



Comment on the unconsolidated unaudited Income Statement and Balance Sheet of Komercijalna Banka AD Skopje for the period 01.01 - 30.09.2018

1. Income Statement

In the period 01.01-30.09.2018, Komercijalna Banka AD Skopje realized a **net profit for the financial year in the amount of MKD 1,728.9 million** compared to the **positive net results** from the same period the previous year in the amount of MKD 106 million. The multiple increase of the financial result is due to the intensive activities of the Bank to solve the status of the debtor FENI – Kavadarci for which a substantial provisioning was allocated as a result of the worsened state during 2017. Taking into account the potential of the plant, as well as the interests of all the stakeholders, in the first quarter of 2018 the Bank concluded a contract for sale of its claims from "FENI INDUSTRI AD Kavadarci in bankruptcy". In accordance with the terms of the contract, its full realization and payment of the total amount of claims were realized by the end of March, after which the release of provisioning was recorded in the balance sheet of the Bank and it had an adequate effect on the realized financial result.

The realized profit before provisioning, which is an indicator of the Bank's operational capability to cover the operating expenses, is for 14.1% higher than in the previous year. This is mostly due to the increase in the other income, and above all on the income from capital gains from the sale of foreclosed property from the debtor "Brilliant Shtip", which was realized through the conclusion of contracts for sale of real estate, movable property and industrial property rights with "Vitaminka AD Prilep".

The **total income** realized is in the amount of MKD 3,536.7 million and notes an increase of 6.8% relative to the same period last year.

The **net interest income** realized represents a basic component in the formation of the total operating income and as at 30.09.2018 it notes a decrease of 12.5% relative to the same period last year, which arises mainly from the decreased statement of the loans approved to non-financial legal entities, as well as the continuous decrease of the interest rates. The plan for the period is realized by 95.2%.

The **net income from fees and commissions**, as at 30.09.2018, amounted in MKD 624 million and compared to the same period last year they indicate a minimum increase of 0.1%. The plan is realized by 105.5%.

The **net FX gains** as at 30.09.2018 amounted to MKD 107 million and compared to the same period last year, noted an increase of 20.1%. The plan is realized by 119.9%.

The **other operating income of the Bank** as at 30.09.2018 amounts in MKD 914.7 million and note an increase of two times more than the realized income in the same period last year, mainly due to income from equity investments and capital gain from the sale of a foreclosures. The plan is realized by 93.8%.

Operating expenses for the period 01.01.-30.09.2018 are in the amount of MKD 1.203,2 million and compared to the same period last year have decreased for 5%. The plan is realized by 96.8%.



As at September, **impairment losses on non-financial assets on net basis** amounted in MKD 369.8 million and is mostly due to the impairment of the property foreclosed after 01.01.2010, according to NBRM's regulations.

In the reported period, the **provisioning on financial assets and special reserve for off-balance sheet exposures on net basis** reached the amount of MKD 234.8 million, compared to the realized additional provisioning of the financial assets in the amount of MKD 1,921.1 million in the same period last year, which is due of the activities undertaken to resolve the status of the debtor FENI – Kavadarci, taking into account the potentials of the plant and the interests of all stakeholders.

2. Balance Sheet

As at 30.09.2018, the **total assets** of the Bank reached MKD 109,915.5 million and compared to December 2017 it has increased by 4.8%. The increase in total assets is mostly due to an increase in cash and cash equivalents. The plan was realized by 102.2%.

Starting from 01.01.2018, the new NBRM's Decision on methodology for recording and valuation of the accounting items and preparation of financial reports came into force, according to which the Bank adopted a Business Model Policy, Classification and Measuring of Financial Instruments of Komercijalna Banka AD Skopje and based on the same, reclassified the financial instruments within the balance sheets. Therefore, certain balance sheet items are not comparable with the statement as at 31.12.2017.

Cash and cash equivalents increased by 29.8% as a result of the increased statement of the MKD deposits placed with NBRM and the increased statement of the short-term time deposits abroad. The plan was realized by 123.5%.

Financial assets at fair value through the Income Statement designated as such at the initial recognition in the amount of MKD 330.3 million consist of investments in stakes in investment funds that according to the old methodology were classified in the position securities held for trading.

Securities held for trading decreased by 94% as a result of the reclassification of stakes.

The loans to and claims from other banks, noted a decrease of 81.9% as a result of the matured assets placed in foreign banks with maturity over 3 months. Part of these assets is placed in foreign banks with a maturity of up to 3 months. The Plan was realized by 18%.

In the reported period **the loans to and claims from other clients** noted a decrease of 1.7% as a result of the sale of claims from the debtor FENI Kavadarci. The Plan has been realized by 97.8%.

Investments in securities increased by 5.5%, so the Plan for the period analyzed was realized by 103.5%.



Foreclosures were reduced by 44.6% mostly as a result of recorded impairment of property acquired after January 1, 2010.

Total deposits (deposits from customers and from banks) reached the amount of MKD 95,216.5 million, which represents an increase of 3.8%. The plan is realized by 101.6%.

The liabilities under loans as at 30.09.2018 amounted in MKD 1,015.4 million and have decreased, compared to December 2017, as a result of paid installments due under the credit lines. The Plan was realized by 97.2%.

As at 30.09.2018, **equity and reserves** reached the amount of MKD 12,349 million and noted an increase of 12% as a result of allocation of part of the realized profit for 2017 in reserves in accordance with the Decision on distribution of profit of 04.04.2018 adopted at the General Assembly of the Bank. The Plan is realized by 100.9%.

3. Expectations for the forthcoming period

In 2018, the macroeconomic conditions in which the Bank will realize its activity are expected to be similar to 2017. Continuation of the stable macroeconomic conditions will rely on low and predictable inflation and stable nominal f/x exchange rate of the Denar versus the Euro. The average annual inflation rate is expected to range between 1.5% and 2%. The price stability will be supported by the further application of the monetary strategy of targeting the nominal exchange rate of the Denar against the Euro by the National Bank of the Republic of Macedonia.

Despite the continuity of macroeconomic stability, no dramatic accelerations of the growth of the Macedonian economy is expected in 2018, so the real growth of the GDP is expected to accelerate and range between 2.5% and 3%. The annual growth of the total loans on the level of banking system is expected to be from 5% to 6% and it will primarily be financed by the banks' deposit base.

The Bank will undertake all necessary measures and activities for realization of its goals and assignments in accordance with the Program of Business Policy Measures and Activities for 2018, where the Bank will be focused on improving the quality of the loan portfolio. The growth of the loan portfolio of the Bank is expected to be moderate in the part of lending to non-financial legal entities, as well as in the part of the retail loans in accordance with NBRM's regulations, where no significant changes are planned in the structure of the assets. The deposits from the non-financial sector will continue to retain their dominant share in the total resources, since the Bank does not plan any significant changes in the structure of the liabilities.

4. Information on changes in the accounting policies and evaluation methods

As from 01 January 2018, the Bank applies new accounting policies.

The National Bank of the Republic of Macedonia adopted new Decision on the Methodology for registration and evaluation of the accounting items and for the preparation of the financial statements, applicable as of 01.01.2018 as published in the Official Gazette No. 83 of 2017. The largest change in the new Methodology refers to changes in the classification conditions and criteria, measurement and evaluation of financial instruments, as well as changes in the method of impairment of financial assets for the purpose of the process of IFRS 9 implementation.



IFRS 9 - Financial Instruments replaces IAS 39 - Financial Instruments: Recognition and Measurement, whereby, the new standard is expected to simplify the accounting for financial instruments and resolve the reported inadequacies of IAS 39.

In order to have successful and effective implementation of the changes arising from IFRS 9, the Bank started applying new Accounting Policies, so that everyday activities related to accounting records and accounting valuation are consistent and appropriately presented in the financial statements.

According to the new Accounting Policies, the Bank made reclassification on part of the securities portfolio, but the reclassification did not change the measurement bases or the financial effect of the reclassification, except for the following:

Previous category (IAS 39)	New category (IFRS 9)	Effects of reclassification
Financial instruments at fair value through the Income Statement - debt instruments	Financial instruments at amortized purchase value	The fair value at the date of reclassification is the new amortized value

5. Dividends paid

Pursuant to the Decision on appropriation and allocation of unallocated profit gained up to 31.12.2017 and the Decision on determining the dates of dividend pay-out for 2017, starting from 30.04.2018, the Bank makes dividend payment for 2017 to shareholders holding ordinary shares that are registered in the Shareholders Register as at 19.04.2018. Out of the total calculated dividend for 2017 in the amount of MKD 410,232 thousand, the dividend paid to legal entities is in the amount of MKD 227,402 thousand and to individuals in the amount of MKD 182,830 thousand.

6. Investments in or sale of material assets (real estate, plants and equipment) or significant write-off (exceeding 30% of the assets value, compared to the last audited financial statements)

The real estate and equipment in the reported period of 2018 noted a decrease of 2.3% compared to December 2017, mainly due to amortization calculated.

7 Changes in the credit indebtedness (decrease or increase exceeding 30%)

As at 30.09.2018, the liabilities under loans noted a decrease of 18%, compared to December 2017, mainly as a result of the higher amount of regular repayment of loan installments compared to the new withdrawals under the loan agreements.

Skopje, 24.10.2018