011 AMD'000	2010 AMD'000
<b>Loans to corporate customers</b>		
Loans to large corporate	14,092,845	12,294,119
Loans to small and medium size companies	758,380	44,105
<b>Total loans to corporate customers</b>	<b>14,851,225</b>	<b>12,338,224</b>
<b>Loans to retail customers</b>		
Mortgage loans	3,218,000	2,023,361
Consumer loans secured by real estate	1,262,386	944,297
Auto loans	808,676	773,338
Consumer loans with salary domiciliation	230,988	223,479
Credit cards	194,381	147,600
Small business loans	153,698	-
Other	1,621	1,184
<b>Total loans to retail customers</b>	<b>5,869,750</b>	<b>4,113,259</b>
<b>Gross loans to customers</b>	<b>20,720,975</b>	<b>16,451,483</b>
Impairment allowance	(598,692)	(589,414)
<b>Net loans to customers</b>	<b>20,122,283</b>	<b>15,862,069</b>

Movements in the loan impairment allowance by classes of loans to customers for the year ended 31 December 2011 are as follows:

	<b>Loans to corporate customers AMD'000</b>	<b>Loans to retail customers AMD'000</b>	<b>Total AMD'000</b>
Balance at the beginning of the year	526,532	62,882	<b>589,414</b>
Net (reversal)/charge	(43,528)	54,716	<b>11,188</b>
(Write-offs)/recoveries	(2,250)	340	<b>(1,910)</b>
<b>Balance at the end of the year</b>	<b>480,754</b>	<b>117,938</b>	<b>598,692</b>

Movements in the loan impairment allowance by classes of loans to customers for the year ended 31 December 2010 are as follows:

	<b>Loans to corporate customers AMD'000</b>	<b>Loans to retail customers AMD'000</b>	<b>Total AMD'000</b>
Balance at the beginning of the year	340,870	44,933	<b>385,803</b>
Net charge	190,325	19,448	<b>209,773</b>
Write-offs	(4,663)	(1,499)	<b>(6,162)</b>
<b>Balance at the end of the year</b>	<b>526,532</b>	<b>62,882</b>	<b>589,414</b>

As at 31 December 2011, interest accrued on impaired loans amounts to AMD 9,218 thousand (2010: AMD 4,634 thousand).

**(a) Credit quality of loans to customers**

The following table provides information on the credit quality of loans to customers as at 31 December 2011:

	<b>Gross loans AMD'000</b>	<b>Impairment allowance AMD'000</b>	<b>Net loans AMD'000</b>	<b>Impairment allowance to gross loans %</b>
<b>Loans to corporate customers</b>				
<b>Loans to large corporates</b>				
Loans without individual signs of impairment	12,308,322	(61,542)	12,246,780	0.5%
Impaired loans:				
- not overdue	1,437,631	(143,763)	1,293,868	10.0%
- overdue more than 90 days and less than 1 year	11,713	(3,514)	8,199	30.0%
- overdue more than 1 year	335,179	(268,143)	67,036	80.0%
Total impaired loans	<b>1,784,523</b>	<b>(415,420)</b>	<b>1,369,103</b>	<b>23.3%</b>
<b>Total loans to large corporates</b>	<b>14,092,845</b>	<b>(476,962)</b>	<b>13,615,883</b>	<b>3.4%</b>
<b>Loans to small and medium size companies</b>				
Loans without individual signs of impairment	758,380	(3,792)	754,588	0.5%
<b>Total loans to small and medium size companies</b>	<b>758,380</b>	<b>(3,792)</b>	<b>754,588</b>	<b>0.5%</b>
<b>Total loans to corporate customers</b>	<b>14,851,225</b>	<b>(480,754)</b>	<b>14,370,471</b>	<b>3.2%</b>

	<b>Gross loans</b> <b>AMD’000</b>	<b>Impairment allowance</b> <b>AMD’000</b>	<b>Net loans</b> <b>AMD’000</b>	<b>Impairment allowance to gross loans</b> <b>%</b>
<b>Loans to retail customers</b>				
<b>Mortgage loans</b>				
- not overdue	3,068,604	(30,686)	3,037,918	1.0%
- overdue less than 30 days	93,838	(18,768)	75,070	20.0%
- overdue 30-89 days	21,977	(4,395)	17,582	20.0%
- overdue 90-179 days	33,581	(6,716)	26,865	20.0%
<b>Total mortgage loans</b>	<b>3,218,000</b>	<b>(60,565)</b>	<b>3,157,435</b>	<b>1.9%</b>
<b>Consumer loans secured by real estate</b>				
- not overdue	1,251,827	(12,518)	1,239,309	1.0%
- overdue less than 30 days	2,166	(433)	1,733	20.0%
- overdue 30-89 days	7,267	(1,453)	5,814	20.0%
- overdue 90-179 days	1,126	(226)	900	20.0%
<b>Total consumer loans secured by real estate</b>	<b>1,262,386</b>	<b>(14,630)</b>	<b>1,247,756</b>	<b>1.2%</b>
<b>Auto loans</b>				
- not overdue	773,433	(15,469)	757,964	2.0%
- overdue less than 30 days	6,679	(2,672)	4,007	40.0%
- overdue 30-89 days	7,806	(3,122)	4,684	40.0%
- overdue 90-179 days	3,848	(1,540)	2,308	40.0%
- overdue more than 360 days	16,910	(6,764)	10,146	40.0%
<b>Total auto loans</b>	<b>808,676</b>	<b>(29,567)</b>	<b>779,109</b>	<b>3.7%</b>
<b>Consumer loans with salary domiciliation</b>				
- not overdue	226,880	(4,537)	222,343	2.0%
- overdue less than 30 days	2,210	(1,105)	1,105	50.0%
- overdue 30-89 days	971	(486)	485	50.0%
- overdue 90-179 days	927	(464)	463	50.0%
<b>Total consumer loans with salary domiciliation</b>	<b>230,988</b>	<b>(6,592)</b>	<b>224,396</b>	<b>2.9%</b>
<b>Credit cards</b>				
- not overdue	190,362	(3,807)	186,555	2.0%
- not overdue, but impaired	4,019	(2,009)	2,010	50.0%
<b>Total credit cards</b>	<b>194,381</b>	<b>(5,816)</b>	<b>188,565</b>	<b>3.0%</b>
<b>Small business loans</b>				
- not overdue	153,698	(768)	152,930	0.5%
<b>Total small business loans</b>	<b>153,698</b>	<b>(768)</b>	<b>152,930</b>	<b>0.5%</b>
<b>Other loans to retail customers</b>				
- not overdue	1,621	-	1,621	0.0%
<b>Total other loans to retail customers</b>	<b>1,621</b>	<b>-</b>	<b>1,621</b>	<b>0.0%</b>
<b>Total loans to retail customers</b>	<b>5,869,750</b>	<b>(117,938)</b>	<b>5,751,812</b>	<b>2.0%</b>
<b>Total loans to customers</b>	<b>20,720,975</b>	<b>(598,692)</b>	<b>20,122,283</b>	<b>2.9%</b>

The following table provides information on the credit quality of loans to customers as at 31 December 2010:

	<b>Gross loans AMD'000</b>	<b>Impairment allowance AMD'000</b>	<b>Net loans AMD'000</b>	<b>Impairment allowance to gross loans %</b>
<b>Loans to corporate customers</b>				
<b>Loans to large corporates</b>				
Loans without individual signs of impairment	11,333,611	(56,668)	11,276,943	0.5%
Impaired loans:				
- not overdue	538,235	(161,471)	376,764	30.0%
- overdue less than 90 days	13,266	(1,327)	11,939	10.0%
- overdue more than 90 days and less than 1 year	55,078	(27,539)	27,539	50.0%
- overdue more than 1 year	353,929	(277,518)	76,411	78.4%
<b>Total impaired loans</b>	<b>960,508</b>	<b>(467,855)</b>	<b>492,653</b>	<b>48.7%</b>
<b>Total loans to large corporates</b>	<b>12,294,119</b>	<b>(524,523)</b>	<b>11,769,596</b>	<b>4.3%</b>
<b>Loans to small and medium size companies</b>				
Loans without individual signs of impairment	41,855	(209)	41,646	0.5%
Impaired loans:				
- overdue more than 1 year	2,250	(1,800)	450	80.0%
<b>Total impaired loans</b>	<b>2,250</b>	<b>(1,800)</b>	<b>450</b>	<b>80.0%</b>
<b>Total loans to small and medium size companies</b>	<b>44,105</b>	<b>(2,009)</b>	<b>42,096</b>	<b>4.6%</b>
<b>Total loans to corporate customers</b>	<b>12,338,224</b>	<b>(526,532)</b>	<b>11,811,692</b>	<b>4.27%</b>
<b>Loans to retail customers</b>				
<b>Mortgage loans</b>				
- not overdue	1,992,814	(19,928)	1,972,886	1.0%
- overdue 180-360 days	21,047	(4,209)	16,838	20.0%
- overdue more than 360 days	9,500	(1,900)	7,600	20.0%
<b>Total mortgage loans</b>	<b>2,023,361</b>	<b>(26,037)</b>	<b>1,997,324</b>	<b>1.3%</b>
<b>Consumer loans secured by real estate</b>				
- not overdue	943,696	(9,437)	934,259	1.0%
- overdue more than 360 days	601	(120)	481	20.0%
<b>Total consumer loans secured by real estate</b>	<b>944,297</b>	<b>(9,557)</b>	<b>934,740</b>	<b>1.0%</b>
<b>Auto loans</b>				
- not overdue	756,428	(15,129)	741,299	2.0%
- overdue 180-360 days	16,910	(6,764)	10,146	40.0%
<b>Total auto loans</b>	<b>773,338</b>	<b>(21,893)</b>	<b>751,445</b>	<b>2.8%</b>
<b>Consumer loans with salary domiciliation</b>				
- not overdue	223,479	(2,235)	221,244	1.0%
<b>Total consumer loans with salary domiciliation</b>	<b>223,479</b>	<b>(2,235)</b>	<b>221,244</b>	<b>1.0%</b>

	<b>Gross loans</b>	<b>Impairment allowance</b>	<b>Net loans</b>	<b>Impairment allowance to gross loans</b>
	<b>AMD'000</b>	<b>AMD'000</b>	<b>AMD'000</b>	<b>%</b>
<b>Credit cards</b>				
- not overdue	144,164	(1,442)	142,722	1.0%
- not overdue, but impaired	2,821	(1,410)	1,411	50.0%
- overdue 90-179 days	615	(308)	307	50.0%
<b>Total credit cards</b>	<b>147,600</b>	<b>(3,160)</b>	<b>144,440</b>	<b>2.1%</b>
<b>Other loans to retail customers</b>				
- not overdue	1,184	-	1,184	0.0%
<b>Total other loans to retail customers</b>	<b>1,184</b>	<b>-</b>	<b>1,184</b>	<b>0.0%</b>
<b>Total loans to retail customers</b>	<b>4,113,259</b>	<b>(62,882)</b>	<b>4,050,377</b>	<b>1.5%</b>
<b>Total loans to customers</b>	<b>16,451,483</b>	<b>(589,414)</b>	<b>15,862,069</b>	<b>3.6%</b>

**(b) Key assumptions and judgments for estimating the loan impairment**

**(i) Loans to corporate customers**

Loan impairment results from one or more events that occurred after the initial recognition of the loan and that have an impact on the estimated future cash flows associated with the loan, and that can be reliably estimated. Loans without individual signs of impairment do not have objective evidence of impairment that can be directly attributed to them.

The objective indicators of loan impairment for loans to corporate customers include the following:

- overdue payments under the loan agreement
- significant difficulties in the financial conditions of the borrower
- deterioration in business environment, negative changes in the borrower's markets.

The Bank estimates loan impairment for loans to corporate customers based on an analysis of the future cash flows for impaired loans and based on its past loss experience for portfolios of loans for which no indications of impairment has been identified.

In determining the impairment allowance for loans to corporate customers, management makes the following key assumptions:

- for non-impaired loans the Bank creates a collective allowance of 0.5% considering the economic environment and market loss experience
- for impaired loans a discount of 25% to 50% to the originally appraised value if the property pledged is sold and a delay of 18 to 24 months in obtaining proceeds from the foreclosure of collateral.

Changes in these estimates could effect the loan impairment provision. For example, to the extent that the net present value of the estimated cash flows differs by one percent, the impairment allowance on loans to corporate customers as at 31 December 2011 would be AMD 143,705 thousand lower/higher (2010: AMD 118,117 thousand lower/higher).

**(ii) Loans to retail customers**

The Bank estimates loan impairment for loans to retail customers based on its past historical and market loss experience on each type of loan. The significant assumptions used by management in determining the impairment losses for loans to retail customers include the following loss estimates:

- Loans secured by real estate not past due – 1.0% allowance
- The cost associated with the collection of the past due loans secured by real estate will not exceed 20.0% of the outstanding exposure
- Auto loans not past due – 2.0% allowance
- The cost associated with the collection of the past due auto loans will not exceed 40.0% of the outstanding exposure
- Credit card and consumer loans with salary domiciliation not past due– 2.0% allowance.

Changes in these estimates could affect the loan impairment provision. For example, to the extent that the net present value of the estimated cash flows differs by plus/minus three percent, the impairment allowance on loans to retail customers as at 31 December 2011 would be AMD 172,554 thousand lower/higher (2010: AMD 121,511 thousand).

**(c) Analysis of collateral**

**(i) Loans to corporate customers**

The following table provides information on collateral securing loans to corporate customers, net of impairment, by types of collateral as at 31 December 2011:

	<b>2011</b>	<b>2010</b>
	<b>Loans to customers, net AMD'000</b>	<b>Loans to customers, net AMD'000</b>
Real estate	13,239,711	11,266,025
No collateral	576,551	-
Other collateral	554,209	545,667
	<b>14,370,471</b>	<b>11,811,692</b>

The loan with no collateral is provided to a reputable Armenian company. The bank does not expect any adverse changes in payment status or default of the obligations by the borrower.

*Loans to corporate customers that are past due or impaired*

Impaired or overdue loans to corporate customers are secured by collateral with a fair value of AMD 1,831,250 thousand (2010: AMD 1,216,248 thousand), excluding the effect of overcollateralisation.

*Loans to corporate customers that are neither past due or impaired*

As at 31 December 2011 the fair value of cash balances serving as collateral for loans to corporate customers with a net carrying amount of AMD 30,853 thousand (2010: AMD 32,737 thousand ), is AMD 38,577 thousand (2010: AMD 50,155 thousand).

For remaining loans to corporate customers with a net carrying amount of AMD 12,970,515 thousand (2010: AMD 11,285,852 thousand) which are neither past due nor impaired, the fair value of collateral was estimated at the inception of the loans and is not assessed for subsequent changes.

As at 31 December 2011, for loans to corporate customers with net carrying amounts of AMD 13,001,368 thousand (2010: AMD 11,318,589 thousand) management estimates that the fair value of collateral is at least equal to their carrying amounts.

*Collateral obtained*

During the year ended 31 December 2011 the Bank did not obtain any assets by taking possession of collateral for loans to corporate customers (2010: nil).

**(ii) Loans to retail customers**

Mortgage loans are secured by the underlying housing real estate. Auto loans are secured by the underlying cars. Consumer loans with salary domiciliation and credit card loans are secured by salaries.

*Mortgage loans*

For mortgage loans with a net carrying amount of AMD 3,157,435 thousand (2010: AMD 1,997,324 thousand) management believes that the fair value of collateral is at least equal to the carrying amount of individual loans at the reporting date.

The fair value of collateral was estimated at the inception of the loans and is not assessed for subsequent changes.

*Auto loans*

For auto loans with a net carrying amount of AMD 779,109 thousand (2010: AMD 751,445 thousand) management believes that the fair value of collateral is at least equal to the carrying amount of individual loans at the reporting date.

The fair value of collateral was estimated at the inception of the loans and is not assessed for subsequent changes.

*Collateral obtained*

During the year ended 31 December 2011 the Bank did not obtain any assets by taking possession of collateral for loans to retail customers (2010: nil).

**(d) Industry and geographical analysis of the loan portfolio**

Loans to customers were issued primarily to customers located within the Republic of Armenia who operate in the following economic sectors:

	<b>2011</b>	<b>2010</b>
	<b>AMD'000</b>	<b>AMD'000</b>
Trade	6,942,020	6,897,950
Manufacturing	2,842,077	992,441
Transport	2,573,292	2,624,458
Agriculture, forestry and timber	1,748,670	1,617,304
Energy and gas	579,448	-
Public catering and other services	165,718	196,404
Construction	-	9,667
Loans to retail customers	5,869,750	4,113,259
	<b>20,720,975</b>	<b>16,451,483</b>
Impairment allowance	(598,692)	(589,414)
	<b>20,122,283</b>	<b>15,862,069</b>

**(e) Significant credit exposures**

As at 31 December 2011 the Bank has four borrowers or groups of connected borrowers (2010: six), whose loan balances exceed 10% of equity. The gross value of these loans as at 31 December 2011 is AMD 5,253,416 thousand (2010: AMD 7,594,477 thousand).

**(f) Loan maturities**

The maturity of the loan portfolio is presented in note 24 (d), which shows the remaining period from the reporting date to the contractual maturity of the loans.



## 17 Property, equipment and intangible assets

AMD'000	Land and buildings	Computers and communication equipment	Fixtures and fittings	Motor vehicles	Leasehold improvements	Intangible assets	Total
<b>Cost</b>							
Balance at 1 January 2011	627,603	207,504	176,888	68,800	26,744	159,377	1,266,916
Additions	301,604	85,800	49,771	-	217	853	438,245
Disposals	-	(21,392)	(7,521)	-	-	-	(28,913)
<b>Balance at 31 December 2011</b>	<b>929,207</b>	<b>271,912</b>	<b>219,138</b>	<b>68,800</b>	<b>26,961</b>	<b>160,230</b>	<b>1,676,248</b>
<b>Depreciation</b>							
Balance at 1 January 2011	(74,337)	(147,999)	(124,741)	(51,423)	(15,767)	(69,885)	(484,152)
Depreciation for the year	(12,205)	(23,413)	(17,927)	(10,740)	(2,349)	(8,341)	(74,975)
Disposals	-	21,225	6,643	-	-	-	27,868
<b>Balance at 31 December 2011</b>	<b>(86,542)</b>	<b>(150,187)</b>	<b>(136,025)</b>	<b>(62,163)</b>	<b>(18,116)</b>	<b>(78,226)</b>	<b>(531,259)</b>
<b>Carrying amount</b>							
<b>At 31 December 2011</b>	<b>842,665</b>	<b>121,725</b>	<b>83,113</b>	<b>6,637</b>	<b>8,845</b>	<b>82,004</b>	<b>1,144,989</b>
<b>Cost</b>							
Balance at 1 January 2010	519,277	200,207	155,424	68,800	19,628	93,100	1,056,436
Additions	108,326	21,725	22,794	-	7,116	66,277	226,238
Disposals	-	(14,428)	(1,330)	-	-	-	(15,758)
<b>Balance at 31 December 2010</b>	<b>627,603</b>	<b>207,504</b>	<b>176,888</b>	<b>68,800</b>	<b>26,744</b>	<b>159,377</b>	<b>1,266,916</b>
<b>Depreciation</b>							
Balance at 1 January 2010	(63,941)	(152,058)	(110,798)	(40,683)	(10,735)	(61,757)	(439,972)
Depreciation for the year	(10,396)	(10,369)	(14,821)	(10,740)	(5,032)	(8,128)	(59,486)
Disposals	-	14,428	878	-	-	-	15,306
<b>Balance at 31 December 2010</b>	<b>(74,337)</b>	<b>(147,999)</b>	<b>(124,741)</b>	<b>(51,423)</b>	<b>(15,767)</b>	<b>(69,885)</b>	<b>(484,152)</b>
<b>Carrying amount</b>							
<b>At 31 December 2010</b>	<b>553,266</b>	<b>59,505</b>	<b>52,147</b>	<b>17,377</b>	<b>10,977</b>	<b>89,492</b>	<b>782,764</b>

There are no capitalised borrowing costs related to the acquisition or construction of plant and equipment during 2011 (2010: nil).

## 18 Other assets

	<b>2011</b> <b>AMD'000</b>	<b>2010</b> <b>AMD'000</b>
Receivables under money transfer and clearing systems	2,334	5,234
Other receivables	10,627	2,981
<b>Total other financial assets</b>	<b>12,961</b>	<b>8,215</b>
Prepayments	73,979	86,849
Other	8,749	5,966
<b>Total other non-financial assets</b>	<b>82,728</b>	<b>92,815</b>
<b>Total other assets</b>	<b>95,689</b>	<b>101,030</b>

## 19 Deposits and balances from banks

	<b>2011</b> <b>AMD'000</b>	<b>2010</b> <b>AMD'000</b>
Loans and term deposits	7,451,070	7,293,521
Vostro accounts	371	356
	<b>7,451,441</b>	<b>7,293,877</b>

As at 31 December 2011 the Bank has two banks (2010: one), whose balances exceed 10% of equity. The gross value of these balances as at 31 December 2011 is AMD 6,722,474 thousand (2010: AMD 6,654,561 thousand).

## 20 Current accounts and deposits from customers

	<b>2011</b> <b>AMD'000</b>	<b>2010</b> <b>AMD'000</b>
Current accounts and demand deposits		
- Retail	2,135,711	796,417
- Corporate	1,100,067	1,978,369
Term deposits		
- Retail	9,433,546	3,724,896
- Corporate	3,519,350	4,187,314
	<b>16,188,674</b>	<b>10,686,996</b>

As of 31 December 2011, the Bank maintained customer deposit balances of AMD 51,272 thousand that serve as collateral for loans and unrecognised credit instruments granted by the Bank (2010: AMD 117,274 thousand).

As of 31 December 2011 the Bank has two customers (2010: three customers), whose balances exceed 10% of equity. These balances as at 31 December 2011 are AMD 3,614,451 thousand (2010: AMD 3,919,408 thousand).

## 21 Other borrowed funds

	2011 AMD'000	2010 AMD'000
Loans from other financial institutions	<b>5,052,992</b>	<b>1,930,470</b>

As at 31 December 2011 the Bank has two financial institutions (2010: one), whose balances exceed 10% of equity. These balances as at 31 December 2011 are AMD 3,873,658 thousand (2010: AMD 1,820,834 thousand).

## 22 Other liabilities

	2011 AMD'000	2010 AMD'000
Salary and similar payables	39,001	29,337
Payables to suppliers	25,542	29,861
Other financial liabilities	12,339	5,075
<b>Total other financial liabilities</b>	<b>76,882</b>	<b>64,273</b>
Deferred income	35,615	27,478
Income taxes payable	17,574	67,798
Other taxes payable	17,509	12,898
Other non-financial liabilities	8,591	8,802
<b>Total other non-financial liabilities</b>	<b>79,289</b>	<b>116,976</b>
<b>Total other liabilities</b>	<b>156,171</b>	<b>181,249</b>

## 23 Share capital

### (a) Issued capital and share premium

The authorized, issued and outstanding share capital comprises 81,251 ordinary shares (2010: 81,251). All shares have a nominal value of AMD 100,000. 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 annual and general meetings of the Bank.

### (b) Dividends

Dividends payable are restricted to the maximum retained earnings of the Bank, which are determined according to legislation of the Republic of Armenia. In accordance with the legislation of the Republic of Armenia, as at the reporting date, reserves available for distribution amounted to AMD 499,416 thousand (2010: AMD 234,013 thousand).

## **24 Risk management**

Management of risk is fundamental to the business of banking and is an essential element of the Bank's operations. The major risks faced by the Bank are those related to market risk, credit risk and liquidity risk.

### **(a) Risk management policies and procedures**

The Bank's risk management policies aim to identify, analyze and manage the risks faced by the Bank, to set appropriate risk limits and controls, and to continuously monitor risk levels and adherence to limits. Risk management policies and procedures are reviewed regularly to reflect changes in market conditions, products and services offered and emerging best practice.

The Board of Directors has overall responsibility for the oversight of the risk management framework, overseeing the management of key risks and reviewing its risk management policies and procedures as well as approving significantly large exposures.

The Management Committee with the support of the Assets and Liability Committee (ALCO Committee) is responsible for monitoring and implementation of risk mitigation measures and making sure that the Bank operates within the established risk parameters.

### **(b) Market risk**

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises currency risk, interest rate risk and other price risks. Market risk arises from open positions in interest rate, currency and equity financial instruments, which are exposed to general and specific market movements and changes in the level of volatility of market prices.

The objective of market risk management is to manage and control market risk exposures within acceptable parameters, whilst optimizing the return on risk.

Overall authority for market risk management is vested in the ALCO Committee. Market risk limits are approved by the ALCO Committee.

The Bank manages its market risk by setting open position limits in relation to financial instrument, interest rate maturity and currency positions and stop-loss limits. These are monitored on a regular basis and reviewed and approved by the ALCO Committee.

#### **(i) Interest rate risk**

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Bank is exposed 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 also reduce or create losses in the event that unexpected movements occur.

### **Interest rate gap analysis**

Interest rate risk is managed principally through monitoring interest rate gaps. A summary of the interest gap position for major financial instruments is as follows:

<b>AMD'000</b>	<b>Less than 3 months</b>	<b>3-6 months</b>	<b>6-12 months</b>	<b>1-5 years</b>	<b>More than 5 years</b>	<b>Carrying amount</b>
<b>31 December 2011</b>						
<b>ASSETS</b>						
Cash and cash equivalents	4,301,241	-	-	-	-	4,301,241
Available-for-sale financial assets	-	194,291	-	1,340,234	513,798	2,048,323
Amounts receivable under reverse repurchase agreements	804,415	-	-	-	-	804,415
Loans and advances to banks	636,682	5,015,010	3,471,930	-	179,716	9,303,338
Loans to customers	1,015,828	1,630,324	2,669,759	11,794,857	3,011,515	20,122,283
	<b>6,758,166</b>	<b>6,839,625</b>	<b>6,141,689</b>	<b>13,135,091</b>	<b>3,705,029</b>	<b>36,579,600</b>
<b>LIABILITIES</b>						
Deposits and balances from banks	667,463	2,727,845	712,473	3,343,660	-	7,451,441
Current accounts and deposits from customers	8,216,561	1,498,300	3,385,302	3,088,511	-	16,188,674
Other borrowed funds	21,925	279,098	604,335	3,958,490	189,144	5,052,992
	<b>8,905,949</b>	<b>4,505,243</b>	<b>4,702,110</b>	<b>10,390,661</b>	<b>189,144</b>	<b>28,693,107</b>
<b>Interest rate gap</b>	<b>(2,147,783)</b>	<b>2,334,382</b>	<b>1,439,579</b>	<b>2,744,430</b>	<b>3,515,885</b>	<b>7,886,493</b>
<b>31 December 2010</b>						
<b>ASSETS</b>						
Cash and cash equivalents	5,200,846	-	-	-	-	5,200,846
Available-for-sale financial assets	94,826	-	40,495	208,802	675,632	1,019,755
Loans and advances to banks	1,975,419	1,097,270	2,569,884	-	173,036	5,815,609
Loans to customers	1,527,058	1,628,472	3,039,040	7,873,538	1,793,961	15,862,069
	<b>8,798,149</b>	<b>2,725,742</b>	<b>5,649,419</b>	<b>8,082,340</b>	<b>2,642,629</b>	<b>27,898,279</b>
<b>LIABILITIES</b>						
Deposits and balances from banks	387,062	87,885	2,933,781	3,885,149	-	7,293,877
Current accounts and deposits from customers	5,198,223	2,474,886	2,973,510	40,377	-	10,686,996
Other borrowed funds	765	4,223	1,056	1,834,474	89,952	1,930,470
	<b>5,586,050</b>	<b>2,566,994</b>	<b>5,908,347</b>	<b>5,760,000</b>	<b>89,952</b>	<b>19,911,343</b>
<b>Interest rate gap</b>	<b>3,212,099</b>	<b>158,748</b>	<b>(258,928)</b>	<b>2,322,340</b>	<b>2,552,677</b>	<b>7,986,936</b>

### **Average interest rates**

The table below displays average effective interest rates for interest bearing assets and liabilities as at 31 December 2011 and 2010. These interest rates are an approximation of the yields to maturity of these assets and liabilities.

	2011			2010		
	Average effective interest rate, %			Average effective interest rate, %		
	AMD	USD	Other currencies	AMD	USD	Other currencies
<b>Interest bearing assets</b>						
Nostro accounts with banks	-	1.5%	0.1%	-	2.4%	0.1%
Available-for-sale financial assets	13.6%	-	-	13.5%	-	-
Amounts receivable under reverse repurchase agreements	11.0%	-	-	-	-	-
Loans and advances to banks	-	8.4%	0.5%	4.5%	6.3%	-
Loans to customers	14.6%	10.6%	19.2%	14.4%	11.0%	10.0%
<b>Interest bearing liabilities</b>						
Deposits and balances from banks	7.8%	6.5%	-	7.8%	7.3%	3.5%
Current accounts and deposits from customers						
- Current accounts and demand deposits	0.6%	1.9%	0.4%	1.6%	1.6%	0.4%
- Term deposits	11.5%	7.2%	4.4%	10.9%	7.8%	3.5%
Other borrowed funds	10.5%	6.9%	-	8.0%	8.0%	-

### **Interest rate sensitivity analysis**

The management of interest rate risk based on interest rate gap analysis is supplemented by monitoring the sensitivity of financial assets and liabilities.

An analysis of sensitivity of profit or loss and equity (net of taxes) to changes in interest rates (repricing risk) based on a simplified scenario of a 100 basis point (bp) symmetrical fall or rise in all yield curves and positions of interest-bearing assets and liabilities existing as at 31 December 2011 and 2010 as follows:

	2011	2010
	AMD'000	AMD'000
100 bp parallel fall	5,750	(8,501)
100 bp parallel rise	(5,750)	8,501

An analysis of sensitivity of profit or loss and equity as a result of changes in fair value of financial assets available for sale due to changes in the interest rates based on positions existing at 31 December 2011 and 2010 and a simplified scenario of a 100 bp symmetrical fall or rise in all yield curves is as follows:

	2011		2010	
	Profit or loss AMD'000	Equity AMD'000	Profit or loss AMD'000	Equity AMD'000
100 bp parallel fall	-	43,157	-	25,803
100 bp parallel rise	-	(43,157)	-	(25,803)

**(ii) Currency risk**

The Bank has assets and liabilities denominated in several foreign currencies.

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign currency exchange rates. The Bank does not hedge its exposure to currency risk.

The following table shows the foreign currency exposure structure of financial assets and liabilities as at 31 December 2011:

	USD AMD'000	EUR AMD'000	Other currencies AMD'000	Total AMD'000
<b>Assets</b>				
Cash and cash equivalents	1,068,929	112,078	23,223	1,204,230
Loans and advances to banks	8,676,717	498,788	-	9,175,505
Loans to customers	14,279,948	1,473	-	14,281,421
Other financial assets	11,281	144	-	11,425
<b>Total assets</b>	<b>24,036,875</b>	<b>612,483</b>	<b>23,223</b>	<b>24,672,581</b>
<b>Liabilities</b>				
Deposits and balances from banks	7,223,935	249	219	7,224,403
Current accounts and deposits from customers	12,927,152	621,050	10,594	13,558,796
Other borrowed funds	3,873,657	-	-	3,873,657
Other financial liabilities	2,631	4,290	432	7,353
<b>Total liabilities</b>	<b>24,027,375</b>	<b>625,589</b>	<b>11,245</b>	<b>24,664,209</b>
<b>Net position</b>	<b>9,500</b>	<b>(13,106)</b>	<b>11,978</b>	<b>8,372</b>

The following table shows the foreign currency exposure structure of financial assets and liabilities as at 31 December 2010:

	USD AMD'000	EUR AMD'000	Other currencies AMD'000	Total AMD'000
<b>Assets</b>				
Cash and cash equivalents	3,940,914	86,962	38,784	4,066,660
Loans and advances to banks	4,991,282	-	-	4,991,282
Loans to customers	9,118,593	751,577	-	9,870,170
Other financial assets	4,861	67	-	4,928
<b>Total assets</b>	<b>18,055,650</b>	<b>838,606</b>	<b>38,784</b>	<b>18,933,040</b>
<b>Liabilities</b>				
Deposits and balances from banks	6,654,599	385,637	2	7,040,238
Current accounts and deposits from customers	9,205,263	419,842	686	9,625,791
Other borrowed funds	1,820,834	-	-	1,820,834
Other financial liabilities	6,396	160	-	6,556
<b>Total liabilities</b>	<b>17,687,092</b>	<b>805,639</b>	<b>688</b>	<b>18,493,419</b>
<b>Net position</b>	<b>368,558</b>	<b>32,967</b>	<b>38,096</b>	<b>439,621</b>

A weakening of the AMD, as indicated below, against the following currencies at 31 December 2011 and 2010 would have increased (decreased) equity and profit or loss by the amounts shown below. This analysis is based on foreign currency exchange rate variances that the Bank considered to be reasonably possible at the end of the reporting period. The analysis assumes that all other variables, in particular interest rates, remain constant.

	<b>2011</b>	<b>2010</b>
	<b>AMD'000</b>	<b>AMD'000</b>
10% appreciation of USD against AMD	950	36,856
10% appreciation of EUR against AMD	(1,311)	3,297

A strengthening of the AMD against the above currencies at 31 December 2011 and 2010 would have had the equal but opposite effect on the above currencies to the amounts shown above, on the basis that all other variables remain constant.

### **(c) Credit risk**

Credit risk is the risk of financial loss to the Bank if a customer or counterparty to a financial instrument fails to meet its contractual obligations. The Bank has policies and procedures for the management of credit exposures (both for recognised financial assets and unrecognised contractual commitments).

Corporate loan credit applications are originated and analyzed by the relevant relationship managers from the Commercial Banking Department, which is responsible for the corporate loan portfolio. Analysis reports are based on a structured analysis focusing on the customer's business and financial performance. The loan credit application and the report are then independently reviewed by the Risk Management Department and a second opinion is given accompanied by verification that credit policy requirements are met. The Management Committee reviews the loan credit application on the basis of submissions by the Commercial Banking Department. Individual transactions are also reviewed by the Legal Unit, depending on the specific risks and pending final approval of the Management Committee.

The Bank continuously monitors the performance of individual credit exposures and regularly reassesses the creditworthiness of its customers. The review is based on the customer's most recent financial statements and other information submitted by the borrower, or otherwise obtained by the Bank. The current market value of collateral is regularly assessed by either independent appraisal companies or the Bank's specialists.

Retail loan credit applications are reviewed by the Retail Approval Unit, Retail Approval Committee and Management Committee based on the authorized limits.

Apart from individual customer analysis, the whole credit portfolio is assessed by the Risk Management Department with regard to credit concentration and market risks.

The maximum exposure to credit risk is generally reflected in the carrying amounts of financial assets in the statement of financial position and unrecognised contractual commitment amounts. The impact of possible netting of assets and liabilities to reduce potential credit exposure is not significant.



The maximum exposure to credit risk from financial assets at the reporting date is as follows:

	<b>2011</b>	<b>2010</b>
	<b>AMD'000</b>	<b>AMD'000</b>
<b>ASSETS</b>		
Cash and cash equivalents	4,301,241	5,200,846
Available-for-sale financial assets	2,048,323	1,019,755
Amounts receivable under reverse repurchase agreements	804,415	-
Loans and advances to banks	9,303,338	5,815,609
Loans to customers	20,122,283	15,862,069
Other financial assets	12,961	8,215
<b>Total maximum exposure</b>	<b>36,592,561</b>	<b>27,906,494</b>

The Bank holds collateral against loans to customers in the form of mortgage interests over property, other registered securities over assets, and guarantees. Estimates of value are based on the value of collateral assessed at the time of borrowing, and generally are not updated except when a loan is individually assessed as impaired.

Collateral generally is not held against investments in securities, and loans and advances to banks, except when securities are held as part of reverse repurchase activities.

For the analysis of collateral held against loans to customers and concentration of credit risk in respect of loans to customers refer to note 16.

The maximum exposure to credit risk from unrecognised contractual commitments at the reporting date is presented in note 26.

As at 31 December 2011 the bank does not have any debtor or group of connected debtors (2010: one), credit risk exposure to whom exceeds 10% of maximum credit risk exposure (2010: AMD 3,144,515 thousand).

#### **(d) Liquidity risk**

Liquidity risk is the risk that the Bank will encounter difficulty meeting obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. Liquidity risk exists when the maturities of assets and liabilities do not match. The matching and/or controlled mismatching of the maturities and interest rates of assets and liabilities is fundamental to liquidity management. It is unusual for financial institutions ever to be completely matched since business transacted is often of an uncertain term and of different types. An unmatched position potentially enhances profitability, but can also increase the risk of losses.

The Bank maintains liquidity management with the objective of ensuring that funds will be available at all times to honor all cash flow obligations as they become due. The liquidity policy is reviewed and approved by the ALCO Committee.

The Bank seeks to actively support a diversified and stable funding base comprising long-term and short-term loans from other banks, core corporate and retail customer deposits, accompanied by diversified portfolios of highly liquid assets, in order to be able to respond quickly and smoothly to unforeseen liquidity requirements.

The liquidity management policy requires:

- projecting cash flows by major currencies and considering the level of liquid assets necessary in relation thereto
- maintaining a diverse range of funding sources
- managing the concentration and profile of debts
- maintaining a portfolio of highly marketable assets that can easily be liquidated as protection against any interruption to cash flow
- maintaining liquidity and funding contingency plans
- monitoring liquidity ratios against regulatory requirements.

The Treasury Unit receives information from business units regarding the liquidity profile of their financial assets and liabilities and details of other projected cash flows arising from projected future business. The Treasury Unit then provides for an adequate portfolio of short-term liquid assets to be maintained, largely made up of short-term liquid trading securities, loans and advances to banks and other inter-bank facilities, to ensure that sufficient liquidity is maintained within the Bank as a whole.

The daily liquidity position is monitored and regular liquidity stress testing under a variety of scenarios covering both normal and more severe market conditions is performed by the Treasury Unit. Under normal market conditions, liquidity reports covering the liquidity position of the Bank are presented to senior management on a weekly basis. Decisions on the liquidity management are made by the ALCO Committee, based on the reports of Risk Management and Treasury Unit.

The following tables show the undiscounted cash flows on financial liabilities and credit-related commitments on the basis of their earliest possible contractual maturity. The total gross inflow and outflow disclosed in the tables is the contractual, undiscounted cash flow on the financial asset, liability or commitment. For issued financial guarantee contracts, the maximum amount of the guarantee is allocated to the earliest period in which the guarantee can be called.

The maturity analysis for financial liabilities as at 31 December 2011 is as follows:

AMD'000	<b>Demand and less than 1 month</b>	<b>From 1 to 3 months</b>	<b>From 3 to 6 months</b>	<b>From 6 to 12 months</b>	<b>More than 1 year</b>	<b>Total gross amount outflow</b>	<b>Carrying amount</b>
<b>31 December 2011</b>							
<b>Non-derivative liabilities</b>							
Deposits and balances from banks	667,392	212	2,778,234	757,452	3,985,160	8,188,450	7,451,441
Current accounts and deposits from customers	4,463,517	3,797,545	1,536,462	3,581,392	3,943,619	17,322,535	16,188,674
Other borrowed funds	18,990	2,986	284,160	642,914	5,030,582	5,979,632	5,052,992
Other financial liabilities	65,289	11,593	-	-	-	76,882	76,882
<b>Total liabilities</b>	<b>5,215,188</b>	<b>3,812,336</b>	<b>4,598,856</b>	<b>4,981,758</b>	<b>12,959,361</b>	<b>31,567,499</b>	<b>28,769,989</b>
<b>Credit related commitments</b>	<b>2,857,958</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,857,958</b>	<b>2,857,958</b>

The maturity analysis for financial liabilities as at 31 December 2010 is as follows:

AMD'000	<b>Demand and less than 1 month</b>	<b>From 1 to 3 months</b>	<b>From 3 to 6 months</b>	<b>From 6 to 12 months</b>	<b>More than 1 year</b>	<b>Total gross amount outflow</b>	<b>Carrying amount</b>
<b>31 December 2010</b>							
<b>Non-derivative liabilities</b>							
Deposits and balances from banks	387,593	248	87,898	3,071,481	4,872,370	8,419,590	7,293,877
Current accounts and deposits from customers	3,234,192	1,987,613	2,544,011	3,152,594	44,311	10,962,721	10,686,996
Other borrowed funds	467	303	4,241	1,121	2,456,449	2,462,581	1,930,470
Other financial liabilities	50,223	14,050	-	-	-	64,273	64,273
<b>Total liabilities</b>	<b>3,672,475</b>	<b>2,002,214</b>	<b>2,636,150</b>	<b>6,225,196</b>	<b>7,373,130</b>	<b>21,909,165</b>	<b>19,975,616</b>
<b>Credit related commitments</b>	<b>3,375,305</b>	-	-	-	-	<b>3,375,305</b>	<b>3,375,305</b>

In accordance with Armenian legislation, individuals can withdraw their term deposits at any time, forfeiting in most of the cases the accrued interest. These deposits are classified in accordance with their contractual maturity dates. The principal amount of such deposits, by each time band as at 31 December 2011, is as follows:

- less than 1 month: AMD 270,190 thousand (2010: AMD 149,981 thousand)
- from 1 to 3 months: AMD 2,118,494 thousand (2010: AMD 553,492 thousand)
- from 3 to 6 months: AMD 1,324,183 thousand (2010: AMD 1,237,909 thousand)
- from 6 to 12 months: AMD 2,353,870 thousand (2010: AMD 1,664,987 thousand)
- more than 1 year: AMD 3,078,512 thousand (2010: AMD 38,678 thousand)

The table below shows an analysis, by expected maturities, of the amounts recognised in the statement of financial position as at 31 December 2011:

<b>AMD’000</b>	<b>Demand and less than 1 month</b>	<b>From 1 to 3 months</b>	<b>From 3 to 12 months</b>	<b>From 1 to 5 years</b>	<b>More than 5 years</b>	<b>No maturity</b>	<b>Overdue</b>	<b>Total</b>
<b>Non-derivative assets</b>								
Cash and cash equivalents	4,301,241	-	-	-	-	-	-	4,301,241
Available-for-sale financial assets	-	-	194,291	1,340,234	500,638	13,160	-	2,048,323
Amounts receivable under reverse repurchase agreements	804,415	-	-	-	-	-	-	804,415
Loans and advances to banks	636,682	-	8,486,940	-	-	179,716	-	9,303,338
Loans to customers	371,271	644,557	4,300,083	11,486,428	3,011,515	-	308,429	20,122,283
Property, equipment and intangible assets	-	-	-	-	-	1,144,989	-	1,144,989
Other assets	11,250	43,506	32,711	5,432	-	2,790	-	95,689
<b>Total assets</b>	<b>6,124,859</b>	<b>688,063</b>	<b>13,014,025</b>	<b>12,832,094</b>	<b>3,512,153</b>	<b>1,340,655</b>	<b>308,429</b>	<b>37,820,278</b>
<b>Non-derivative liabilities</b>								
Deposits and balances from banks	667,254	209	3,440,318	3,343,660	-	-	-	7,451,441
Current accounts and deposits from customers	4,460,758	3,755,803	4,883,602	3,088,511	-	-	-	16,188,674
Other borrowed funds	18,987	2,938	883,433	3,958,490	189,144	-	-	5,052,992
Other liabilities	83,782	13,561	26,582	24,675	7,571	-	-	156,171
Deferred tax liability	-	-	-	-	-	26,932	-	26,932
<b>Total liabilities</b>	<b>5,230,781</b>	<b>3,772,511</b>	<b>9,233,935</b>	<b>10,415,336</b>	<b>196,715</b>	<b>26,932</b>	<b>-</b>	<b>28,876,210</b>
<b>Net position</b>	<b>894,078</b>	<b>(3,084,448)</b>	<b>3,780,090</b>	<b>2,416,758</b>	<b>3,315,438</b>	<b>1,313,723</b>	<b>308,429</b>	<b>8,944,068</b>

The table below shows an analysis, by expected maturities, of the amounts recognised in the statement of financial position as at 31 December 2010:

AMD'000	Demand and less than 1 month	From 1 to 3 months	From 3 to 12 months	From 1 to 5 years	More than 5 years	No maturity	Overdue	Total
<b>Non-derivative assets</b>								
Cash and cash equivalents	5,200,846	-	-	-	-	-	-	5,200,846
Available-for-sale financial assets	-	94,826	40,495	208,802	662,472	13,160	-	1,019,755
Loans and advances to banks	1,975,419	-	3,667,154	-	-	173,036	-	5,815,609
Loans to customers	491,667	1,035,391	4,667,512	7,509,710	1,793,961	-	363,828	15,862,069
Property, equipment and intangible assets	-	-	-	-	-	782,764	-	782,764
Other assets	7,393	65,158	18,829	9,650	-	-	-	101,030
<b>Total assets</b>	<b>7,675,325</b>	<b>1,195,375</b>	<b>8,393,990</b>	<b>7,728,162</b>	<b>2,456,433</b>	<b>968,960</b>	<b>363,828</b>	<b>28,782,073</b>
<b>Non-derivative liabilities</b>								
Deposits and balances from banks	386,817	245	3,021,666	3,885,149	-	-	-	7,293,877
Current accounts and deposits from customers	3,233,678	1,964,545	5,448,396	40,377	-	-	-	10,686,996
Other borrowed funds	466	299	5,279	1,834,474	89,952	-	-	1,930,470
Other liabilities	65,319	18,444	87,571	2,134	7,781	-	-	181,249
Deferred tax liability	-	-	-	-	-	22,271	-	22,271
<b>Total liabilities</b>	<b>3,686,280</b>	<b>1,983,533</b>	<b>8,562,912</b>	<b>5,762,134</b>	<b>97,733</b>	<b>22,271</b>	<b>-</b>	<b>20,114,863</b>
<b>Net position</b>	<b>3,989,045</b>	<b>(788,158)</b>	<b>(168,922)</b>	<b>1,966,028</b>	<b>2,358,700</b>	<b>946,689</b>	<b>363,828</b>	<b>8,667,210</b>

The key measure used by the Bank for managing liquidity risk is the ratio of highly liquid assets to demand liabilities. For this purpose highly liquid assets include cash, nostro accounts, gold bullion, debt securities issued by the Government of Armenia, CBA and other corporate debt securities for which there is an active and liquid market, which are not pledged or the use of which is not restricted in any way. Demand liabilities include current accounts and demand deposits of customers, as well as any other liability that is payable on demand. The reported ratios of highly liquid assets to demand liabilities for December 2011 and 2010 and during the reporting period are as follows:

	2011	2010
At December	224.3%	205.7%
Average for the year	315.1%	236.0%
Maximum for the year	471.9%	324.6%
Minimum for the year	224.3%	103.9%

The above ratio is also used to measure compliance with the liquidity limit established by the CBA.

## 25 Capital management

The CBA sets and monitors capital requirements for the Bank.

The Bank defines as capital those items defined by statutory regulation as capital for credit institutions. Under the current capital requirements set by the CBA, which are based on Basle Accord principles, banks have to maintain a ratio of capital to risk weighted assets (statutory capital ratio) above the prescribed minimum level. As at 31 December 2011, this minimum level is 12%. The Bank is in compliance with the statutory capital ratios during the years ended 31 December 2011 and 2010.

The following table shows the composition of the capital position calculated in accordance with the requirements of the CBA, as at 31 December 2011 and 2010:

	<b>2011</b>	<b>2010</b>
	<b>AMD'000</b>	<b>AMD'000</b>
	<b>Unaudited</b>	<b>Unaudited</b>
<b>Tier 1 capital</b>		
Share capital	8,125,100	8,125,100
Share premium	257,149	257,149
General reserve	28,364	16,033
Retained earnings	379,309	106,189
Deductions	(73,012)	(36,485)
<b>Total tier 1 capital</b>	<b>8,716,910</b>	<b>8,467,986</b>
<b>Tier 2 capital</b>		
Revaluation reserve for available-for-sale financial assets	49,083	38,617
<b>Total tier 2 capital</b>	<b>49,083</b>	<b>38,617</b>
<b>Total capital</b>	<b>8,765,993</b>	<b>8,506,603</b>
<b>Total risk weighted assets</b>	<b>33,093,295</b>	<b>25,636,985</b>
<b>Total capital expressed as a percentage of risk-weighted assets</b>	<b>26.5%</b>	<b>33.2%</b>
<b>Total tier 1 capital expressed as a percentage of risk-weighted assets</b>	<b>26.3%</b>	<b>33.0%</b>

The risk-weighted assets are measured by means of a hierarchy of risk weights classified according to the nature and reflecting an estimate of credit, market and other risks associated with each asset and counterparty, taking into account any eligible collateral or guarantees. A similar treatment is adopted for unrecognised contractual commitments, with some adjustments to reflect the more contingent nature of the potential losses.

## 26 Commitments

The Bank has outstanding commitments to extend loans. These commitments take the form of approved loans and credit card limits and overdraft facilities.

The Bank provides financial guarantees and letters of credit to guarantee the performance of customers to third parties. These agreements have fixed limits and generally extend for a period of up to one year.

The Bank applies the same credit risk management policies and procedures when granting credit commitments, financial guarantees and letters of credit as it does for granting loans to customers.

The contractual amounts of commitments are set out in the following table by category. The amounts reflected in the table for commitments assume that amounts are fully advanced. The amounts reflected in the table for guarantees and letters of credit represent the maximum accounting loss that would be recognised at the reporting date if counterparties failed completely to perform as contracted.

	2011 AMD'000	2010 AMD'000
<b>Contracted amount</b>		
Loan and credit line commitments	2,607,018	3,052,656
Credit card commitments	148,303	101,979
Guarantees and letters of credit	102,637	220,670
	<b>2,857,958</b>	<b>3,375,305</b>

The total outstanding contractual commitments above do not necessarily represent future cash requirements, as these commitments may expire or terminate without being funded.

Of these commitments, AMD 1,771,049 thousand (2010: AMD 2,271,500 thousand) are to four customers as at 31 December 2011 (2010: three customers). This exposure represents a significant credit risk exposure to the Bank.

## 27 Contingencies

### (a) Insurance

The insurance industry in the Republic of Armenia is in a developing state and many forms of insurance protection common in other parts of the world are not yet generally available. The Bank has up to AMD 500 million coverage for each type of insurance including for its premises and equipment, business interruption, third party liability in respect of property arising from accidents on the Bank's property or related to operations. The Bank also has up to AMD 90 million insurance coverage of cash desks against physical damage and theft.

### (b) Litigation

Management is unaware of any significant actual, pending or threatened claims against the Bank.

**(c) Taxation contingencies**

The taxation system in the Republic of Armenia is relatively new and is characterized by frequent changes in legislation, official pronouncements and court decisions, which are often unclear, contradictory and subject to varying interpretation by different tax authorities. Taxes are subject to review and investigation by a number of authorities, which have the authority to impose severe fines, penalties and interest charges. In the event of a breach of tax legislation, no liabilities for additional taxes, fines or penalties may be imposed by tax authorities once three years have elapsed from the date of the breach.

These circumstances may create tax risks in the Republic of Armenia that are substantially more significant than in other countries. Management believes that it has provided adequately for tax liabilities based on its interpretations of applicable Armenian tax legislation, official pronouncements and court decisions. However, the interpretations of the relevant authorities could differ and the effect on these financial statements, if the authorities were successful in enforcing their interpretations, could be significant.

## **28 Related party transactions**

**(a) Control relationships**

The Bank’s parent Company is “Byblos Bank S.A.L”, which owns 65% of the share capital. The parent Company produces publicly available financial statements. The party with ultimate control over the Bank is Francois Bassil.

**(b) Transactions with the members of the Board of Directors and the Management Committee**

Total remuneration included in personnel expenses for the years ended 31 December 2011 and 2010 is as follows:

	2011 AMD’000	2010 AMD’000
Short-term employee benefits	<b>261,159</b>	<b>288,358</b>

These amounts include non-cash benefits in respect of the members of the Board of Directors and the Management Committee.

The outstanding balances and average interest rates as at 31 December 2011 and 2010 for transactions with the members of the Board of Directors and the Management Committee are as follows:

	2011 AMD’000	Average interest rate, %	2010 AMD’000	Average interest rate, %
<b>Statement of financial position</b>				
Loans issued (gross)	182,135	8.6%	248,020	8.8%
Loan impairment allowance	(2,045)		(2,480)	
Deposits received	355,130	7.9%	114,586	6.8%



Loans to related parties are in Armenian Drams, repayable from 1 to 15 years based on the type of the loan and secured according to their types as described in note 16 (c) (ii).

Amounts included in profit or loss in relation to transactions with the members of the Board of Directors and the Management Committee for the year ended 31 December 2011 and 2010 are as follows:

	<b>2011</b> <b>AMD'000</b>	<b>2010</b> <b>AMD'000</b>
<b>Profit or loss</b>		
Interest income	18,064	19,466
Interest expense	(15,678)	(3,371)

### (c) Transactions with other related parties

Other related parties include the Parent company, its fellow subsidiaries and non-controlling shareholders. The outstanding balances and the related average interest rates as at 31 December 2011 and related profit or loss amounts of transactions for the year ended 31 December 2011 with other related parties are as follows:

	<b>Parent company</b>		<b>Entity with significant influence over the Bank</b>		<b>Other subsidiaries of the parent company</b>		<b>Total</b>
	<b>AMD'000</b>	<b>Average interest rate, %</b>	<b>AMD'000</b>	<b>Average interest rate, %</b>	<b>AMD'000</b>	<b>Average interest rate, %</b>	<b>AMD'000</b>
<b>Statement of financial position</b>							
<b>ASSETS</b>							
Cash and cash equivalents							
- in USD	286,344	0.2%	-	-	9,129	-	295,473
- in EUR	8,567	0.5%	-	-	3,583	-	12,150
- in other currencies	6,955	0.3%	-	-	-	-	6,955
<b>LIABILITIES</b>							
Deposits and balances from banks							
- in USD	3,950,741	8.7%	-	-	-	-	3,950,741
Current accounts and deposits from customers							
- in USD	-	-	-	-	1,373,997	7.0%	1,373,997
Other borrowed funds							
- in USD	-	-	1,928,850	5.7%	-	-	3,873,658
<b>Profit or loss</b>							
Interest income	517		-		12		529
Interest expense	(466,667)		(198,462)		(87,428)		(752,557)
Fee expense	(6,950)		-		(50)		(7,000)
Other operating expense	-		(5,798)		-		(5,798)

The outstanding balances and the related average interest rates as at 31 December 2010 and related profit or loss amounts of transactions for the year period ended 31 December 2010 with other related parties are as follows:

	Parent company		Entity with significant influence over the Bank		Other subsidiaries of the parent company		Total
	Average interest rate,		Average interest rate,		Average interest rate,		
	AMD'000	%	AMD'000	%	AMD'000	%	AMD'000
<b>Statement of financial position</b>							
<b>ASSETS</b>							
Cash and cash equivalents							
- in USD	41,092	0.1%	-	-	293	-	41,385
- in EUR	20,364	0.3%	-	-	1,589	-	21,953
<b>LIABILITIES</b>							
Deposits and balances from banks							
- in USD	6,654,561	7.3%	-	-	-	-	6,654,561
Current accounts and deposits from customers							
- in USD	-	-	-	-	1,217,733	7.5%	1,217,733
<b>Profit or loss</b>							
Interest income	567		-		98		665
Interest expense	(286,290)		(8,279)		(84,336)		(378,905)
Fee expense	(10,246)		-		(172)		(10,418)
Other operating expense	-		13,897		-		13,897

Cash and cash equivalents held with related parties are not secured.

## **29 Financial assets and liabilities: fair values and accounting classifications**

### **(a) Accounting classifications and fair values**

The estimated fair values of all financial instruments except for unquoted equity securities available-for-sale approximate their carrying values. As disclosed in note 13 the fair value of unquoted equity securities available for sale with a carrying value of AMD 13,160 thousand could not be determined.

Valuation techniques include net present value and discounted cash flow models, comparison to similar instruments for which market observable prices exist and other valuation models. Assumptions and inputs used in valuation techniques include risk-free and benchmark interest rates, credit spreads and other premia used in estimating discount rates, bond and equity prices, foreign currency exchange rates, equity and equity index prices. The objective of valuation techniques is to arrive at a fair value determination that reflects the price of the financial instrument at the reporting date that would have been determined by market participants acting at arm's length.

The Bank uses widely recognised valuation models for determining the fair value of common and more simple financial instruments, like currency swaps that use only observable market data and require little management judgment and estimation. Observable prices and model inputs are usually available in the market for debt securities and simple over the counter derivatives like currency swaps.

The following assumptions are used by management to estimate the fair values of financial instruments:

- discount rates of 8% and 11% - 15% are used for discounting future cash flows from loans and advances to banks and loans to customers, respectively
- discount rates of 4% - 11% are used for discounting future cash flows from liabilities.

The estimates of fair value are intended to approximate the amount for which a financial instrument can be exchanged between knowledgeable, willing parties in an arm's length transaction. However given the uncertainties and the use of subjective judgment, the fair value should not be interpreted as being realisable in an immediate sale of the assets or settlement of liabilities.

### **(b) Fair value hierarchy**

The Bank measures fair values for financial instruments recorded on the statement of financial position using the following fair value hierarchy that reflects the significance of the inputs used in making the measurements:

- Level 1: Quoted market price (unadjusted) in an active market for an identical instrument.
- Level 2: Valuation techniques based on observable inputs, either directly (i.e. as prices) or indirectly (i.e. derived from prices). This category includes instruments valued using: quoted market prices in active markets for similar instruments; quoted prices for identical or similar instruments in markets that are considered less than active; or other valuation techniques where all significant inputs are directly or indirectly observable from market data.
- Level 3: Valuation techniques using significant unobservable inputs. This category includes all instruments where the valuation technique includes inputs not based on observable data and the unobservable inputs have a significant effect on the instrument's valuation. This category includes instruments that are valued based on quoted prices for similar instruments where significant unobservable adjustments or assumptions are required to reflect differences between the instruments.

The table below analyses financial instruments measured at fair value at 31 December 2011, by the level in the fair value hierarchy into which the fair value measurement is categorised:

<b>AMD'000</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
Available-for-sale financial assets				
- Debt instruments	-	2,035,163	-	2,035,163
	-	<b>2,035,163</b>	-	<b>2,035,163</b>

The table below analyses financial instruments measured at fair value at 31 December 2010 by the level in the fair value hierarchy into which the fair value measurement is categorised:

<b>AMD'000</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total</b>
Available-for-sale financial assets				
- Debt instruments	-	1,006,595	-	1,006,595
	-	<b>1,006,595</b>	-	<b>1,006,595</b>