UNICREDIT BULBANK AD

CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2010 WITH INDEPENDENT AUDITOR'S REPORT THEREON



#### INDEPENDENT AUDITORS' REPORT

To the Shareholders of UniCredit Bulbank AD

#### **Report on the Financial Statements**

We have audited the accompanying consolidated financial statements of UniCredit Bulbank AD ("the Bank"), which comprise the consolidated statement of financial position as at 31 December 2010, the consolidated income statement, the consolidated 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 consolidated financial statements in accordance with International Financial Reporting Standards as adopted by the European Union, 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.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated 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 our 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, we consider 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 principles 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.

KPMG Bulgarie OOD, a Bulgarian limited liability company and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International", a Swiss entity. Registered with the Commercial Register at the Bulgarian Registry Agency Identity Code 040595851

IBAN 8606 RZ88 9165 1060 2664 18 BIC RZ88865F RaiffeisenBank (Bulgaria) EAD



#### Opinion

In our opinion, the consolidated financial statements give a true and fair view of the consolidated financial position of the Bank as at 31 December 2010, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

## **Report on Other Legal and Regulatory Requirements**

Annual report of the activities of the Bank prepared in accordance with the requirements of article 33 of the Accountancy Act

As required under the Accountancy Act, we report that the consolidated historical financial information disclosed in the annual report of the activities of the Bank, prepared by Management as required under article 33 of the Accountancy Act, is consistent, in all material aspects, with the consolidated financial information disclosed in the audited consolidated financial statements of the Bank as of and for the year ended 31 December 2010. Management is responsible for the preparation of the annual report of the activities of the Bank which was approved by the Management Board of the Bank on 18 February 2011.

Margarita Goleva Tzvetelinka Koleva Registered auditor STELIANNSNPAHO ODITOPCKO NPEDNPINST Authorized Representative София KPMG Bulgaria OOD Per. №045 Sofia, 23 February 201 ИГ - Былгария

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# **UniCredit Bulbank**

#### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2010

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## **INCOME STATEMENT**

	In thousands o		
	Notes	2010	2009
Interest income		634,760	652,373
Interest expense		(205,811)	(242,579)
Net interest income	7	428,949	409,794
Dividend income		133	134
Fee and commission income		164,584	158,878
Fee and commission expense		(9,050)	(8,755
Net fee and commission income	8	155,534	150,123
Net gains (losses) on financial assets and liabilities held for trading	9	856	3,243
Net gains (losses) on other financial assets designated at fair value through profit or loss	10	5,819	65
Net income from investments	11	9,986	2,169
Net income related to subsidiaries, associates and property, plant and equipment	12	6,977	5,617
Other operating income, net	13	5,962	6,895
TOTAL OPERATING INCOME		614,216	578,040
Personnel expenses	14	(96,925)	(97,781
General and administrative expenses	15	(112,508)	(113,691
Amortisation, depreciation and impairment losses on tangible and intangible fixed assets, investment properties and assets held for sale	16	(36,377)	(35,087
Provisions for risk and charges	17	1,957	18,885
Net impairment loss on financial assets	18	(185,639)	(130,146
PROFIT BEFORE INCOME TAX	-	184,724	220,220
Income tax expense	19	(18,019)	(22,823)
PROFIT FOR THE PERIOD		166,705	197,397

m Levon/Hampartzoumian Andrea Qasini Emilia Palibachiyska Deputy Chairman of the Management Board and Chief Operative Officer Chairman of the Management Member of the Board and Chief Executive Management Board and Officer Chief Financial Officer STEINAWSHPAHO OQUTOPCKO RPEQRPHRIM **KPMG Bulgaria OOD** Tzvetelinka Koleva Margarita Goleva София Authorized representative Registered auditor Per. Nº045 The accompanying notes 1 to 48 are an integral part of these financial statements - Genral



## STATEMENT OF COMPREHENSIVE INCOME

	Notes 30	In thou	sands of BGN
	Notes	2010	2009
Profit for the period		166,705	197,397
Other comprehensive income: Available for sale investments Cash flow hedge	20	6,876 (4,299)	10,422 1,757 63,960
Revaluation of non current assets Income tax relating to components of other comprehensive income	30	(259)	(7,615)
Other distribution Total other comprehensive income for the year net of tax		(77) <b>2,241</b>	(4,076) <b>64,448</b>
TOTAL COMPREHENSIVE INCOME FOR THE YEAR		168,946	261,845

Andrea Casini Deputy Chairman of the Management Board and Emilia Palibachiyska Levon Hampartzoumian Member of the Chairman of the Management Management Board and Board and Chief Executive Chief Operative Officer Chief Financial Officer Officer **KPMG Bulgaria OOD** STELLAN SHPANO ODUTOPCKO RPERIPHISTOR Margarita Goleva Tzvetelinka Koleva Registered auditor София Authorized representative The accompanying notes 1 to 48 are an integral part of these financial statements Българ



## CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2010

## STATEMENT OF FINANCIAL POSITION

In thousands of BGN

	Notes	2010	2009
ASSETS		974 660	922 164
Cash and balances with Central Bank	20	874,660	832,164
Financial assets held for trading	21	162,160	115,450
Derivatives held for trading	22	56,250	45,142
Derivatives used for hedging	23	110 545	1,521 136,071
Financial assets designated at fair value through profit or loss	24	110,545	2,071,567
Loans and advances to banks	25	1,699,214 7,533,400	7,378,678
Loans and advances to customers	26	278,732	285,485
Available for sale investments	27		314,749
Held to maturity investments	28	291,382	22,511
Investments in associates	29	29,218	247,022
Property, plant, equipment and investment properties	30	241,765	34,866
Intangible assets	31	31,097	
Current tax assets	32	3,471	9,796
Deferred tax assets	33	6,321 21	6,696 2,236
Non-current assets and disposal group classified as held for sale	34	22,597	19,775
Other assets	35		11,523,729
TOTAL ASSETS		11,340,033	11,525,725
LIABILITIES	26	62,317	40,211
Financial liabilities held for trading	36	4,527	40,211
Derivatives used for hedging	23		3,114,002
Deposits from banks	37	2,610,171	6,413,097
Deposits from customers	38	6,535,848	212,123
Subordinated liabilities	39	214,053	36,564
Provisions	40	34,266	27
Current tax liabilities	32	80	21,041
Deferred tax liabilities	33	20,193	46,524
Other liabilities	41	66,051	
TOTAL LIABILITIES	H-States	9,547,506	9,883,595
EQUITY		262 011	239,256
Share capital		263,911	130,109
Revaluation reserves		132,073	1,073,372
Retained earnings	4	1,230,638	197,397
Profit for the period	6 42	166,705	1,640,134
TOTAL EQUITY	h 42	1,793,327	
TOTAL LIABILITIES AND EQUITY	/	11,340,833	11,523,729
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Levon Hampartzoumian Andrea Gasini		Emilia Palibachiyska	
Chairman of the Management Deputy Chairman of th	e	Member of the	
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		Chief Financial Officer	
Board and Chief Executive Management Board an Officer Chief Operative Office	er	Critical Charge Contract Contract	
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Board and Chief Executive Management Board and Officer Officer KPMG Bulgaria OOD	er	Margarita Goleva	
Board and Chief Executive Management Board and Chief Executive Chief Operative Officer KPMG Bulgaria OOD Tzvetelinka Koleva	))	Juy	
Board and Chief Executive Management Board and Chief Executive Chief Operative Officer KPMG Bulgaria OOD Tzvetelinka Koleva		Margarita Goleva Registered auditor	



#### CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2010

In thousands of BGN

## STATEMENT OF CHANGES IN EQUITY

	Share capital	Statutory reserve	Retained earnings	Property revaluation reserve	Available for sale investments revaluation reserve	Cash flow hedges reserves	
Balance as of January 1, 2009	239,256	51,155	1,025,946	88,004	(26,072)	-	1,378,289
Profit for the period	-	-	197,397	-	-		197,397
Revaluation of non current assets	-	-	-	63,960	-	-	63,960
Transfer of revaluation reserve on non- current assets disposed of	-	-	347	(347)	-	-	-
Change of revaluation reserve on available for sale investments	-	-	-	-	10,422	-	10,422
Change of revaluation reserve on cash flow hedges reserves	-	-	-	-	-	1,757	1,757
Other distribution	-	-	(4,076)	-	-	-	(4,076)
Income tax relating to components of other comprehensive income	-	-	-	(6,397)	(1,042)	(176)	(7,615)
Total other comprehensive income for the year net of tax	-	-	(3,729)	57,216	9,380	1,581	64,448
Total comprehensive income for the year net of tax	-	-	193,668	57,216	9,380	1,581	261,845
Balance as of December 31, 2009	239,256	51,155	1,219,614	145,220	(16,692)	1,581	1,640,134
Profit for the period	-	-	166,705	-	-	-	166,705
Transfer of revaluation reserve on non- current assets disposed of	-	-	354	(354)	-	-	-
Change of revaluation reserve on available for sale investments	-	-	-	-	6,876	-	6,876
Change of revaluation reserve on cash flow hedges reserves	-	-	-	-	-	(4,299)	(4,299)
Other distribution	-	-	(77)	-	-	-	(77)
Income tax relating to components of other comprehensive income	-	-	-	-	(688)	429	(259)
Total other comprehensive income for the year net of tax	-	-	277	(354)	6,188	(3,870)	2,241
Total comprehensive income for the year net of tax	-	-	166,982	(354)	6,188	(3,870)	168,946
Dividends paid	-	-	(194,753)	-	-	-	(194,753)
Increase of capital	24,655	154,345	-	-	-	-	179,000
Balance as of December 31, 2010	263,911	205,500	1,191,843	144,866	(10,504)	(2,289)	1,793,327

Andrea Casini Deputy Chairman of the Management Board and Levon Hampartzoumian Emilia Palibachiyska Chairman of the Management Member of the Board and Chief Executive Management Board and Chief Operative Officer Officer Chief Financial Officer **KPMG Bulgaria OOD** STEUROUSUPAHO OQUITOPCKO RPEQUPURINA Tzvetelinka Koleva Margarita Goleva Authorized representative Registered auditor София The accompanying notes 1 to 48 are an integral part of these financial statements - Българи

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## CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2010

## STATEMENT OF CASH FLOWS

STATEMENT OF CASH FLOWS		In thousand	is of BGN
	Notes	2010	2009
Netwolit		166,705	197,397
Net profit Current and deferred tax income, recognised in income statement		(4,388)	(3,176)
Current and deferred tax expenses, recognised in income statement		22,407	25,999
Adjustments for non-cash items	30,31	33,954	32,726
Depreciation and amortisation	16,18,30,31	188,380	134,510
Impairment Provisions, net		(1,398)	(18,885)
Unrealised fair value gains (losses) through profit or loss, net		(2,617)	3,667
Net (gains)/losses on sale of investments		(6,977)	(4,272)
Increase in other accruals	-	18,808	20,790
Cash flows from profits before changes in operating assets and liabilities		414,874	388,756
Operating activities			
Change in operating assets		105,159	(24,383)
Decrease (increase) in loans and advances to banks		(340,679)	(271,934)
Increase in loans and advances to customers		22,349	82,391
Decrease in available for sale investments		(38,994)	(22,279)
Decrease (increase) in financial instruments held for trading		21,943	47,755
Decrease in financial instruments at fair value trough profit or loss		(15,074)	(12,112)
Increase in other assets			
Change in operating liabilities:		(501,901)	(113,726)
Increase (decrease) in deposits from banks Increase (decrease) in amounts owed to customers		122,751	388,591
Provisions utilization		(900)	(1,801)
Decrease in other liabilities		613	(47,051)
Net cash flow from operating activities		(209,859)	414,207
Cash flow from investing activities		(40.005)	(40.907)
Cash payments to acquire tangible assets		(19,295)	(19,807) 8,939
Cash receipt from sale of tangible assets		1,074 (6,660)	(7,884)
Cash payments to acquire intangible assets		(0,000)	(1,004)
Cash receipt from sale of intangible assets		-	(12,952)
Cash payments for the investment in associates		23,367	41,253
Cash receipts from the sale of held to maturity investments		(1,514)	9,618
Net cash flow from investing activities		(1,514)	0,010
Cash flow from financial activities		(194,753)	-
Dividends paid		179,000	-
Capital increase		(77)	(402)
Other cash payments related to financing activities		(15,830)	(402)
Net cash flows from financial activities		2,505	4
Effect of exchange rate changes on cash and cash equivalents		(224,698)	423,427
Net increase in cash and cash equivalents Cash and cash equivalents at the beginning of period	46	2,797,876	2,374,449
Cash and cash equivalents at the end of period	46	2,573,178	2,797,876
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Levon Hampartzoumian Andrea Casini	Emilia Palik Member		
Chairman of the Management Deputy Chairman of the	Management		
Board and Chief Executive Management Board and	Chief Finand		
Officer Chief Operative Officer	Chief Filland		
KPMG Bulgaria OOD	ll	NY	
	Marshalls Cal	101/0	
Tzvetelinka Koleva	Margarita Go		
Tzvetelinka Koleva Authorized representative	Registered a		
The accompanying notes 1 to 48 are an integral part of the	ese financial sta	atements	
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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## 1. Reporting entity

UniCredit Bulbank AD (the Bank) is a universal Bulgarian bank established upon triple legal merger of Bulbank AD, HVB Bank Biochim AD and Hebros Bank AD on April 27<sup>th</sup>, 2007. These consolidated financial statements comprise of UniCredit Bulbank AD and its subsidiaries and associates (hereafter together referred as UniCredit Bulbank AD or the Bank).

UniCredit Bulbank AD possesses a full-scope banking licence for performing commercial banking activities. It is domiciled in the Republic of Bulgaria with registered address Sofia, 7 "Sveta Nedelya" sq. The Bank is primarily involved in corporate and retail banking and in providing asset management services.

The Bank operates through its network comprising of 216 branches and offices.

## 2. Basis of preparation

#### (a) Statement of compliance

These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRSs) as issued by International Accounting standards Board (IASB) and adopted by European Commission.

These financial statements have been prepared on consolidated basis as required by Bulgarian Accountancy Act. They are approved by the Management Board of the Bank on February 18, 2011. Whenever deemed necessary for comparison reasons, certain positions in prior year financial statements have been reclassified.

#### (b) Basis of measurement

These consolidated financial statements have been prepared on historical cost basis except for:

- derivative financial instruments measured at fair value;
- trading instruments and other instruments designated at fair value through profit or loss measured at fair value, where such can be reliably determined;
- available for sale financial instruments measured at fair value, where such can be reliably determined;
- investments in property measured at revalued amount based on independent appraiser's valuation;
- liability for defined benefit obligation presented as fair value of defined benefit obligation plus unrecognized actuarial gains and less unrecognized actuarial losses.

#### (c) Functional and presentation currency

These consolidated financial statements are presented in Bulgarian Lev (BGN) rounded to the nearest thousand. Bulgarian Lev is the functional and reporting currency of UniCredit Bulbank AD.

#### (d) Use of estimates and judgement

The preparation of financial statements requires Management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.



## 2. Basis of preparation (continued)

#### (d) Use of estimates and judgement (continued)

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

Information about significant areas of estimation, uncertainty and critical judgements in applying accounting policies that have the most significant effect on the amounts recognised in the financial statements are described in notes **4** and **5**.

#### 3. Significant accounting policies

The accounting policies set below have been applied consistently to all periods presented in these financial statements. Whenever certain information in the current period is presented in a different way for providing more fair and true view of the financial position of the Bank, prior period information is also recalculated for comparative reasons.

#### (a) Basis of consolidation

These consolidated financial statements are prepared in accordance with IAS 27 "Separate and Consolidated Financial Statements" whereas all participations in single entities where UniCredit Bulbank AD exercise control by holding more than 50% of the voting rights in the investees are consolidated applying full consolidation method and all participations in single entities where UniCredit Bulbank AD exercise significant influence by holding more than 20% of the voting rights in the investees are consolidated applying equity method.

Intra-group balances, and income and expenses (except for foreign currency transaction gains or losses) arising from intra-group transactions, are eliminated in preparing the consolidated financial statements. Unrealised losses are eliminated in the same way as unrealised gains, but only to the extent that there is no evidence of impairment. For more detailed information on applying equity method on associates see also note **29**.

Company	Participation in equity	Consolidation method
UniCredit Factoring EAD	100.0%	Full consolidation
Hypovereins Immobilien EOOD	100.0%	Full consolidation
UniCredit Consumer Financing AD	49.9%	Equity method
UniCredit Leasing AD	24.4%	Equity method
Cash Service Company AD	20.0%	Equity method
Pirelli Real Estate Bulgaria AD (in liquidation)	25.0%	Equity method



## (b) Interest income and expense

Interest income and expenses are recognized in the Income statement following the accruing principle, taking into account the effective yield of the asset/liability in all material aspects. Interest income and expenses include the amortization of any discount or premium or other differences between the initial carrying amount of an interest bearing instrument and its amount at maturity calculated on an effective interest rate basis.

Interest income and expense presented in the Income statement include:

- interest on financial assets and liabilities at amortised cost calculated on an effective interest basis;
- interest on available for sale investment securities calculated on an effective interest basis;
- interest on financial instruments held for trading;
- interest on financial instruments designated at fair value through profit or loss;
- interest on derivatives designated as effective hedging instruments.

#### (c) Fee and commission income and expenses

Fee and commission income and expense arise on financial services provided/received and are recognized upon rendering/receiving of the corresponding service.

Fee and commission income and expenses that are integral to the effective interest rate on a financial asset or liability are included in the measurement of the effective interest rate thus presented as interest income or expense.

#### (d) Net gains (losses) on financial assets and liabilities held for trading

Net gains (losses) on financial assets and liabilities held for trading includes those gains and losses arising from disposals and changes in the fair value of financial assets and liabilities held for trading as well as trading income in dealing with foreign currencies and exchange differences from daily revaluation of the net open foreign currency position of the Bank.

## (e) Foreign currency transactions

Transactions in foreign currencies are translated to the respective functional currency at the official Bulgarian National Bank foreign exchange rate ruling at the date of the transaction. All monetary assets and liabilities denominated in foreign currencies are translated at the closing foreign exchange rate being the official rate of the Bulgarian National Bank. Non-monetary assets and liabilities denominated in foreign currencies, which are stated at historical cost, are translated at the foreign exchange rate ruling at the date of the transaction.

## (e) Foreign currency transactions (continued)

Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are translated to the functional currency at the foreign exchange rates ruling at the dates that the values were determined. As of each reporting date, all foreign currencies denominated monetary assets and liabilities are revaluated on net basis using Bulgarian National Bank closing exchange rates. Any gain/loss is recognized in the profit or loss.

## (f) Net gains (losses) on other financial assets designated at fair value through profit or loss

Net gains (losses) on other financial assets designated at fair value through profit or loss include all realised and unrealised fair value changes and foreign exchange differences on assets which are managed on fair value basis and for which the Bank has applied "fair value option" upon initial recognition.

## (g) Dividend income

Dividend income is recognised when the right to receive income is established. Usually this is the exdividend date for equity securities.

#### (h) Lease payments made

Payments made under operating leases are recognised in profit or loss on a straight-line basis over the term of the lease. Lease incentives received are recognised as an integral part of the total lease expense, over the term of the lease.

Minimum lease payments made under finance leases are apportioned between the finance expense and the reduction of the outstanding liability. The finance expense is allocated to each period during the lease term so as to produce a constant periodic rate of interest on the remaining balance of the liability.

## (i) Financial instruments

## (i) Recognition

The Bank initially recognises loans and advances, deposits, debt securities issued and subordinated liabilities on the date at which they are originated. Regular way purchases and sales of financial assets are recognised on the trade date at which the Bank commits to purchase or sell the asset. All other financial assets and liabilities (including assets and liabilities designated at fair value through profit or loss) are initially recognised on the trade date at which the Bank becomes a party to the contractual provisions of the instrument.

A financial asset or financial liability is initially measured at fair value plus (for an item not subsequently measured at fair value through profit or loss) transaction costs that are directly attributable to its acquisition cost.



## (i) Financial instruments (continued)

## (ii) Classification

#### a) Cash and balances with the Central Bank

Cash and balances with the Central bank include notes and coins on hand and unrestricted balances held with the Central Bank. They are carried at amortised cost in the statement of financial position.

#### b) Financial assets and derivatives held for trading

Financial assets and derivatives held for trading are those that the Bank holds for the purpose of short-term profit taking. These include securities and derivative contracts that are not designated as effective hedging instruments, and liabilities from short sales of financial instruments. All derivatives in a net receivable position (positive fair value) and purchased options are reported separately as derivatives held for trading. All derivatives in a net payable position (negative fair value) and written options are reported as financial liabilities held for trading.

Financial assets and derivatives held for trading are carried at fair value in the statement of financial position.

#### c) Financial assets designated at fair value through profit or loss

Financial instruments that are not held for trading but which are part of a group of financial assets which performance is internally evaluated and reported on a fair value basis are initially designated and subsequently reported as financial assets designated at fair value through profit or loss.

Financial assets designated at fair value through profit or loss are carried at fair value in the statement of financial position.

#### d) Loans and advances to banks and customers

Loans and advances to banks and customers are instruments where the Bank provides money to a debtor other than those created with the intention of short-term profit taking or selling in the near term.

Loans and advances are initially measured at fair value plus incremental direct transaction costs, and subsequently measured at their amortised cost using the effective interest method.

#### e) Available for sale investments

Available for sale investments are non-derivative investments that are designated as available for sale or are not classified in another category of financial assets. Unquoted equity securities whose fair value cannot be reliably measured are carried at cost. All other available for sale investments are carried at fair value.

Fair value changes are recognised directly in equity until the investment is sold or impaired, whereupon the cumulative gains and losses previously recognised in equity are recognised in profit or loss.



## (i) Financial instruments (continued)

## (ii) Classification (continued)

#### f) Held to maturity investments

Held to maturity investments are non-derivative assets with fixed or determinable payments and fixed maturity that the Bank has the positive intent and ability to hold to maturity, and which are not designated as at fair value through profit or loss or as available for sale.

A sale or reclassification of a more than insignificant amount of held-to-maturity investments would result in the reclassification of all held-to-maturity investments as available for sale, and would prevent the Bank from classifying investment securities as held to maturity for the current and the following two financial years. However, sales and reclassifications in any of the following circumstances would not trigger a reclassification:

- sales or reclassifications that are so close to maturity that changes in the market rate of interest would not have a significant effect on the financial asset's fair value;
- sales or reclassifications after Bank has collected substantially all of the asset's original principal;
- sales or reclassifications attributable to non-recurring isolated events beyond the Bank's control that could not have been reasonably anticipated (such as material creditworthiness deterioration of the issuer).

Held to maturity investments are carried at amortised cost using the effective interest method.

#### g) Investments in subsidiaries and associates

Investments in subsidiaries comprise of equity participations in entities where the Bank exercises control through owning more than half of the voting power of such entities or through virtue of an agreement with other investors to exercise more than half of the voting rights.

Investments in associates comprise of equity participations in entities where the Bank does not exercises control but have significant influence in governing the investees' activities through owing more than 20% of the voting power of such entities.

In the consolidated financial statements Bank has adopted the policy of carrying all investments in associates at equity method accordance with IAS 27 "Consolidated and Separate Financial Statements".

#### h) Deposits from banks, customers and subordinated liabilities

Deposits from banks customers and subordinated liabilities are financial instruments related to attracted funds by the Bank, payable on demand or upon certain maturity and bearing agreed interest rate.

Subordinated liability meets some additional requirements set by Bulgarian National Bank (see note **39**).

Deposits from banks, customers and subordinated liabilities are carried at amortised cost using effective interest rate method.



## (i) Financial instruments (continued)

## (iii) Reclassification

Bank does not reclassify financial instruments in or out of any classification category after initial recognition.

## (iv) 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 rights to receive the contractual cash flows on the financial asset in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred. Any interest in transferred financial assets that is created or retained by the Bank is recognised as a separate asset or liability.

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 or substantially all of the 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 from the statement of financial position. Transfers of assets with retention of all or substantially all risks and rewards include, for example, securities lending and repurchase transactions. In transactions in which the Bank neither retains nor transfers substantially all the risks and rewards of ownership of a financial asset, it derecognises the asset if it does not retain control over the asset. The rights and obligations retained in the transfer are recognised separately as assets and liabilities as appropriate. In transfers in which, 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 asset.

In certain transactions the Bank retains the obligation to service the transferred financial asset for a fee. The transferred asset is derecognised in its entirety if it meets the derecognition criteria. An asset or liability is recognised for the servicing contract, depending on whether the servicing fee is more than adequate (asset) or is less than adequate (liability) for performing the servicing.

## (v) Amortised cost measurement

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.

## (vi) Fair value measurement principles

Fair value is defined as the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in arm's length transaction on the reporting date. The Bank has applied Improving Disclosures about Financial Instruments (Amendments to IFRS 7), issued in March 2009, that requires enhanced disclosures about fair value measurements in respect of financial instruments. The amendments require that fair value measurement disclosures use a three-level fair value hierarchy that reflects the significance of the inputs used in measuring fair values of financial instruments.

Level 1 fair value measurement covers those financial assets and liabilities which fair value is derived directly from quoted prices on active markets. 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.



## (i) Financial instruments (continued)

#### (vi) Fair value measurement principles (continued)

Level 2 fair value measurement covers those financial assets and liabilities which fair value is derived on the basis of observable market data (e.g. actual quotations and prices on markets regarded as nonactive, available yield curves etc.).

Level 3 fair value measurement covers those financial assets and liabilities for which relevant observable data is not available, or when there is little to non market activity. For all such assets and liabilities valuation technique is applied embodying all relevant market data available, reflecting the assumptions that market participants would use when pricing the respective asset or liability, including assumptions about risk. Level 3 also includes those financial assets, where fair value cannot be reliably measured, therefore they are stated at cost or amortised cost.

#### (vii) Offsetting

Financial assets and liabilities are offset and the net amount is reported in the statement of financial position when the Bank has a legally enforceable right to offset the recognized amounts and the transactions are intended to be settled on a net basis.

#### (viii) Repurchase agreements

UniCredit Bulbank AD enters into purchases (sales) of financial instruments under agreements to resell (repurchase) substantially identical investments at a certain date in the future at a fixed price. Instruments purchased subject to commitments to resell them at future dates are not recognized. The amounts paid are recognized in loans to either banks or customers. Financial instruments sold under repurchase agreements continue to be recognized in the statement of financial position and measured in accordance with the accounting policy. The proceeds from the sale of the investments are reported in the statement of financial position under deposits from customers or banks, respectively. The difference between the sale and repurchase consideration is recognised on an accrual basis over agreed term of the deal and is included in net interest income.

## (j) Impairment

The carrying amounts of Bank's assets are regularly reviewed to determine whether there is any objective evidence for impairment as follows:

- for loans and receivables by the end of each month for the purposes of preparing interim financial statements reported;
- for available for sale and held to maturity financial assets semi-annually based on review performed the Bank and decision approved by ALCO;
- for non-financial assets by the end of each year for the purposes of preparing annual financial statements.

If any impairment indicators exist, the asset's recoverable amount is estimated. An impairment loss is recognised whenever the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. Impairment losses are recognised in profit or loss.



## (j) Impairment (continued)

## (i) Assets carried at amortised cost

Impairment losses on assets carried at amortised cost are measured as the difference between the carrying amount of the financial asset and the present value of estimated future cash flows discounted at the asset's original effective interest rate. Losses are recognised in profit or loss and reflected in an allowance account against loans and advances. When a subsequent event causes the amount of impairment loss to decrease, the decrease in impairment loss is reversed through profit or loss.

Loans and advances to banks and customers are assessed for impairment indicators on a monthly basis for the purposes of preparing monthly financial statements of the Bank. Review is performed and decisions are taken by Bank's Provisioning and Restructuring Committee which is a specialized internal body for monitoring, valuation and classification of risk exposures. For consolidated subsidiaries decisions are taken by respective management bodies. Loans and advances are presented net of allocated allowances for impairment. Impairment allowances are made against the carrying amount of loans and advances that are identified as being impaired based on regular reviews of outstanding balances. Impairment allowances on portfolio basis are maintained to reduce the carrying amount of portfolios of similar loans and receivables to their estimated recoverable amounts at the reporting date. The expected cash flows for portfolios of similar assets are estimated based on previous experience, late payments of interest, principals or penalties. Increases in the allowance account are recognized in profit or loss. When a loan is known to be uncollectible, all the necessary legal procedures have been completed, and the final loss has been determined, the loan is directly written off.

Assets classified as held to maturity are assessed for impairment on a semi-annual basis based on available market data. Review is performed and decision is taken my Assets and Liabilities Committee (ALCO) of the Bank.

If in a subsequent period the amount of impairment loss decreases and the decrease can be linked objectively to an event occurring after the write-down, the write-down or allowance is reversed through profit or loss thus increasing the amortized cost to the amount that never exceeds the amortised cost had the loan never been impaired.

## (ii) Financial assets remeasured to fair value directly in other comprehensive income

Financial assets remeasured to fair value directly through other comprehensive income are those classified as available for sale financial investments.

Where an asset remeasured to fair value directly through other comprehensive income is impaired, and a write down of the asset was previously recognized directly in other comprehensive income, the writedown is transferred to profit or loss and recognized as part of the impairment loss.

Where an asset measured to fair value directly through other comprehensive income is impaired, and an increase in the fair value of the asset was previously recognized in other comprehensive income, the increase in fair value of the asset recognized in other comprehensive income is reversed to the extent the asset is impaired. Any additional impairment loss is recognized in profit or loss.

If in subsequent periods the amount of impairment loss decreases and the decrease can be linked objectively to an event occurring after the write-down, the write-down is reversed through profit or loss.

Assessment of impairment indicators of available for sale investments is done semi-annually. Decision for existence of any impairment is taken by ALCO.



#### (k) Derivatives used for hedging

Derivatives used for hedging include all derivative assets and liabilities that are not classified as held for trading. Derivatives used for hedging are designated as effective hedging instruments and are measured at fair value in the statement of financial position.

In 2009 Bank has developed hedge accounting methodology aiming at effective management of interest rate risk embedded in the banking book positions through certain fair value hedge and cash flow hedge relationships.

In accordance with the approved methodology, upon initial designation of the hedge, the Bank formally documents the relationship between the hedging instruments and the hedged items, including risk management objective and strategy in undertaking the hedge, together with the method that will be used to assess the effectiveness of the hedge relationship. Assessment is performed, both at the inception of the hedge relationship as well as on ongoing basis, as to weather the hedging instruments are expected to be "highly effective" in offsetting the changes in the fair value or cash flows of the respective hedged items during the period for which the hedge is designated, and weather the actual results of each hedge are within the range of 80-125 percent. The Bank also makes an assessment for each cash flow hedge of a forecast transaction, as to weather the forecast transaction is highly probable to occur and presents an exposure to variations in cash flows that could ultimately affect profit or loss.

#### Fair value hedge

When a derivate is designated as hedging instrument in a hedge of fair value of recognized asset or liability that could affect profit or loss, changes in the fair value of the derivative are recognized immediately in profit or loss together with the changes in the fair value of the hedged item attributable to the hedged risk.

If the hedging derivative expires or is sold, terminated or exercised, or the hedge no longer meets the criteria for fair value hedge accounting, or the hedge designation is revoked, fair value hedge accounting is discontinued prospectively. Any adjustment up to that point to a hedged item, for which the effective interest method is used, is amortised to profit or loss as part of the recalculated effective interest rate of the item over its remaining life. Amortisation starts immediately when hedge relationship no longer exists.

## Cash flow hedge

Bank designates derivatives as hedging instruments in hedge of the variability in cash flows attributable to particular type of risk associated with highly probable forecast transaction that could ultimately affect profit or loss. While the derivative is carried at fair value in the statement of financial position, the effective portion of the changes of the fair value is recognized in other comprehensive income under cash flow hedge reserve and the ineffective part is recognized immediately in profit or loss.

If the hedging derivative expires or is sold, terminated or exercised, or the hedge no longer meets the criteria for cash flow hedge accounting, or the hedge designation is revoked then the hedge accounting is discontinued prospectively.

As Bank's hedging strategy covers forecast cash flows as hedged items, the cumulative amount, recognized in other comprehensive income from the period when the hedge was effective, is amortised in profit or loss when the forecast transactions occur. In case the forecast transaction is no longer expected to occur, the whole balance outstanding in other comprehensive income is reclassified in profit or loss.



#### (I) Property, plant and equipment and investment property

The Bank has adopted a policy to carry its items of property at revalued amount under the allowed alternative approach in IAS 16 "Property, Plant and Equipment".

Items of property are stated at fair value determined periodically (4 to 5 years or more often if material deviations are encountered) by independent registered appraisers. Last full scope real estate property valuation was performed as of December 31, 2009 by external independent appraisers.

When the property is revalued, any accumulated depreciation at the date of the revaluation is eliminated against the gross carrying amount of the asset. When the carrying amount of assets is increased as a result of revaluation, the increase is credited directly to other comprehensive income as revaluation surplus. When the carrying amount of assets is decreased as a result of revaluation, the decrease is recognized in other comprehensive income to the extent that it reverses previously recognized surpluses and the remaining part is recognized as expense in profit or loss.

Plant and equipment are carried at historical cost less any accumulated depreciation or impairment losses.

Investment property is property held either to earn rental income or for capital appreciation or for both, but not for sale in the ordinary course of business or use for administrative purposes. The Bank holds some investment property as a consequence of the ongoing rationalisation of its retail branch network. Other property has been acquired through the enforcement of security over loans and advances. Investment property is measured at cost less any accumulated depreciation.

The gains or losses on disposal of property, plant and equipment is determined by comparing the proceeds from disposal with the carrying amount of the item of property and equipment, and are recognized net in profit or loss.

Depreciation on all items of property, plant and equipment and investment property is provided on a straight-line basis at rates designed to write down the cost or valuation of fixed assets over their expected useful lives. Assets are not depreciated until they are brought into use and transferred from construction in progress into the relevant asset category.

The applicable annual depreciation rates based on expected useful life on major assets categories are as follows:

		Annual depreciation rates (%)	Equivalent expected useful life (years)
•	Buildings	4	25
•	Computer hardware	20-50	2-5
•	Fixtures and fittings	15-20	5-7
•	Vehicles	25	4



#### (m) Intangible assets

Intangible assets are stated at cost less accumulated amortisation and any impairment losses. As of December 31, 2010 and December 31, 2009 the entire class of intangible assets includes only investments in software and related licenses.

Amortisation is calculated on a straight-line basis over the expected useful life of the asset. The average estimated useful life of intangible assets controlled by the Bank is varies between 2 and 5 years.

#### (n) Non-current assets and disposal groups classified as held for sale

Bank represents as non-current assets held for sale, investments in property which carrying amount will be recovered principally through sale transaction rather than continuing use. Items are only included in this category when the Management of the Bank has clear intention to finalize the sale and has already started looking for a buyer.

Non-current assets held for sale are carried at the lower of their carrying amount and fair value less costs to sell.

#### (o) **Provisions**

A provision is recognized when the Bank has a legal or constructive obligation as a result of a past event, and it is probable that an outflow of resources embodying 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. As of December 31, 2010 Management has reviewed Bank's legal and constructive obligation and to the extent they meet the requirement for recognition, provision is recorded, respectively.

#### (p) Employees' benefits

## (i) Short-term employee's benefits

Short-term employees' benefits comprise of amounts due to personnel on the basis of unused paid leave accounted for each and single employee as of the reporting date as well as expected additional bonus payments for achieved results during the current financial year.

The amount of the unused paid-leave obligation includes the overall undiscounted amount of the obligation the Bank has to settle should the employment contract is terminated as of the reporting date. Short-term employees' benefits are presented as other liabilities and disclosed separately in the Notes.

## (ii) Defined benefit obligation

Defined benefit obligations are those agreed in the Collective Labour Agreement.

A defined benefit plan is a post-employment benefit plan other than a defined contribution plan. The Bank's net obligation in respect of defined benefit pension plans is calculated by estimating the amount of future benefit that employees have earned in return for their service in the current and prior periods and discounting that benefit to determine its present value. The discount rate used is those of Bulgarian local currency government bonds at the reporting date. The calculation is performed by a qualified actuary, hired by the Bank, using the projected unit credit method. To determine the net amount in the statement of financial position, any actuarial gains and losses that have not been recognised because of application of the "corridor" approach described below are added or deducted as appropriate and unrecognised past service costs are deducted.

The Bank recognises a portion of actuarial gains and losses that arise in calculating the Group's obligation in respect of a plan in profit or loss over the expected average remaining working lives of the employees participating in the plan.



## (p) Employee benefits (continued)

## (ii) Defined benefit obligation (continued)

The portion is determined as the extent to which any cumulative unrecognised actuarial gain or loss at the end of the previous reporting period exceeds 10 percent of the greater of the present value of the defined benefit obligation and the fair value of plan assets (the corridor). Otherwise, the actuarial gains and losses are not recognised.

## (iii) UniCredit Group Medium and Long-Term incentive plans

UniCredit Group Medium and Long-Term incentive plans compose of Stock Options and Performance share granted by the ultimate parent UniCredito Italiano S.p.A. They are allocated to selected group of top and senior managers of the Bank.

Whenever the vesting period of the Stock options or Performance shares is ended, UniCredit Bulbank is required to settle the monetary amount, corresponding to the economic value of the respective instruments.

As of December 31, 2010 and December 31, 2009 UniCredit Bulbank presents the corresponding part of the economic value of the Stock Options and Performance shares as payroll costs under personnel expenses in the Income statement and the related obligation for payment as other liability.

## (q) Share capital and reserves

## (i) Share capital

As described in Note **1**, HVB Bank Biochim and Hebros Bank merged into Bulbank AD legally as of April 27<sup>th</sup>, 2007 with retroactive effect for accounting purposes since January 1<sup>st</sup>, 2007. At the time of the merger the three merging entities were under direct control of Bank Austria Creditanstalt AG and ultimately under control of UniCredito Italiano S.p.A. The merger represents a share-exchange transaction, where share-exchange ratios based on fair valuation of the net assets of the three Banks, certified by independent auditor, as required by the Bulgarian Commercial Act, were applied. The share capital of UniCredit Bulbank AD as of the date of merger was in the amount of BGN 239,256 thousand and comprise of the share capital of Bulbank AD before the merger in the amount of BGN 166,370 thousand, increased by the newly issued ordinary shares exchanged for the ordinary shares of the merging Banks HVB Bank Biochim AD and Hebros Bank AD (increase in the amount of BGN 72,886 thousand).

In September 2010 shareholders of UniCredit Bulbank AD approved a capital increase in the amount of BGN 179,000 thousand through issuing 24,655,650 new shares with issuing price BGN 7.26 and face value BGN 1, each. The capital increase was dully completed and registered and as of December 31, 2010 the share capital of the Bank amounts to BGN 263,911 thousand.

## (ii) Reserves

Reserves consist of statutory reserves and retained earnings held within the Bank as well as revaluation reserves on property, available for sale investments and cash flow hedge reserve. As of December 31, 2010 the reserves includes also the premium of newly issued shares corresponding to the difference between the issuing price and the face value.



#### (r) Taxation

Tax on the profit for the year comprises current tax and the change in deferred tax. Income tax is recognized in the Income statement except to the extent that it relates to items recognized directly to other comprehensive income, in which case it is recognised in other comprehensive income. Current tax comprises tax payable calculated on the basis of the expected taxable income for the year, using the tax rates enacted at the reporting date, and any adjustment of tax payable for previous years.

Deferred tax is provided using the liability method on all temporary differences between the carrying amounts for financial reporting purposes and the amounts used for taxation purposes.

Deferred tax is calculated on the basis of the tax rates that are expected to apply for the periods when the asset is realized or the liability is settled. The effect on deferred tax of any changes in tax rates is charged to the Income statement, except to the extent that it relates to items previously charged or credited directly to other comprehensive income.

A deferred tax asset is recognized only to the extent that it is probable that future taxable profits will be available against which the unused tax losses and credits can be utilized. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

#### (s) Segment reporting

As of January 1, 2009 the Bank has adopted IFRS 8 "Operating Segments" which requires the Bank to present operating segments based on the information that is internally provided to the Management. This adoption does not represent a change in accounting policy as the business segments that has been previously determined and presented by the Bank in accordance with IAS 14 "Segment Reporting" are also the primary operating segments which are regularly reported to the Management of the Bank.



## (t) New IFRS and interpretations (IFRIC) not yet adopted as at the reporting date

A number of new standards, amendments to standards and interpretations are effective for annual periods beginning after January 1, 2010, and have not been applied in preparing these financial statements. None of these is expected to have a significant effect on the financial statements of the Bank.

## IASB/IFRIC documents not yet endorsed by EC:

Management believes that it is appropriate to disclose that the following revised standards, new interpretations and amendments to current standards, which are already issued by the International Accounting Standards Board (IASB), are not yet endorsed for adoption by the European commission, and therefore are not taken into account in preparing these financial statements. The actual effective dates for them will depend on the endorsement decision by the EC.

- IFRS 9 *Financial Instruments (issued November 2009 and Additions to IFRS 9 issued October 2010)* has an effective date 1 January 2013 and could change the classification and measurement of financial instruments. The extent of the potential impact has not been determined.
- Amendments to IFRS 7 Financial Instruments: Disclosures (issued October 2010) has an effective date 1 July 2011 not expected to have a significant impact on the financial statements of the Bank.
- Amendments to IAS 12 *Deferred Tax: Recovery of Underlying Assets* (issued December 2010) has an effective date 1 January 2012 not expected to have a significant impact on the financial statements of the Bank.
- Amendments to IFRS 1 Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters (issued December 2010) has an effective date 1 July 2012 not expected to have a significant impact on the financial statements of the Bank.
- Improvements to IFRSs 2010 (issued April 2010), various effective dates, generally 1 January 2011
   not expected to have a significant impact on the financial statements of the Bank.



## 4. Financial risk management

## (a) General framework

UniCredit Bulbank AD is exposed to the following risks from financial instruments:

- market risk;
- liquidity risk;
- credit risk;
- operational risk.

This note presents information about the Bank's exposure to each of the above risks, the Bank's objectives, policies and processes for measuring and managing risk and the Bank's management of capital.

Different types of risks are managed by specialized departments and bodies within the Bank's structure. The applicable policies entirely correspond to the requirements of Risk Management Group Standards as well as all respective requirements set by Bulgarian banking legislation. Bank manages risk positions on aggregate basis, focusing in reaching optimal risk/return ratio.

Assets and Liabilities Committee (ALCO) is a specialized body established in the Bank for the purposes of market risk and structural liquidity management.

Credit risk in the Bank is specifically monitored through Provisioning and Restructuring Committee (PRC). It is a specialized body responsible for credit risk assessment, classification of credit risk exposures and impairment losses estimation. Assessment of the credit risk is in accordance with the Group standards and for regulatory purposes in accordance with Bulgarian National Bank requirements.

Management of the Bank has approved certain limits aiming to mitigate the risk impact on the Bank's result. These limits are within the overall risk limits of the banking group. The limits for credit risk depend on size of the exposure. Management Board approves the big exposure – 10 % of the capital of the Bank (requirement of Law on Credit Institutions). There is an effective procedure established in the Bank for limits monitoring, including early warning in case of limits breaches.

The operational risk governance system of UCB is set to identify, manage and mitigate the operational risk exposure, defining a system of clearly outlined responsibilities and controls. Senior management is responsible for the effective oversight over operational risk exposure and approves all material aspects of the framework. Fundamental element of the operational risk system is the existence of an Operational Risk Committee.



## (b) Market risk

Risk monitoring and measurement in the area of market risks, along with trading activities control is performed by Market Risk department. Market risks control function is organized independently from the trading and sales activities. Prudent market risk management policies and limits are explicitly defined in Market Risk Rule Book and Financial Markets Rule Book, reviewed at least annually. A product introduction process is established in which risk managers play a decisive role in approving a new product.

Market risk management in UniCredit Bulbank encompasses all activities in connection with Markets and Investment Banking operations and management of the assets and liabilities structure. Risk positions are aggregated at least daily, analyzed by the independent Market risk management unit and compared with the risk limits set by the Management Board and ALCO. The risk control function also includes ongoing monitoring and reporting of the risk positions, limit utilization, and daily presentation of results of Markets & Investment Banking and Assets and Liabilities Management (ALM) operations.

UniCredit Bulbank applies uniform Group risk management procedures. These procedures make available the major risk parameters for the various trading operations at least once a day. Besides Value at Risk, other factors of equal importance are stress-oriented sensitivity and position limits. Additional element is the loss-warning level limit, providing early indication of any accumulation of position losses.

For internal risk management and Group compliant risk measurement, the Bank applies UniCredit Bank Austria's internal model NoRISK. It is based on historical and Monte Carlo simulation of returns and accounts for risk reducing effects between the risk categories interest, credit spread, foreign exchange, equity, volatilities, and commodities. The simulation results, supplemented with distribution metrics and limit utilization are reported on a daily basis to the management. In addition to the risk model results, income data from market risk activities are also determined and communicated on a daily basis. Reporting covers the components reflected in IFRS-based profit and the marking to market of all investment positions regardless of their recognition in the IFRS-based financial statements ("total return").

During 2010, VaR (1 day holding period, confidence interval of 99 %) moved in a range between EUR 1.11 million and EUR 6.07 million, averaging EUR 2.34 million, with the credit spreads being main driver of total risk in both, trading and banking books.

VaR of UniCredit Bulbank AD by risk category in EUR million for 2010 is as follows:

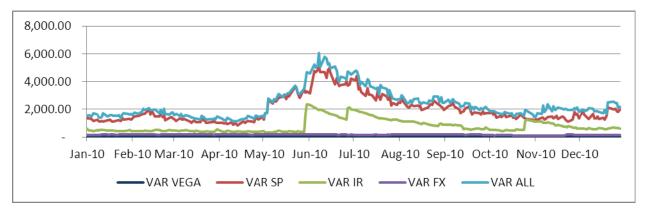
Risk Category	Minimum	Maximum	Average	Year-end
Interest rate risk	0.34	2.35	0.78	0.62
Credit spread	0.83	5.14	1.97	1.98
Exchange rate risk	0.11	0.19	0.16	0.14
Vega risk	0.00	0.01	0.00	0.01
VaR overall <sup>1</sup>	1.11	6.07	2.34	2.16

<sup>&</sup>lt;sup>1</sup> Including diversification effects between risk factors



## (b) Market risks (continued)

VaR development of UniCredit Bulbank for 2010 (EUR thousands) is as follows:



Reliability and accuracy of the internal model is monitored via daily back-testing, comparing the simulated results with actually observed fluctuations in market parameters and in the total value of books. Back-testing results for 2010 continued to confirm the reliability of the model.

In addition to VaR, risk positions of the Bank Austria Group are limited through sensitivity-oriented limits. The most important detailed presentations include: basis point shift value (interest rate /spread changes of 0.01 % by maturity bucket), credit spread basis point value (credit spread changes of 0.01% by maturity bucket) and FX sensitivities. In the interest rate sector, the Basis-Point-Value (BPV) limit restricts the maximum open position by currency and time buckets, with valuation changes based on shift by 0.01% (1 basis point).

The following sensitivities' table provides summary of the interest rate risk exposure of UniCredit Bulbank AD (trading and banking book) as of December 30, 2010 (change in value due to 1 basis point shift, amounts in EUR):

Currency	0-3M	3M-1Y	1Y-3Y	3Y-10Y	Above 10Y	Total
BGN	2,795	9,240	(4,902)	(23,359)	(352)	(16,578)
CHF	(421)	1,296	(32)	(213)	(9)	621
EUR	12,281	17,682	(7,711)	10,198	(1,351)	31,099
GBP	(105)	(210)	8	-	-	(307)
JPY	-	-	-	-	-	-
USD	(25)	(564)	(2,158)	(11,411)	(1)	(14,159)
Total sensitivity <sup>1</sup>	15,627	28,992	14,811	45,181	1,713	62,764

Measured by the total basis-point value, the credit spread position of UniCredit Bulbank as of December 31, 2010 totalled to EUR 96,747. Treasury-near instruments continue to account for the largest part of the credit spread positions while the current exposure to financials and corporates is relatively lower.

Value-at-risk calculations are complemented by various stress scenarios to identify the potential effects of stressful market conditions on the Bank's earnings. The assumptions under such stress scenarios include extreme movements in prices or rates and dramatic deterioration in market liquidity. Stress results for major asset classes and portfolios (credit, rates and FX) and estimated impact on liquidity position up to 60 days are reported at least monthly to ALCO. In 2010 the Bank's Management continued vigilant risk management practices by limiting risk taking and focus on client-driven business.

<sup>&</sup>lt;sup>1</sup> Total sensitivity for each maturity band is sum of the each currency absolute sensitivity for that band.



## (b) Market risks (continued)

UniCredit Bulbank AD is exposed to exchange rate risk through transactions in foreign currencies. Net FX open positions in trading and banking book are monitored on daily basis and are restricted by volume overnight limits.

As of December 31, 2010 the consolidated FX balances of UniCredit Bulbank AD are as outlined in the table below:

		usands of BGN	
	EUR and BGN	Other currencies	Total
		currencies	
ASSETS			
Cash and balances with Central bank	865,666	8,994	874,660
Financial assets held for trading	161,270	890	162,160
Derivatives held for trading	55,020	1,230	56,250
Financial assets designated at fair value through profit or loss	102,278	8,267	110,545
Loans and advances to banks	1,678,757	20,457	1,699,214
Loans and advances to customers	7,361,256	172,144	7,533,400
Available for sale Investments	278,732	-	278,732
Held to maturity Investments	126,603	164,779	291,382
Investments in associates	29,218	-	29,218
Property, plant, equipment and investment properties	241,765	-	241,765
Intangible assets	31,097	-	31,097
Current tax assets	3,471		3,471
Deferred tax assets	6,321	-	6,321
Non-current assets and disposal group classified as held for sale	21	-	21
Other assets	22,455	142	22,597
TOTAL ASSETS	10,963,930	376,903	11,340,833
LIABILITIES			
Financial liabilities held for trading	61,166	1,151	62,317
Derivatives used for hedging	2,313	2,214	4,527
Deposits from banks	2,472,110	138,061	2,610,171
Deposits from customers	5,933,688	602,160	6,535,848
Subordinated liabilities	214,053	-	214,053
Provisions	15,579	18,687	34,266
Current tax liabilities	80	-	80
Deferred tax liabilities	20,193	-	20,193
Other liabilities	64,735	1,316	66,051
TOTAL LIABILITIES	8,783,917	763,589	9,547,506
EQUITY	1,793,327	-	1,793,327
Net off-balance sheet spot and forward position	(395,590)	388,523	(7,067)
Net position	(8,904)	1,837	(7,067)



## (b) Market risks (continued)

As of December 31, 2009 the consolidated FX balances of UniCredit Bulbank are as outlined in the table below:

		In tho	usands of BGN
	EUR and BGN	Other currencies	Total
ASSETS			
Cash and balances with Central bank	824,887	7,277	832,164
Financial assets held for trading	115,450	-	115,450
Derivatives held for trading	42,987	2,155	45,142
Derivatives used for hedging	84	1,437	1,521
Financial assets designated at fair value through profit or loss	127,516	8,555	136,071
Loans and advances to banks	2,050,172	21,395	2,071,567
Loans and advances to customers	7,252,251	126,427	7,378,678
Available for sale Investments	283,912	1,573	285,485
Held to maturity Investments	147,462	167,287	314,749
Investments in associates	22,511	-	22,511
Property, plant, equipment and investment properties	247,022	-	247,022
Intangible assets	34,866	-	34,866
Current tax assets	9,796	-	9,796
Deferred tax assets	6,696	-	6,696
Non-current assets and disposal group classified as held for sale	2,236	-	2,236
Other assets	19,698	77	19,775
TOTAL ASSETS	11,187,546	336,183	11,523,729
LIABILITIES			
Financial liabilities held for trading	38,165	2,046	40,211
Derivatives used for hedging	6	-	6
Deposits from banks	3,099,413	14,589	3,114,002
Deposits from customers	5,825,041	588,056	6,413,097
Subordinated liabilities	212,123	-	212,123
Provisions	19,256	17,308	36,564
Current tax liabilities	27	-	27
Deferred tax liabilities	21,041	-	21,041
Other liabilities	45,393	1,131	46,524
TOTAL LIABILITIES	9,260,465	623,130	9,883,595
EQUITY	1,640,134	-	1,640,134
Net off-balance sheet spot and forward position	(291,379)	295,179	3,800
Net position	(4,432)	8,232	3,800



## (c) Liquidity risk

Liquidity risk is the risk that the Bank will encounter difficulty in meeting obligations from its financial liabilities.

The collective Bank's body for liquidity management is ALCO (Assets and Liabilities Committee). Operative management rules, as well as contingency plan and funding plan procedures are laid down in the Bank's Liquidity Management Policy.

The liquidity is operationally managed through Markets and Sales Division and the structural liquidity through Assets and Liabilities Division. According to the Liquidity Policy, Assets and Liabilities Division monitors on a daily basis short term flows, arising form treasury activities with a time horizon up to three months. The structural liquidity is monitored on a weekly basis prepared under three scenarios – going concern, liquidity crisis and name crisis. For the purposes of liquidity management are monitored daily short-term limits, defined as function of the primary funds and liquidity stress-test results. Structural liquidity limit ratios define minimum required coverage of long-term assets with coherent liabilities. During 2010 the Bank was in compliance with the Group liquidity limit requirements.

The following tables provide basic analysis of the financial liabilities of the Bank into relevant maturity bands based on the remaining contractual periods to repayment for items with defined maturity and model mapping for items with no defined maturity. The gross amounts include also estimated or contractual interest payments. Actual outflows may materially differ from those presented in the tables as historically most of the clients' attracted deposit have economic maturity much longer than the contractual one (deposits are consistently rolled over).



- Financial risk management (continued) 4
- Liquidity risk (continued) (C)

						In thousa	In thousands of BGN
Maturity table as at 31 December 2010	Carrying amount	Gross in (out) flow	Up to 1 month	From1 to 3 months	From 3 months to 1 year	From 1 to 5 years	Over 5 years
Non derivative instruments							
Deposits from banks	2,610,171	(2,664,311)	(1,359,054)	(51,272)	(367,904)	(487,949)	(398,132)
Deposits from customers	6,535,848	(6,581,367)	(2,179,937)	(1,755,287)	(1,505,458)	(1,140,673)	(12)
Subordinated liabilities	214,053	(256,571)		ı	·	(125,525)	(131,046)
Issued financial guarantee contracts	20,305	(20,305)		ı	·	(20,305)	ı
Unutilized credit lines		(1,121,434)	(16,822)	I	(207,465)	(897,147)	T
Total non-derivative instruments	9,380,377	(10,643,988)	(3,555,813)	(1,806,559)	(2,080,827)	(2,671,599)	(529,190)
Trading derivatives, net	(6,067)						
Outflow		(1,660,814)	(877,963)	(257,113)	(247,955)	(245,354)	(32,429)
Inflow		1,655,186	869,295	254,966	251,301	246,521	33,103
Derivatives used for hedging, net	(4,527)						
Outflow		(12,342)	(2,286)	(107)	(1,394)	(8,555)	I
Inflow		7,865	518	46	898	6,403	1
Total derivatives	(10,594)	(10,105)	(10,436)	(2,208)	2,850	(382)	674
Total financial liabilities	9,369,783	(10,654,093)	(3,566,249)	(1,808,767)	(2,077,977)	(2,672,584)	(528,516)

**STATEMENTS TO CONSOLIDATED FINANCIAL** STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2010

- 4. Financial risk management (continued)
- (c) Liquidity risk (continued)

In thousands of BGN

Maturity table as at 31 December 2009	Carrying amount	Gross in (out) flow	Up to 1 month	From1 to 3 months	From 3 months to 1 year	From 1 to 5 years	Over 5 years
Non derivative instruments							
Deposits from banks	3.114.002	(3,164,174)	(2,190,418)	(5,775)	(58,755)	(817,503)	(91,723)
Deposits from customers	6,413,097	(6,456,177)	(3,264,012)	(1,473,029)	(1,307,060)	(412,064)	(12)
Subordinated liabilities	212,123	(256,051)			. 1	(52,784)	(203,267)
Issued financial guarantee contracts	19,285	(19,285)	ı	ı		(19,285)	, I
Unutilized credit lines	I	(922,835)	(13,929)			(908,906)	
Total non-derivative instruments	9,758,507	(10,818,522)	(5,468,359)	(1,478,804)	(1,365,815)	(2,210,542)	(295,002)
Trading derivatives, net	4,931						
Outflow		(880,472)	(619,490)	(100,617)	(30,809)	(116,921)	(12,635)
Inflow		889,617	622,591	101,271	35,919	117,169	12,667
Derivatives used for hedging, net	1,515						
Outflow		(13,599)	(350)	(33)	(1,175)	(11,415)	(626)
Inflow		15,388	68	22	930	13,718	650
Total derivatives	6,446	10,934	2,819	643	4,865	2,551	56
Total financial liabilities	9,764,953	(10,807,588)	(5,465,540)	(1,478,161)	(1,360,950)	(1,360,950) (2,207,991)	(294,946)



## (d) Credit risks

Credit risk is defined as potential losses arising from not fulfilment of any contractual obligation with regard to issued or originated financial instrument.

Bank effectively manages credit risk inherent to its trading and banking book

Bank applies different approach and has established different departments with regard to monitoring the credit risk related to corporate clients, small and middle enterprises and individuals.

## (i) Credit risk in the trading book

For the purposes of mitigating the counterparty risk and settlement risk with regard to the deals in the trading book, Bank concludes deals only with approved counterparts (banks or corporate clients) that have got assigned treasury credit lines. Derivatives are offered to corporate and institutional clients exclusively for hedging purpose.

Regulatory trading book includes financial assets held for trading purposes and derivatives.

The analysis based on client credit quality and rating (where available) as of December 31, 2010 and December 31, 2009 is as shown in the next table:

	In the	ousands of BGN
	2010	2009
Government bonds		
Rated BBB	18,159	331
Rated BBB+	45,824	5,187
Bonds of credit institutions		
Rated AAA	35,949	35,220
Rated BB	35,176	39,637
Unrated		1,165
Corporate bonds		
Rated BB	22,277	-
Unrated	3,093	30,570
Equities	1,682	3,340
Derivatives (net)		
Banks and financial institution counterparties	(45,425)	(31,642)
Corporate counterparties	39,358	36,573
Total trading assets and liabilities	156,093	120,381

## (ii) Credit risk in the banking book

Credit risk, inherent in the banking book, is managed as the creditworthiness of Bank's clients is assessed for the whole life of the loan, from the date of initial loan application till the date of final repayment. Issued Letters of Guarantees, Letters of Credit and all other irrevocable credit commitments fell also within the scope of Bank's credit risk monitoring. As a credit risk mitigation policy, Bank accepts different types of collaterals depending on the product and client. As a rule collaterals are registered on behalf of the Bank prior to the effective disbursal of the loans.



## (d) Credit risks (continued)

## (ii) Credit risk in the banking book (continued)

The competent body for assessing impairment allowances is the Provisioning and Restructuring Committee (PRC). PRC regularly assess whether there is objective evidence that a loan or a group of loans is impaired. A loan or group of loans is impaired and impairment losses are incurred if:

- there is objective evidence of impairment as a result of a loss event that occurred after the initial recognition of the asset and up to the reporting date ("a loss event");
- the loss event had an impact on the estimated future cash flows of the financial asset or the group of financial assets; and
- a reliable estimate of the loss amount can be made.

The Bank establishes an allowance for loan losses that represents the estimate of impairment losses in the loan portfolio. The components of this allowance are the individually and the collectively assessed loss allowance. The Bank first assess whether objective evidence of impairment exists individually for loans that are significant. Then collectively impairment assessment is performed for those loans that are not individually significant and loans which are significant but for which there is no objective evidence of impairment under the individual assessment.

Risk assessment is done at least once per month. Credit risk methodology adopted by the Bank is explicitly defined in the Policy for evaluation of risk exposures.

The practice adopted in the Bank is to prepare internal rules for all credit products, especially in the Retail banking, setting the loan parameters, acceptable collaterals and the documentation required from the clients for credit risk assessment.

Credit risk monitoring is also focused on fulfilment of statutory lending limits set in Law on Credit Institutions. Exposure to one client or group of related clients exceeding 10% of the capital base are treated as big exposures and it has to be approved by the Management Board. Maximum amount of an exposure to one client or group of related clients must not exceed 25% of the capital base of the Bank.

As of December 31, 2010 and December 31, 2009 the Bank has fulfilled all statutory lending limits.



## (d) Credit risks (continued)

## (ii) Credit risk in the banking book (continued)

The table below analyses the breakdown of impairment allowances as of December 31, 2010 and December 31, 2009.

					In thousa	nds of BGN
	-	ng amount mpairment		pairment Illowance	Carryi	ng amount
	2010	2009	2010	2009	2010	2009
Individually impaired	779,072	316,282	474,306	266,649	304,766	49,633
Collectively impaired	6,767,724	5,030,758	109,010	138,363	6,658,714	4,892,395
Past due but not impaired	39,204	200	-	-	39,204	200
Past due comprises						
from 31 to 90 days	1,440	2	-	-	1,440	2
from 91 to 180 days	7,829	40	-	-	7,829	40
over 181 days	29,935	158	-	-	29,935	158
·	39,204	200	-	-	39,204	200
Neither past due nor impaired	530,716	2,436,450	-	-	530,716	2,436,450
Total	8,116,716	7,783,690	583,316	405,012	7,533,400	7,378,678



## (d) Credit risks (continued)

## (ii) Credit risk in the banking book (continued)

The breakdown of the fair value of collaterals pledged in favour of the Bank on loans and advances to customers is as follows:

	In thousands of BGN				
	Loans and advances	to customers			
	2010	2009			
Against individually impaired					
Cash collateral	143	579			
Property	775,930	1,161,043			
Other collateral	1,934,880	1,947,415			
Against collectively impaired					
Cash collateral	18,223	1,308			
Property	9,661,502	9,227,381			
Debt securities	10,021	12			
Other collateral	17,221,236	11,779,026			
Against past due but not impaired					
Cash collateral	325	1,396			
Property	124,586	646			
Debt securities	13	-			
Other collateral	89,998	1,417			
Neither past due nor impaired					
Cash collateral	87,777	58,354			
Property	1,711,043	2,629,238			
Debt securities	79,079	29,630			
Other collateral	620,807	8,423,299			
Total	32,335,563	35,260,744			



# (d) Credit risks (continued)

# (ii) Credit risk in the banking book (continued)

The concentration of risk exposures in different sectors of the economy as well as geographical spread out is as outlined in table below:

					In thousan	ds of BGN
	Loans and a	advances to customers	Loans and	l advances to banks		nvestment securities
	2010	2009	2010	2009	2010	2009
Concentration by sectors						
Sovereign	59,253	57,584	_	_	526,122	552,973
Manufacturing	1,622,898	1,553,106	_	_		
Commerce	1,669,173	1,690,683	_	_	_	_
Construction and real estate	1,409,335	1,000,384	_	_	_	_
Agriculture and forestry	149,096	138,058	_	_	_	_
Transport and communication	289,222	376,934	_	_	_	_
Tourism	174,127	265,929	_	_	_	_
Services	229,533	200,020	_	_	_	_
Financial services	171,897	257,095	1,699,214	2,071,567	73,210	69,772
Retail (individuals)	17 1,007	207,000	1,000,214	2,071,007	70,210	00,112
Housing loans	1,574,778	1,425,488	_	-	_	-
Consumer loans	767,404	817,953	_	-	_	-
	8,116,716	7,783,690	1,699,214	2,071,567	599,332	622,745
Impairment allowances	(583,316)	(405,012)	-	-	-	-
Total	7,533,400	7,378,678	1,699,214	2,071,567	599,332	622,745
Concentration by geographic location						
Europe	8,115,082	7,781,514	1,685,793	2,059,214	585,403	606,293
North America	97	113	4,691	12,033	2,951	5,491
Asia	1,377	1,807	8,513	164	10,978	10,961
Africa	46	153	-	-	-	-
South America	22	11	-	-	-	-
Australia	92	92	217	156	-	-
	8,116,716	7,783,690	1,699,214	2,071,567	599,332	622,745
Impairment allowances	(583,316)	(405,012)	-	-	-	-
Total	7,533,400	7,378,678	1,699,214	2,071,567	599,332	622,745



# (e) Operational Risk

UniCredit Bulbank defines as operational the risk of losses due to errors, infringements, interruptions, damages caused by internal processes, personnel, systems or caused by external events: internal or external fraud, employment practices and workplace safety, client claims, fines and penalties due to regulation breaches, damage to company physical assets, business disruption and system failures, process management.

The operational risk management framework is a combined set of policies and procedures for controlling, measuring and mitigating the operational risk exposure of UniCredit Bulbank, among which the Group Operational Risk Management Framework and Methodological Manual for Operational Risk Control and Measurement. Integral parts of the framework are the Operational risk control rulebook, as well as the Internal regulation "Data collection procedure for the purpose of operational risk assessment in UniCredit Bulbank".

The Bank has a dedicated function for operational risk management, which is independent from business and operational areas, as well as from the Internal Audit function. The Operational risk unit responsibilities are in line with those envisaged by the Holding company and clearly formalized in the approved by the Management Board Operational risk control rulebook. While the main task of the Operational risk unit is to define the methods used and to perform risk measurement and analysis, the nominated operational risk managers in different areas working on a decentralized basis are responsible for loss data reporting and taking measures to reduce and prevent risks.

Activities in 2010 focused primarily on fulfilling the regulatory requirements inherent to the application submitted to the Bulgarian National Bank to use the Advanced Measurement Approach (AMA), the most sophisticated approach for calculating the capital requirements for operational risk. In the process the Operational risk unit underwent control verifications by three independent authorities, namely UniCredit Group Internal Validation, UCB Internal Audit and BNB. By receiving the official approval by Bank of Italy and BNB, UniCredit Bulbank will be the first bank in Bulgaria to use AMA for the capital calculation of operational risk.

Overall, the organization of operational risk management at UniCredit Bulbank is well established, at high level of quality. Particular attention is dedicated to the involvement of the senior management in the operational risk framework setting and control as well to their awareness of the entity's operational risk profile. With the set-up of the Operational Risk Committee, the regular exchange of information substantially improved the promotion of operational risk awareness in the Bank.



#### (f) Basel II disclosure

Since January 1<sup>st</sup>, 2007 Bulgarian banks apply BASEL II requirements for measurement of the capital adequacy.

Under the regulatory framework, Bank allocates capital for covering three major types of risk, namely credit risk, market risk and operational risk. For the year 2007 UniCredit Bulbank applied allowing standardized approach for credit and market risks and the basic indicator approach for operational risk. In 2008 Bank has been given permission by Bulgarian National Bank to apply standardized approach also for operational risk.

Statutory limits exposed to Banks require Bank to maintain total capital adequacy ratio not less than 12% and Tier I ratio not less than 6%. As a response to the ongoing world financial crisis Bulgarian National Bank strongly recommended all the Banks in Bulgaria to reached minimum Tier I ratio of 10% latest by June 2009.

Under this Basel II disclosure, Bank represents regulatory requirements for consolidated reporting. These requirements may differ form IFRS basis for consolidation as it covers only financial institutions, being subsidiary or associate of a credit institution therefore consolidated Basel II figures does not include full consolidation of Hypovereins Immobilien EOOD and equity method of consolidation of Pirelli Real Estate AD, being both non-financial institutions. However Bank dully deduct the participation in those entities from its capital base (own funds).

#### (i) Capital base (own funds)

Capital base (own funds) eligible for regulatory purposes include Tier I and Tier II capital as defined by Bulgarian National Bank.

As of December 31, 2010 and December 31, 2009 the consolidated Capital base of UniCredit Bulbank AD comprises as follows:

	In the	ousands of BGN
	2010	2009
Share capital	263,911	239,256
Statutory reserve	205,500	51,155
Retained earnings	1,019,309	1,022,772
Total capital and reserves	1,488,720	1,313,183
Deductions		
Unrealized loss on available-for-sale instruments	(11,955)	(18,789)
Intangible assets	(31,092)	(34,859)
Total deductions	(43,047)	(53,648)
Total Tier I capital	1,445,673	1,259,535
Revaluation reserve on real estate properties occupied by the Bank	137,368	136,070
Subordinated long-term debt	165,072	183,848
Total Tier II capital	302,440	319,918
Additional deductions from Tier I and Tier II capital	(142,668)	(26,060)
Total Capital base (Own funds)	1,605,445	1,553,393



# (f) Basel II disclosure (continued)

The additional deductions from the Capital base relates to Bank's participation in unconsolidated entities which represent 10% or more than 10% of the registered capital of such entities as well as the excess of regulatory provisions on loans over recognized impairment allowances under IFRS. For regulatory purposes the deduction is split equally between Tier I and Tier II capital.

# (ii) Capital requirements

As of December 31, 2010 and December 31, 2009 the capital requirements for credit, market and operational risks are as follows:

	In the	ousands of BGN
	2010	2009
Capital requirements for credit risk		
Exposures to:		
Central Governments and Central Banks	6,729	6,859
Regional Governments and local authorities	4,644	4,247
Administrative bodies and non-commercial undertakings	165	11
Institutions	16,740	12,569
Corporates	407,417	205,336
Retail	66,440	63,047
Exposures secured on real estate property	49,482	304,469
Past due items	11,720	2,582
High risk exposures	26	26
Short-term exposures to institutions and corporates	26,745	30,675
Other exposures	21,138	21,193
Total capital requirements for credit risk	611,246	651,014
Capital requirements for market risk	11,558	12,147
Capital requirements for operational risk	82,668	79,017
Total capital requirements for credit, market and operational risk	705,472	742,178
Additional capital requirements subject to National discretions from the Regulator	352,737	371,088
Total regulatory capital requirements	1,058,209	1,113,266
Capital Base (Own funds)	1,605,445	1,553,393
there of Tier I	1,374,339	1,246,505
Free equity (Own funds)	547,236	440,127
Total capital adequacy ratio	18.21%	16.74%
Tier I ratio	15.58%	13.44%



# (f) Basel II disclosures (continued)

# (ii) Capital requirements (continued)

Capital requirements for credit risk cover credit risk and dilution risk in the banking book, counterparty risk in the overall business and settlement risk in the trading book.

Capital requirements for market risk cover market risk in the trading book, foreign-exchange and commodity risks in the overall business.

Operational risk is calculated on applying standardized approach as described in note 4 (e)

The additional capital requirements, presented above, are subject to National discretion of Bulgarian National Bank. They are calculated as 50% of the total capital requirements for credit risk, market risk and operational risk.

#### 5. Use of estimates and judgement

For the purposes of preparation of these financial statements Management has used certain estimates and judgement in order to provide fair and through presentation of the financial position of the Bank. These estimates and judgement require Management to get used all information available in order to assess and where possible to quantify potential impact in the Bank's financial position as a result of some uncertain events.

In general the estimates and judgement are widely used in assessing:

- Fair value determination of financial instruments;
- Impairment of financial instruments, especially loans;
- Quantification of the provisions for constructive and/or legal obligations

#### (a) Fair value determination of financial instruments

As described in note **3** (i) (vi) Bank measures fair values 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.

Fair values of financial assets and financial liabilities that are traded in active markets are based on quoted market prices or dealer price quotations. For all other financial instruments the Bank determines fair values using valuation techniques. Valuation techniques include net present value and discounted cash flow models, comparison to similar instruments for which market observable prices exist, Black-Scholes and polynomial option pricing models and other valuation models.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2010



# 5. Use of estimates and judgement (continued)

#### (a) Fair value determination of financial instruments (continued)

Assumptions and inputs used in valuation techniques include risk-free and benchmark interest rates, credit spreads and other inputs used in estimating discount rates, bond and equity prices, foreign currency exchange rates, equity and equity index prices and expected price volatilities and correlations. 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 interest rate and currency swaps that use only observable market data and require little management judgement and estimation. Observable prices and model inputs are usually available in the market for listed debt and equity securities, exchange traded derivatives and simple over the counter derivatives like interest rate swaps. Availability of observable market prices and model inputs reduces the need for management judgement and estimation and also reduces the uncertainty associated with determination of fair values. Availability of observable market prices and inputs varies depending on the products and markets and is prone to changes based on specific events and general conditions in the financial markets. Valuation models that employ significant unobservable inputs require a higher degree of management judgement and estimation in the determination of fair value. Management judgement and estimation are usually required for selection of the appropriate valuation model to be used, determination of expected future cash flows on the financial instrument being valued, determination of probability of counterparty default and prepayments and selection of appropriate discount rates.

					n thousand	ls of BGN
Instrument category	Lev	el 2	Lev	el 3	Tot	tal
	2010	2009	2010	2009	2010	2009
Einensiel assets held for trading	126 700	80,374	25 270	25.076	162 160	115 450
Financial assets held for trading Derivatives held for trading	136,790 56,250	44,785	25,370 -	35,076 357	162,160 56,250	115,450 45,142
Derivatives used for hedging	-	1,521	-	-	-	1,521
Financial assets designated at fair value through profit or loss	19,912	23,509	90,633	112,562	110,545	136,071
Available for sale Investments	266,906	282,379	11,826	3,106	278,732	285,485
	479,858	432,568	127,829	151,101	607,687	583,669
Financial liabilities held for trading	62,317	40,211	-	-	62,317	40,211
Derivatives used for hedging	4,527	6	-	-	4,527	6
	66,844	40,217	-	-	66,844	40,217
Total	546,702	472,785	127,829	151,101	674,531	623,886

The table below analyses financial instruments carried at fair value by valuation method applied by the Bank as of December 31, 2010.



# 5. Use of estimates and judgement (continued)

# (a) Fair value determination of financial instruments (continued)

The tables below analyses the fair value of financial instruments by classification as of December 31, 2010 and December 31, 2009

						In thousa	ands of BGN
December 2010	Fair value through profit or loss	Held-to- maturity	Loans and receivables	Available for sale	Other amortized cost	Total carrying amount	Fair value
ASSETS							
Cash and balances with Central bank	-	-	-	-	874,660	874,660	874,660
Financial assets held for trading	162,160	-	-	-	-	162,160	162,160
Derivatives held for trading	56,250	-	-	-	-	56,250	56,250
Financial assets designated at fair value through profit or loss	110,545	-	-	-	-	110,545	110,545
Loans and advances to banks	-	-	1,699,214	-	-	1,699,214	1,699,214
Loans and advances to customers	-	-	7,533,400	-	-	7,533,400	7,533,338
Available for sale Investments	-	-	-	278,732	-	278,732	278,732
Held to maturity Investments	-	291,382	-	-	-	291,382	306,771
TOTAL ASSETS	328,955	291,382	9,232,614	278,732	874,660	11,006,343	11,021,670
LIABILITIES Financial liabilities held for	62,317	_	-	-	-	62,317	62,317
trading Deposits from banks	0_,011				2,610,171	2,610,171	2,619,587
Deposits from customers	-	-	-	-	6,535,848	6,535,848	2,619,587 6,564,799
Subordinated liabilities	-	-	-	-	214,053	214,053	214,053
TOTAL LIABILITIES	62,317	-	-	-	9,360,072	9,422,389	9,460,756



# 5. Use of estimates and judgement (continued)

# (a) Fair value determination of financial instruments (continued)

						In thousa	ands of BGN
December 2009	Fair value through profit or loss	Held-to- maturity	Loans and receivables		Other amortized cost	Total carrying amount	Fair value
ASSETS							
Cash and balances with Central bank	-	-	-	-	832,164	832,164	832,164
Financial assets held for trading	115,450	-	-	-	-	115,450	115,450
Derivatives held for trading	45,142	-	-	-	-	45,142	45,142
Derivatives used for hedging	1,521	-	-	-	-	1,521	1,521
Financial assets designated at fair value through profit or loss	136,071	-	-	-	-	136,071	136,071
Loans and advances to banks	-	-	2,071,567	-	-	2,071,567	2,071,567
Loans and advances to customers	-	-	7,378,678	-	-	7,378,678	7,378,743
Available for sale Investments	-	-	-	285,485	-	285,485	285,485
Held to maturity Investments	-	314,749	-	-	-	314,749	325,535
TOTAL ASSETS	298,184	314,749	9,450,245	285,485	832,164	11,180,827	11,191,678
LIABILITIES Financial liabilities held for trading	40,211	-	-	-	-	40,211	40,211
Derivatives used for hedging	6	-	-	-	-	6	6
Deposits from banks	-	-	-	-	3,114,002	3,114,002	3,128,000
Deposits from customers	-	-	-	-	6,413,097	6,413,097	6,430,889
Subordinated liabilities	-	-	-	-	212,123	212,123	212,123
TOTAL LIABILITIES	40,217	-	-	-	9,739,222	9,779,439	9,811,229

The movements in Level 3 financial instruments in 2010 are as follows:

			In thou	sands of BGN
	Financial assets held for trading	Financial assets designated at fair value through profit or loss	Available for sale Investments	Derivatives held for trading
Opening balance (January 1, 2010)	35,076	112,562	3,106	357
Increases	212	6,689	21,179	-
Purchases	49		11,434	-
Profit recognized in income statement	163	6,689	9,745	
Decreases	(9,918)	(28,618)	(12,459)	(357)
Sales	(2,965)	-	(12,459)	(357)
Redemption	(1,315)	(26,428)	-	-
Loses recognized in income statement	(2,298)	(2,190)	-	-
Transfers to other levels	(3,340)	-	-	-
Closing balance (December 31, 2010)	25,370	90,633	11,826	-



# 5. Use of estimates and judgement (continued)

#### (b) Impairment of financial instruments

In estimating the impairment on financial instruments carried at amortised costs, Management makes judgements about the present value of the net cash flow to be received. By doing that counterparty's financial position as well as realizable value of the underlying collateral is considered.

Collectively assessed impairment loses cover credit losses inherent in portfolios of loans bearing similar economic characteristics when there is an objective evidence to suggest that they contain impaired loans. In such assessments factors that are mostly considered include credit quality, portfolio size, concentration and economic factors.

The accuracy of the allowances depends on how well these estimate future cash flows for specific counterparty impairment and the model assumptions and parameters used in determining collective impairment.

#### (c) Provisions

Estimating the provision Management used estimates provided by specialist in certain areas such as legal and regulatory advisors as well as credit risk specialists. Usually more conservative approach is followed in order to protect the Bank in case of adverse development of uncertain events.

#### 6. Segment reporting

Business segments pay and receive interest from the Asset-Liability Management Department (ALM) on arms' length basis, through given Fund Transfer Pricing rate (FTP) to reflect the funding costs per currencies/tenors. Allocation of capital is also carried out, in proportion to respective RWA.

The Bank operates the following main business segments:

- Markets and Investment Banking;
- Corporate and private Banking;
- Retail Banking;
- Asset-Liability Management Dept. and other.

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6. Segment reporting (continued)

				In thousar	In thousands of BGN
December 2010	Retail Banking	Corporate and Private Banking	Markets and Investment Banking	ALM and other	Total
	210 715				
	203,113	213,231	23,030	(23,033)	440,040
Dividend income	ı		103	30	133
Net fee and commission income	89,916	64,151	2,316	(849)	155,534
Net gains (losses) from financial assets and liabilities held for trading	91	5,311	(4,961)	415	856
Net gains (losses) from other financial assets designated at fair value through profit or loss	'		5,149	670	5,819
Net income from investments				9,986	9,986
Net income related to subsidiaries, associates and property, plant and equipment			I	6,977	6,977
Other operating income	(108)			6,070	5,962
TOTAL OPERATING INCOME	299,614	288,759	31,643	(5,800)	614,216
Personnel expenses	(41,189)	(13,161)	(1,896)	(40,679)	(96,925)
General and administrative expenses	(76,257)	(18,508)	(936)	(16,807)	(112,508)
Amortisation, depreciation and impairment losses on tangible and intangible fixed assets,	(18 464)	(060 6)	(170)	(14 805)	(36 377)
investment properties and assets held for sale		(4,040)			(110,00)
Total direct expenses	(135,910)	(34,598)	(3,011)	(72,291)	(245,810)
Allocation of indirect and overhead expenses	(45,390)	(24,451)	(91)	69,932	
TOTAL OPERATING EXPENSES	(181,300)	(59,049)	(3,102)	(2,359)	(245,810)
Provisions for risk and charges	ı	ı	I	1,957	1,957
Net impairment loss on financial assets	(8,619)	(175,352)	I	(1,668)	(185,639)
PROFIT BEFORE INCOME TAX	109,695	54,358	28,541	(7,870)	184,724
Income tax expense					(18,019)
PROFIT FOR THE PERIOD					166,705
ASSETS	3,013,108	5,081,838	1,360,868	1,885,019	11,340,833
LIABILITIES	3,547,294	2,933,820	397,595	2,668,797	9,547,506

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6. Segment reporting (continued)

				In thousa	In thousands of BGN
December 2009	Retail Banking	Corporate and Private Banking	Markets and Investment Banking	ALM and other	Total
Net interest income	211,314	198,487	35,353	(35, 360)	409,794
Dividend income	I		I	134	134
Net fee and commission income	83,664	61,551	4,341	567	150,123
Net gains (losses) from financial assets and liabilities held for trading		151	2,160	932	3,243
Net gains (losses) from other financial assets designated at fair value through profit or loss			437	(372)	65
Net income from investments			I	2,169	2,169
Net income related to subsidiaries, associates and property, plant and equipment	I	I	I	5,617	5,617
Other operating income	I	I	I	6,895	6,895
TOTAL OPERATING INCOME	294,978	260,189	42,291	(19,418)	578,040
Personnel expenses	(42,070)	(11,896)	(1,845)	(41,970)	(97,781)
General and administrative expenses	(81,897)	(20,179)	(1,070)	(10,545)	(113,691)
Amortisation, depreciation and impairment losses on tangible and intangible fixed assets, investment properties and assets held for sale	(18,479)	(2,885)	(208)	(13,515)	(35,087)
Total direct expenses	(142,446)	(34,960)	(3,123)	(66,030)	(246,559)
Allocation of indirect and overhead expenses	(48,745)	(26,095)	193	74,647	
TOTAL OPERATING EXPENSES	(191,191)	(61,055)	(2,930)	8,617	(246,559)
Provisions for risk and charges				18,885	18,885
Net impairment loss on financial assets	(44,776)	(85,808)	I	438	(130,146)
PROFIT BEFORE INCOME TAX	59,011	113,326	39,361	8,522	220,220
Income tax expense					(22,823)
PROFIT FOR THE PERIOD					197,397
ASSETS	2,840,903	4,940,105	863,080	2,879,641	11,523,729
LIABILITIES	3,461,658	2,857,515	512,881	3,051,541	9,883,595

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#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2010

# 7. Net interest income

	In tho	usands of BGN
	2010	2009
Interest income		
Financial assets held for trading	7,354	7,892
Derivatives held for trading	21,481	16,636
Financial assets designated at fair value through profit or loss	7,600	10,139
Loans and advances to banks	7,435	20,201
Loans and advances to customers	565,040	566,193
Available for sale investments	9,905	13,898
Held to maturity investments	15,945	17,414
	634,760	652,373
Interest expense		
Derivatives held for trading	(19,944)	(14,680)
Derivatives used for hedging	(2,545)	(248)
Deposits from banks	(22,627)	(48,801)
Deposits from customers	(154,848)	(171,601)
Subordinated debt	(5,847)	(7,249)
	(205,811)	(242,579)
Net interest income	428,949	409,794

For the financial years ended December 31, 2010 and December 31, 2009 the interest income recognized on individually impaired financial instruments (loans and advances to customers) is in the amount of BGN 20,729 thousand and BGN 36,958 thousand, respectively.

# 8. Net fee and commission income

	In thousands of BGN	
	2010	2009
Fee and commission income		
Collection and payment services	70,973	65,507
Lending business	23,721	20,966
Account services	16,750	18,216
Currency trading	26,319	25,829
Management, brokerage and securities trading	6,311	8,365
Documentary business	9,637	9,556
Package accounts	6,796	7,357
Other	4,077	3,082
	164,584	158,878
Fee and commission expense		
Collection and payment services	(6,943)	(6,423)
Management, brokerage and securities trading	(708)	(524)
Lending business	(1,160)	(1,483)
Other	(239)	(325)
	(9,050)	(8,755)
Net fee and commission income	155,534	150,123



#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2010

# 9. Net gains (losses) on financial assets and liabilities held for trading

	In thousands of BGN	
	2010	2009
FX trading income, net	2,491	(652)
Net income from debt instruments	(4,900)	(371)
Net income from equity instruments	(133)	-
Net income from derivative instruments	3,398	4,266
Net trading income	856	3,243

#### 10. Net gains (losses) on other financial assets designated at fair value through profit or loss

Bank designates as financial assets at fair value through profit or loss only marketable debt securities, which fair value can be reliably measured. Net income recorded on financial instruments designated at fair value through profit or loss includes realized gains and losses on such instruments as well as unrealized ones due to fair value change. The amounts for the years ended December 31, 2010 and December 31, 2009 are BGN 5,819 thousand and BGN 65 thousand, respectively.

#### 11. Net income from investments

	In thousands of BGN	
	2010	2009
Realised gains on disposal of available for sale investments Realised gains (losses) on disposal of held to maturity investments	9,986 -	1,676 493
Net income from investments	9,986	2,169

In 2010 the shareholders of Borika AD (Bulgarian card operator) and Bankservice AD (Bulgarian settlement operator) agreed to combine their activities through merging the two companies into a new company (Borika-Bankservice AD) thus gaining some competitive advantage and benefiting from operative synergies. As of the date of merger UniCredit Bulbank AD maintained minority interests in both merging companies. According to the agreement the merger represented share-exchange transaction where the shareholders of the merging companies received shares in the new company on the basis of share-exchange ratios. These ratios were derived on the basis of fair market valuation of the new company and were approved by all the shareholders and verified by external auditor as required by Bulgarian Commercial Law. The difference between the fair market valuation of the received by UniCredit Bulbank AD new shares and the value of the participations in the two merging companies before the transformation, adjusted by previously recognized revaluation reserve, amounting in total BGN 8,961 thousand is reported in the position realized gains on disposal of available for sale investments.



#### 12. Net income related to subsidiaries, associates and property, plant and equipment

	In thousands of BGN	
	2010	2009
Net income on disposal of subsidiaries and associates	-	1,603
Net income on disposal of property, plant and equipment	270	8,501
Effect of equity method consolidation on associates	6,707	(4,227)
Impairment of participation in associates	-	(260)
Net income related to subsidiaries, associates and property, plant and equipment	6,977	5,617

Net income related to subsidiaries and associates comprise of the gain out of the sale net of any amounts retained by the buyers, subject to release upon fulfilment of certain escrow clauses.

Upon restructuring if its activity UniCredit Bulbank AD disposed in 2007 51% of the interest in local Bulbank Leasing EAD. The entire realized net income in 2009 in the amount of BGN 1,603 thousand comprise of releases of escrow amounts upon fulfilling the contracted conditions or expiration of warranties given to the buyers.

In 2009 Bank took a decision to voluntarily liquidate together with the majority stake holder one of its associates. As a result of that, Bank's participation in that entity was impaired and impairment loss in the amount of BGN 260 thousand was recognized.

#### 13. Other operating income, net

	In thousands of BGN	
	2010	2009
Other operating income		
Income from non-financial services	1,339	1,386
Rental income from investment property	314	341
Other income	4,424	5,538
	6,077	7,265
Other operating expenses		
Other operating expenses	(115)	(370)
	(115)	(370)
Other operating income, net	5,962	6,895

#### 14. Personnel expenses

	In thousands of BGN	
	2010	2009
Wages and salaries	(79,551)	(79,886)
Social security charges	(10,128)	(10,758)
Pension and similar expenses	(559)	(476)
Temporary staff expenses	(5,325)	(5,107)
Share-based payments	(56)	(573)
Other	(1,306)	(981)
Total personnel expenses	(96,925)	(97,781)



# 14. Personnel expenses (continued)

As of December 31, 2010 the total number of employees, expressed in full time employee equivalent is 3,799 (December 31, 2009: 3,835)

Pension and similar expenses comprise of current services costs, interest costs and amortization of actuarial gains/losses costs related to defined benefits obligation of the Bank to its employees upon retirement. For more details about the pension scheme see note **40**.

As described in note **3** (**p**) (iii) ultimate parent company UniCredit Italiano S.p.A has granted stock options and performance shares to top and senior managers of UniCredit Bulbank AD. Upon expiration of the vesting period of any of the granted instruments, UniCredit Bulbank AD is required to settle in cash to the parent amounts corresponding to the economic value of the respective instruments. In addition to that employees of the Bank can voluntarily participate in Employee Share Ownership Plan (ESOP), where the advantages are that by buying UniCredit ordinary shares employees can receive free ordinary shares, measured on the basis of the shares purchased by each participant during the "Enrolment period". The granting of free ordinary shares is subordinated to vesting conditions.

The table below analyses the costs and movement in the Bank's liability by type of instruments granted:

				In thousands of BGN
	Economic value at December 31, 2009	2010 Cost	Settled in 2010	Economic value at December 31, 2010
Stock Options 11 2005	214	-	(214)	-
Stock Options 06 2006	183	30	-	213
Stock Options 06 2007	154	70	-	224
Stock Options 06 2008	104	76	-	180
Total Stock Options	655	176	(214)	617
Performance Shares 06 2006	323	(323)	-	-
Performance Shares 06 2007	-	190	-	190
Performance Shares 06 2008	-	-	-	-
Total Performance Shares	323	(133)	-	190
ESOP	2	13	-	15
Total Options and Shares	980	56	(214)	822

Detailed information about the granting dates, vesting period starting and ending dates of the stock options and performance share is presented in the table below:

Instrument granted	Granting date	Vesting period start date	Vesting period end date
Stock Options 06 2006	13-Jun-06	30-Jun-06	30-Jun-10
Stock Options 06 2007	12-Jun-07	30-Jun-07	30-Jun-11
Stock Options 06 2008	25-Jun-08	30-Jun-08	30-Jun-12
Performance Shares 06 2006	13-Jun-06	31-Dec-08	31-Dec-09
Performance Shares 06 2007	12-Jun-07	31-Dec-09	31-Dec-10
Performance Shares 06 2008	25-Jun-08	31-Dec-10	31-Dec-11



## 15. General and administrative expenses

	In thousands of BGN	
	2010	2009
Deposit guarantee fund annual contribution	(27,031)	(26,561)
Advertising, marketing and communication	(6,992)	(6,439)
Credit information and searches	(1,712)	(1,358)
Information, communication and technology expenses	(29,022)	(30,304)
Consulting, audit and other professionals services	(2,224)	(1,602)
Real estate expenses	(13,026)	(13,343)
Rents	(13,466)	(13,646)
Travel expenses and car rentals	(2,386)	(2,021)
Insurance	(1,101)	(1,150)
Supply and miscellaneous services rendered by third parties	(10,652)	(12,504)
Other costs	(4,896)	(4,763)
Total general and administrative expenses	(112,508)	(113,691)

# 16. Amortisation, depreciation and impairment losses on tangible and intangible fixed assets, investment properties and assets held for sale

	In thousands of BGN	
	2010	2009
Depreciation charge	(33,954)	(32,726)
Impairment due to obsolescence	(2,152)	(796)
Decrease in value due to revaluation	(271)	(1,351)
Decrease in value due to revaluation of non-current assets and disposal group classified as held for sale	-	(214)
Amortisation, depreciation and impairment losses on tangible and intangible fixed assets, investment properties and assets held for sale	(36,377)	(35,087)

As part of the standard year-end closure procedures, Bank performs impairment assessment of its longterm assets. Impairment is recognized whenever recoverable amount of the assets is lower than their carrying amount. For the years ended December 31, 2010 and December 31, 2009 the impairment of long-terms assets other than real estate properties, is the amount of BGN 2,152 thousand and BGN 796 thousand, respectively.

Bank also performed review of the entire class of real estate properties. For all such properties, where material decline in fair value is observed, the decrease in value due to revaluation in excess of previously recognized revaluation reserve (devaluation) is recognized in profit or loss. For the years ended December 31, 2010 and December 31, 2009 such devaluation of real estate properties amounts to BGN 271 thousand and BGN 1,351 thousand, respectively.

# 17. Provisions for risk and charges

Provisions are allocated whenever based on Management best estimates Bank has present obligation (legal or constructive) arising from past events for the settlement of which outflow of resources embodying economic benefits will be required. Whenever based on new circumstances and evidences it is not anymore likely the outflow of resources to occur, the previously allocated provisions are reversed (for more details see also Note **40**).



# 17. Provisions for risk and charges (continued)

	In thousands of BGN	
	2010	2009
Additions of provisions		
Provisions on letters of guarantee	(1,020)	(11,218)
Legal cases provisions	(3,586)	(4,763)
Other provisions	(254)	(220)
	(4,860)	(16,201)
Reversal of provisions		
Provisions on letters of guarantee	-	16,225
Legal cases provisions	6,401	17,452
Provisions on constructive obligations	416	1,374
Other provisions	-	35
	6,817	35,086
Net provisions charge	1,957	18,885

#### 18. Net Impairment loss on financial assets

	In thousands of BGN	
	2010	2009
Balance 1 January		
Loans and advances to customers	405,012	285,420
Increase		
Loans and advances to customers	330,803	170,111
Decrease		
Loans and advances to customers	(144,846)	(38,222)
Recoveries from non-performing loans previously written-off	(318)	(1,743)
	(145,164)	(39,965)
Net impairment losses	185,639	130,146
Written-off		
Loans and advances to customers	(7,653)	(12,297)
Balance December 31		
Loans and advances to customers	583,316	405,012



#### 19. Income tax expense

Taxation is payable at a statutory rate of 10 % on adjusted profits under the annual tax return prepared under the Bulgarian Corporate Income Tax Law. Deferred tax is calculated using a tax rate of 10 %, applicable for 2011.

The breakdown of tax charges in the income statement is as follows:

	In thousands of BGN	
	2010	2009
Current tax	(18,578)	(21,585)
Deferred tax income (expense) related to origination and reversal of temporary differences	732	(1,109)
Underprovided prior year income tax	(173)	(129)
Income tax expense	(18,019)	(22,823)

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

	In thousands of BGN	
	2010	2009
Accounting profit before tax	184,724	220,220
Corporate tax at applicable tax rate (10% for 2010 and 2009)	(18,472)	(22,022)
Tax effect of non taxable revenue	705	114
Tax effect of non tax deductible expenses	(245)	(682)
Tax effect of reversal of temporary differences	-	(127)
Underprovided prior year income tax	(7)	(106)
Income tax expense	(18,019)	(22,823)
Effective tax rate	9.75%	10.36%

#### 20. Cash and balances with Central bank

	In thousands of BGN	
	2010	2009
Cash in hand	130,625	119,822
Current account with Central Bank	744,035	712,342
Total cash and balance with Central Bank	874,660	832,164

#### 21. Financial assets held for trading

	In thousands of BGN	
	2010	2009
Government bonds	63,983	5,517
Bonds of credit institutions	71,125	76,022
Corporate bonds	25,370	30,571
Equities	1,682	3,340
Total financial assets held for trading	162,160	115,450

UniCredit Bulbank STATE DECEM

# 21. Financial assets held for trading (continued)

Financial assets held for trading comprise of bonds and equities that Bank holds for the purpose of short-term profit taking by selling or repurchasing them in the near future.

As of December 31, 2010 and December 31, 2009 financial assets held for trading in the amount of BGN 70,355 thousand and BGN 33,136 thousand, respectively, are pledged either on open repo-deals and other funding deals or under regulatory requirement to pledge government bonds as collateral for servicing State Budget accounts (see also Note **44**).

#### Previous change in accounting policy

In October 2008 Management has adopted amendments in IAS 39 "Financial instruments: Recognition and measurement" issued by IASB that same month. Considering the ongoing financial markets turmoil as a possible example of "rare circumstances", Management has changed its intention with regard to certain government bonds, previously classified as held for trading.

The reclassification was performed retroactively, as allowed by the amendments, with effective date July 1<sup>st</sup>, 2008. Additional information on the reclassification is presented in the table below.

	In thousands of BGN	
	2010	Cumulatively since reclassification (July 2008 - December 2010)
Fair value changes		
Fair value gain (loss) that should have been recognized had the assets not been reclassified	3,148	8,161
Net interest income		
Net interest income recognized for the period after reclassification	4,677	11,708
Net interest income after reclassification that should have been recognized had the assets not been reclassified	5,981	14,847

#### 22. Derivatives held for trading

	In thousands of BGN	
	2010	2009
Interest rate swaps	39,984	34,384
Equity options	1,828	528
FX forward contracts	14,031	4,951
FX options	1	588
Other options	198	4,144
FX swaps	72	547
Commodity swaps	136	-
Total trading derivatives	56,250	45,142

Derivatives comprise of trading instruments that have positive market value as of December 31, 2010 and December 31, 2009. They are traded for Bank's own purposes, including off-setting some FX, interest rate or credit risks in banking and trading book as well as covering Bank's customers' business positions.



# 23. Derivatives used for hedging

As described in Note **3** (k) in 2009 Bank has adopted hedge accounting methodology aiming at managing the residual interest rate risk in banking book. As of December 31, 2010 and December 31, 2009 Bank has designated only cash flow hedge relationships with hedging instruments being interest rate swaps and hedged items being highly probable forecasted interest cash flows derived from customers and banks' business (attracted deposits).

As of December 31, 2010 the fair value of hedging derivatives is negative in the amount of BGN 4,527 thousand. As of December 31, 2009 the positive fair value of hedging instruments is in the amount of BGN 1,521 thousand and the negative fair value of hedging instruments is BGN 6 thousand.

#### 24. Financial assets designated at fair value through profit or loss

	In thousands of BGN	
	2010	2009
Government bonds	17,063	20,660
Bonds of credit institutions	-	24,568
Municipality bonds	2,850	2,849
Corporate bonds	90,632	87,994
Total financial assets designated at fair value through profit or loss	110,545	136,071

Financial assets designated at fair value through profit or loss are non-trading assets with determinable market price that form a portfolio which performance is managed by the Bank on a fair value basis.

As of December 31, 2010 and December 31, 2009 assets designated at fair value through profit or loss in the amount of BGN 11,197 thousand and BGN 4,136 thousand, respectively, are pledged either on open repo-deals and other funding deals or under regulatory requirement to pledge government bonds as collateral for servicing State Budget accounts (see also Note **44**).

#### 25. Loans and advances to banks

	In thousands of BGN	
	2010	2009
Loans and advances to banks	1,662,399	2,028,640
Current accounts with banks	36,344	42,923
Restricted accounts in foreign currency	471	4
Total loans and advances to banks	1,699,214	2,071,567



## 26. Loans and advances to customers

	In thousands of BGN	
	2010	2009
Receivables under repurchase agreement	- 950	
Companies	5,715,281	5,481,709
Individuals		
Housing loans	1,574,778	1,425,488
Consumer loans	767,404	817,953
Central and local governments	59,253	57,584
	8,116,716	7,783,690
Less impairment allowances	(583,316)	(405,012)
Total loans and advances to customers	7,533,400	7,378,678

#### 27. Available for sale investments

	In thousands of BGN	
	2010	2009
Government bonds	249,613	261,613
Bonds of credit institutions	17,293	20,766
Equities	11,826	3,106
Total available for sale investments	278,732	285,485

Government and corporate bonds classified as available for sale investments are held by the Bank for the purposes of maintaining middle and long-term liquidity, coverage of interest rate risk and State Budget funds within the Bank. They have determinable fair value.

Equities presented as available for sale investments comprise of minority participation of the Bank in companies where neither control nor significant influence is exercised. These investments are generally carried at cost as their fair value can not be reliably measured. As of December 31, 2010 and December 31, 2009 all available for sale investments are assessed for impairment. As a result of this assessment no impairment has been recognized for the years.

As of December 31, 2010 and December 31, 2009 available for sale investments in the amount of BGN 145,007 thousand and BGN 133,400 thousand, respectively, are pledged either on open repo-deals and other funding deals or under regulatory requirement to pledge government bonds as collateral for servicing State Budget accounts (see also Note **44**).

#### 28. Held to maturity investments

	In thousands of BGN	
	2010	2009
Government bonds	276,509	291,360
Bonds of credit institutions	14,873	23,389
Total held to maturity investments	291,382	314,749

Held to maturity investments comprise only of first class government and corporate bonds with determinable payments that the Bank has the intention and ability to hold to maturity.



# 29. Investments in associates

Company	Activity	Share in capital	Carrying value in thousands of BGN Dec 2010
UniCredit Consumer Financing AD	Consumer lending and other similar activities in line with the applicable law and regulations	49.9%	24,139
UniCredit Leasing AD	Leasing activities	24.4%	2,687
Cash Service Company AD	Accepting, processing, safekeeping and delivering of valuable consignments with banknotes and coins to the banks	20.0%	2,392
Pirelli Real Estate AD	Management of real estate portfolio	25.0%	-
		Total	29,218

As described in Note **3** (i) (ii) **g**), investments in associates comprise of equity participations in entities where Bank has significant influence.

For the purposes of supporting the business activities of UniCredit Consumer Financing AD, the Bank approved increase of the reserves of the company by providing additional funds from the shareholders. The Bank's part of that increase was effectively paid in 2009 and as a result of that the cost of participation in UniCredit Consumer Financing AD increased by BGN 12,692 thousand.

Following ongoing leasing activities reorganization, in December 2009 in-kind contribution in the capital of UniCredit Leasing was performed. Bank participated with all its shares held in Bulbank Leasing AD at that time. As this transformation represents a business combination among entities under common control, the new value of Bank's participation in UniCredit Leasing AD was increased by the book value of its participation in Bulbank Leasing AD. As a result of the performed transformation Bank has no longer direct participation in Bulbank Leasing AD, and its share in the net assets of transformed UniCredit Leasing AD has been reduced to 24.4%.

In 2009 the shareholders of Pirelli Real Estate AD took a decision for voluntarily liquidation of the Company. In order to meet its current and constructive obligation before the actual closure, the capital of the Company has been increased. Bank's share in that increase amounted to BGN 260 thousand. Since the Management of the Bank does not expect any residual value to remain that could be distributed among the shareholders upon completion of the closure procedure, the carrying amount of the investments has been fully impaired by the end of 2009. As a result of this impairment, impairment loss in the amount of BGN 260 thousand was recognized.



# 30. Property, plant, equipment and investment properties

In thousands of BGN

7,384 20 - 375 - () - 7,759 21	<b>203,752</b> 50 8 903				property	
7,384 20 375 - - ( 7,759 21	<b>203,752</b> 50 8 903					
375 375 - (. 7,759 21	50 8 903	3,950	75,925	36,706	473	328,190
375 - (. 7,759 21	8 903	57	2,288	16,900		19,295
- ( - 7,759 21	0000	39	4,461	(15,572)	4,269	2,475
7,759 21	(1,722)	(331)	(3,331)	(1,715)		(1,099)
7,759 21	(298)	I	(512)	(298)	(212)	(1,320)
	210,685	3,715	78,831	36,021	4,530	341,541
	9,627	1,831	51,557	18,091	62	81,168
Depreciation charge - 9,921	9,921	422	9,633	3,542	20	23,538
Impairment due to obsolescence - 403	403	7	1,238	762		2,410
Write offs - (1,722)	(1,722)	(331)	(3,331)	(1,696)		(7,080)
On disposals - (66)	(99)	ı	(202)	(287)	(29)	(889)
Transfers - 609	609	I		16	4	629
As of December 31, 2010 - 18,772	18,772	1,929	58,590	20,428	57	99,776
Net book value as of December 31, 2010 7,759 191,913	191,913	1,786	20,241	15,593	4,473	241,765
Net book value as of December 31, 2009 7,384 194,125	194,125	2,119	24,368	18,615	411	247,022

\* Transfers include also real estate properties in the amount of BGN 2,475 thousand which have been previously classified as held for sale and for which Management has either changed its intention to sell or the sale can not be done in foreseeable future.

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30. Property, plant, equipment and investment properties (continued)

t       7,830       1         8       7,830       1         8       7,830       1         9       before revaluation       381       (42)         9       before revaluation       7,111       1         0       1       7,111       1         0       1       7,111       1         1       1       7,111       1         1       1       7,111       1         1       1       7,111       1         1       1       7,111       1         1       1       1       1         1       1       1       1         1       1       273       2         2       2       2       2         3       3       3       2         3       3       3       2         3       3       3       2         3       3       3       2         3       3       3       3         3       3       3       3         3       3       3       3         4       3       3       3			equipment	Other	Investment property	Total
7,830       1         381       (42)         381       (42)         381       (5)         (1,053)       7,111         Don new       273         uation       273         uation       273         nuation       273         zaluation       273         7,384       2         7,384       2         5       - <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>						
381 (42) (5) (1,053) 7,111 1 7,111 1 7,111 2 (1,053) 7,111 2 7,111 2 7,111 2 7,111 2 7,111 2 7,111 2 7,111 2 7,111 2 7 7,111 2 7 7,111 2 7 7,111 2 7 7,111 2 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	168,586	3,897	69,410	37,882	928	288,533
(42) (5) (5) (1,053) 7,111 1 uation valuation 273 273 273 273 273 273 273 273 273 273	175	816	6,226	12,209		19,807
(5) (1,053) 7,111 1 nation /aluation	7,039	137	4,182	(10,861)	(455)	
(1,053) 7,111 1 2,111 1 uation 273 uation 273 uation 273 1,111 1 2,111 1 2,131 2 (5) (5) 2 (5) 2 (5) 2 (3) 2 (3)	(380)	(747)	(2,148)	(1,854)	, I ,	(5,134)
7,111     1       Jon new     -     -     (5)       uation     273     -     (5)       /aluation     -     -     -       /aluation     273     -     (5)       Jon new     -     -     (5)	(7,785)	(153)	(1,745)	(765)		(11,501)
John new       -       (3)         uation       273       -       (3)         Iluation       273       -       (3)         /aluation       273       -       (3)         /aluation       273       -       -       (5)         John new       -       -       (3)       -       (3)	167,635	3,950	75,925	36,611	473	291,705
uation 273 Iluation (5)	(26,218)					(26,218)
/aluation	70,323	•	•	•	•	70,596
/aluation	(6,637)	•	•	•	•	(6,637)
<b>273</b> 7,384 2 5 (5)	(1,351)	ı		·	·	(1,351)
7,384 2 5 5 (5) 2 2 2 2 2 30n new - (;	36,117	•	•	•	•	36,390
5 5 	203,752	3,950	75,925	36,611	473	328,095
- 5 5 (5) 3 20n new - (2)	29,000	2,309	45,173	16,696	80	93,258
5 (5) 2001 new (2)	7,727	350	10,116	3,338	36	21,567
(5) (2) Don new - (2)	100	19	135	510		769
(2	(382)	(747)	(2,140)	(1,855)	ı	(5,129)
- (2	(654)	(100)	(1,727)	(693)	I	(3,174)
- (2	54	I	1	I	(54)	•
1	35,845	1,831	51,557	17,996	62	107,291
	(26,218)	I	I	ı	I	(26,218)
Revaluation adjustment - (26	(26,218)	•		•	•	(26,218)
As of December 31, 2009 after revaluation	9,627	1,831	51,557	17,996	62	81,073
Net book value as of December 31, 2009 7,384 19	194,125	2,119	24,368	18,615	411	247,022
Net book value as of December 31, 2008 7,830 13	139,586	1,588	24,237	21,186	848	195,275

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#### 30. Property, plant, equipment and investment properties (continued)

In 2009 Bank has performed valuation of entire class of properties (including land and buildings) based on independent fair value assessment made by certified appraisers. For all the properties where the assessed fair value materially differed from its carrying amount, the carrying amount was adjusted to the assessed fair value. For all revaluated properties the accumulated depreciation before revaluation was netted against assets' book value. For the assets where the assessed fair value was higher than their carrying amount the difference was recognized in other comprehensive income under revaluation reserves. For those assets were the fair value was below its carrying amount the reduction was recognized in other comprehensive income to the extent it reduces previously recognized increases. If the amount of the previous increases was insufficient, the difference was recognized in profit or loss.

In 2010 Management of the Bank assesses the real estate market as relatively stable compared to 2009. However for the purposes of preparation of these financial statements, Bank has reviewed all the properties for which there have been indicators for material change of market value. As a result of this review, impairment loss in the amount of BGN 403 thousand has been recognized.

All the other categories were assessed for impairment at the year end and for those assets found to be impaired (mostly due to obsolescence) impairment loss have been recognized.

#### 31. Intangible assets

	In thousands of BGN
Cost	
As of December 31, 2009	98,711
Additions	6,660
Write offs	(28,157)
Disposals	
As of December 31,2010	77,214
Depreciation	
As of December 31, 2009	63,845
Depreciation charge	10,416
Impairment due to obsolescence	13
Write offs	(28,157)
As of December 31,2010	46,117
Net book value as of December 31, 2010	31,097
Net book value as of December 31, 2009	34,866



# 31. Intangible assets (continued)

	In thousands of BGN
Cost	
As of December 31, 2008	92,386
Additions	7,890
Write offs	(1,547)
Disposals	(18)
As of December 31,2009	98,711
Depreciation	
As of December 31, 2008	54,211
Depreciation charge	11,159
Impairment due to obsolescence	27
Write offs	(1,552)
As of December 31,2009	63,845
Net book value as of December 31, 2009	34,866
Net book value as of December 31, 2008	38,175

#### 32. Current tax assets

The current tax assets comprise of Bank's net tax position with regard to corporate income tax as of December 31, 2010 and December 31, 2009. According to the statutory requirements, the Bank stand alone and its subsidiaries pay during the year advance instalments for corporate income tax on the basis of their tax profits for the prior year. Corporate tax in Bulgaria is charged on single entity basis. As of December 31, 2010 Bank reports current tax assets in the amount of BGN 3,471 thousand and current tax liabilities in the amount of BGN 80 thousand. The comparative amounts as of December 31, 2009 are BGN 9,796 thousand reported as current tax assets and BGN 27 thousand as current tax liability.

#### 33. Deferred tax

The origination breakdown of the deferred tax assets and liabilities as of December 31, 2010 and December 31, 2009 is as outlined below:

					In thousand	ds of BGN
	Asse	ets	Liabili	ties	Ne	t
	2010	2009	2010	2009	2010	2009
Property, plant and intangible assets	(30)	(33)	17,962	19,055	17,932	19,022
Available for sale investments	(1,167)	(1,855)	1,977	1,811	810	(44)
Provisions	(1,117)	(1,347)	-	-	(1,117)	(1,347)
Cash flow hedge	(254)	(175)	254	175	-	-
Other liabilities	(3,753)	(3,286)	-	-	(3,753)	(3,286)
Net tax (assets) liabilities	(6,321)	(6,696)	20,193	21,041	13,872	14,345



# 33. Deferred tax (continued)

The movements of deferred tax assets and liabilities on net basis throughout 2010 are as outlined below:

			In the	ousands of BGN
	Balance 2009	Recognised in P&L	Recognised in equity	Balance 2010
		(4, 22.2)		/=
Property, plant, equipment	19,022	(1,090)	-	17,932
Available for sale investments	(44)	166	688	810
Provisions	(1,347)	230	-	(1,117)
Cash flow hedge	-	429	(429)	-
Other liabilities	(3,286)	(467)	-	(3,753)
Net tax (assets) liabilities	14,345	(732)	259	13,872

#### 34. Non-current assets and disposal group classified as held for sale

In 2008 the Management has approved list of properties that no longer will be used in the ordinary activity of the Bank nor will be utilized as investment properties. For all such assets Management has started intensively looking for a buyer and has offered those properties on public auction.

As of December 31, 2010 Management has reviewed the remaining unsold properties and reassess their future usage. For all of the properties for which due to market constraints sale in the near future is not highly probable or which are to be brought back for continuously use in the banking business, reclassification has been done together with the accompanying adjustment in the depreciation for the period of being classified as held for sale. As of December 31, 2010 Bank reports BGN 21 thousand as assets held for sale, which comprise of only one property which disposal procedures are in advance stage as of year-end.

#### 35. Other assets

	In thou	sands of BGN
	2010	2009
Receivables and prepayments	15,244	13,255
Receivables from the State Budget	133	47
Materials, spare parts and consumables	1,286	1,175
Other assets	5,934	5,298
Total other assets	22,597	19,775

#### 36. Financial liabilities held for trading

	In thou	sands of BGN
	2010	2009
Interest rate swaps	38,869	36,765
FX forward contracts	21,324	1,351
Equity options	1,766	579
Other options	198	456
FX options	1	588
FX swaps	29	472
Commodity swaps	130	0
Total trading liabilities	62,317	40,211



# 37. Deposits from banks

	In tho	usands of BGN
	2010	2009
Current accounts and overnight deposits		
Local banks	238,159	65,090
Foreign banks	665,387	1,863,226
	903,546	1,928,316
Deposits		
Local banks	126,254	41,037
Foreign banks	1,537,550	1,024,828
	1,663,804	1,065,865
Liabilities under repurchase agreements	30,310	117,034
Other	12,511	2,787
Total deposits from banks	2,610,171	3,114,002

# 38. Deposits from customers

	In tho	usands of BGN
	2010	2009
Current accounts and overnight deposits		
Individuals	533,317	515,160
Corporate	1,705,376	1,625,369
Budget and State companies	159,554	129,639
	2,398,247	2,270,168
Term deposits		
Individuals	2,337,207	2,323,440
Corporate	1,188,900	1,222,186
Budget and State companies	160,253	171,799
	3,686,360	3,717,425
Saving accounts	407,670	347,396
Transfers in execution process	42,324	76,486
Other	1,247	1,622
Total deposits from customers	6,535,848	6,413,097

Deposits from customers comprise of outstanding balances on clients' current accounts, term deposits and saving accounts as well as respective accrued interest in them as of the reporting date.

As of December 31, 2010 and December 31, 2009 there are transfers in execution that have either not left the Bank's patrimony (outgoing payments) or clients' accounts have not been yet credited (incoming payments). These temporary balances are presented as deposits from customers under transfers in execution and process.



#### **39.** Subordinated liabilities

As of December 31, 2010 the total amount of BGN 214,053 thousand represents the outstanding debt (principal and accrued interest) on five loan facilities provided by UniCredit Bank Austria AG as outlined in the table below:

			In thousands of BGN
Start date	Term to maturity	Amount of the original principal	Outstanding amount as of December 31, 2010
November 26, 2004	10 years	19,558	24,685
December 20, 2004	10 years	19,558	24,654
February 3, 2005	10 years	25,426	31,355
August 2, 2005	10 years	29,337	35,429
November 19, 2008	10 years	97,792	97,930
Total		191,671	214,053

All of them meet the requirements of Bulgarian National Bank for Tier II inclusion for which Bank has received written approval. No principal repayments are allowed prior to final maturity of the loans unless explicitly approved by Bulgarian National Bank.

Under the clauses of subordinated agreements UniCredit Bank Austria has agreed that all the subordinated indebtedness is unsecured and that any repayment of these liabilities in case of insolvency, liquidation or dissolution of the Borrower (UniCredit Bulbank AD) shall be admitted after all other Borrowers' creditors have been reimbursed and satisfied.

#### 40. Provisions

Balances of provisions as of December 31, 2010 and December 31, 2009 are as follows:

				In	thousand	s of BGN
	Letters of guarantee	Legal cases	Retirement benefits	Constructive obligations	Other	Total
	(a)	(b)	(c)	(d)	(e)	
Balance as of December 31, 2009	19,285	10,108	3,084	3,749	338	36,564
Allocations Releases	-	6 (3,180)	559	- (416)	254	819 (3,596)
Additions due to FX revaluation	1,020	3,580	-	-	-	4,600
Releases due to FX revaluation	-	(3,221)	-	-	-	(3,221)
Utilization	-	(11)	(357)	(370)	(162)	(900)
Balance as of December 31, 2010	20,305	7,282	3,286	2,963	430	34,266



# 40. **Provisions (continued)**

#### (a) **Provisions on letters of guarantees**

Provisions on letters of guarantees represent inherent credit risk losses embedded in undertaken by the Bank contingent liabilities, whereas based on performed risk assessment by the respective bodies of the Bank it is more likely that the Bank would have to settle the obligation upon fulfilment of some uncertain events.

As of December 31, 2010 Bank assessed its entire portfolio of issued letters of guarantee and quantified provisions in the amount of BGN 20,305 thousand.

#### (b) **Provisions on legal cases**

Provisions on legal cases are recognized when based on legal expertise the Bank would most likely have to settle the obligation in the near future.

As of December 31, 2010 Bank has assessed its position in legal cases against it and provision in the amount of BGN 7,282 thousand has been recognized.

#### (c) Retirement benefit provision

•

Retirement benefit provision represents the present value of the bank's liability in accordance with Collective Labour Agreement, reduced by the amount of unrecognized actuarial losses as of the reporting date.

Major assumptions underlying in 2010 Defined benefit obligation are as follows:

- Discount rate 5.8%;
- Salary increase 5% p.a.;
  - Retirement age:
    - Men 63;
    - Women 60;

The movement of the defined benefit obligation for year ended 2010 and expected services cost, interest costs and amortization of actuarial gains/losses for the following year are outlined in the table below:

Recognized defined benefit obligation as of December 31, 2009	3,084
Current service costs for 2009	313
Interest cost for 2009	218
Amortisation of actuarial (gains) loss	28
Benefits paid	(357)
Recognized defined benefit obligation as of December 31, 2010	3,286
Unrecognized actuarial loss as of December 31, 2010	851
Interest rate Beginning of the year	6.5%
Interest rate End of the year	5.8%
Future increase of salaries	5.0%
Expected 2011 service costs	347
Expected 2011 interest costs	224
Amortization of actuarial loss	63
Expected 2011 benefit payments	604

Current service cost, interest cost and amortization of actuarial gains/losses presented under Personnel expenses (See note **14**).

In thousands of BGN



#### 40. Provisions (continued)

#### (d) **Provisions on constructive obligation**

In the course of regular business Bank has to follow certain rules as defined by specific Banking legislation prevailing in Bulgaria.

As of December 31, 2010 and December 31, 2009 the whole remaining amount of provisions on constructive obligations relates to full compliance with Instructions I-171 of BNB and Ministry of Internal Affairs, related to security standards of the premised where safe-deposits boxes are provided. In December 2010 review of the amount of provisions needed was done and as a result of reduced expectations for the resources needed, the outstanding amount was adjusted by BGN 416 thousand.

#### (e) Other provision

Other provisions in the amount of BGN 430 thousand (BGN 338 thousand in 2009) relates to coverage of claims related to credit cards business as well as other claims.

#### 41. Other liabilities

	In thousands of BGN	
	2010	2009
Liabilities to the State budget	4,780	4,135
Liabilities to personnel	20,849	17,757
Liabilities for unused paid leave	6,813	7,052
Dividends	331	196
Incentive plan liabilities	822	980
Other liabilities	32,456	16,404
Total other liabilities	66,051	46,524

Liabilities to the State Budget include current liabilities related to different tax positions of the Bank.

Liability to personnel includes accrued not paid liability to employees with regard to additional performance payments. The amounts represent Management best estimate for the goals achieved throughout 2010 and 2009 in accordance with the defined target settings.

Liabilities for unused paid leave represent quantification of Bank's current liability due to employees for unutilized current and prior years leave. The amount is equal to the compensation Bank has to pay should the labour contracts with the employees had been terminated as of December 31, 2010 and December 31, 2009, respectively.

As described in note **3** (**p**) (iii) selected group of Top and Senior Managers are given UniCredito Italiano stock options and performance shares as part of their remuneration packages. The economic value of the options and shares is presented as other liability as upon expiring of the vesting period respective amounts have to be settled in cash. The breakdown of the liabilities by type of instruments is presented in note **14** above.



#### 42. Equity

#### a) Share capital

As of December 31, 2010 share capital comprises of 263,911,174 ordinary shares with nominal value of BGN 1 each. All shares give equal voting rights to their holders.

As described in **3** (q) (i) in 2010 General Meting of Shareholders of UniCredit Bulbank AD approved capital increase through cash contributions in total amount of BGN 179,000 thousand comprising of 24,655,650 new ordinary shares with issuing price BGN 7.26 each. The capital increase was effectively completed and registered in December 2010.

#### b) Statutory reserves

Statutory reserves represent allocated profits after taxation into Reserve Fund in accordance with requirements of the Bulgarian Commercial Act. The share-premium of newly issued ordinary shares are also allocated into statutory reserves (see **42 a**) above)

#### c) Retained earnings

Under Retained earnings Bank shows the excess of all reserves, formed out of net profit in prior years and transformation of revaluation reserves over statutory reserves amount.

#### d) Revaluation reserves

Revaluation reserves include such on property as per the allowed fair value model under IAS 16 "Property, Plant and Equipment" as well as reserve out of the fair value change of financial assets classified as available for sale or derivatives designated as effective hedging instrument in cash flow hedge relationship all in accordance with IAS 39 "Financial Instruments, Recognition and Measurement".

#### 43. Contingent liabilities

	In thousands of BGN	
	2010	2009
Letters of credit and letters of guarantee	729,562	641,532
Credit commitments	1,121,434	922,835
Total contingent liabilities	1,850,996	1,564,367

#### a) Memorandum items

The Bank provides financial guarantees and letters of credit to guarantee the performance of customers to third parties.

The contractual amounts of financial guarantees and letters of credit are set out in the above table. The amounts reflected in the table for commitments assume that amounts are fully advanced. The amounts for guarantees and letters of credit represent the maximum accounting loss that would be recognized if counterparties failed completely to perform as contracted.

These commitments and contingent liabilities have off balance-sheet credit risk and only fees and accruals for probable losses are recognized in the statement of financial position until the commitments are fulfilled or expire. Most of the contingent liabilities and commitments expire without being advanced in whole or in part.



# 43. Contingent liabilities (continued)

# (a) Memorandum items (continued)

As of December 31, 2010 and December 31, 2009 the Bank has made assessment in compliance with IAS 37 "Provisions, Contingent liabilities and Contingent assets". Due to abnormal credit risk related to certain clients' exposures, Bank's Management has evaluated the risk, where it is more probable that any issued Bank guarantee could lead to an outflow of resources from the Bank (see also Note **40**).

#### b) Litigation

As of December 31, 2010 there are open litigation proceedings against the Bank. There is significant uncertainty as to the timing and outcome of such proceedings. Since the ultimate outcome of the claims against the Bank cannot presently be determined with sufficient reliability, provisions have been accrued only on cases where sufficient degree of certainty exists. Total of litigation claims provided for in the financial statements as of December 31, 2010 is in the amount of BGN 7,282 thousand (BGN 10,108 thousand in 2009).

#### c) Credit commitments

During the course of normal lending activity the Bank has negotiated with clients different types of credit facilities including credit lines, overdraft facilities and revolving loans. Contractually the Bank has committed itself for a certain amount which is at clients' disposal.

As of December 31, 2010 and December 31, 2009 the Bank presents committed but unutilized credit facilities as part of its off-balance sheet positions.

#### 44. Assets pledged as collateral

	In thousands of BGN	
	2010	2009
Securities pledged for budget holders' account service	265,302	286,515
Securities pledged on REPO deals	27,886	114,321
Securities pledged on other deals	69,171	52,384
Blocked deposit on other deals	471	4
	362,830	453,224
Pledged securities include		
Assets held for trading	70,355	33,136
Assets designated at fair value through profit or loss	11,197	4,136
Available for sale assets	145,007	133,400
Assets held to maturity	107,914	282,548
	334,473	453,220

Securities pledged on other deals include those contractually pledged on long-term financing provided to the Bank by foreign institutions.

#### 45. Related parties

UniCredit Bulbank AD has a controlling related party relationship with its direct parent company. Additionally the Bank has relativeness with members of the Managing bodies.

UniCredit Bulbank AD has a related party relationship with its other parent company's subsidiaries and with its directors and executive officers.



# 45. Related parties (continued)

The related parties' transactions in terms of statement of financial position items as of December 31, 2010 and Income statement items for the year ended thereafter are as follows:

	In thousands of BGN	
	Assets	Liabilities
Financial assets held for trading	8,182	
Available for sale investments	2,873	
Current accounts and deposits placed	1,052,120	
Extended loans	66,757	
Other assets	4,030	
Financial liabilities held for trading		50,317
Derivatives used for hedging		4,207
Current accounts and deposits taken		2,108,298
Subordinated loans		214,053
Other liabilities		1,801
Total	1,133,962	2,378,676
Guarantees received by the Group	63,134	

	In thousands of BGN
	Income (Expense)
Interest incomes	4,399
Interest expenses	(45,152)
Fee and commissions income	2,984
Fee and commissions expenses	(21)
Administrative and personnel expenses	(5,914)
	(43,704)

As of December 31, 2010 the loans extended to key management personnel amount to BGN 23,589 thousand. For the twelve months ended December 31, 2010 the compensation to senior management personnel amounts to BGN 2,471 thousand.

# 46. Cash and cash equivalents

	In thousands of BGN	
	2010	2009
Cash in hand	130,625	119,822
Current account with the Central Bank	744,035	712,342
Current accounts with banks	36,344	42,923
Receivables under repurchase agreements	84,038	11,574
Placements with banks with original maturity less than 3 months	1,578,136	1,911,215
Total cash and cash equivalents	2,573,178	2,797,876

Cash and cash equivalent include cash in hand as well as current accounts with Central Bank and other banks and placement with original maturity up to 3 months.



# 47. Leasing

Bank has concluded numerous operating and finance lease agreements to support its daily activity. Under financial lease contracts Bank acts only as a lessee for acquiring cars and equipment. Under operational lease contracts Bank acts both as a lessor and lessee in renting office buildings.

# (a) Financial lease contracts where the Bank acts as a lessee

In thousands				of BGN
Residual maturity	minimu	Total future NPV of minimum lease future mini payment lease pay		
	2010	2009	2010	2009
Up to one year	598	843	553	795
Between one and five years	741	878	693	827
Total	1,339	1,721	1,246	1,622

# (b) Operational lease contracts where the Bank acts as a lessee

	In thousands	s of BGN	
		tal future um lease payment	
	2010	2009	
Up to one year	12,307	11,606	
Between one and five years	30,048	25,425	
Beyond five years	6,718	6,774	
Total	49,073	43,805	

#### (c) Operational lease contracts where the Bank acts as a lessor

Residual maturity	minimum	future
	2010	2009
Up to one year	290	247
Between one and five years	274	85
Total	564	332

# 48. Group entities

The direct parent company of UniCredit Bulbank AD is UniCredit Bank Austria AG. As of December 31, 2010 and December 31, 2009 the ultimate parent company is UniCredito Italiano S.p.A.